

PINAL

MARKET INSIGHTS • 3Q23

PINAL



4.5%

Pinal County Unemployment Rate



5,107

Annual New Home Permits



5,712

Annual New Home Closings

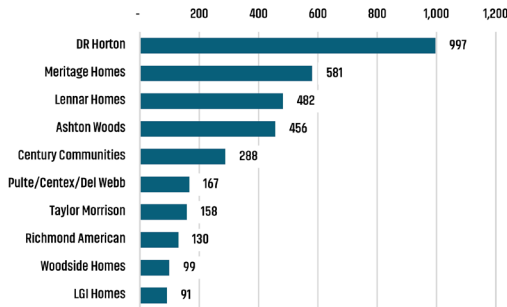


\$384,998

Median New Home Price

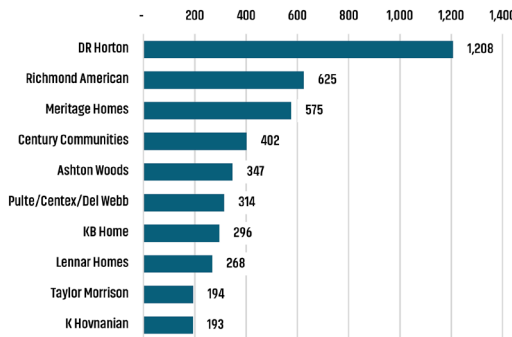
PINAL COUNTY HOUSING TRENDS¹

12 Month Homebuilder Ranking by Permits



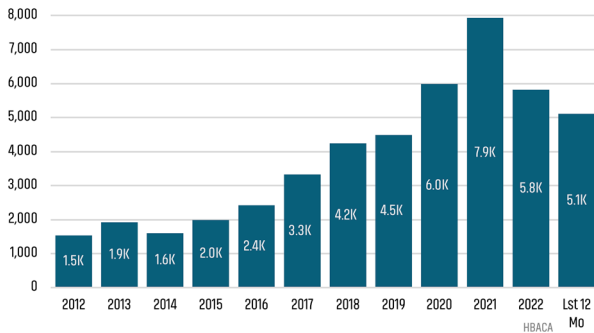
RL Brown

12 Month Homebuilder Ranking by Closings



RL Brown

Single Family Permits



HBACA

ANNUALIZED NEW HOME PERMITS



Sep 2022

6,473

Sep 2023

5,107

-21.1%

ANNUALIZED NEW HOME CLOSINGS

-4.3%

Sep 2022

5,971

Sep 2023

5,712



MEDIAN NEW HOME PRICE



Sep 2022

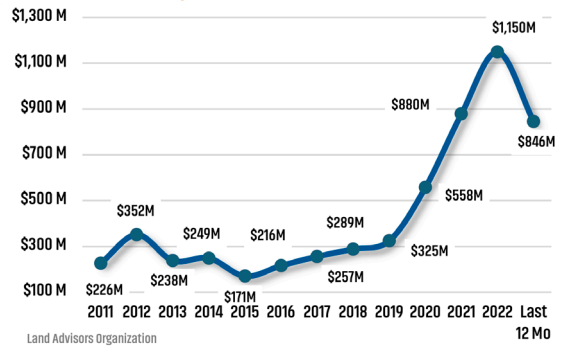
\$397,900

Sep 2023

\$384,998

-3.2%

Pinal County Land Transactions Annual Volume



Land Advisors Organization

MLS RESALE STATISTICS²

ANNUALIZED SF CLOSED SALES

Sep 2022

10,911

-23.3%

Sep 2023

8,365

AVG DAYS ON MARKET

Sep 2022

47 Days

▲ 8 Days

Sep 2023

55 Days

MEDIAN SALE PRICE

Sep 2022

\$375,000

-2.6%

Sep 2023

\$365,385

MONTHS OF INVENTORY

Sep 2022

3.6 Mo

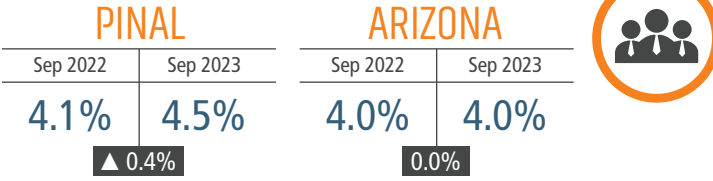
▼ 1.6 Mo

Sep 2023

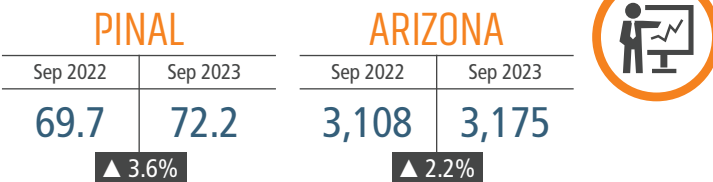
2.0 Mo

ECONOMIC TRENDS³

UNEMPLOYMENT RATE



TOTAL NONFARM EMPLOYMENT (in thousands)

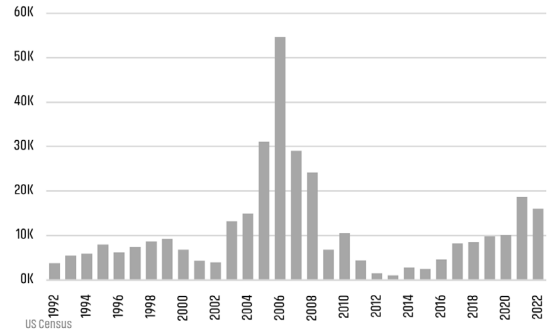


EMPLOYMENT CHANGE

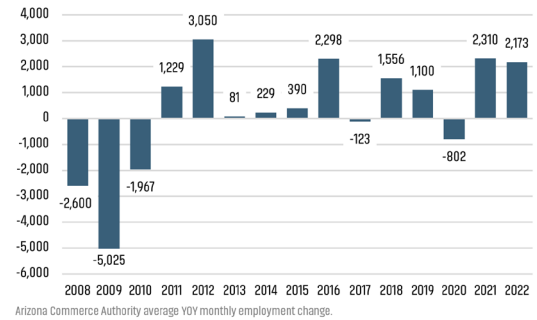


Large employment changes are due to last year's pandemic job recovery.

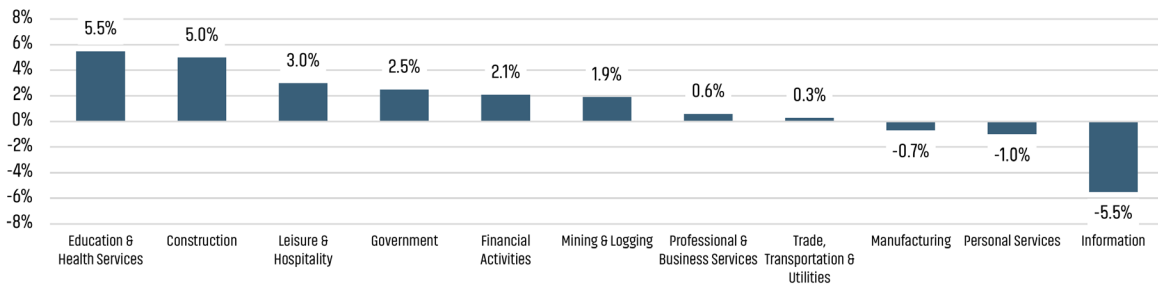
Population Growth & Total Population



Change In Employment



YOY Change in Employment By Sector

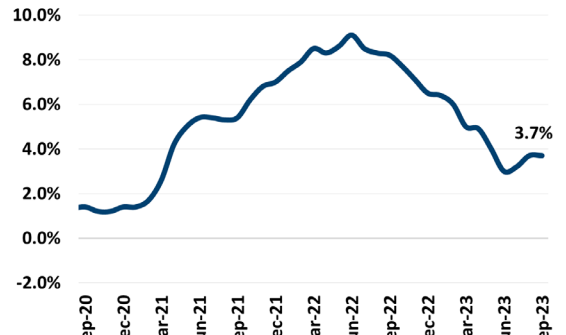


30 Year Fixed Mortgage Rate



St. Louis Fed

US Inflation Rate



US Bureau of Labor Statistics

THE NATION'S LEADING LAND BROKERAGE & ADVISORY FIRM



30 Offices Across the Nation



85+ Specialized Advisors



45+ Staff Professionals



\$15+ Billion in Sales Since 2017

SCOTTSDALE, AZ
CASA GRANDE, AZ
PRESCOTT, AZ
TUCSON, AZ
IRVINE, CA
BAY AREA, 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
LAS VEGAS, NV
RENO, NV
GREENVILLE, SC
NASHVILLE, TN
AUSTIN, TX
DALLAS-FORT WORTH, TX
HOUSTON, TX
SALT LAKE CITY, UT
BELLEVUE, WA

FUTURE OFFICES
ALBUQUERQUE, NM
CHARLESTON, SC
DENVER, CO
COLORADO SPRINGS, CO
RALEIGH-DURHAM, NC
SAN ANTONIO, TX

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