March 1, 2025

Two homesites went under contract in February. Better than the zero we had in January, but two for the first two months of the year is still a slow start compared to the last four years' numbers (in reverse order) of 5, 4, 13, and 23.

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%	2	6%	6%/40%
January	9	7	4	2	30%	--	0%	0%/0%
February	14	6	--	3	45%	2	67%	67%/40%
March	11	4	5	4	60%	--	0%	0%/40%
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%

Membership "Mix" on 2025 Homesite Contracts: Both offered with no membership access.

List Price Range of Homesites Spoken For Last Month: Saguaro Forest 65 - $1,800,000; Sunrise 259 – $775,000.

On Homesite Supply and Pricing: As of March 1, 2025, there were twenty-three homesites for sale in Desert Mountain (+1 from last month). Of these, three were offered with access to a Full Golf Membership ("FGA"): Cochise-Geronimo Village # 1, listed at $3,800,000 (NC); Saguaro Forest # 338, listed at $2,495,000 (NC); and Gambel Quail # 23, listed for $1,250,000. None of the remaining twenty homesites had access to any membership. The list price range was from a low of $495,000 (NC) to a high of $10,000,000 (NC, with three listed at this price (NC)). The Average Days on Market for the FGA sites was 250, and 344 for the NON sites.

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:	234	114	145	144	88%	30	22%	21%/111%
January	28	5	10	9	63%	17	213%	189%/189%
February	27	20	13	17	85%	13	78%	76%/115%
March	41	19	15	23	92%	--	0%	0%/111%
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:

February saw a pronounced dip in home contracts vs. January, but the thirty so far this year compares well to the 26 during the first two months of last year, and 23 and 25 in 2023 and 2022, respectively.

Home Sale Details:

Of the one hundred and twenty-seven resale/used homes that ***closed*** in the last 365 days (-1), seventy-six were offered FGA, or 59.8% (and averaged 98 Days on Market ("DOM"); 4,754 square feet in size ("SF"); and $724.16 on Sale Price per Square Foot ("SPSF"). Fifteen were L (+2), or 11.8% (87 DOM; 3,816 SF; $668.43/SPSF. Thirty-five were NON (-1), or 27.6% (58 DOM; 4,180 SF; $609.07/SPSF). One was SEV (-2), or .78% (13 DOM; 2,850 SF; $973.68/SPSF). Based on this data, **the actual premium paid for FGA vs. NON on a per square basis over the last year is $724.16 – $609.07, or $115.09. On a 4,000 s.f. house, this is equal to $460,360.**

Home Supply Details: Ninety-one homes were listed as of the morning of March 1 in Desert Mountain (excluding Seven) without regard to physical status or membership (+5).

Physical Status Breakdown of Listed Homes: Of the ninety-one non-Seven homes, seven were not yet started spec homes (+1), five were under-construction spec homes (-2), and seventythree were finished homes (+6; of which two of which were completed specs, leaving seventy-seven used, resale homes on the market).

Membership Offered and Price Breakdown of the Seventy-Seven Used Homes For Sale:

46 FGA (+6): Total Price Range $1,950,000 to $12,795,000; Average Total List Price $5,417,826 (down from $5,456,24); Average List Price per Square Foot **$933.55** (down from $953.16); Average Days on Market 105 (down from 110).

25 NON (+1): Total Price Range $1,100,000 to $6,000,000; Average Total List Price $2,793,780 (down (for the second straight month) from $2,980,296; Average List Price per Square Foot **$667.85** (down from $674.33); Average Days on Market 147 (up from 131).

5 L (NC): Total Price Range $1,799,000 to $5,500,000; Average Total List Price $3,063,800 (down from $3,637,800); Average List Price Per Square Foot $739.36 (down from $833.507); Average Days on Market 160 (up from 136).

1 SEV (NC): Total Price Range $2,297,000; Average Total List Price $2,297,000; Average List Price Per Square Foot $781.03; Average Days on Market 201 (up from 174).

Average List Price/SF Premium for FGA vs. NON: $933.55 – $667.85 = $265.70 (down from $278.83).

On Housing Stock: Our Housing Stock Analysis Report shows 190 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 2,055 completed homes, including 550 semi-custom homes and two 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-seven used, resale homes on the market today represent just 3.7% 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 *seller-oriented* performance metrics areas that should be more important to sellers looking for a listing agent than 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

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