

UTAH

MARKET INSIGHTS • 3Q24

UTAH



3.6%

SLC Unemployment Rate



26.6%

YoY New Home Starts Up



-4.0%

YoY New Home Closings Down

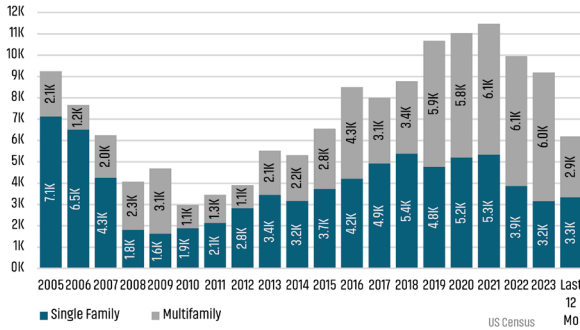


\$834,590

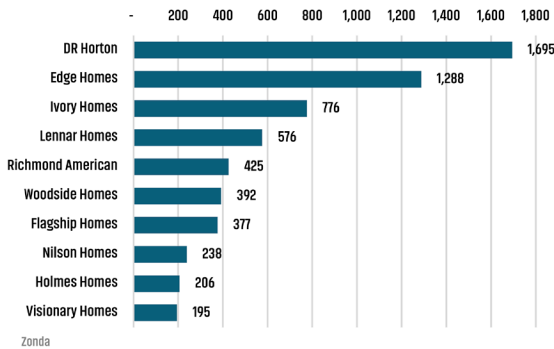
Median SF New Home Price

NEW HOUSING TRENDS¹

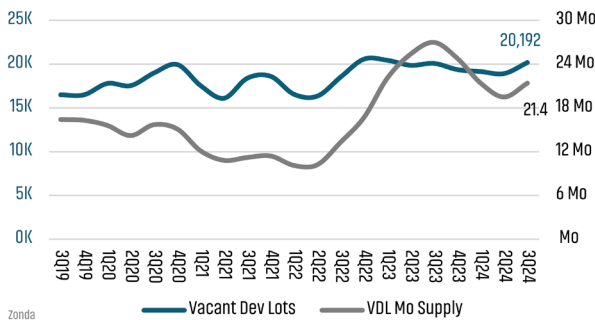
Single & Multi-Family Permits



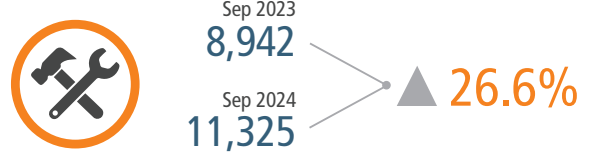
12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



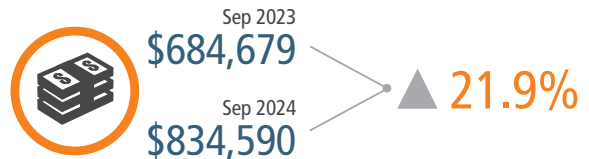
ANNUALIZED SF NEW HOME STARTS



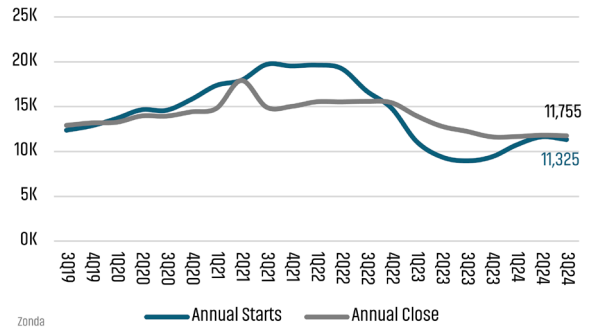
SF NEW HOME CLOSINGS



MEDIAN SINGLE FAMILY NEW HOME PRICE

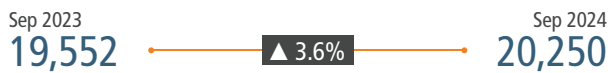


Annual Starts vs Closings



MLS RESALE STATISTICS²

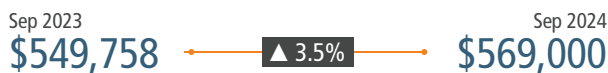
CLOSED SF SALES YTD



SF DAYS ON MARKET



SF MEDIAN SALE PRICE



NEW LISTINGS YTD



ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)

SALT LAKE CITY

Sep 2023	Sep 2024
2.6%	3.6%
▲ 1.0%	

UTAH

Sep 2023	Sep 2024
2.8%	3.5%
▲ 0.7%	



TOTAL NONFARM EMPLOYMENT (in thousands)

SALT LAKE CITY

Sep 2023	Sep 2024
717.9	713.3
▼ -0.6%	

UTAH

Sep 2023	Sep 2024
1,752	1,739
▼ -0.7%	



EMPLOYMENT CHANGE

SALT LAKE CITY

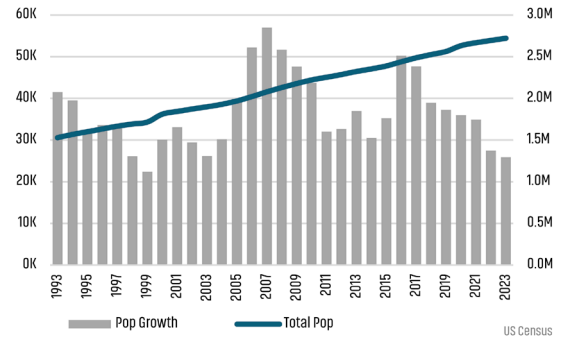
Annualized Employment Change
0.6%

UTAH

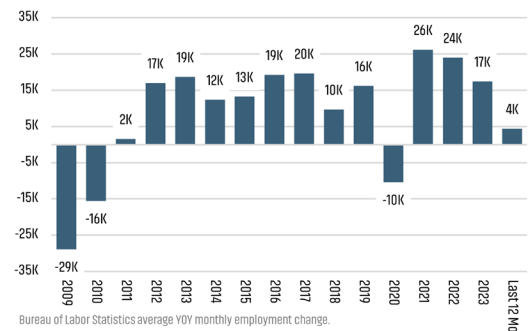
Annualized Employment Change
1.0%



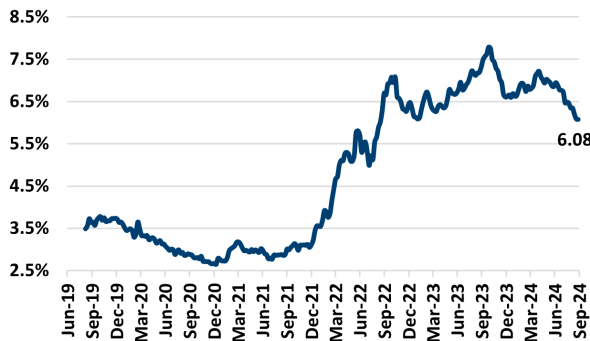
Population Growth & Total Population



Change in Employment

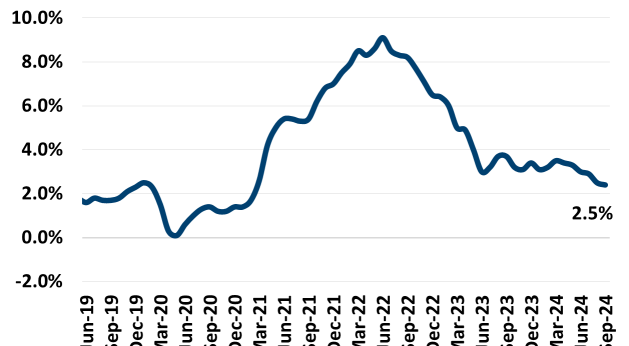


30 Year Fixed Mortgage Rate



St. Louis Fed

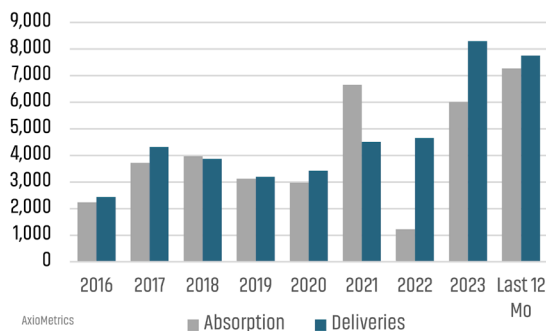
US Inflation Rate



US Bureau of Labor Statistics

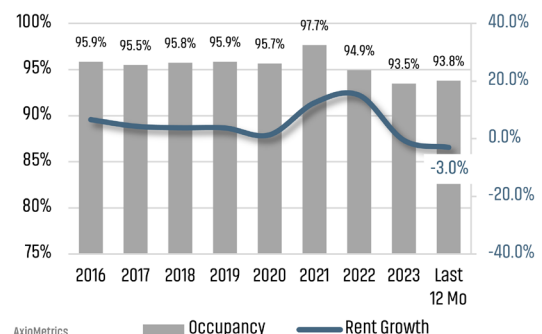
MULTIFAMILY STATISTICS

Absorption & Deliveries



AxioMetrics

Occupancy & Rent Growth



AxioMetrics

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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