

ATLANTA MARKET REPORT

ATL

MARKET INSIGHTS • 3Q24



3.4%

Atlanta Unemployment Rate



7.3%

YoY New Home Starts Up



4.1%

New Home Closings Up

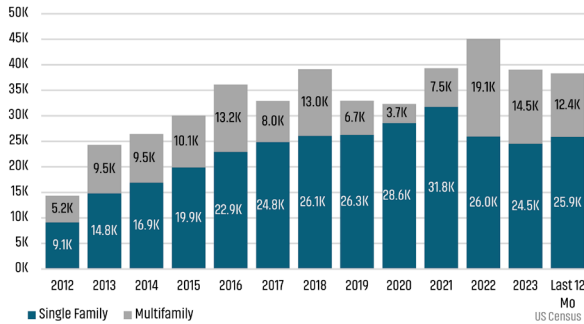


\$521,460

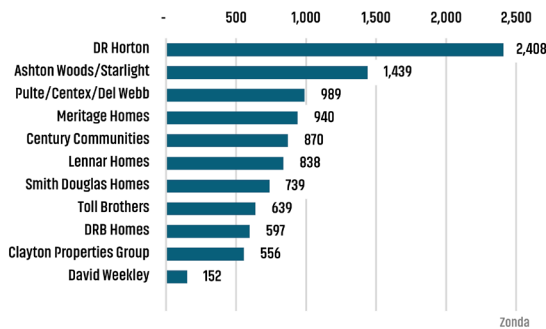
Average New Home Price

NEW HOUSING TRENDS

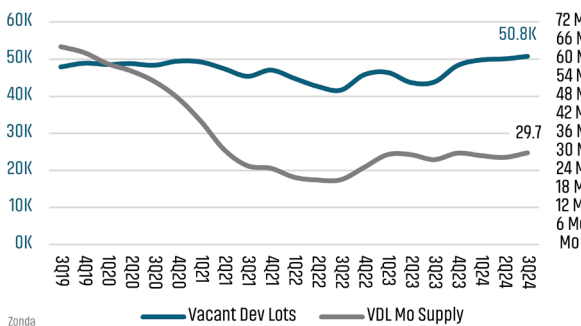
Single & Multi-Family Permits



12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



ANNUALIZED NEW HOME STARTS¹



Sep 2023: 19,128
 Sep 2024: 20,528
 ▲ 7.3%

ANNUALIZED NEW HOME CLOSINGS¹



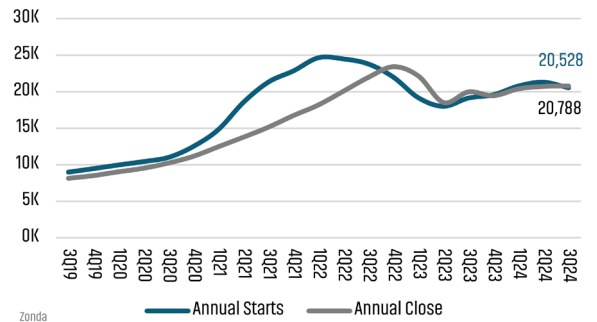
Sep 2023: 19,977
 Sep 2024: 20,788
 ▲ 4.1%

AVERAGE NEW HOME PRICE¹



Sep 2023: \$499,606
 Sep 2024: \$521,460
 ▲ 4.4%

Annual Starts vs Closings



MLS RESALE STATISTICS¹

SF ANNUALIZED CLOSED SALES

Sep 2023: 69,795
 Sep 2024: 67,890
 ▼ -2.7%

MONTHS OF INVENTORY

Sep 2023: 2.4 Mo
 Sep 2024: 4.0 Mo
 ▲ 1.6 Mo

MEDIAN SALE PRICE

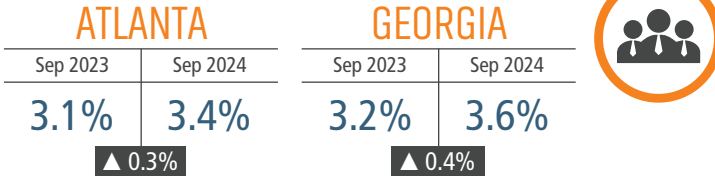
Sep 2023: \$384,900
 Sep 2024: \$393,500
 ▲ 2.2%

ACTIVE LISTINGS

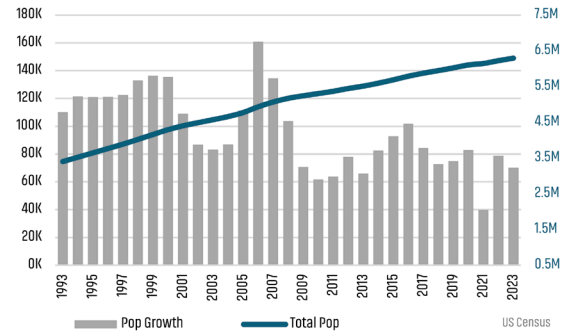
Sep 2023: 14,580
 Sep 2024: 22,418
 ▲ 53.8%

ECONOMIC TRENDS³

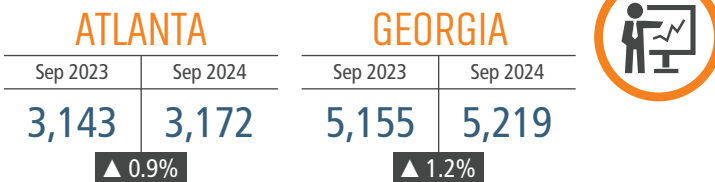
UNEMPLOYMENT RATE (unadjusted)



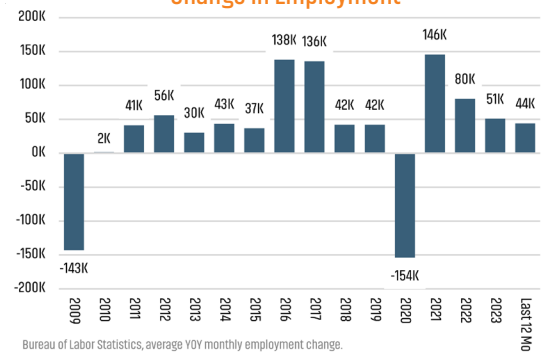
Population Growth & Total Population



TOTAL NONFARM EMPLOYMENT (in thousands)



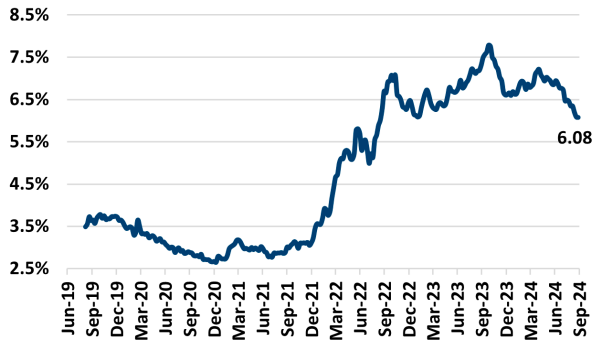
Change in Employment



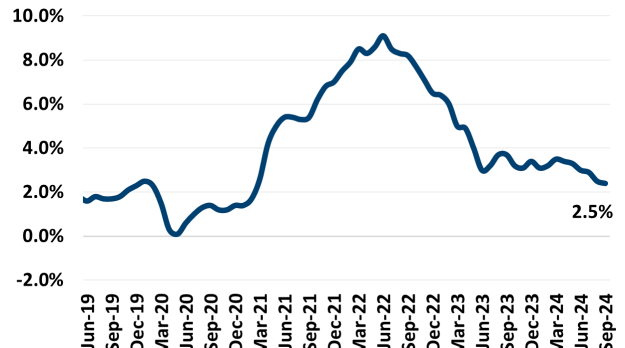
EMPLOYMENT CHANGE



30 Year Fixed Mortgage Rate

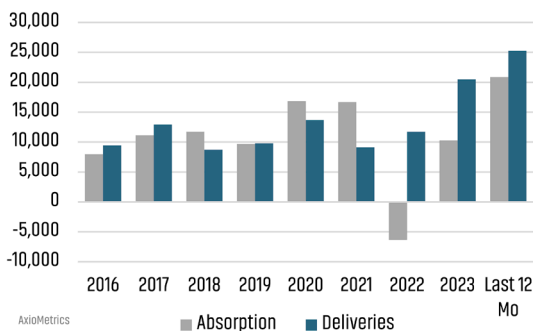


US Inflation Rate

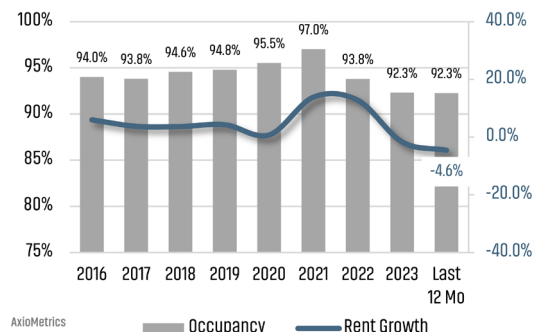


MULTIFAMILY STATISTICS

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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