

ATLANTA MARKET REPORT

ATL

MARKET INSIGHTS • 1Q25



3.6%

Atlanta Unemployment Rate



-11.5%

YoY New Home Starts Down



-7.7%

New Home Closings Down

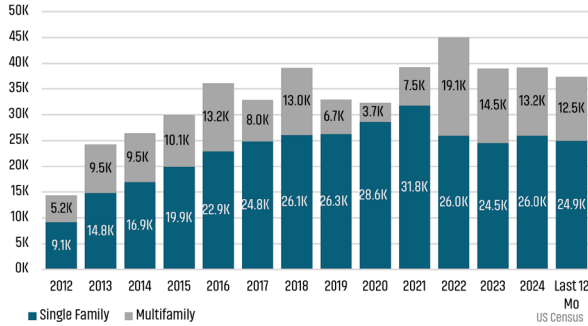


\$527,080

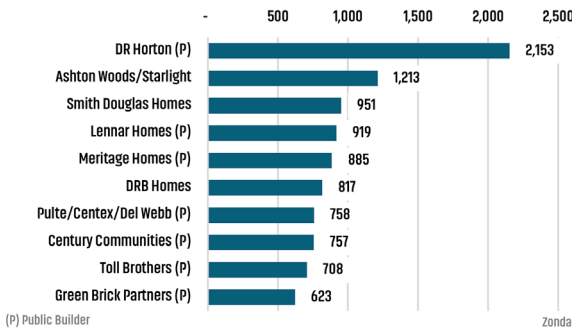
Average New Home Price

NEW HOUSING TRENDS

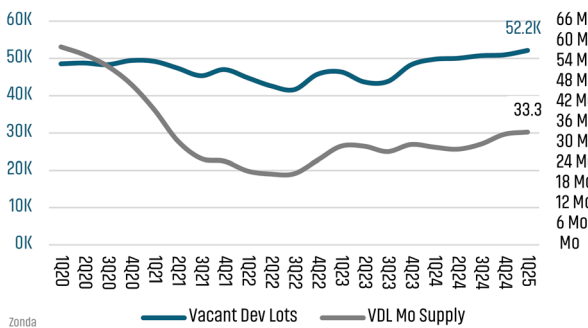
Single & Multi-Family Permits



12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



ANNUALIZED NEW HOME STARTS¹



Mar 2024: 20,779
Mar 2025: 18,392
Change: -11.5%

ANNUALIZED NEW HOME CLOSINGS¹



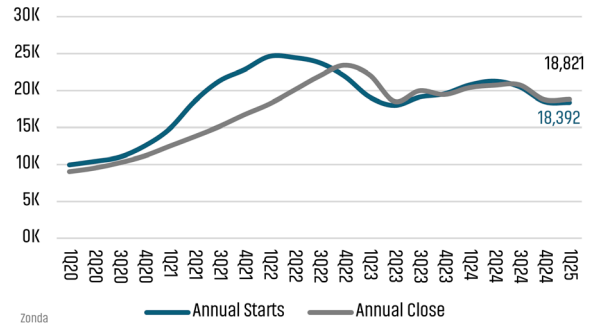
Mar 2024: 20,400
Mar 2025: 18,821
Change: -7.7%

AVERAGE NEW HOME PRICE¹



Mar 2024: \$508,327
Mar 2025: \$527,080
Change: 3.7%

Annual Starts vs Closings



MLS RESALE STATISTICS¹

SF ANNUALIZED CLOSED SALES

Mar 2024: 67,646
Mar 2025: 68,315
Change: 1.0%

MONTHS OF INVENTORY

Mar 2024: 2.6 Mo
Mar 2025: 4.0 Mo
Change: 1.3 Mo

MEDIAN SALE PRICE

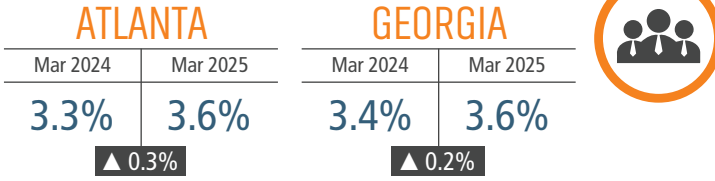
Mar 2024: \$390,000
Mar 2025: \$390,000
Change: 0.0%

ACTIVE LISTINGS

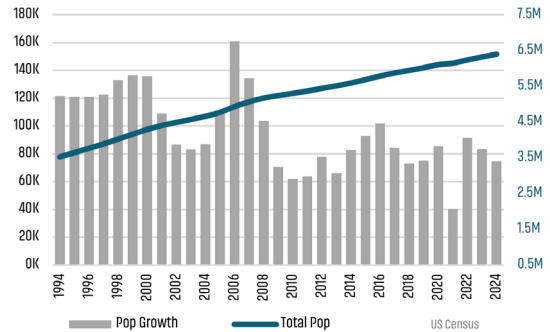
Mar 2024: 15,490
Mar 2025: 22,587
Change: 45.8%

ECONOMIC TRENDS³

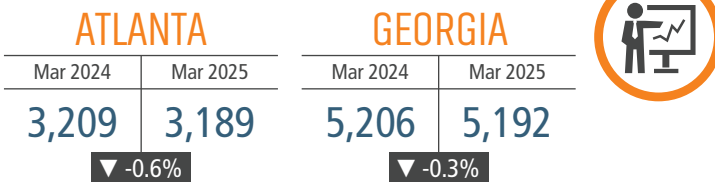
UNEMPLOYMENT RATE (unadjusted)



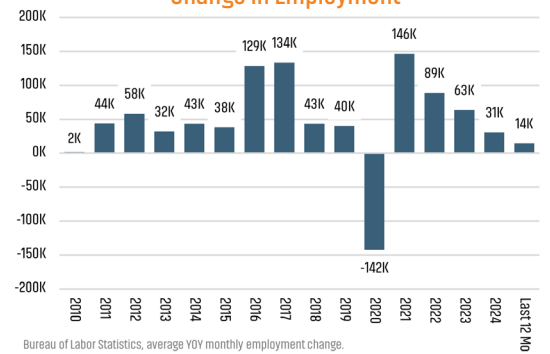
Population Growth & Total Population



TOTAL NONFARM EMPLOYMENT (in thousands)



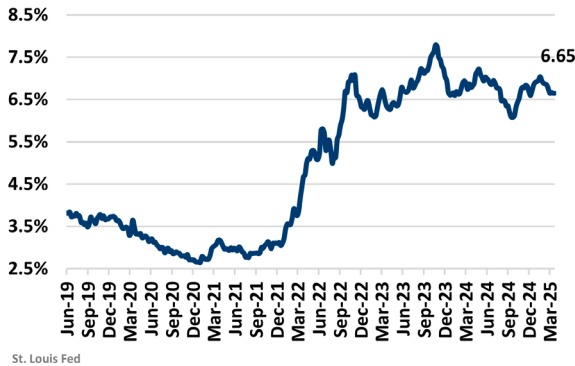
Change in Employment



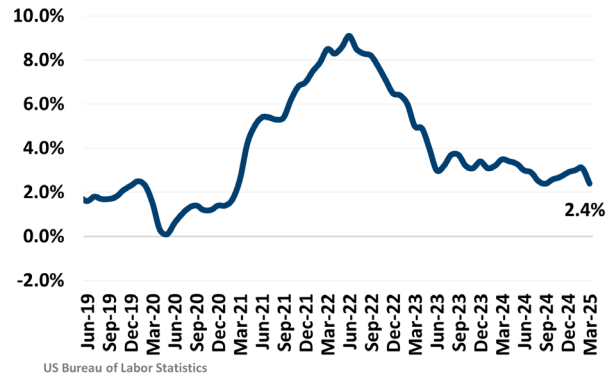
EMPLOYMENT CHANGE



30 Year Fixed Mortgage Rate

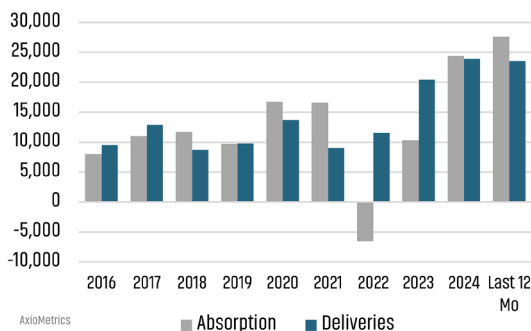


US Inflation Rate

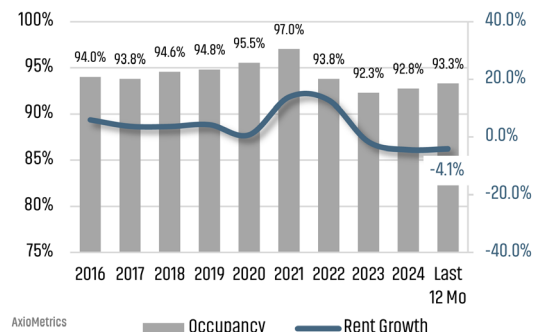


MULTIFAMILY STATISTICS

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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