

SPRQ

MARKET INSIGHTS • 2024



3.5%

Sarasota Unemployment Rate



23.0%

YoY New Home Starts Up



13.6%

YoY New Home Closings Up

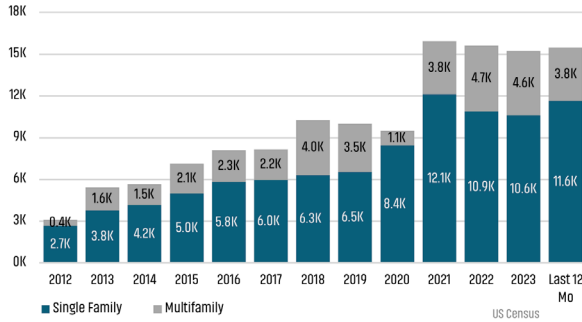


\$542,479

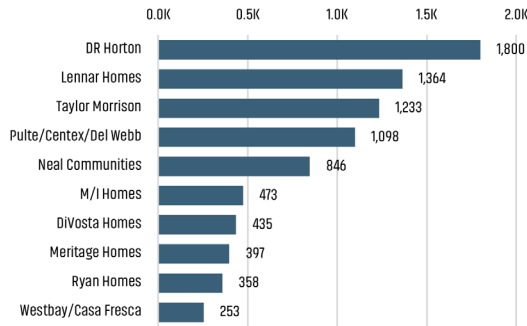
Average New Home Price

NEW HOUSING TRENDS¹

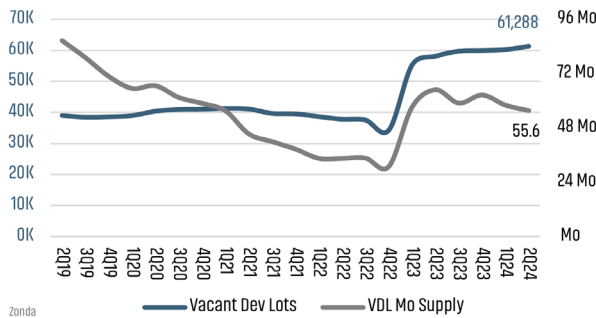
Single & Multi-Family Permits



12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



ANNUALIZED SF NEW HOME STARTS



Jun 2023: 10,750
Jun 2024: 13,222
23.0%

ANNUALIZED SF NEW HOME CLOSINGS



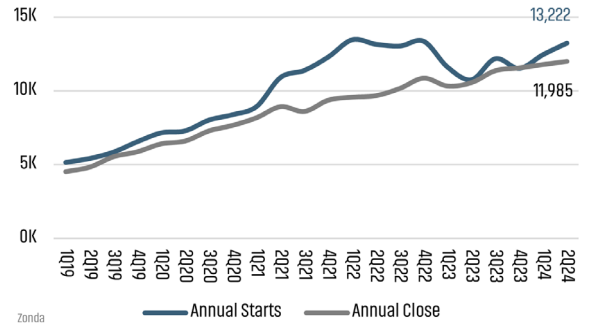
Jun 2023: 10,553
Jun 2024: 11,985
13.6%

AVERAGE NEW HOME PRICE



Jun 2023: \$520,655
Jun 2024: \$542,479
4.2%

Annual Starts vs Closings



MLS RESALE STATISTICS - SINGLE FAMILY HOMES²

CLOSED SALES YTD

Jun 2023: 7,943
Jun 2024: 8,039
▲ 1.2%

DAYS ON MARKET

Jun 2023: 28 Days
Jun 2024: 53 Days
▲ 25 Days

MEDIAN SALE PRICE

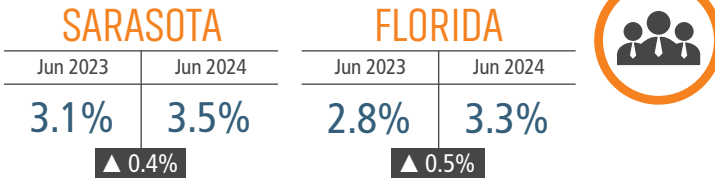
Jun 2023: \$524,450
Jun 2024: \$504,900
▼ -3.7%

MONTHS OF INVENTORY

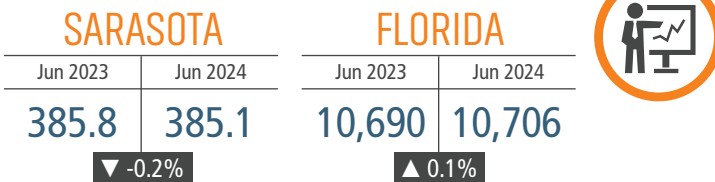
Jun 2023: 3.0 Mo
Jun 2024: 4.5 Mo
▲ 1.5 Mo

ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)



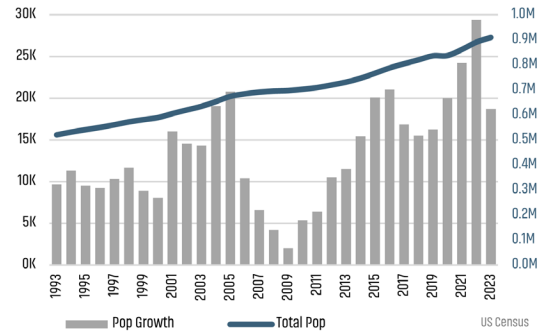
TOTAL NONFARM EMPLOYMENT (in thousands)



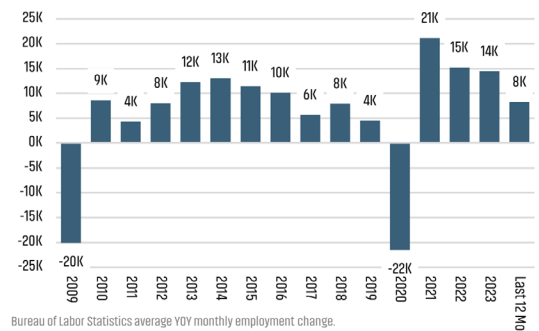
EMPLOYMENT CHANGE



Population Growth & Total Population

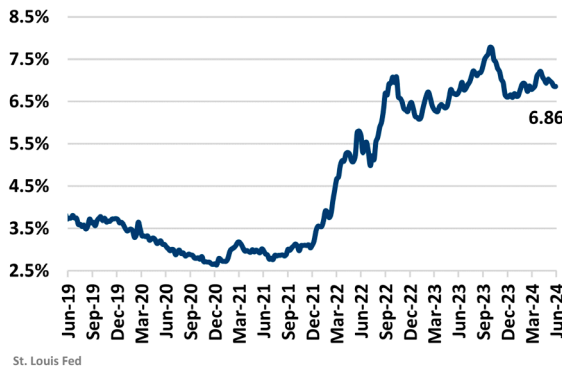


Change in Employment



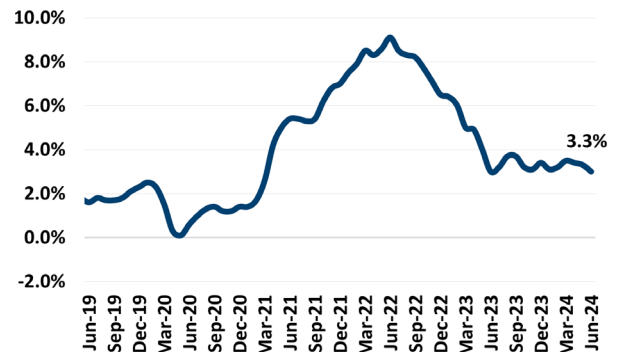
Bureau of Labor Statistics average YOY monthly employment change.

30 Year Fixed Mortgage Rate



St. Louis Fed

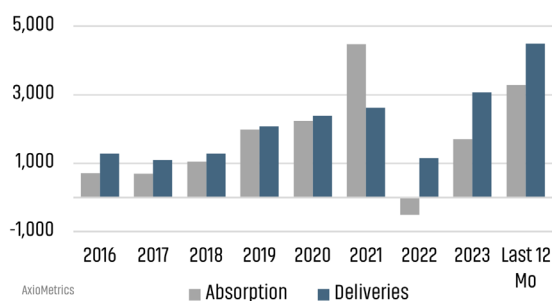
US Inflation Rate



US Bureau of Labor Statistics

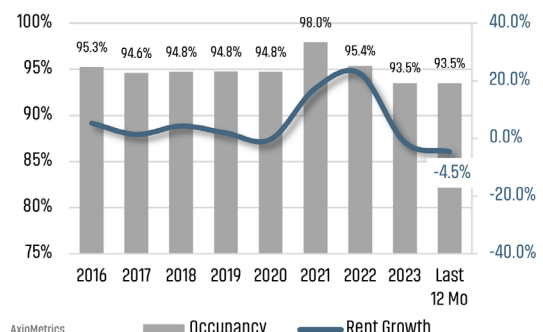
MULTIFAMILY STATISTICS

Absorption & Deliveries



AxioMetrics

Occupancy & Rent Growth



AxioMetrics

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

Tampa Bay Market Advisor

Nancy Surak, ALC, CCIM | nsurak@landadvisors.com

Licensed Florida Real Estate Broker

711 South Howard Avenue, Suite 200, Tampa, Florida 33606

Office: 813.448.1999 | Mobile: 813.299.2587

LandAdvisors.com

