## Market Insights

## The Two Hottest Markets In America

As a developer, the new year brings exciting opportunities for project development. You may be in search of the perfect location to embark on your next venture. Are you considering the Southeast and Southwest regions of the United States? It's natural to question whether these areas are becoming oversaturated. Read on and look closer to see whether you should avoid them or dive in headfirst.


According to U-Haul, these states had the largest influx of movers in 2023. Florida ranks right behind Texas among growth states for the third year in a row, followed by North Carolina, South Carolina, and Tennessee.

## I Have a Project I Want to Discuss!

## The Southern State

Texas emerged as the top destination for Americans relocating in 2023, occupying the coveted position as the No. 1 growth state for the sixth time in eight years. DIY movers contributed significantly to this trend, accounting for an impressive $50.4 \%$ of all one-way U-Haul traffic heading towards Texas.


## The Sunshine State

According to U-Haul, the state known as the Sunshine State has been consistently ranked among the top growth states for nine consecutive years. While its position on the Growth Index has remained within the top four, the last time it was awarded the top spot was in 2019.

Did you know: Similar to Texas, Florida has no state income tax and none of the cities in the state charge a local income tax.

## Developers | What To Do

As a developer, navigating the market dynamics and demand is crucial when seeking untapped opportunities for projects in Texas or Florida. To avoid oversaturated markets, it
is ideal to analyze the states that offer lower saturation levels and explore alternative markets. Developers can identify favorable market conditions and capitalize on emerging trends, ultimately leading to successful and profitable projects.


## BASE4 Is Here to Help!

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- Efficient Floor Plans \& Space Planning
- Economical Construction
- Affordable Structural \& MEP Systems


## Let's talk about your next project!

Thank you,

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