

June 2023

April was very active. The Davis Driver Group is happy to share the good news with our readers!

Here is a snapshot of homesite selling activity (number going under contract each month) as of the morning of May 1, 2023:

Homesites	2019	2020	2021	2022	2022 vs. Avg. for Last Three Years	2023 (YTD)	2023 vs. Avg. for Last Three Years	2023 vs. Last Year/vs. Last Year YTD
Total No. of Homesites:	<u>45</u>	<u>93</u>	<u>80</u>	<u>26</u>	36%	<u>12</u>	18%	46%/75%
January	<u>2</u>	<u>5</u>	<u>9</u>	<u>7</u>	131%	<u>4</u>	57%	57%/57%
February	<u>3</u>	<u>4</u>	<u>10</u>	<u>6</u>	106%	--	0%	0%/31%
March	<u>5</u>	<u>1</u>	<u>10</u>	<u>2</u>	38%	<u>4</u>	92%	200%/53%
April	<u>3</u>	<u>4</u>	<u>9</u>	<u>1</u>	19%	<u>4</u>	86%	300%/75%
May	<u>4</u>	<u>5</u>	<u>6</u>	<u>4</u>	80%	--	0%	0%/75%
June	<u>2</u>	<u>11</u>	<u>4</u>	<u>2</u>	35%	--	0%	0%/0%
July	<u>4</u>	<u>8</u>	<u>2</u>	<u>1</u>	21%	--	0%	0%/0%
August	<u>2</u>	<u>5</u>	<u>7</u>	--	0%	--	0%	0%/0%
September	<u>1</u>	<u>17</u>	<u>3</u>	<u>1</u>	14%	--	0%	0%/0%
October	<u>5</u>	<u>10</u>	<u>7</u>	--	0%	--	0%	0%/0%
November	<u>10</u>	<u>10</u>	<u>5</u>	--	0%	--	0%	0%/0%
December	<u>4</u>	<u>13</u>	<u>8</u>	<u>2</u>	24%	--	0%	0%/0%

Here are the details of the twelve that have gone under contract so far this year:

**Membership Not Included  
(8 Decisions)**

Arrowhead 28	01/30/2023	\$599,000	Yes	Membership Not Included
Gambel Quail 84	04/24/2023	\$490,000	Yes	Membership Not Included
Gambel Quail 91	03/31/2023	\$450,000	Yes	Membership Not Included
Lost Star 13	03/17/2023	\$2,500,000	Yes	Membership Not Included
Mountain Skyline 44	01/17/2023	\$795,000	Yes	Membership Not Included
Painted Sky 42	04/06/2023	\$1,600,000	Yes	Membership Not Included
Painted Sky 60	03/14/2023	\$549,000	Yes	Membership Not Included
Painted Sky 88	01/30/2023	\$395,000	Yes	Membership Not Included

**Full Golf Available from Seller  
(4 Decisions)**

Apache Peak 95	04/05/2023	\$1,500,000	Yes	Full Golf Available from Seller
Deer Run 4	03/09/2023	\$1,799,000	Yes	Full Golf Available from Seller
Gambel Quail 147	01/17/2023	\$625,000	Yes	Full Golf Available from Seller
Lone Mountain 27	04/07/2023	\$1,500,000	Yes	Full Golf Available from Seller

As for homesite availability, of May 1, 2023, there were thirty-five homesites for sale in Desert Mountain (down five from last month). The least expensive site offering a Full Golf Membership (“FGA”) from the Seller through the Club, out of seven, was listed for \$700,000 (same as last month); the top price was \$5,900,000 (no change). None were listed with a Lifestyle Membership, (no change). Our records show approximately 239 homesites have no construction on them and are not owned by a neighbor to protect views or privacy, and that 101 sites are owned by neighbors for protection. Approximately 1,975 homes are completed, including 550 semi-custom homes.

Here is a snapshot of home selling activity (as of the morning of May 2):

Homes	2019	2020	2021	2022	2022 vs. Avg. for Last Three Years	2023 (YTD)	2023 vs. Avg. for Last Three Years	2023 vs. Last Year/vs. Last Year YTD
Total No. of Homes:	<a href="#">168</a>	<a href="#">255</a>	<a href="#">226</a>	<a href="#">113</a>	52%	<a href="#">64</a>	32%	57%/112%
January	<a href="#">9</a>	<a href="#">16</a>	<a href="#">28</a>	<a href="#">5</a>	28%	<a href="#">10</a>	61%	200%/200%
February	<a href="#">9</a>	<a href="#">23</a>	<a href="#">26</a>	<a href="#">20</a>	103%	<a href="#">14</a>	61%	70%/96%
March	<a href="#">16</a>	<a href="#">18</a>	<a href="#">40</a>	<a href="#">18</a>	73%	<a href="#">15</a>	59%	83%/91%
April	<a href="#">35</a>	<a href="#">18</a>	<a href="#">23</a>	<a href="#">12</a>	47%	<a href="#">22</a>	125%	183%/111%
May	<a href="#">28</a>	<a href="#">21</a>	<a href="#">28</a>	<a href="#">15</a>	58%	<a href="#">3</a>	14%	20%/112%
June	<a href="#">9</a>	<a href="#">26</a>	<a href="#">16</a>	<a href="#">8</a>	47%	--	0%	0%/0%
July	<a href="#">5</a>	<a href="#">18</a>	<a href="#">10</a>	<a href="#">8</a>	73%	--	0%	0%/0%
August	<a href="#">7</a>	<a href="#">14</a>	<a href="#">5</a>	<a href="#">2</a>	23%	--	0%	0%/0%
September	<a href="#">5</a>	<a href="#">27</a>	<a href="#">11</a>	<a href="#">5</a>	35%	--	0%	0%/0%
October	<a href="#">17</a>	<a href="#">29</a>	<a href="#">9</a>	<a href="#">4</a>	22%	--	0%	0%/0%
November	<a href="#">19</a>	<a href="#">23</a>	<a href="#">20</a>	<a href="#">6</a>	29%	--	0%	0%/0%
December	<a href="#">9</a>	<a href="#">22</a>	<a href="#">10</a>	<a href="#">10</a>	73%	--	0%	0%/0%

That green highlight for April’s activity is well-deserved! And three more on the first day of May continues the encouraging signs. Of these twenty-five transactions, it appears that fifteen of them, or sixty percent, were offered with FGA; one with a Lifestyle, and nine, or thirty-six percent, had no membership offered. Looking back to September 1, 2022, of the eighty-nine homes that have gone under contract since then, forty-eight, or 53.9%, were offered FGA; seven, or 7.9% had Lifestyle Memberships; one had a Seven Membership: and the remaining thirty-three, or 37.1%, were offered with no membership.

As for home availability, seventy-eight were for sale on May 1 (down from eighty-seven a month ago) without respect to current physical status). Of these, fourteen were not-yet-started spec homes (up from twelve a month ago), eight of which were offered with an FGA. Seven were under-construction speculative homes, one offered with an FGA. Fifty-seven were completed homes, ranging in price from \$1,025,000 to \$13,750,000. Thirty-six were offered FGA, from \$1,488,000/\$648.08 per square foot to \$13,750,000/\$1,583.19 per square foot.

As of the morning of May 2<sup>nd</sup>, according to our records, there were 1,951 finished homes in Desert Mountain that were not for sale. Traditionally, ten percent of a community like Desert

Mountain would be for sale in a “balanced” market, or about 195 homes. Our information showed only 56 finished homes on the market, a paltry 2.9% of the housing stock. This would appear to be the very definition of a “tight market”. It is expensive, too! The least expensive custom home out of the thirty-three offered FGA was priced at \$2,099,000. The least expensive of these that had a decent city light view (a “grade” of 3 or better on our proprietary view grading system utilizing a 0 to 5 scale) and a southern exposure was priced at \$3,999,990/\$688.82 per square foot (Sunset Canyon 11; 5,807 square feet on the market for 235 days).

Here are some interesting tidbits about when during the year a majority of the home sales take place. By June 30, 2019, 106 homes had been spoken for, which wound up being 63.1% of the total of 168 for the year. In 2020, 122 out of 255 had been spoken for by the end of June, or 47.9% of the total. In 2021, it was 159 out of 226, or 70.4%. In 2022 it was 78 out of 113, or 69.0%. It will be interesting to see how this May and June play out compared to these recent past years.

**Our proprietary data systems provide our clients with very real advantages in list price analysis, marketing, and sales compared to other agents active in our market. If you’d like to know more, give me a call at 602 399 0116, or Kathleen Spidell at 480 553 4177. We would be glad to answer your questions! Also, if you or a friend have real estate needs outside of Desert Mountain, we are in excellent position to be of assistance.**



Kathleen and Jack Spidell, Ann and Davis Driver

Sincerely,

Davis Driver