

UTAH MARKET REPORT

UTAH

MARKET INSIGHTS • 3Q 21



1.7%

SLC Unemployment Rate



7.1%

SF New Home Closings Up



35.1%

SF Home Starts Up

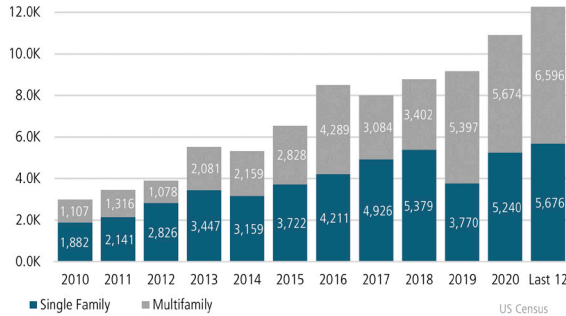


\$587,115

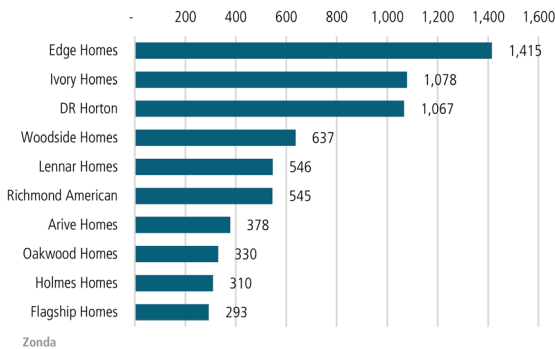
Median SF New Home Price

NEW HOUSING TRENDS¹

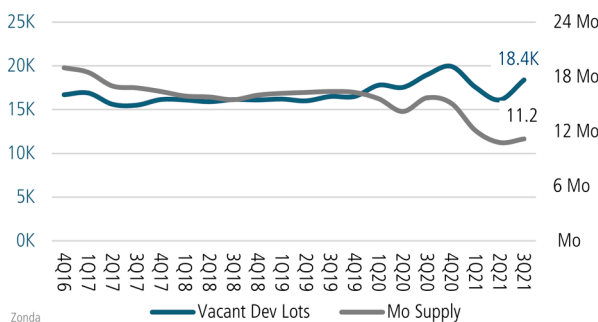
Single & Multi-Family Permits



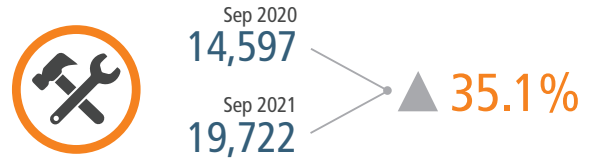
12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



ANNUALIZED SF NEW HOME STARTS



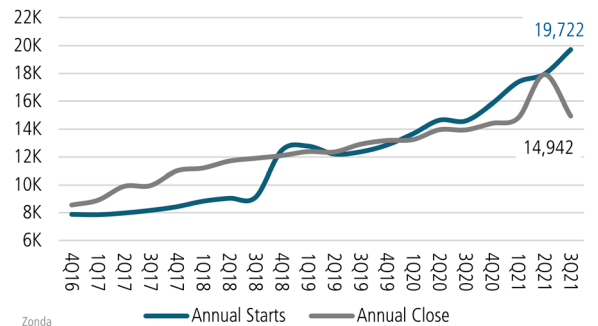
SF NEW HOME CLOSINGS



MEDIAN SINGLE FAMILY NEW HOME PRICE



Annual Starts vs Closings



MLS RESALE STATISTICS - SALT LAKE COUNTY²

CLOSED SALES YTD



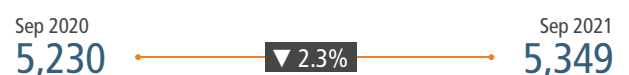
SF DAYS ON MARKET



SF MEDIAN SALE PRICE



NEW LISTINGS IN SEPT.



ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)

SALT LAKE CITY

Sep 2020	Sep 2021
4.5%	1.7%

▼ -2.8%

UTAH

Sep 2020	Sep 2021
4.0%	1.6%

▼ -2.4%



TOTAL NONFARM EMPLOYMENT (in thousands)

SALT LAKE CITY

Sep 2020	Sep 2021
742.5	778.1

▲ 4.8%

UTAH

Sep 2020	Sep 2021
1,564	1,625

▲ 3.9%



EMPLOYMENT CHANGE

SALT LAKE CITY

Annualized Employment Change*

3.0%

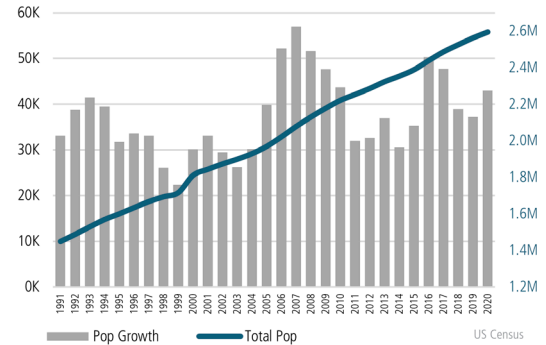
UTAH

Annualized Employment Change*

2.8%



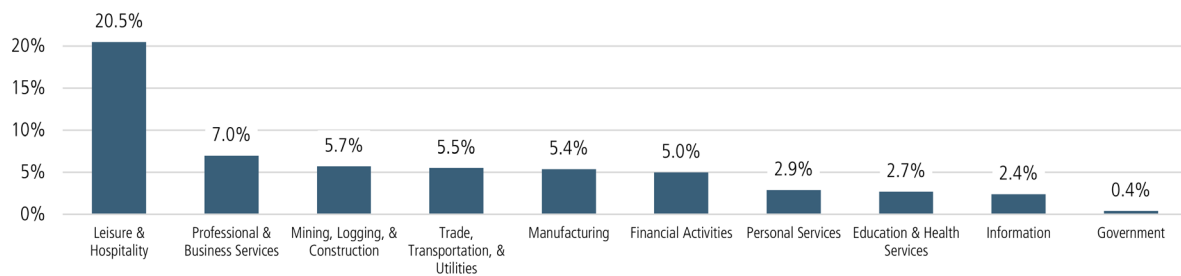
Population Growth & Total Population



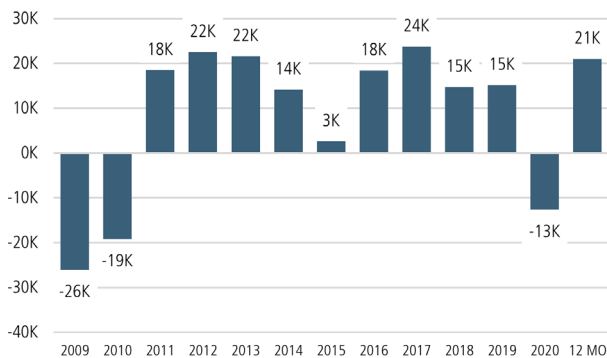
30 Year Fixed Mortgage Rate



YOY Change in Employment By Sector

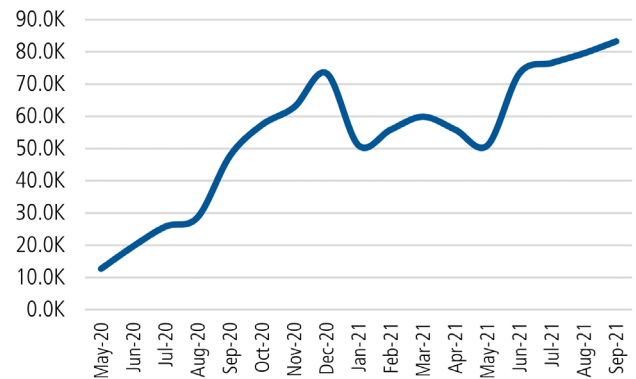


Change in Employment



Bureau of Labor Statistics average YOY monthly employment change.

Salt Lake City Jobs Recovered Since April 2020



THE NATION'S LEADING LAND BROKERAGE & ADVISORY FIRM

SALES • CAPITAL • M&A • CONSERVATION • ADVISORY



26 Offices Across the Nation



70+ Specialized Advisors



40+ Staff Professionals



\$32+ Billion in Sales Since 1987

SCOTTSDALE, AZ
CASA GRANDE, AZ
PRESCOTT, AZ
TUCSON, AZ
IRVINE, CA
BAY AREA, CA
COACHELLA VALLEY, CA
PASADENA, CA
ROSEVILLE, CA
SAN DIEGO, CA
SANTA BARBARA, CA
VALENCIA, CA
JACKSONVILLE, FL

ORLANDO, FL
TAMPA, FL
ATLANTA, GA
BOISE, ID
CHARLOTTE, NC
ALBUQUERQUE, NM
LAS VEGAS, NV
RENO, NV
AUSTIN, TX
DALLAS-FORT WORTH, TX
HOUSTON, TX
SALT LAKE CITY, UT
BELLEVUE, WA

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