

# S P R Q

MARKET INSIGHTS • 4Q24



3.2%

Sarasota Unemployment Rate



6.0%

YoY New Home Starts Up



13.3%

YoY New Home Closings Up

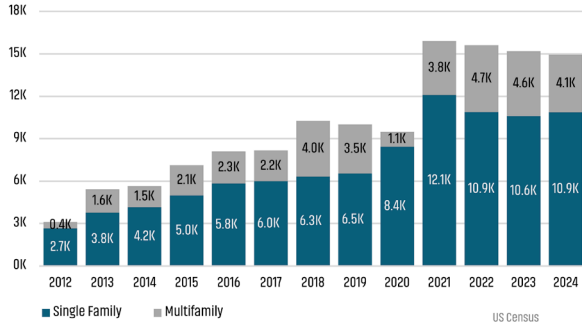


\$563,285

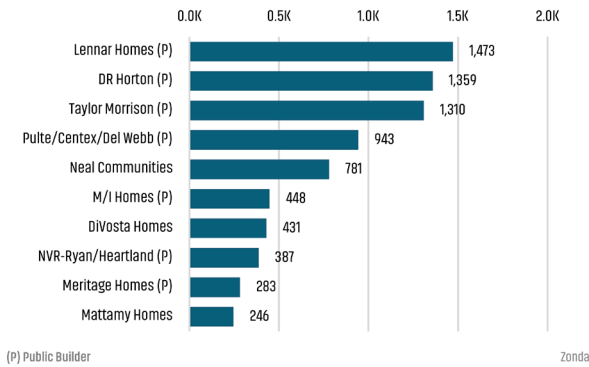
Average New Home Price

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

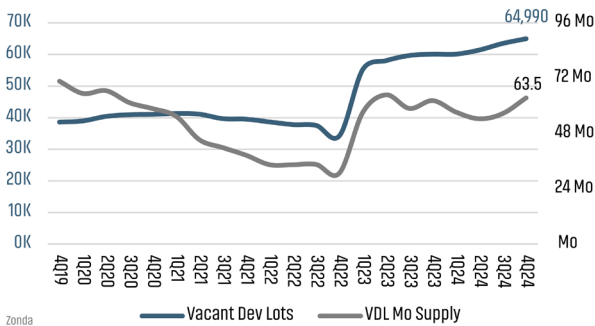
### Single & Multi-Family Permits



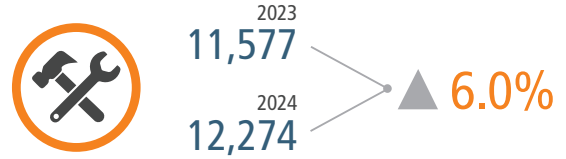
### 12 Month Homebuilder Ranking by Closings



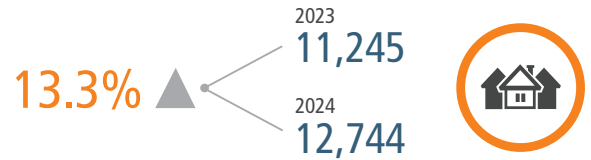
### Vacant Developed Lot Supply



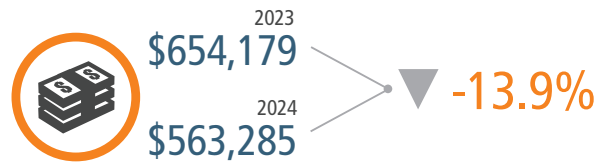
### ANNUALIZED SF NEW HOME STARTS



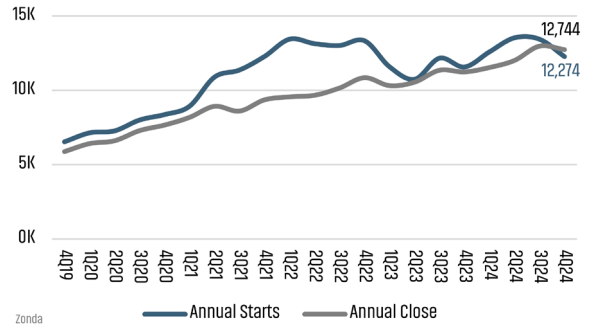
### ANNUALIZED SF NEW HOME CLOSINGS



### AVERAGE NEW HOME PRICE



### Annual Starts vs Closings



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

### CLOSED SALES YTD



### DAYS ON MARKET



### MEDIAN SALE PRICE

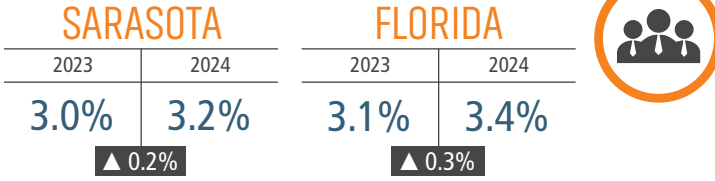


### MONTHS OF INVENTORY

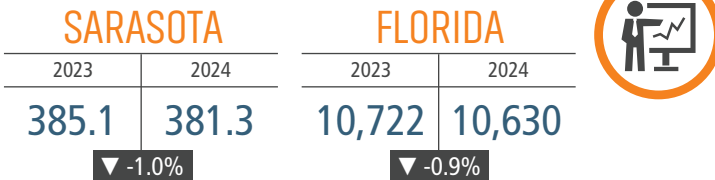


## ECONOMIC TRENDS<sup>3</sup>

### UNEMPLOYMENT RATE (unadjusted)



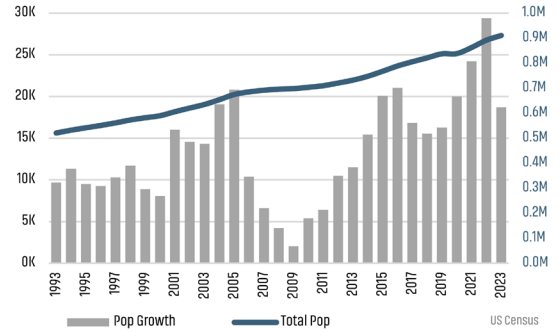
### TOTAL NONFARM EMPLOYMENT (in thousands)



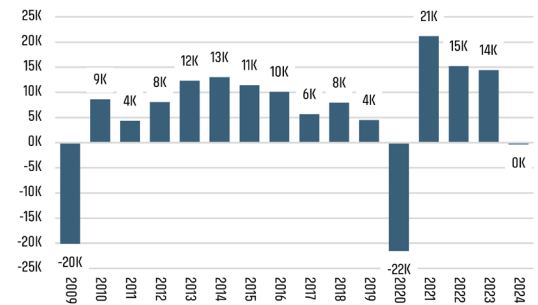
### EMPLOYMENT CHANGE



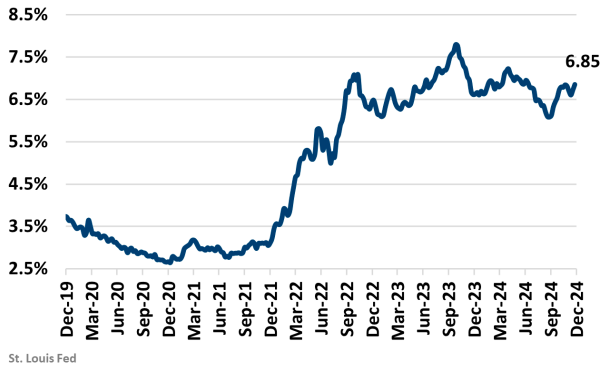
### Population Growth & Total Population



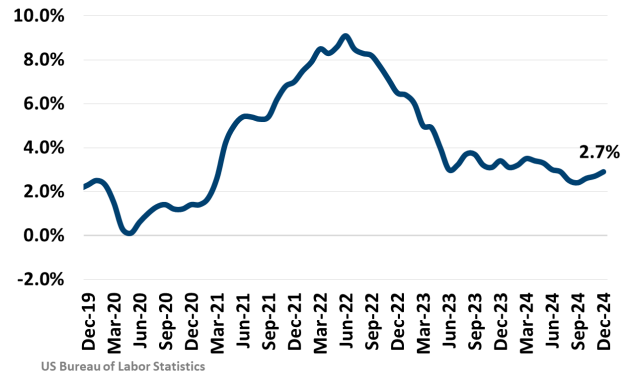
### Change in Employment



### 30 Year Fixed Mortgage Rate

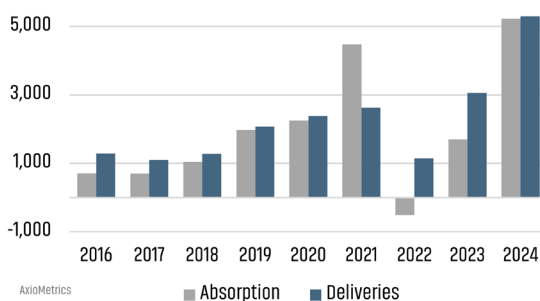


### US Inflation Rate

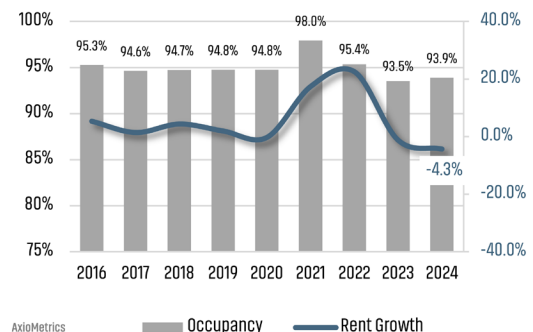


## MULTIFAMILY STATISTICS

### Absorption & Deliveries



### Occupancy & Rent Growth



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

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30 Offices Across the Nation



85+ Specialized Advisors



45+ Staff Professionals



\$15+ Billion in Sales Since 2017

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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

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