

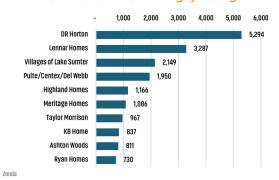




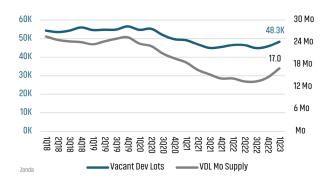
NEW HOUSING TRENDS¹



12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



ANNUALIZED NEW HOME STARTS



ANNUALIZED NEW HOME CLOSINGS



AVERAGE NEW HOME PRICE - CENTRAL FLORIDA



Annual Starts vs Closings



MLS RESALE STATISTICS - ORLANDO²

MEDIAN SALE PRICE



ACTIVE SF LISTINGS



DAYS ON MARKET







ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)

ORLANDO	
Mar 2022	Mar 2023

3.0% 2.6%

▼ -0.4%

FLORIDA

Mar 2022 Mar 2023 3.0% 2.6%

▼ -0.4%



TOTAL NONFARM EMPLOYMENT (in thousands)

ORLANDO

Mar 2022 Mar 2023 1,342 1,433

▲ 6.8%

Mar 2022 Mar 2023 9,281 9,710

▲ 4.6%



EMPLOYMENT CHANGE

ORLANDO

Annualized Employment Change*

Annualized Employment Change*

9.6%



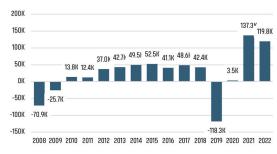


30 Year Fixed Mortgage Rate



Population Growth & Total Population 140K 5.0M 4.5M 120K 4.0M 100K 3.5M 3.0M 80K 2.5M 60K 2.0M 1.5M 1.0M 20K 0.5M OK 2008 2010 2012 2014 2016 2022 US Census Pop Growth Total Pop

Change in Employment



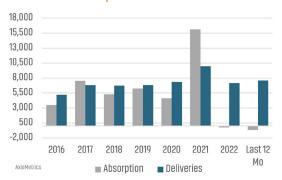
Bureau of Labor Statistics average YOY monthly employment change

US Inflation Rate



MULTIFAMILY STATISTICS

Absorption & Deliveries



Sources: (3) Bureau of Labor Statistics *Seasonally Adjusted

Occupancy & Rent Growth



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75+ Specialized Advisors

55+ Staff Professionals

\$32+ Billion in Sales Since 1987

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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

LODI, CA

JACKSONVILLE, FL

ORLANDO, FL

TAMPA, FL

ATLANTA, GA

BOISE, ID

KANSAS CITY, KS/MO

CHARLOTTE, NC

ALBUQUERQUE, NM

LAS VEGAS, NV

RENO, NV

GREENVILLE, SC

NASHVILLE, TN

AUSTIN, TX

DALLAS-FORT WORTH, TX

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