

ATLANTA MARKET REPORT

ATL

MARKET INSIGHTS • 1Q24



3.1%

Atlanta Unemployment Rate



8.8%

YoY New Home Starts Up



-7.0%

New Home Closings Down



\$489,586

Average New Home Price

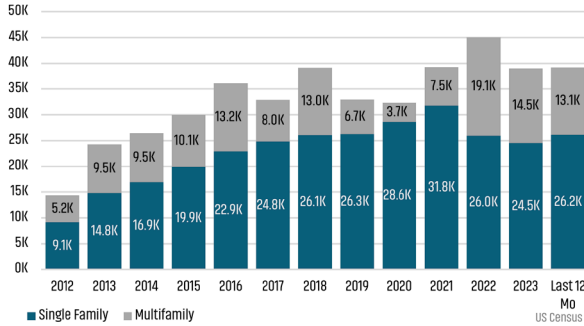


Land Advisors[®]
ORGANIZATION

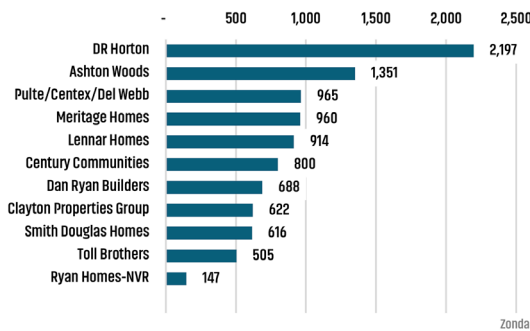
LANDADVISORS.COM

NEW HOUSING TRENDS

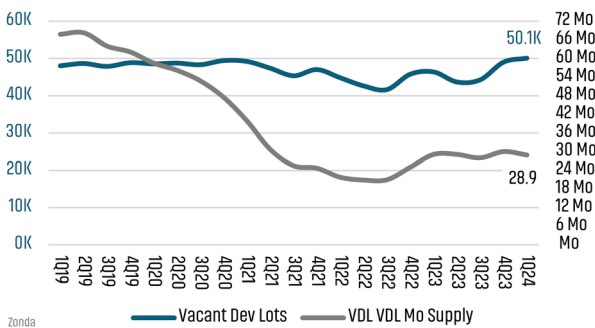
Single & Multi-Family Permits



Homebuilder Ranking by Closings 2020



Vacant Developed Lot Supply



ANNUALIZED NEW HOME STARTS¹



Mar 2023: 19,155
Mar 2024: 20,839
+8.8%

ANNUALIZED NEW HOME CLOSINGS¹



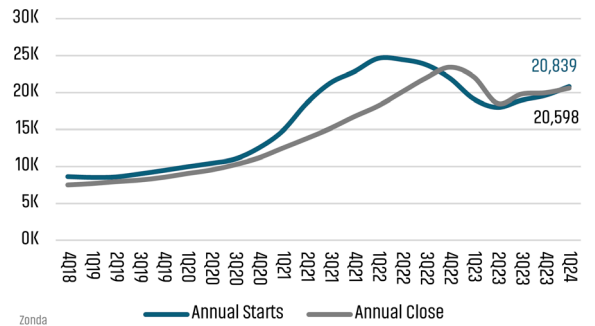
Mar 2023: 22,150
Mar 2024: 20,598
-7.0%

AVERAGE NEW HOME PRICE¹



Mar 2023: \$482,516
Mar 2024: \$489,586
+1.5%

Annual Starts vs Closings



MLS RESALE STATISTICS¹

SF ANNUALIZED CLOSED SALES

Mar 2023: 83,137
Mar 2024: 67,646
-18.6%

MONTHS OF INVENTORY

Mar 2023: 1.8 Mo
Mar 2024: 2.7 Mo
+0.9 Mo

MEDIAN SALE PRICE

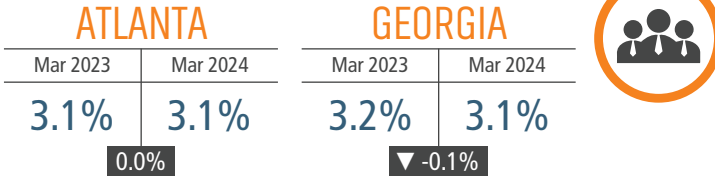
Mar 2023: \$366,340
Mar 2024: \$390,000
+6.5%

ACTIVE LISTINGS

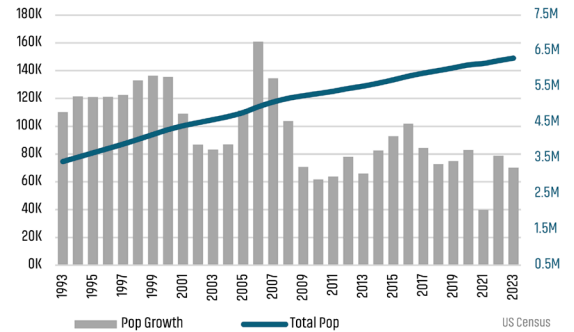
Mar 2023: 12,276
Mar 2024: 15,490
+26.2%

ECONOMIC TRENDS³

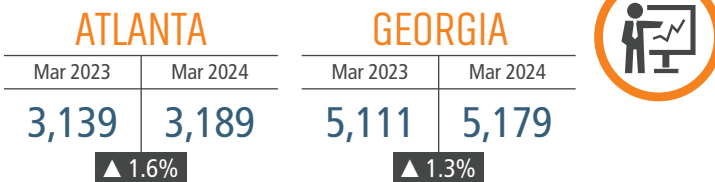
UNEMPLOYMENT RATE (unadjusted)



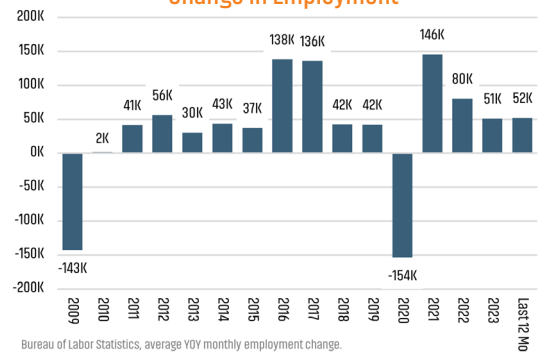
Population Growth & Total Population



TOTAL NONFARM EMPLOYMENT (in thousands)



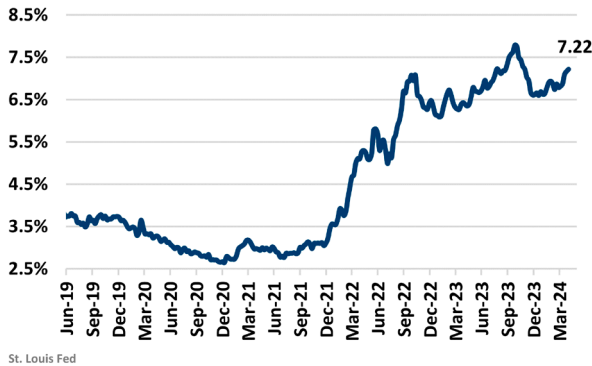
Change in Employment



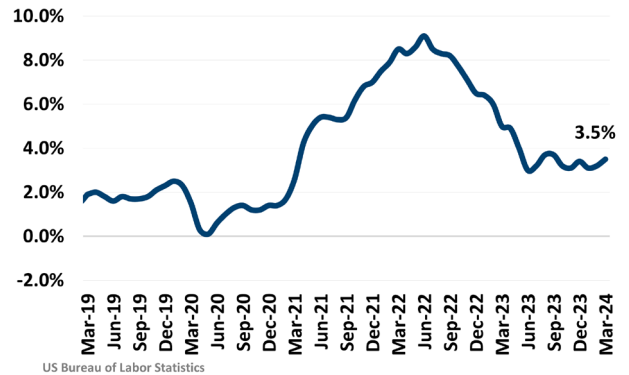
EMPLOYMENT CHANGE



30 Year Fixed Mortgage Rate

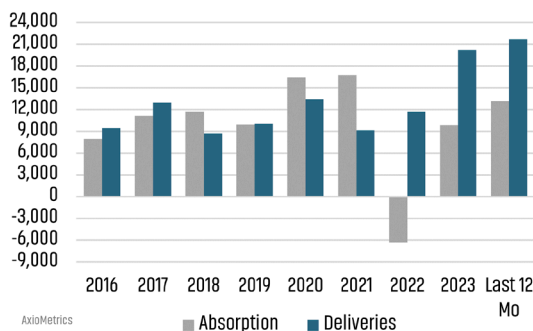


US Inflation Rate

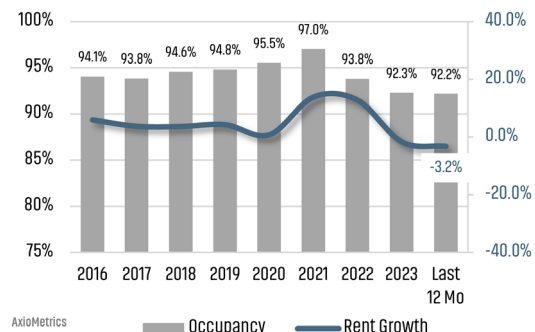


MULTIFAMILY STATISTICS

Absorption & Deliveries



Occupancy & Rent Growth



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

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

PHOENIX, AZ (HQ)

CASA GRANDE, AZ

PRESCOTT, AZ

TUCSON, AZ

BAY AREA, CA

IRVINE, CA

LODI, CA

PASADENA, CA

ROSEVILLE, CA

SACRAMENTO VALLEY, CA

SAN DIEGO, CA

SANTA BARBARA, CA

VALENCIA, CA

DENVER, CO

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

COLORADO SPRINGS, CO

RALEIGH-DURHAM, NC

SAN ANTONIO, TX

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