September 2024

As of September 3, 2024, only one homesite went under contract in August. The overall YTD homesite demand is 59% of last year's YTD Demand, 73% of last year's Total Demand.

Here is our September 3, 2024 Market Velocity Report for homesite contract activity (not sales):

Homesites	2020	2021	2022	2023	2023 vs. Avg. for Last Three Years	2024 (YTD)	2024 vs. Avg. for Last Three Years	2024 vs. Last Year/ vs. Last Year YTD
Total No. of Homesites:	98	90	27	32	45%	19	38%	59%/73%
January	5	9	7	4	57%	2	30%	50%/50%
February	4	13	6	--	0%	3	47%	0%/125%
March	1	11	2	5	107%	4	67%	80%/100%
April	4	9	1	4	86%	2	43%	50%/85%
May	6	7	5	4	67%	5	94%	125%/94%
June	11	5	2	4	67%	--	0%	0%/76%
July	8	2	1	4	109%	2	86%	50%/72%
August	6	7	--	1	23%	1	38%	100%/73%
September	17	4	1	3	41%	--	0%	0%/73%
October	10	8	--	2	33%	--	0%	0%/0%
November	11	6	--	1	18%	--	0%	0%/0%
December	15	9	2	--	0%	--	0%	0%/0%

On Membership "Mix" on Homesite Contracts This Year: Eighteen of the nineteen homesite contracts this year had no access to any membership; one had access to a Lifestyle. **Not a single Full Golf Membership homesite has been put under contract this year.**

List Price Range of Homesites Spoken For Last Month: The list price of the single homesite put under last month was $739,000, including access to a Lifestyle Membership.

On Homesite Supply: As of September 3, 2024, there were twenty-nine homesites for sale in Desert Mountain (+3 from last month). Both of the two sites offered with access to a Full Golf Membership ("FGA") from the Seller through the Club (no change from last month), were priced at $2,495,000 (no change). The Average Days on Market for the two was 425 (one was at 403; the other at 447). None were listed with a Lifestyle Membership (no change). Twenty-seven (+3) were listed without any membership ("NON"), starting at $450,000 (no change).

On Housing Stock: Our Housing Stock Analysis Report shows 205 custom homesites have no construction on them and are not owned by a neighbor to protect views or privacy, and that 104 are so owned by neighbor. Likewise, we show 2,013 homes are completed, including 550 semi-custom homes. Our records show 68 homes under construction (with the two most active villages being The Saguaro Forest with eleven, and Gambel Quail with nine).

Here is our September 3, 2024, Market Velocity Report for home contract activity (not sales):

Homes	2020	2021	2022	2023	2023 vs. Avg. for Last Three Years	2024 (YTD)	2024 vs. Avg. for Last Three Years	2024 vs. Last Year/ vs. Last Year YTD
Total No. of Homes:	257	231	114	145	72%	98	60%	68%/88%
January	16	28	5	10	61%	9	63%	90%/90%
February	23	27	20	13	56%	17	85%	131%/113%
March	18	40	19	15	58%	23	93%	153%/129%
April	19	23	12	20	111%	12	65%	60%/105%
May	21	28	15	20	94%	13	62%	65%/95%
June	26	18	8	15	87%	12	88%	80%/92%
July	18	10	8	8	67%	5	58%	63%/90%
August	14	5	2	11	157%	7	117%	64%/88%
September	28	11	5	8	55%	--	0%	0%/88%
October	29	11	4	9	61%	--	0%	0%/0%
November	23	20	6	8	49%	--	0%	0%/0%
December	22	10	10	8	57%	--	0%	0%/0%

On Recent Comparative Home/Membership Demand:

One Month (August): Seven homes went under contract in August, compared to eleven last August and five this July. The 98 contracts so far this year are 68% of last year's total, and 88% of last year's YTD demand, showing a month's-long, continuing slowdown in Desert Mountain home demand that started in April. Of the seven, four were offered "FGA", priced from $3,200,000 to $7,500,000. None were offered with access to a Lifestyle Membership. Three were offered "NON,", ranging from $1,725,000 to $4,700,000.

Four Months (May through August): Last year in this period, fifty-four homes, without regard to new vs. used or what membership access may have been offered, went under contract (but may not have closed escrow). This year, only thirty-seven. More narrowly, thirty-four resale/used homes, offered FGA, went under contract ***and closed escrow*** during this period. This year, only thirteen, a 61.8% drop. Of these thirty-four, the Average Total Price Paid was $3,001,579; the Average Days on Market was 105; and the Average Sales Price per Square Foot was $655.31. Of the thirteen this year, the Average Total Price Paid was $4,223,077; the Average Days on Market was 100 (down 4.76%); and the Average Sales Price per Square Foot was $776.16 (up 18.44%). So, significantly fewer contracts during this period this year, but they sold more quickly, and at a significantly higher Price Per Square Foot.

Last year during this same four-month period, the Average Total Price Paid for the fifteen resale/used NON membership homes was $2,367.920; the Average Days on Market was 76; and the Average Sales Price per Square Foot was $594.05. This year, there were only six such contracts/sales. The Average Total Price paid for these six NON homes was $1,893,917; the Average Days on Market was 51; and the Average Sales Price per Square Foot was $576.90. So, again, significantly less activity, faster sales, but with a drop in price.

On Membership "Mix" on Homes over the Last Year: Of the one hundred and nine resale/used homes that went under contract and closed in the last 365 days, sixty-six were FGA, or 60.55%; eleven were offered with the Lifestyle membership ("L'), or 10.09%; twenty-eight were offered NON, or 25.69%; and four went with a Seven membership, or 3.67%. **The sixty-six FGA resale (used) homes that went under contract and closed in the last 365 days averaged 91 Days on Market; the twenty-eight NON homes averaged 63 Days on Market.**

On Home Supply: Fifty-nine homes were listed as of the morning of September 3, 2024, without regard to current physical status or membership (+2). Of these, six were not-yet-started spec homes (-1), two of which were offered FGA. Five were under-construction speculative homes (- 2), with four offered FGA. Forty-four were completed homes (+1). Twenty-four of these were offered FGA, ranging in price from $1,950,000 (Apache Cottage 12) to $11,995,000 (Apache Peak 126, with a recent $1,000,000 price drop and now on the market for 176 days), with an Average Total List Price of $4,881,726, (down from $4,752,792 last month, and $5,393,214 two months ago). The Average List Price per Square Foot of these twenty-four FGA homes was $942.23 (down from $886.42 last month, and $941.31 two months ago), with an average Days of Market of 120 (down from 137 last month and 129 two months ago). Sixteen were offered NON (- 2), ranging from $1,300,000 (no change) to $6,500,000 in Total List Price (down from $7,395,000 last month), with an average list price of $2,864.813 (down from $3,462,500 last month); and an average List Price per Square Foot of $634.86, (down from $756.54 last month). **(So, an average list price "premium" on a per square foot basis of $307.37, (up from $129.88 last month), or 48.4%, for homes offered FGA vs. NON.**

The forty-four completed homes on the market today represent just 2.2 percent of the housing stock. Ten percent is generally considered to be a "balanced" market.

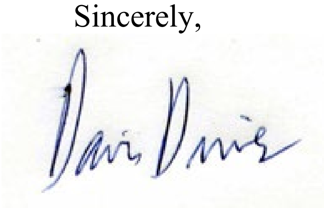
Based on the last four years, there is a 22.40-month supply of homes priced at or above $1,000.00 per square foot.

We provide our listing clients with documented advantages in list price analysis, marketing, and sales compared to our logical competition. If you would like to know more, give me a call on 602 399 0116, or Jeff Barchi on 602 558 5200.

The Davis Driver Group

Davis Driver, Ashley Hills-Arias, Ann Driver, Jeff Barchi

Sincerely,



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