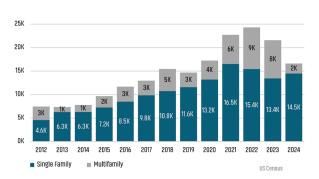




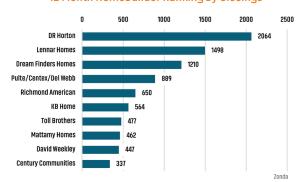


# NEW HOUSING TRENDS<sup>1</sup>

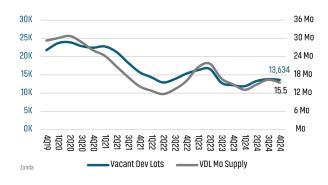
#### Single & Multi-Family Permits



### 12 Month Homebuilder Ranking by Closings



### **Vacant Developed Lot Supply**



# ANNUALIZED NEW HOME STARTS



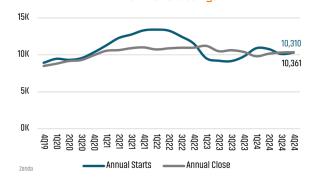
#### ANNUALIZED NEW HOME CLOSINGS



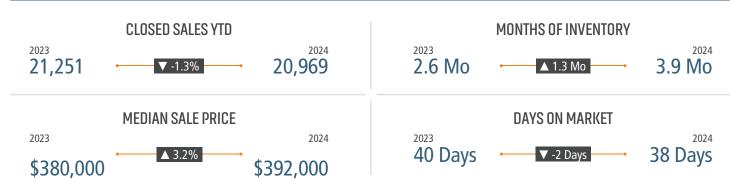
#### AVERAGE NEW HOME PRICE



# **Annual Starts vs Closings**



# MLS RESALE STATISTICS - JACKSONVILLE MSA SINGLE FAMILY HOMES<sup>2</sup>







# **ECONOMIC TRENDS**<sup>3</sup>

#### UNEMPLOYMENT RATE (unadjusted)

2023 2024 3.0% 3.0% 0.0%

**FI ORIDA** 2023 2024 3.1% 3.4% ▲ 0.3%



TOTAL NONFARM EMPLOYMENT (in thousands)

2023 2024 822.8

816.5 ▼ -0.8%

2023 2024

10,722 10,630



**EMPLOYMENT CHANGE** 

# **1ACKSONVILLE**

Annualized Employment Change

-0.1%

FLORIDA

Annualized Employment Change

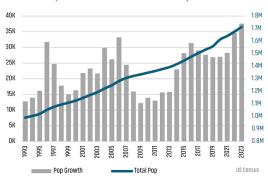
0.3%



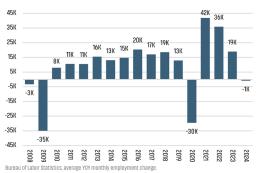
# 30 Year Fixed Mortgage Rate



#### Population Growth & Total Population



#### **Change in Employment**

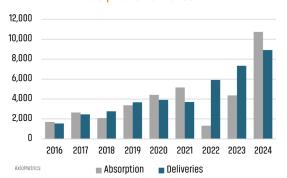


#### **US Inflation Rate**



### **MULTIFAMILY STATISTICS**

#### **Absorption & Deliveries**



#### 100% 40.0% 95.1% 95.1% 94.2% 94.5% 93.8% 95% 20.0% 90% 0.0% 85% -46% -20.0% 80% 75% -**4**0 0% 2016 2017 2018 2019 2020 2021 2022 2023 2024

Occupancy & Rent Growth

AxioMetrics

Rent Growth Occupancy

# 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

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