

Blueprints for Change:

Best Practice Solutions for Florida's Housing Crisis

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Lesley Deutch
Managing Principal

ldeutch@jbrec.com


561-998-5814



850+
Reports



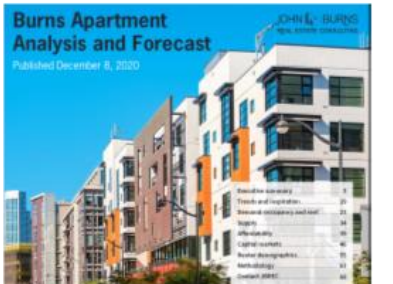
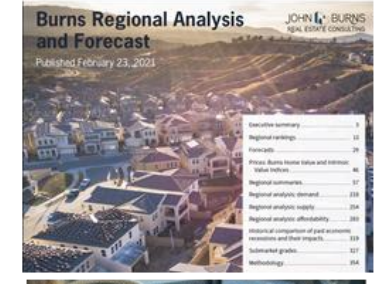
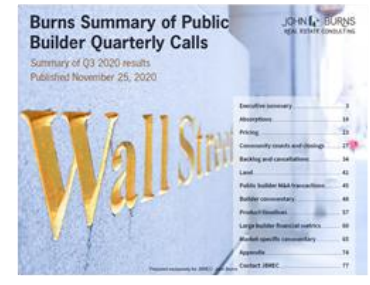
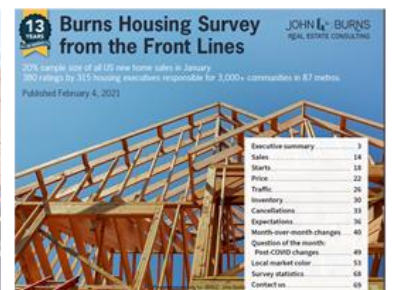
118
Markets



34
States



45
Consultants



Florida Housing Market **TODAY**



Who lives here?

22.8

Million residents



9.0

Million households



\$75K

Median Household Income



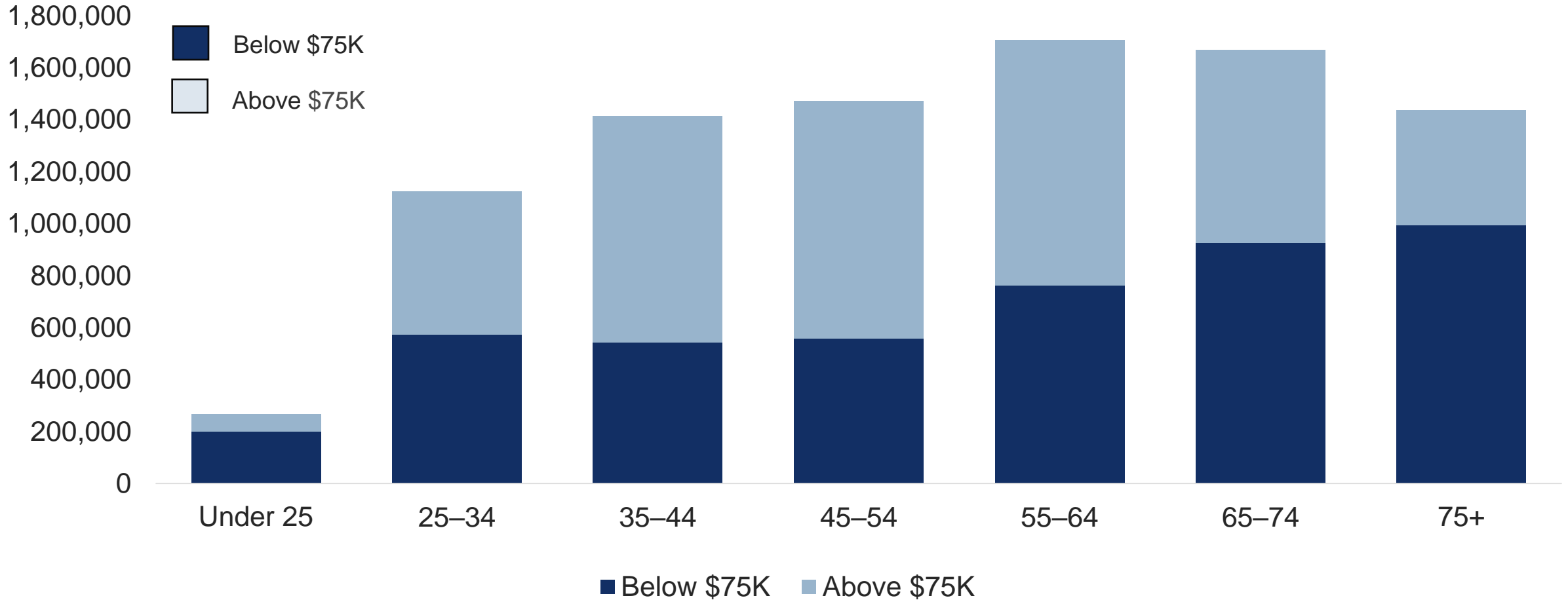
43.5

Median Age

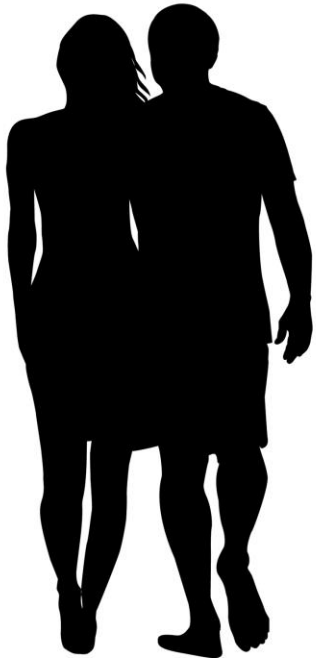


We need to have attainable housing for every age group

2023 Households by Age and Income: Florida



771K households under the age of 34 years earn less than \$75K. At \$60K income, a person could afford \$1,700/month

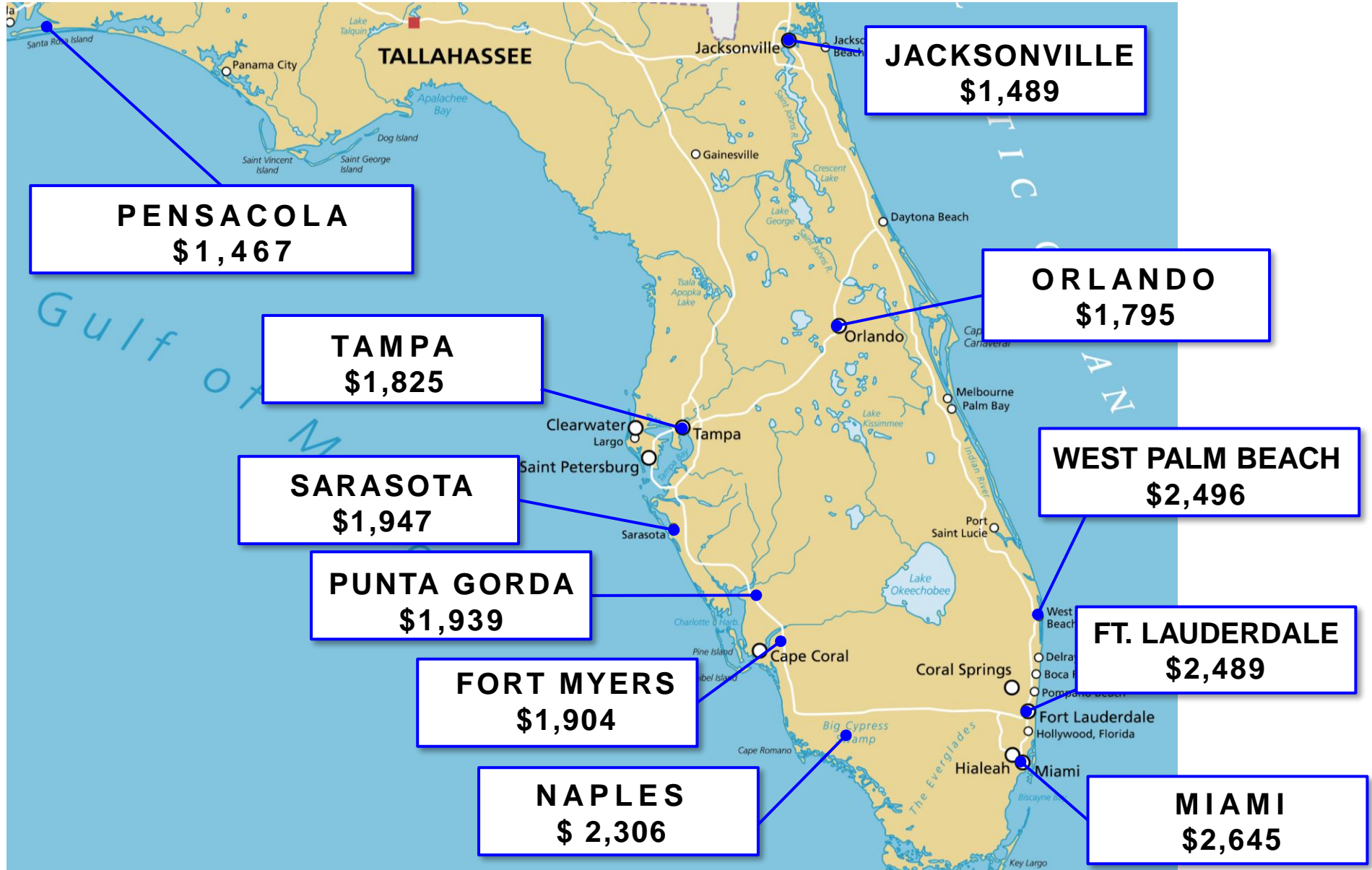


Portofino Vineyards
1 bed/ 1 bath 773 square feet in Fort Myers
\$1,688/ month

Florida's apartment asking rents

\$2,068

US Average
Asking Rents

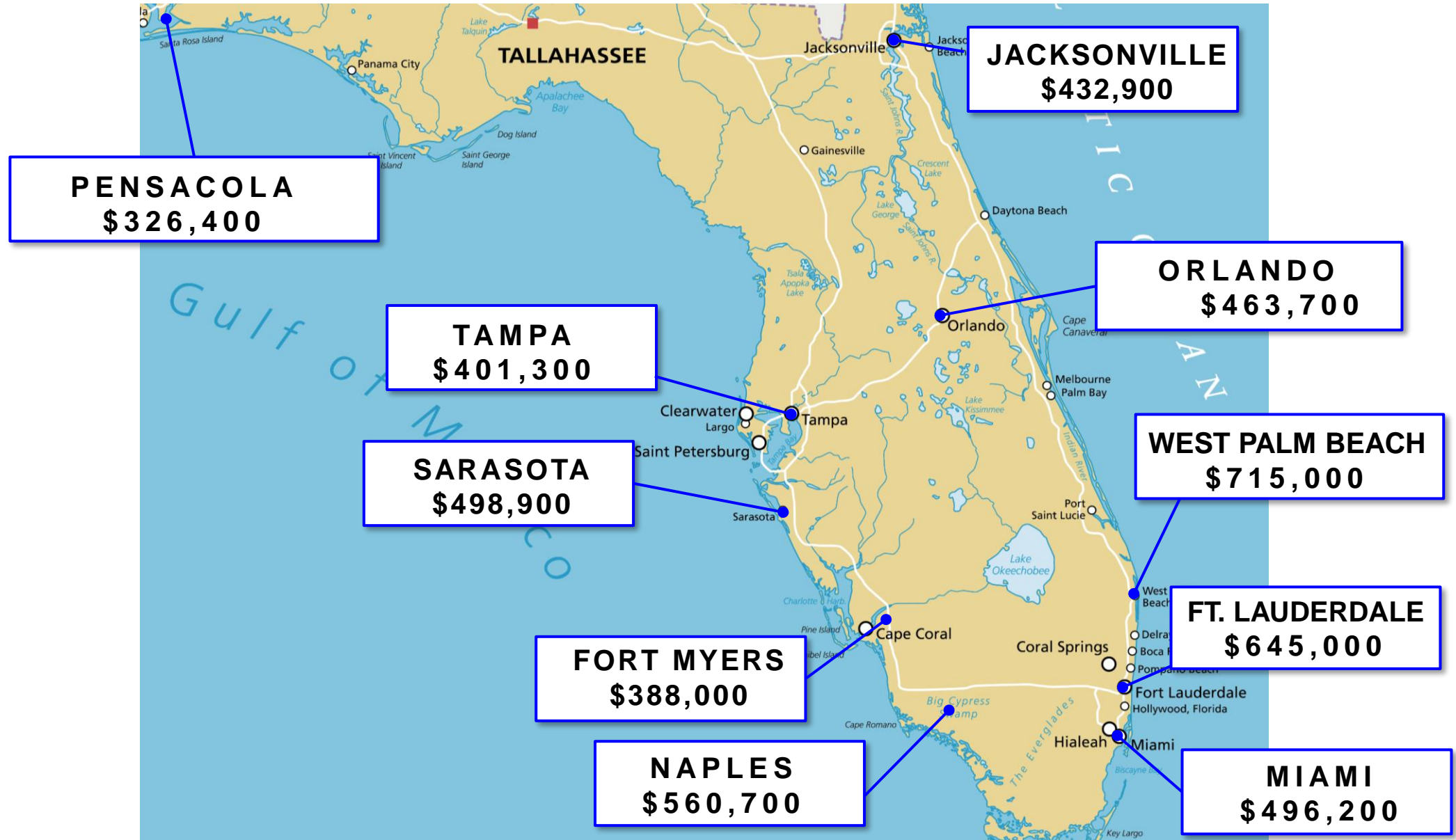


1.1 million households aged 35-54 years earn less than \$75K. At \$75K income, a household could afford a \$240K home

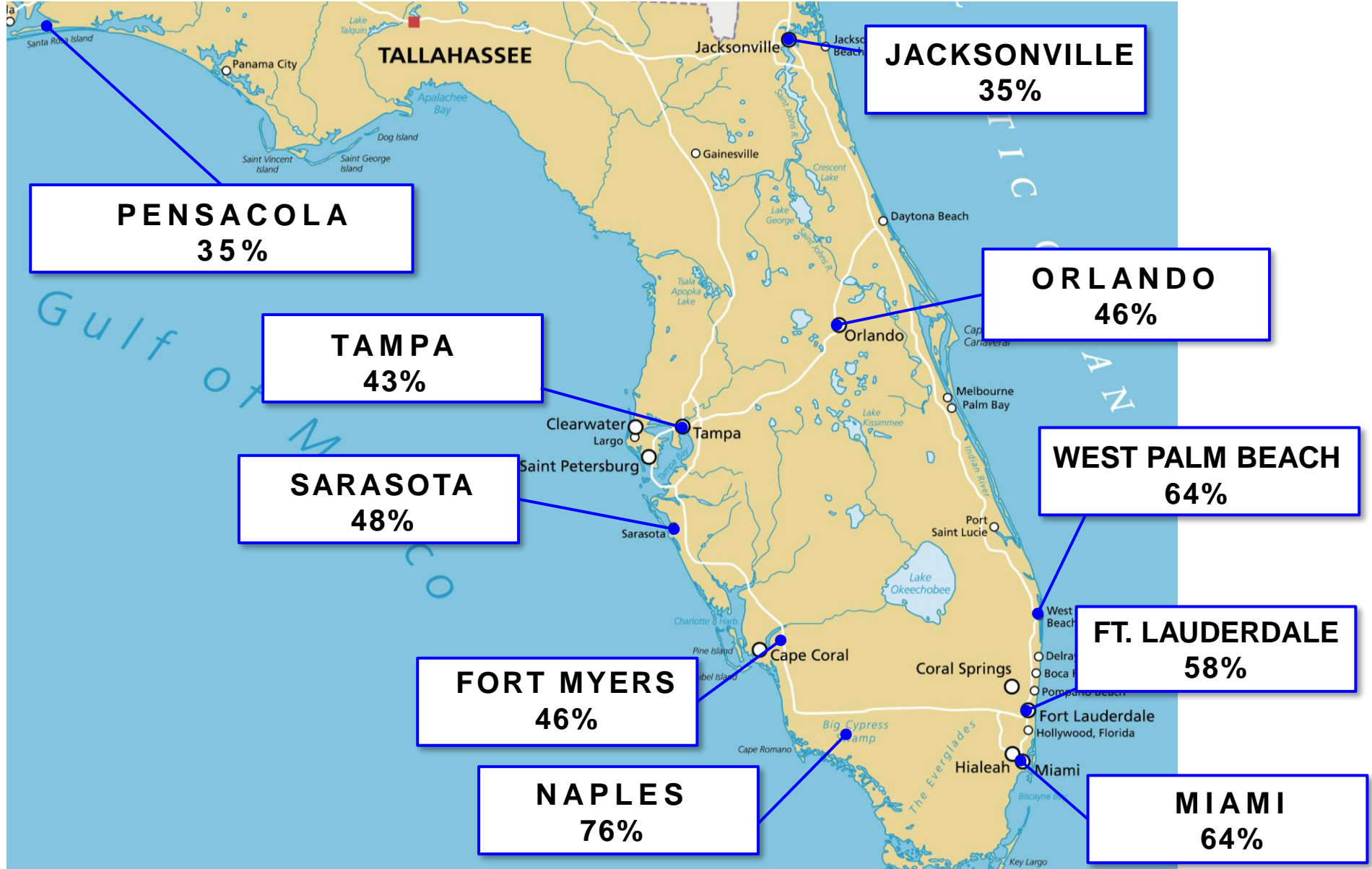


3 bed/ 2 bath 1262 square feet in New Port Richey.
\$246,000

Median new home price



Burns Affordability Index (housing cost to income ratio)



National Average

44%

Current

33%

New "norm"

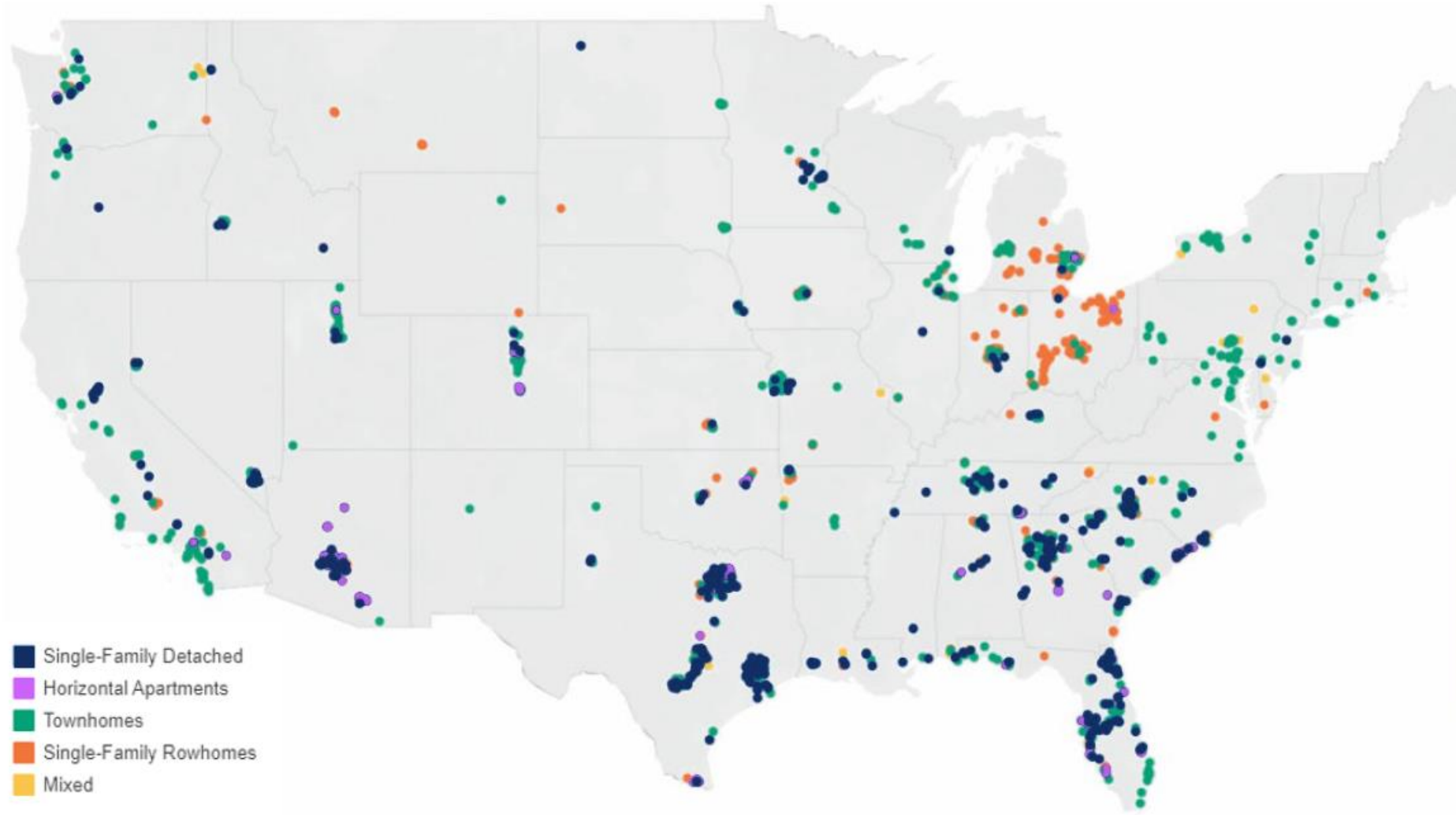
2.7 million households 55+ earn less than \$75K



Avila Suncoast
1 bed/ 1 bath 661 square feet in Odessa
\$1,563 / month

Build-to-Rent (BTR) continues to grow as an asset class

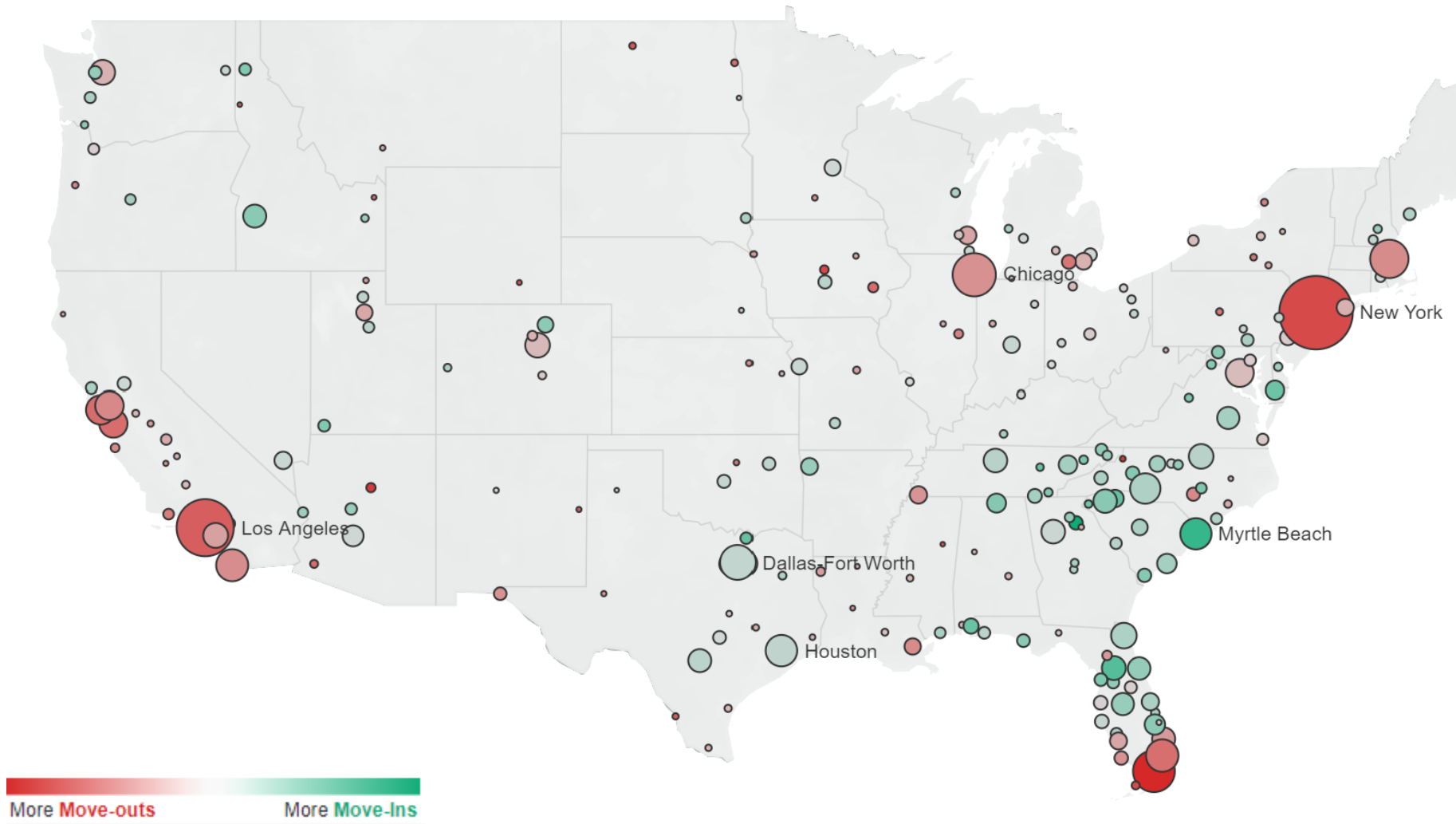
Active Build-to-Rent Communities in the US



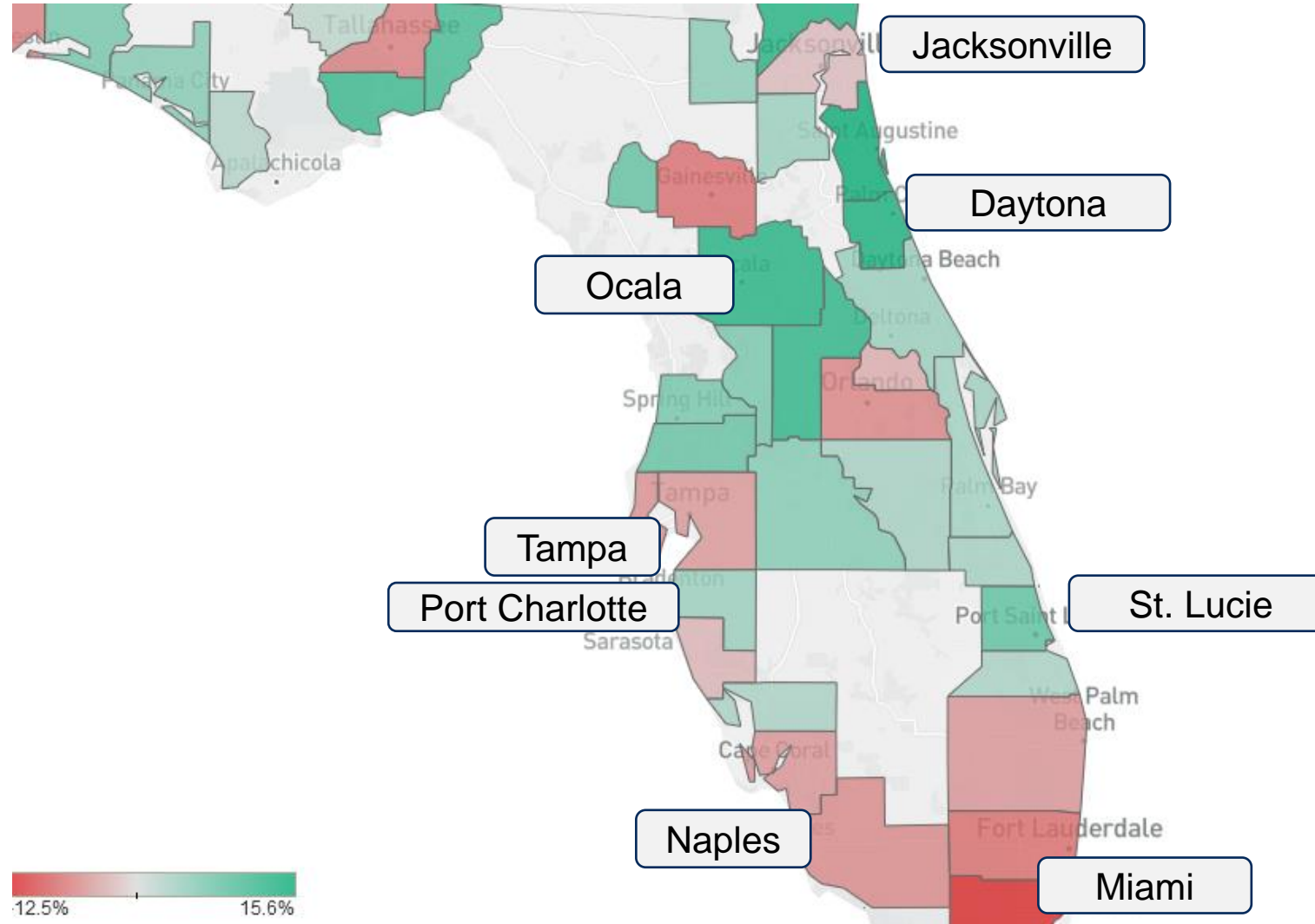
Florida Housing Market **TOMORROW**



Net migration is slowing; seeing out-migration in most expensive markets

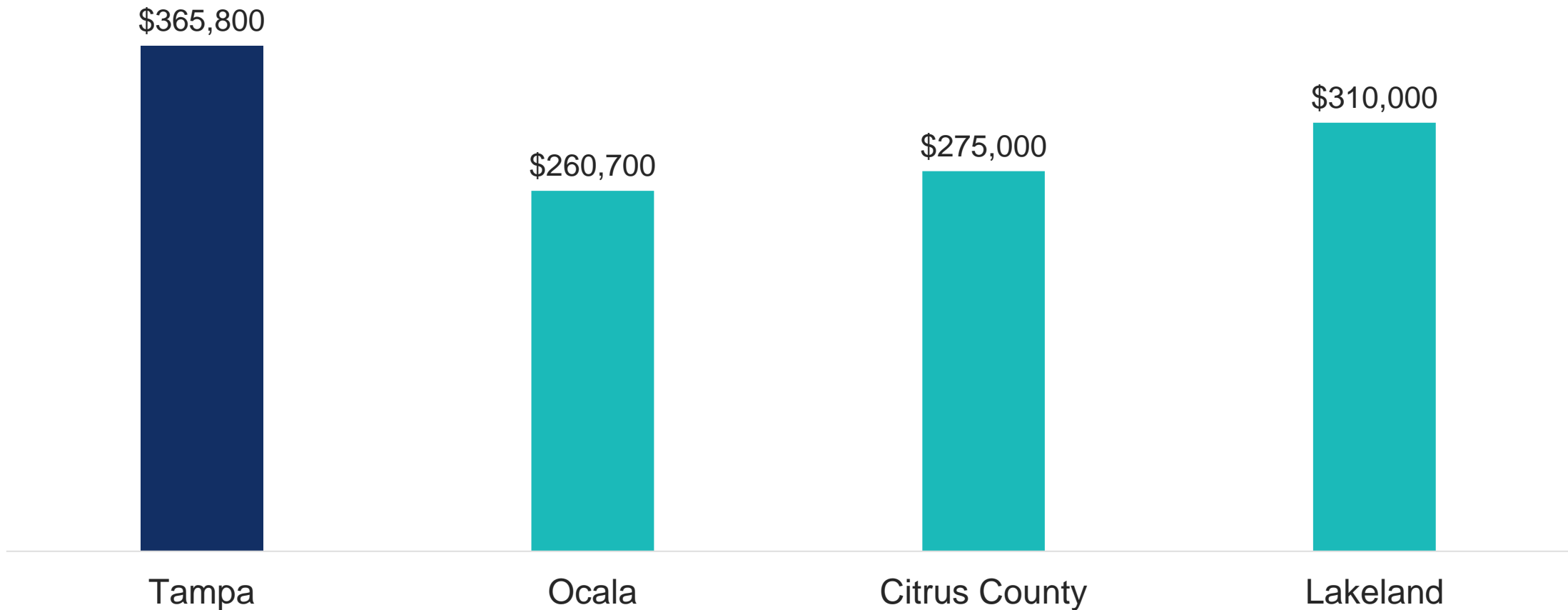


People are moving to more affordable regions



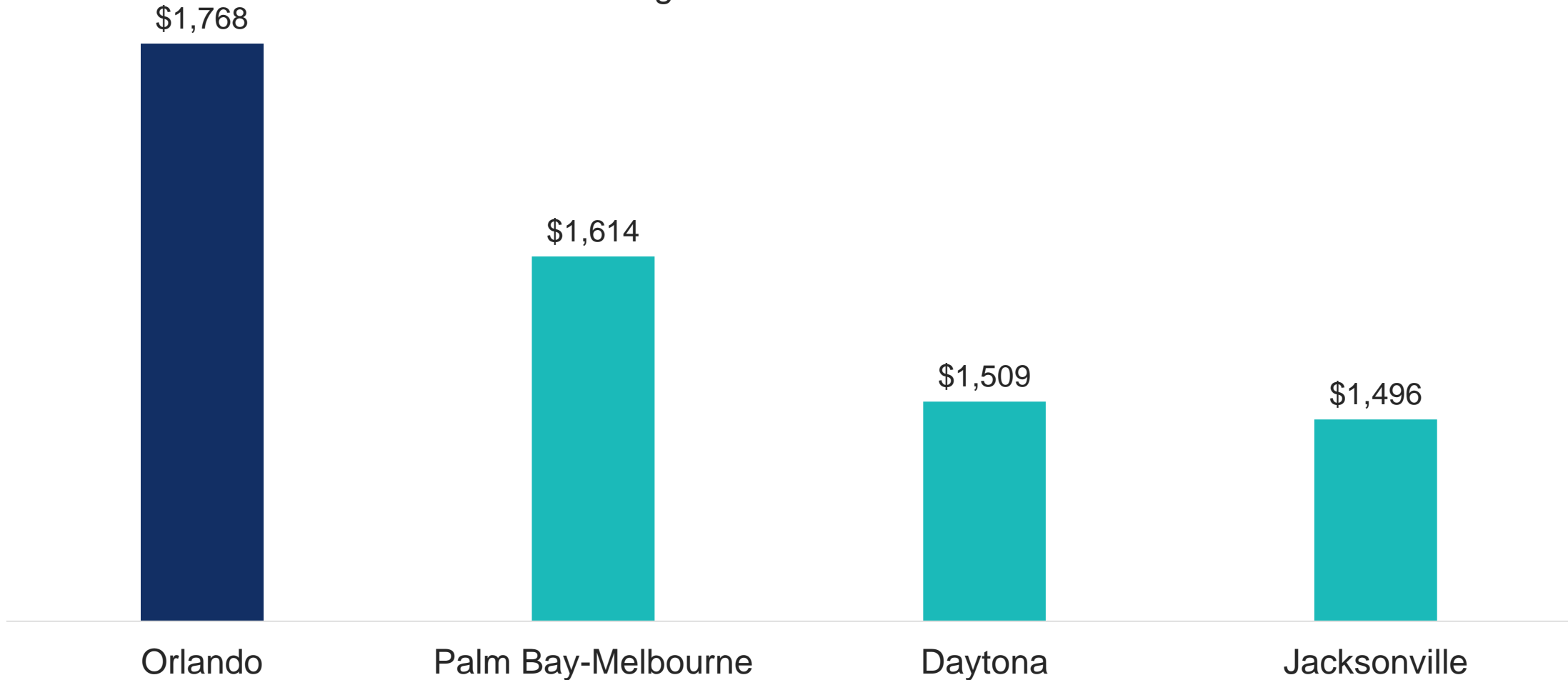
People are moving for affordability and lifestyle

Median Existing Home Price



People are moving for affordability and lifestyle

Average Rental Rates



What can ***WE*** do?



A focus on affordability: smaller lots



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A focus on affordability: simplifying homes

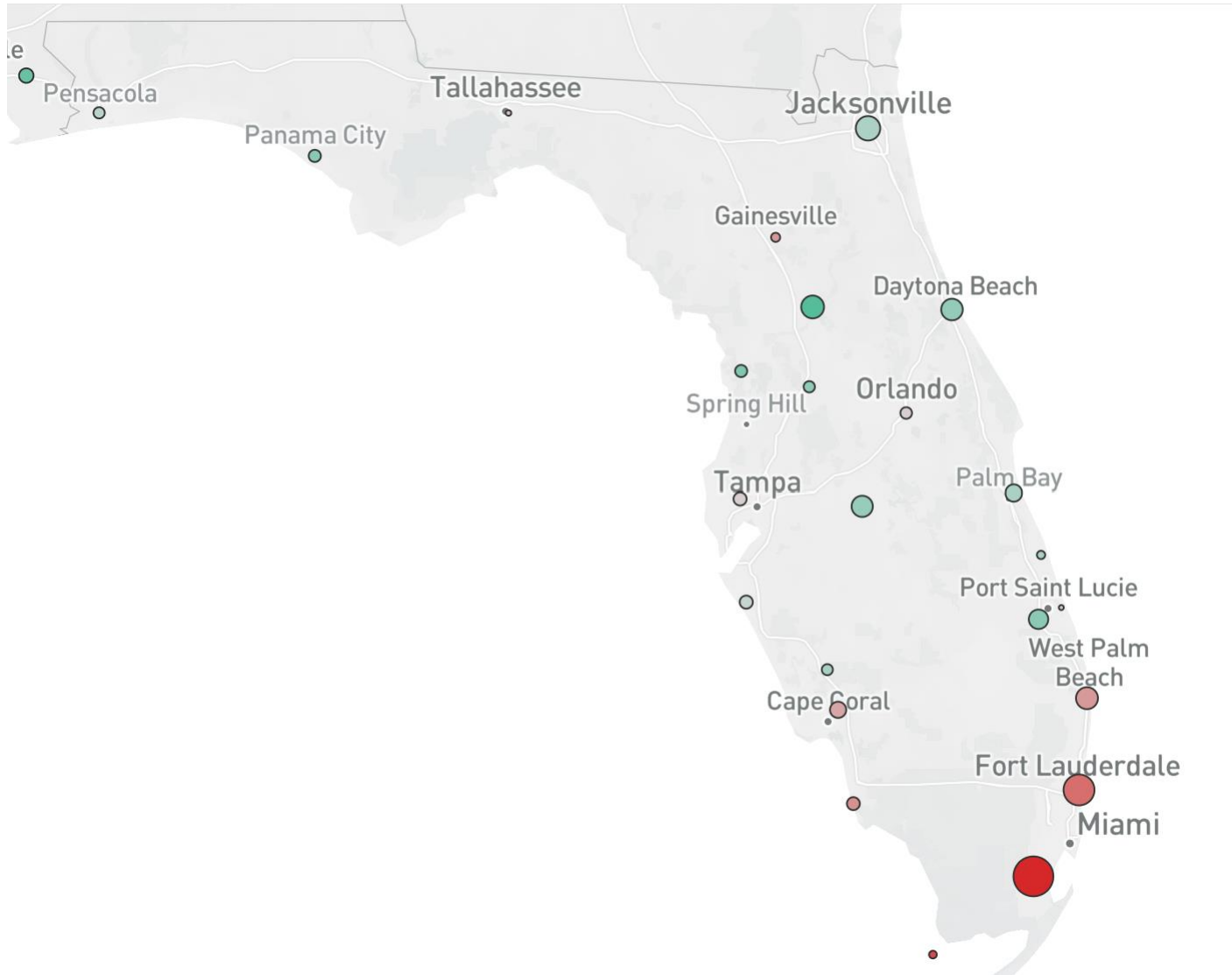


Elm Trails
San Antonio, TX
Builder: Lennar

A focus on affordability: more rental product



Have a growth mindset



Top In-Migration Markets

- Jacksonville
- Daytona
- Ocala
- Lakeland
- Port St. Lucie

Embrace technology



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Questions?



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