February 1, 2025

Zero homesites went under contract in January. That is obviously a slow start compared to the last four years' numbers (in reverse order) of 2, 4, 7, and 9.

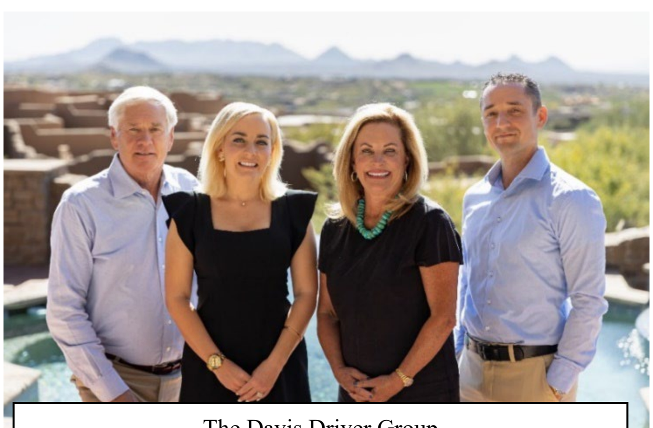
YTD and Monthly homesite demand (contracts opened, but not necessarily closed yet):

Homesites	2021	2022	2023	2024	2024 vs. Avg. for Last Three Years	2025 (YTD)	2025 vs. Avg. for Last Three Years	2025 vs. Last Year/vs. Last Year YTD
Total No. of Homesites:	93	29	33	34	66%	--	0%	0%/0%
January	9	7	4	2	30%	--	0%	0%/0%
February	14	6	--	3	45%	--	0%	0%/0%
March	11	4	5	4	60%	--	0%	0%/0%
April	9	1	5	2	40%	--	0%	0%/0%
May	8	5	4	5	88%	--	0%	0%/0%
June	6	2	4	1	25%	--	0%	0%/0%
July	2	1	4	3	129%	--	0%	0%/0%
August	7	--	1	1	38%	--	0%	0%/0%
September	4	1	3	3	113%	--	0%	0%/0%
October	8	--	2	6	180%	--	0%	0%/0%
November	6	--	1	2	86%	--	0%	0%/0%
December	9	2	--	2	55%	--	0%	0%/0%

On Membership "Mix" on Homesite Contracts in 2025: Not applicable due to no activity.

List Price Range of Homesites Spoken For Last Month: Not applicable due to no activity.

On Homesite Supply and Pricing: As of February 1, 2025, there were twenty-two homesites for sale in Desert Mountain (+1 from last month). Of these, only two were offered with access to a Full Golf Membership ("FGA"), Cochise-Geronimo Village # 1, listed at $3,800,000 (NC), and Saguaro Forest # 338, listed at $2,495,000 (NC). Of the twenty-two for sale, none were offered with access to a Lifestyle Membership ("L"); and none were offered with access to a Seven Membership ("SEV"). Twenty were offered with no access to any membership ("NON") (-1) (low - $495,000 (NC); high - $10,000,000 (NC; three listed at this price).



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

YTD and Monthly home demand (contracts opened, but not necessarily closed yet; excludes Seven homes):

Homes	2021	2022	2023	2024	2024 vs. Avg. for Last Three Years	2025 (YTD)	2025 vs. Avg. for Last Three Years	2025 vs. Last Year/ vs. Last Year YTD
Total No. of Homes:	233	114	145	144	88%	17	13%	12%/170%
January	28	5	10	9	63%	17	213%	189%/189%
February	27	20	13	17	85%	--	0%	0%/170%
March	40	19	15	23	93%	--	0%	0%/0%
April	23	12	20	12	65%	--	0%	0%/0%
May	28	15	20	12	57%	--	0%	0%/0%
June	19	8	15	12	86%	--	0%	0%/0%
July	11	8	8	5	56%	--	0%	0%/0%
August	5	2	11	7	117%	--	0%	0%/0%
September	11	5	8	11	138%	--	0%	0%/0%
October	11	4	9	16	200%	--	0%	0%/0%
November	20	6	8	12	106%	--	0%	0%/0%
December	10	10	8	8	86%	--	0%	0%/0%

Recent Home Demand:

A remarkable number of homes went under contract in January, seventeen, compared to eight in December, and nine and ten the last two January's. The home market has gotten off to a blitzing start, demand-wise, in 2025.

Home Sale Details:

Of the one hundred and twenty-eight resale/used homes that ***closed*** in the last 365 days, seventy-six were FGA, or 46.9% (and averaged 89 Days on Market ("DOM"); 4,840 square feet in size ("SF"); and $724.19 on Sale Price per Square Foot ("SPSF"). Thirteen were L, or 10.2% (100 DOM; 3,937 SF; $656.51/SPSF. Thirty-six were NON, or 28.1% (62 DOM; 3,987 SF; $612.22/SPSF). Three were SEV, or 2.3% (10 DOM; 3,291 SF; $856.22/SPSF). Based on this data, **the actual premium <u>paid</u> for FGA vs. NON on a per square basis over the last year is $724.19 – $612.22, or $111.97. On a 4,000 s.f. house, this is equal to $447,880.**

Home Supply Details: Eighty-six homes were listed as of the evening of February 1 in "mainland" Desert Mountain (no homes in Seven were included) without regard to physical status or membership.

Physical Status Breakdown of Listed Homes: Of the eighty-six non-Seven homes, six were not yet started spec homes, seven were under-construction spec homes, and seventy-three were finished homes (three of which were completed specs, leaving seventy used, resale homes on the market).

Membership Offered and Price Breakdown of the Seventy Used, Resale Homes For Sale:

40 FGA: Total Price Range $1,950,000 to $12,500,000; Average Total List Price $5,456,524 (down from $5,360,049); Average List Price per Square Foot $953.16 (up from $931.81); Average Days on Market 110 (down from 152).

24 NON: Total Price Range $1,100,000 to $6,000,000; Average Total List Price $$2,980,296 (down from $3,066,571); Average List Price per Square Foot $674.33 (down from $694.99); Average Days on Market 131 (down from 144).

5 L: Total Price Range $1,799,000 to $5,500,000; Average Total List Price $3,637.800 (up from $3,298,000); Average List Price Per Square Foot $833.50 (up from $771.77); Average Days on Market 136 (down from 163).

1 SEV: Total Price Range $2,367,000; Average Total List Price $2,367,000; Average List Price Per Square Foot $804.83; Average Days on Market 174.

List Price/SF Premium for FGA vs. NON: $953.16 – $674.33 = $278.83 (up from $236.82).

On Housing Stock: Our Housing Stock Analysis Report shows 192 custom homesites have no construction on them and are not owned by a neighbor to protect views or privacy, and that 102 are so owned by neighbors. Likewise, we show 2,054 completed homes, including 550 semi-custom homes and three spec homes. Our records show 42 homes under construction (with the two most active villages being The Saguaro Forest with eight, and Gambel Quail with six). The seventy used, resale homes on the market today represent just 3.4% of the finished home inventory. Ten percent is considered to be "balanced."

Over the last six years, we have significantly outperformed the other four listing agents or agent teams out of the top five, in five areas that should be of great importance to sellers (and they don't include misleading claims to listing performance superiority based on office location, how many buyers they represent; or how many listings they have obtained and managed to sell). Follow the adjacent QR code to see the results on details that *do* matter, and find our "*A Practical Guide to Hiring a Desert Mountain Listing Agent*". It will give you some things to think about if you are thinking about selling.

Sincerely,

Davis Driver

Davis Driver

Constantly updated reports can be found at www.propertiesofdesertmountain.com.