

2026 ECONOMIC AND HOUSING OUTLOOK

**City of Port St. Lucie
February 18, 2026**

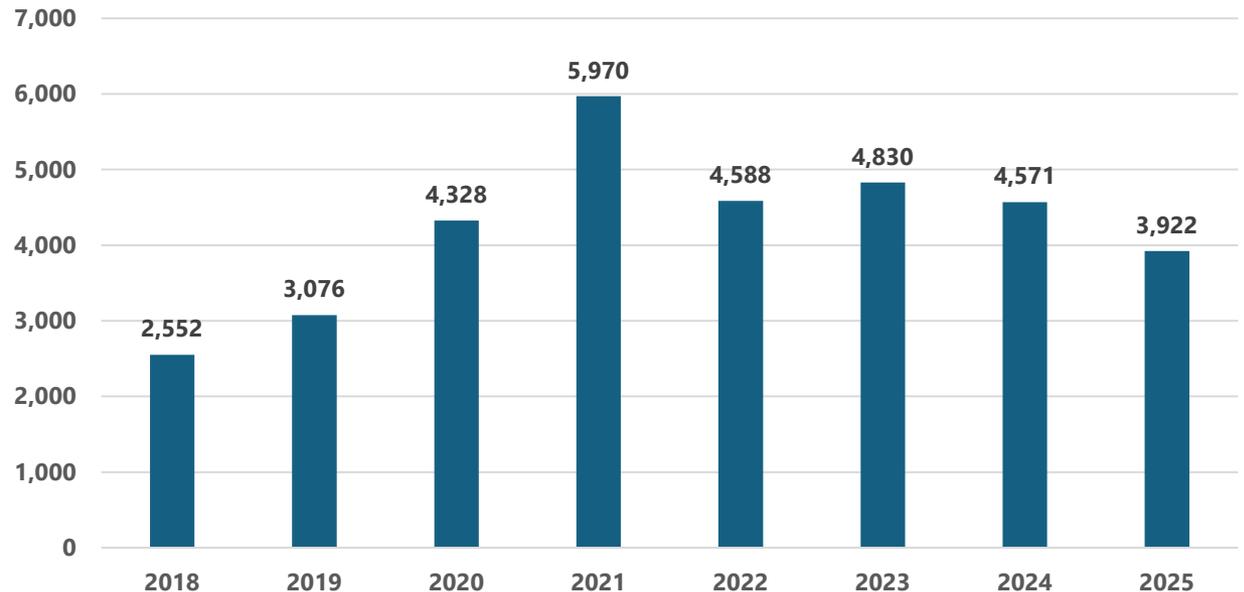
By: Brad Hunter
Hunter Housing Economics

Residential Development and Migration are Major Drivers of Economic Activity

Top Housing Developments

- **Tradition** #28 nationwide – Sold 617 in 2024, 499 in 2025
- **Riverland** #30- Sold 491 in 2024, 475 in 2025
- **PGA Village Veranda**
- **Central Park**
- **Wylder**

City of St. Lucie Single-Family Building Permits



City of Port St. Lucie - Homebuilder Activity & Lot Supply

City of PSL



- **Closings outpaced starts in 2024**, but the gap has narrowed significantly in 2025 with both metrics converging at 473 units in Q4 2025
- Current housing inventory at 1,152 units with 6.7 months of supply (close to normal)
- 42,000 "future" lots in the City

Homebuilder Activity and Lot Development Trends

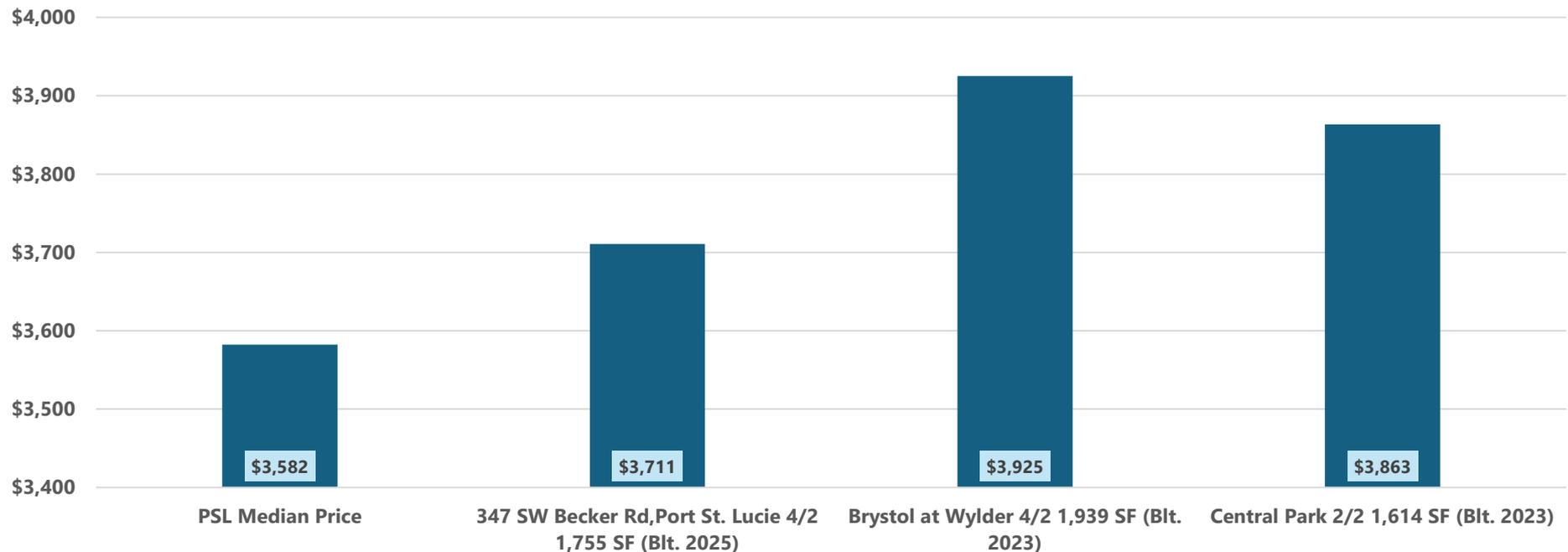
	1Q 2024	2Q 2024	3Q 2024	4Q 2024	1Q 2025	2Q 2025	3Q 2025	4Q 2025	Ann. Rates Months of Supply
Starts	543	720	683	412	558	406	480	473	1,917
Closings	510	927	764	534	443	718	440	473	2,074
Total Housing Inventory	1,867	1,660	1,579	1,309	1,424	1,112	1,152	1,152	6.7 MOS
Finished Lots	4,427	4,617	4,005	3,660	3,904	3,822	4,140	3,680	19.2 MOS

Data indicates City of PSL; All Residential Types – New Construction

The Rising Cost to Own

The cost to own a home has risen dramatically over the past 3 years, impacted by the surge in home prices and significantly higher mortgage rates. Mortgage rates have dropped to 6.1%-6.2%, down from their high of 8% in Q4 of 2023 but are still well above the 3%-4% rates enjoyed for years.

- This is expected to continue to limit homeownership and may keep more residents in rentals for longer.
- Payments below are based on 5% down, include Principal, Interest, Taxes, HOA and/or CDD fees, Insurance, PMI, and Maintenance.

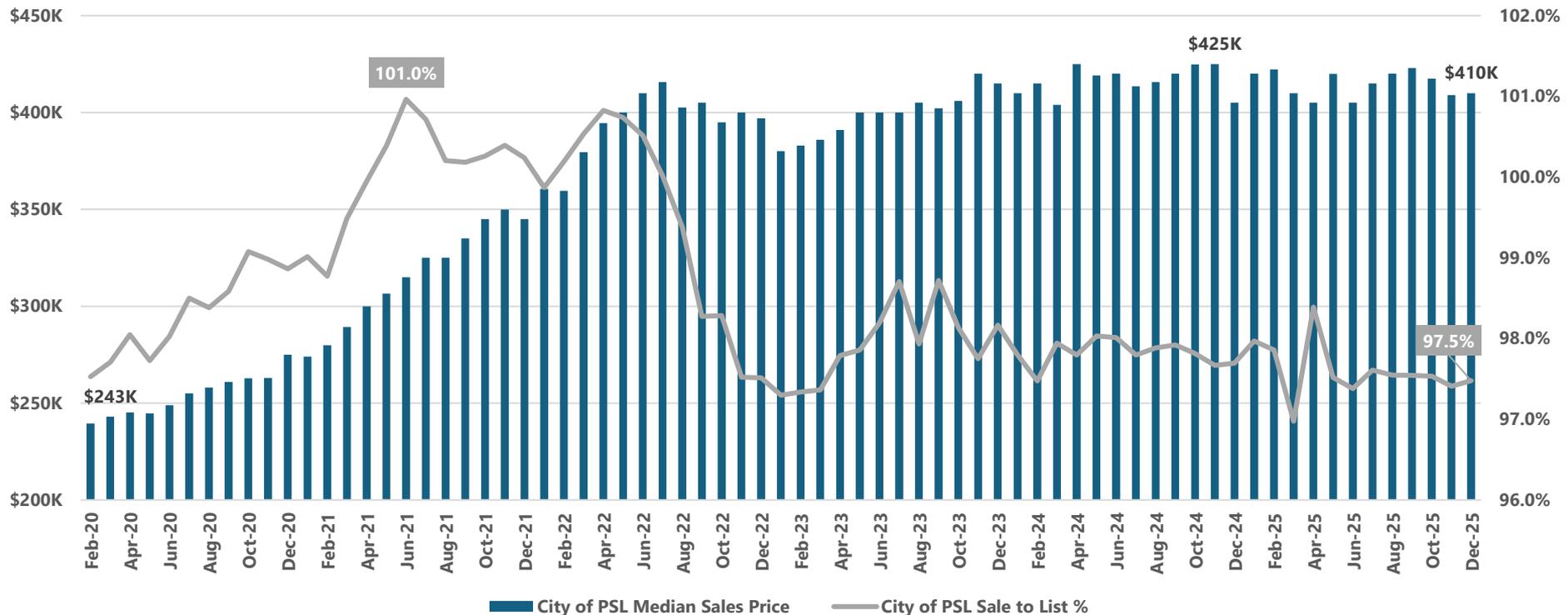


PSL Housing Market

Single-Family Residences

- **Median Price:** \$410,000 in Dec 2025, Average of 2025 Medians: \$414,714 down -0.4% year over year.
- **Median Price has** appreciated by 7.9% from January 2023.
- Sale-to-List % has fallen -0.22% year-over-year. The Sale-to-List ratio has been below 100% since July 2022

City of PSL Sale Price Analysis



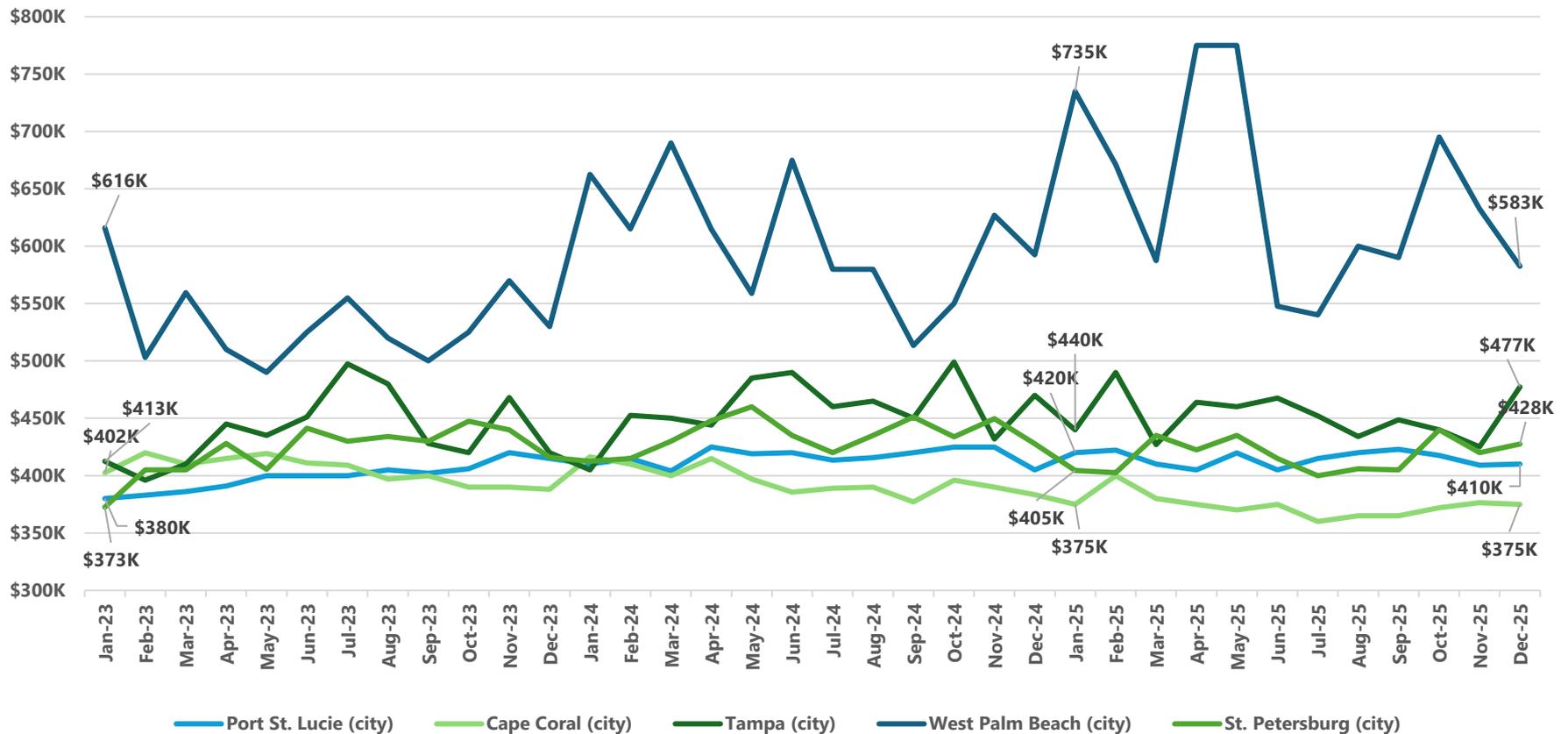
Source: Redfin, Hunter Housing Economics

Data indicates City of PSL; Single-Family

Housing Dollars Go Farther in Port St Lucie

The median sales price in five Florida cities are shown below, with only Cape Coral showing a lower median sales price.

Median Sales Price Comparison - Single Family Sales
Port St Lucie, West Palm Beach, Tampa, St. Petersburg, and Cape Coral



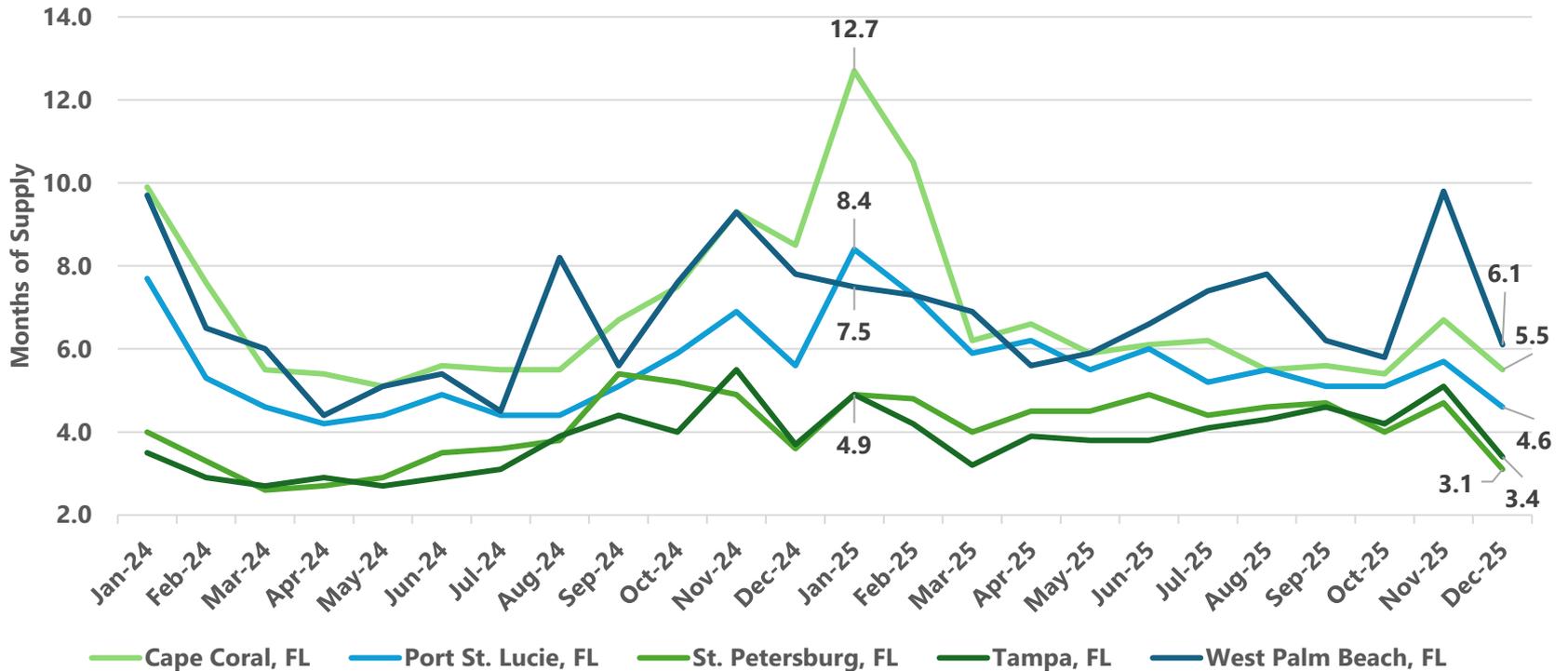
Source: Redfin, Hunter Housing Economics

Data indicates City of PSL; Single-Family

Housing Supply Comparison

Single Family Residences: The months of supply (MOS) is a good gauge of the balance of supply and demand in any market. Port St Lucie currently has 4.6 MOS, which is considered a within balanced market ranges. West Palm Beach or Cape Coral. Tampa and St. Petersburg have a tighter supply of 3.4 and 3.1 months. Cape Coral and West Palm Beach are also within healthy supply ranges.

Months of Supply Comparison



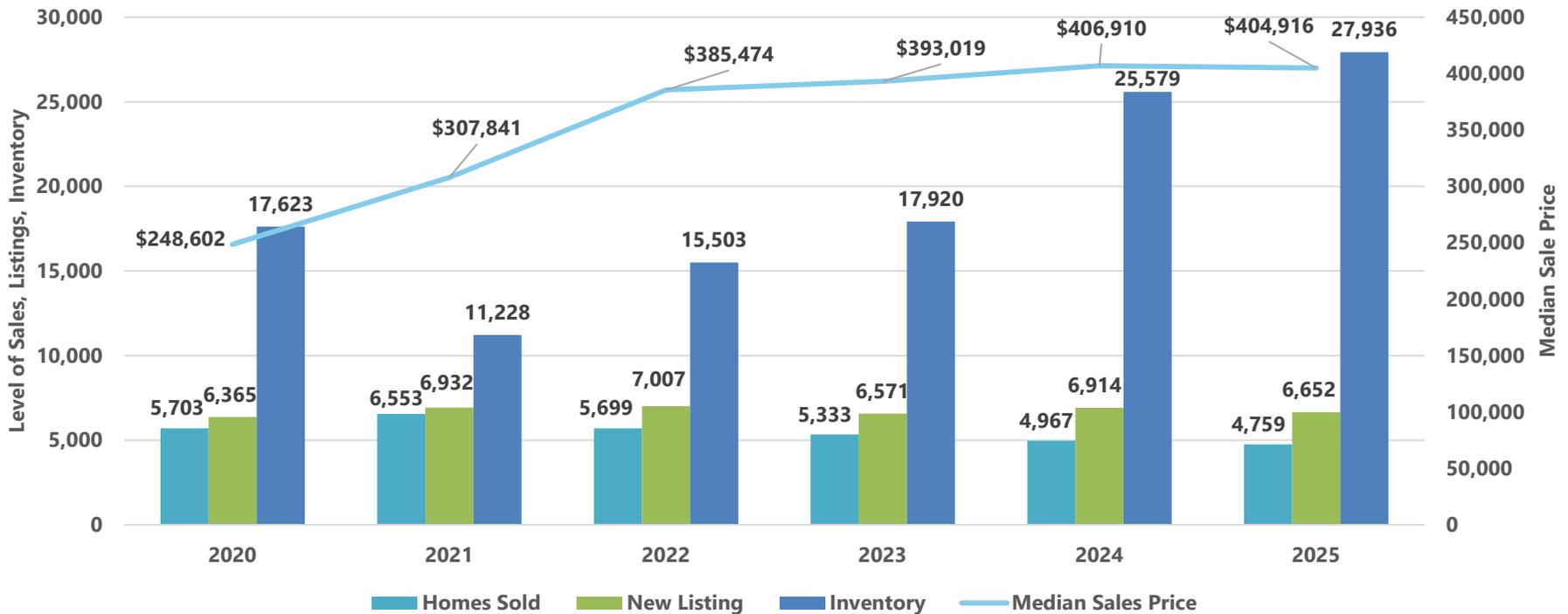
Source: Redfin, Hunter Housing Economics
Data indicates City of PSL; Single-Family

Housing Market – All Residence Types

- Inventory continued its upward trajectory in 2025, reaching 27,936 homes as new supply outpaced absorption.
- Home sales declined for the fourth consecutive year, dropping from 5,703 in 2020 to 4,759 in 2025.
- Median sale prices plateaued after years of growth, with 2025 prices (\$404,916) essentially flat compared to 2024 (\$406,910), representing a 63% increase from 2020 levels.
- New listings moderated in 2025 to 6,652 after peaking at 7,007 in 2022.

The market reflects broader normalization trends, with elevated inventory, sustained sales pressure, and stabilized pricing after the rapid appreciation of 2020-2022

Historical Sales & Inventory



Source: Redfin, Hunter Housing Economics
Data indicates City of PSL; All Residential Types

Good News About Mortgage Rates...

Maybe...

“6, 7”



Kevin Warsh

New Fed Chair

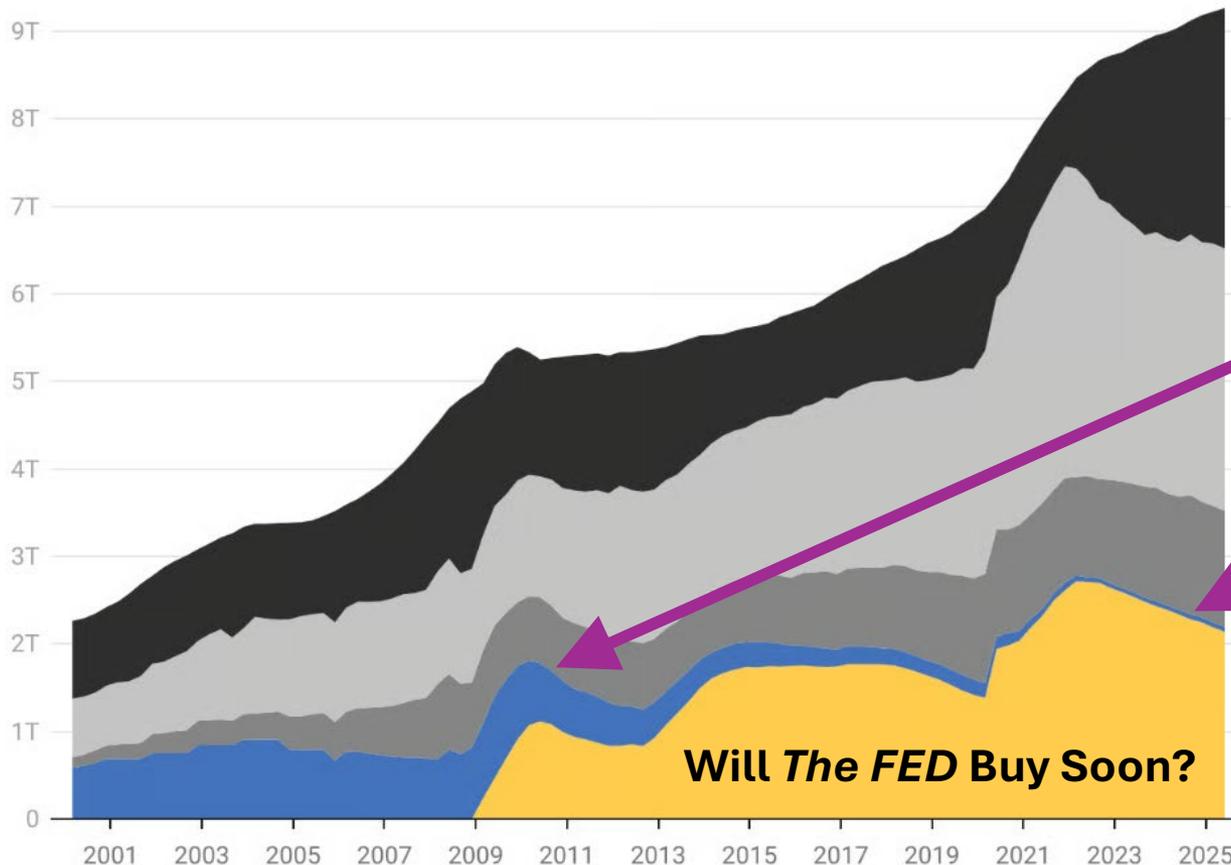
**Warsh's Historical
Policy Stance**

**Trump's
Stance**



Holders of agency mortgage-backed securities (MBS), according to the Urban Institute

- Federal Reserve
- GSEs (Fannie Mae and Freddie Mac)
- Foreign
- Depositories (banks)
- Everyone else



Fannie and Freddie MBS Holdings Had Dwindled Since Failing

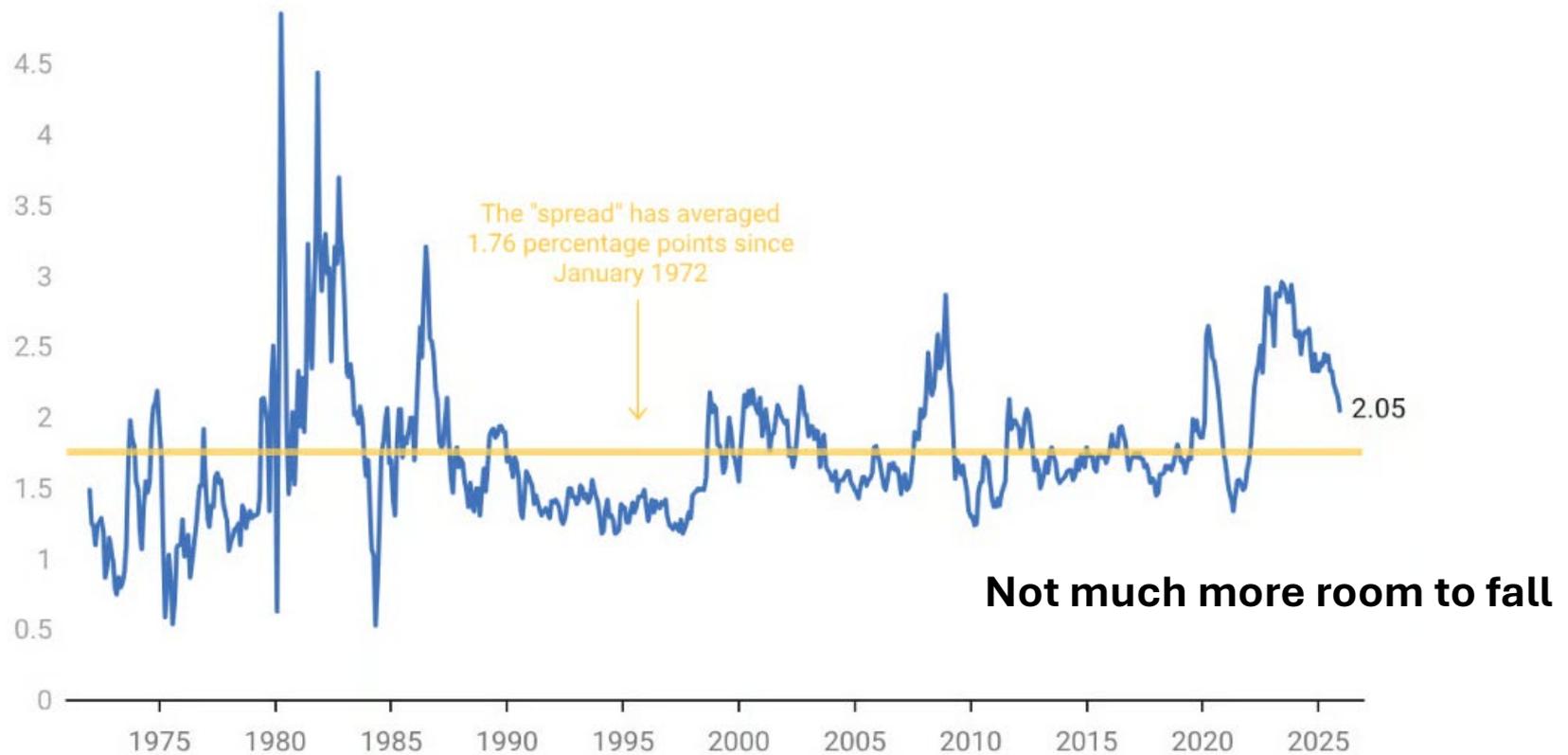
Today Very Little, but Added \$69B In 2H25

Will The FED Buy Soon?

Chart by: Lance Lambert, and data In "Everyone Else" category calculated By Resiclub

The "mortgage spread" represents the difference between the 10-year Treasury yield and the 30-year mortgage rate

The "mortgage spread" averaged 2.05 percentage points (or 205 bps) in the month of December 2025



In December 2025, the average 30-year fixed mortgage rate as calculated by Freddie Mac averaged 6.19%, while the 10-year Treasury yield averaged 4.14%

Chart by: Lance Lambert, Resiclub

Two Headwinds (Set to Improve):

1. The Lock-in Effect
2. "House to Sell"

Both *could* get better for builders



Tradition is the Leading Planned Communityand Others are On the Way

Tradition has added fuel to the growth in Port St. Lucie, from residential and retail to large scale industrial developments. Ranking #28 on RCLCO's Top 50 Master Planned Communities, Tradition consistently sells 500+ homes year-over-year.

- More than 5,000 homes.
- Town Hall, a center for shopping, dining, and community events.
- New Entertainment district plans will bring more dining and entertainment options to PSL residents.
- Industrial development – Legacy Park is expanding with new and expanding businesses adding jobs.
- Robust development and homebuilding expected to continue for 7 years.

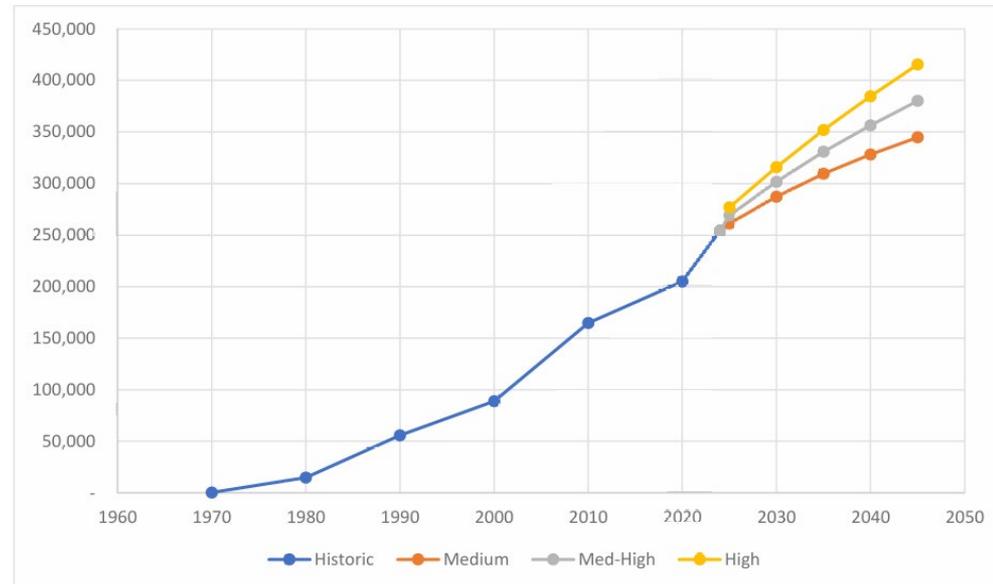
Ranking		MPC	City	YTD Sales		
USA	FL			2025	2024	%
#1	#1	The Villages	The Villages	3,611	3,208	13%
#2	#2	Lakewood Ranch	Sarasota	2,085	2,210	-6%
#4	#3	Babcock Ranch	Punta Gorda	1,066	797	34%
#7	#4	Silverleaf	St. Augustine	1,002	905	11%
#8	#5	Wellen Park	Venice	992	960	3%
#14	#6	Mirada	San Antonio	650	874	-26%
#19	#7	Two Rivers	Wesley Chapel	624	NA	NA
#22	#8	Watersound	Watersound	582	NA	NA
#25	#9	Ave Maria	Ave Maria	515	600	-14%
#26	#10	Viera	Melbourne	509	555	-8%
#27	#11	Rivertown	Jacksonville	502	320	57%
#28	#12	Tradition	St. Lucie	499	617	-19%
#30	#13	Riverland	Port St. Lucie	475	491	-3%
#33	#14	Westlake	West Palm Beach	462	581	-20%
#37	#15	Angeline	Land O'Lakes	433	330	31%
#40	#16	Nocatee	Ponte Vedra	417	420	-1%



Robust Population Growth in the City

- Now the 6th largest city in the State of Florida and in the top ten fastest growing cities in the country.
- The City of Port St. Lucie doubled its population between 2000 and 2010, followed by a more tempered growth rate, re-accelerating after the pandemic.
- Population will surpass 300,000 by 2030 (including seasonal population). (Based on the Medium-High Projection). The risk is on the *up*-side.

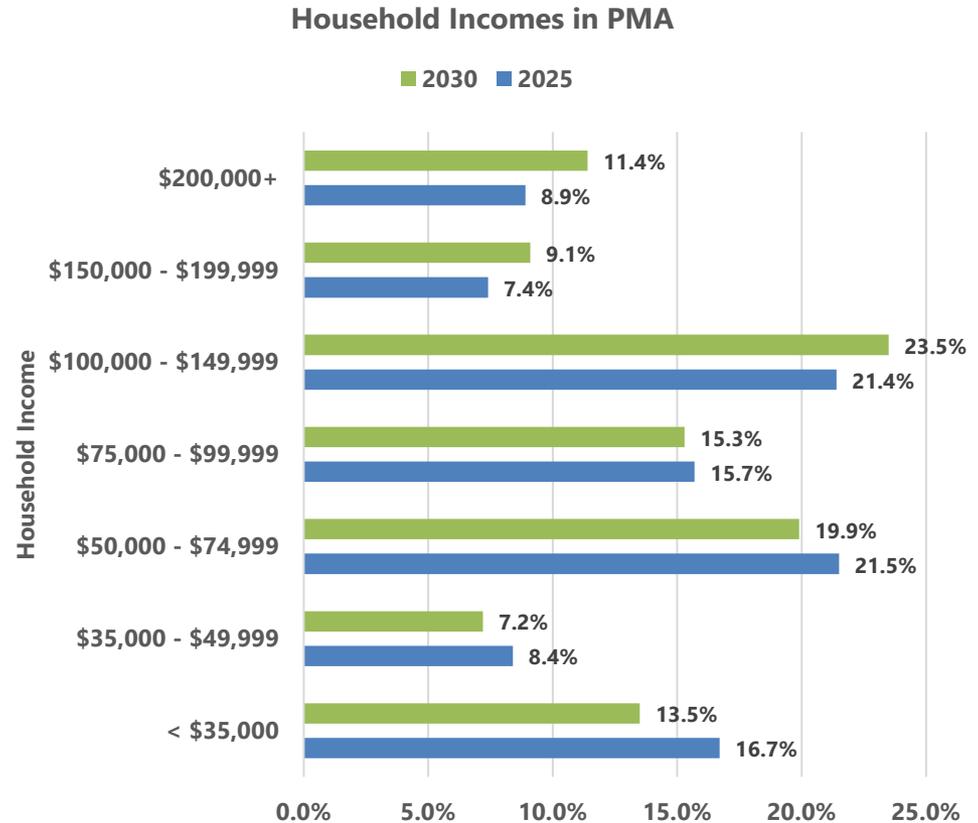
	Port St. Lucie		
	Permanent ⁽²⁾	Seasonal ⁽³⁾	TOTAL
	253,959	7,417	261,376
2025	261,368	7,634	269,002
2030	293,035	8,558	301,594
2035	321,410	9,387	330,798
2040	346,263	10,113	356,376
2045	369,306	10,786	380,092



Source: Port St Lucie Comp Plan

Rising Household Income

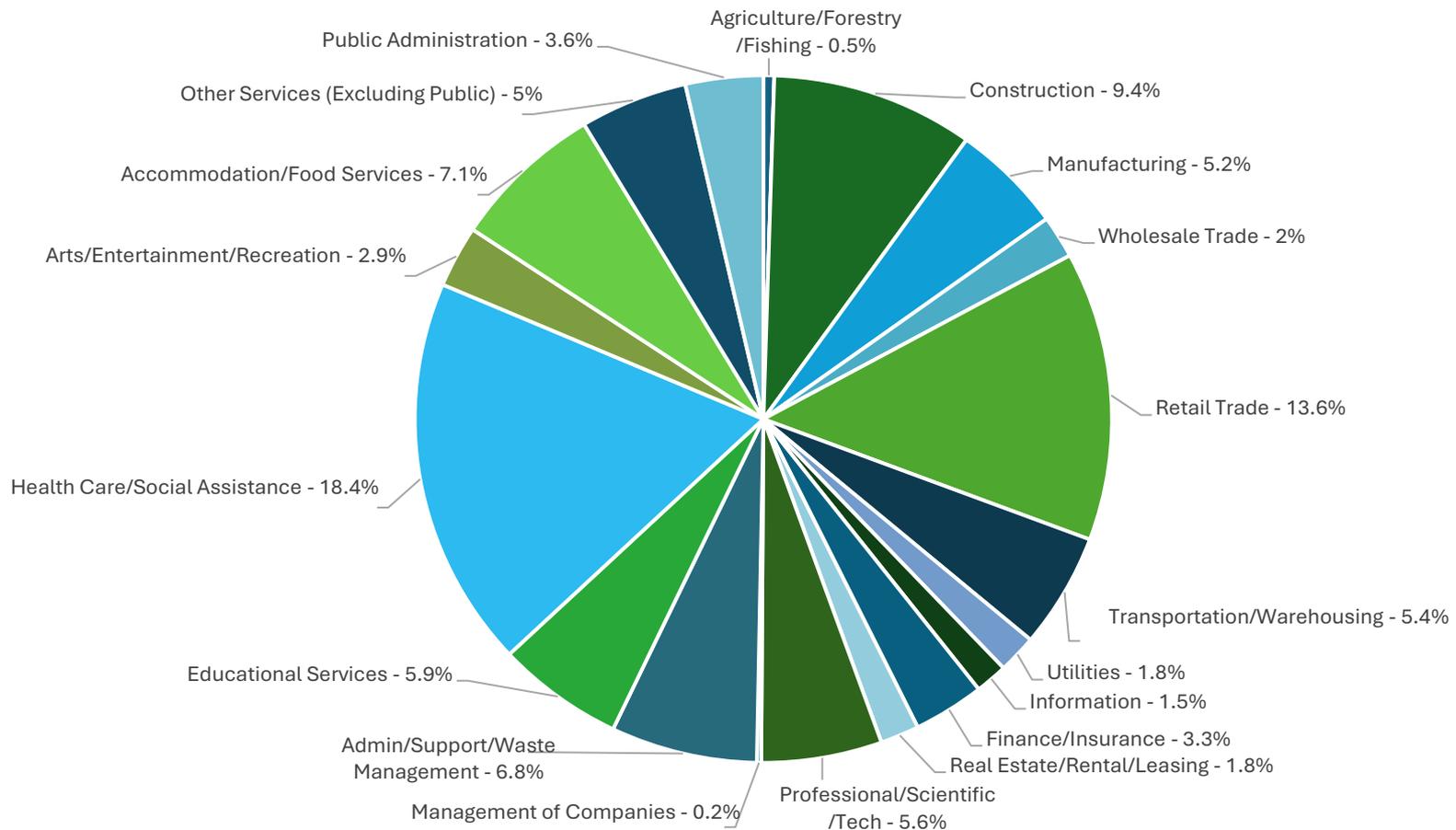
- Average household income is **\$103,316** and expected to rise to **\$114,700** by 2029.
- Median household income is **\$79,204** and expected to rise to **\$88,541** by 2029.
- Currently, **37%** of the population has a **household income of \$100,000 or more, which is projected to grow to 44%**.
- In contrast, the national median household income in 2024 was \$83,730



Employment by Industry

The overall diverse employment base provides stability for the City.

- Top industries are Health Care (18.4%), Retail (13.6%), and Construction (8.4%).



Source: ESRI, Hunter Housing Economics

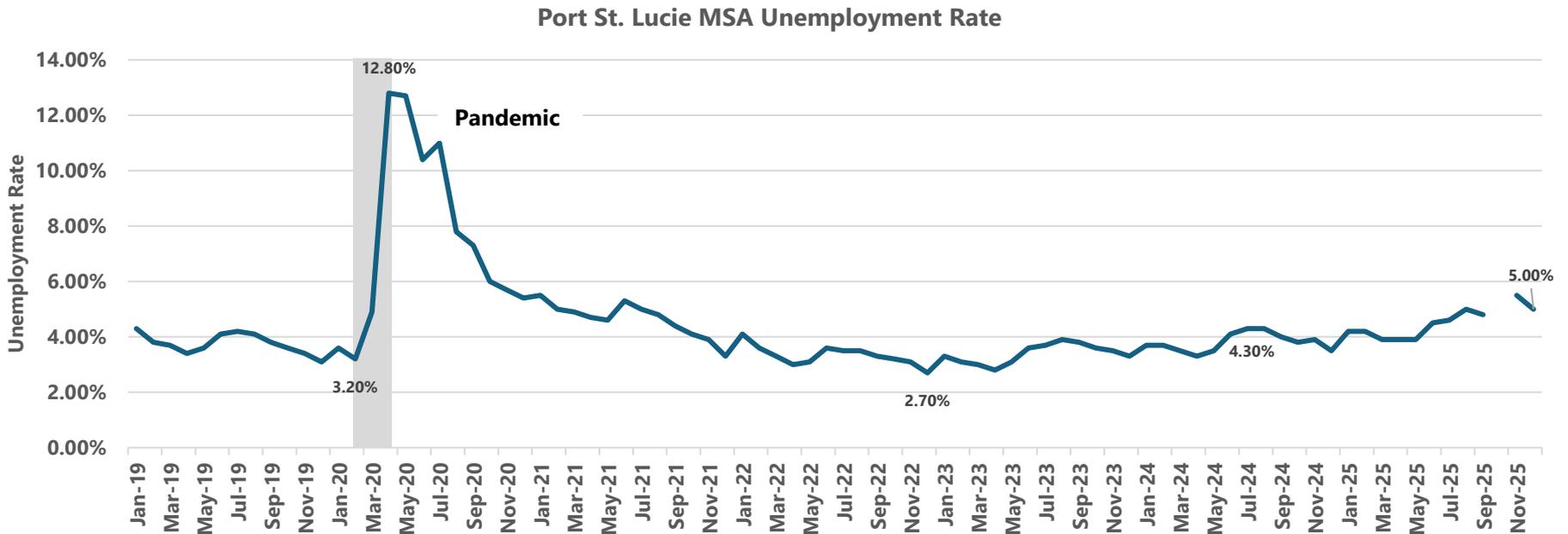
Health Care Employment Supports PSL Economy

- The Health Care segment makes up 18.4% of all jobs within the City of Port St. Lucie.
- Nearly 20,000 Health Care & Social workers in the City of PSL
- Currently over 2,000 healthcare jobs open on Indeed in the Treasure Coast
- Top Hospitals:
 - HCA Florida St Lucie
 - Cleveland Clinic Tradition Hospital
 - Port St. Lucie Hospital
 - Darwin ER
 - Florida Coast Medical Center



Unemployment, Inflation, and Wage Growth

Unemployment in Port St. Lucie MSA has climbed from 3.3% in December 2023 to 5% in December 2025, reversing the below-pre-pandemic levels maintained from 2022-2023



Shaded area indicates recessionary period

Source: Bureau of Labor Statistics, Hunter Housing Economics
Note: Data reflects the Port St. Lucie MSA.

Job Growth and New Employers

Industrial development in Port St Lucie is booming, bringing new jobs and opportunities.

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• **Accel International's** 150,000-square-foot facility in the Tradition Center for Commerce was completed by Itasca Construction Associates in March, with the company hiring its initial 125 new employees in early 2024 and now operational with production positions paying \$24–\$32 per hour plus bonuses.
- 

• **Amazon's** first-mile fulfillment center was completed in early 2023 and is contributing more than \$2.3 million to local and regional taxing authorities this year.
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• **Cheney Brothers** warehouse and distribution center in Southern Grove opened in late 2023, featuring executive and administrative offices, a beautiful test kitchen, cold storage, dry storage, loading bays and land for expansion with the Cheney Express on site, while the company builds a \$65 million food distribution center at Legacy Park with 367,427 square feet creating at least 275 jobs and plans to expand by 155,100 square feet.
- 

• **Legacy Park Cold Storage Facility:** With construction wrapping up on the Sansone Group's 520,000-square-foot Class A industrial building, bringing the completed square footage at Legacy Park at Tradition to more than 1.1 million, the nationally ranked developer is working on a 380,000-square-foot state-of-the-art cold storage facility with a 45,360-square-foot refrigerated dock area.
- 

• **Costco Wholesale** depot is a \$149 million, 1.7 million square-foot campus completing in 2026 with 100% solar power from 22,000 solar panels, serving Costco's retail stores throughout Florida and employing 370 workers at an average wage of \$55,350.
- 

• **ImportMex** broke ground on its 160,000-square-foot warehouse at Accel Industrial Park in Tradition to serve restaurants and food markets throughout the state, creating 121 jobs.
- 

• **Inkas**, a multinational armored-vehicle manufacturer, is investing more than \$38 million to establish a 190,000-square-foot facility in Fort Pierce, its first in the U.S., employing at least 294 people at an average wage of more than \$53,000.
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• **Port St. Lucie Sports Club** is eyeing a kickoff for its first professional United Soccer League team in 2027 with 52 full-time employees at average salaries of more than \$59,000 plus 180 additional employees.
- 

• **Pruitt Commerce Center** plans to build 1.6 million square feet of light-industrial space spread across 13 buildings, establishing a Kings Highway jobs corridor in Fort Pierce.
- 

• **Shoppes at Southern Grove** is adding a 134,000-square-foot Lowe's home improvement store opening in 2026 with additional inline retail planned. Six companies in 2026 are investing more than \$266.3 million cumulatively to create roughly 3 million square feet of industrial facilities and 1,664 new jobs, with the Southern Grove jobs corridor envisioning more than 22,500 jobs at buildout.
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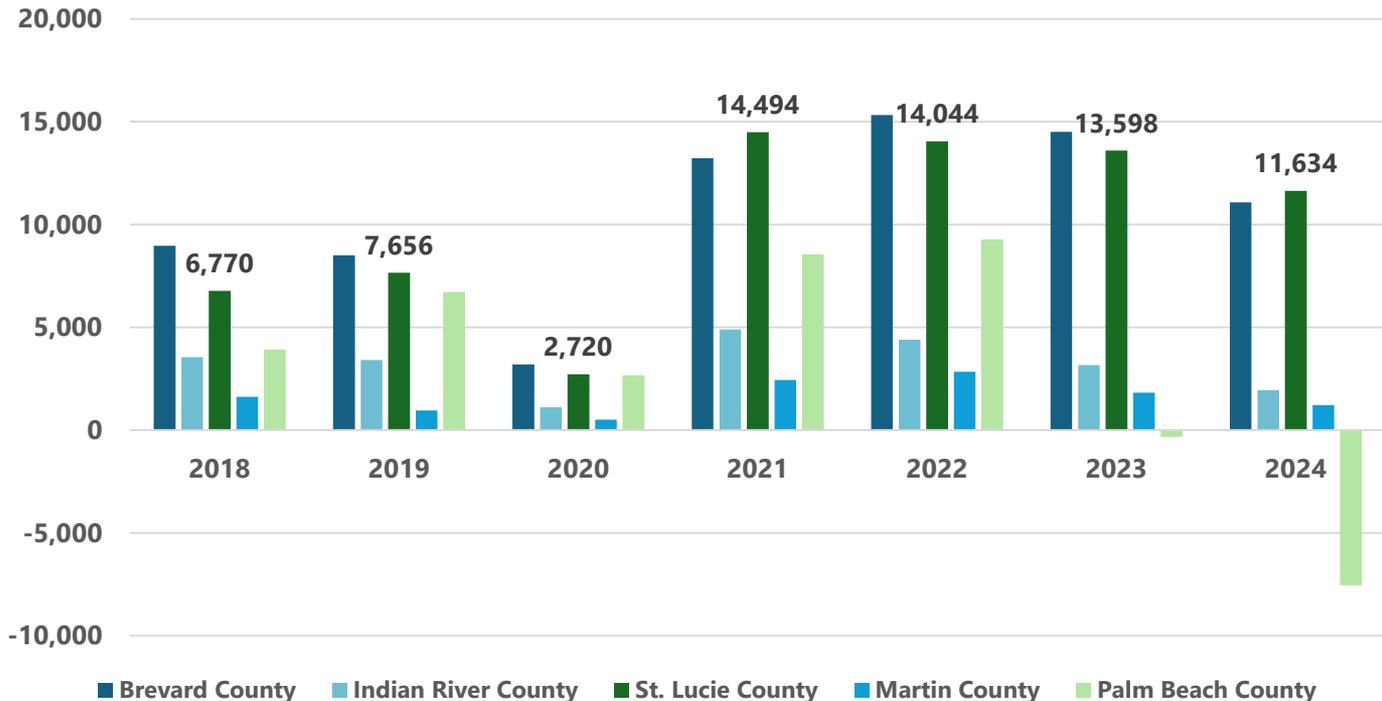
Total New Net Domestic Residents



Net domestic migration to St. Lucie County remains strong, remaining above pre-pandemic levels, with the county attracting over 70,000 new residents between 2018-2024.

- St. Lucie County led the Treasure Coast region with 70,916 net domestic migrants from 2018-2024, though annual inflows have declined from a peak of 14,494 in 2021 to 11,634 in 2024.

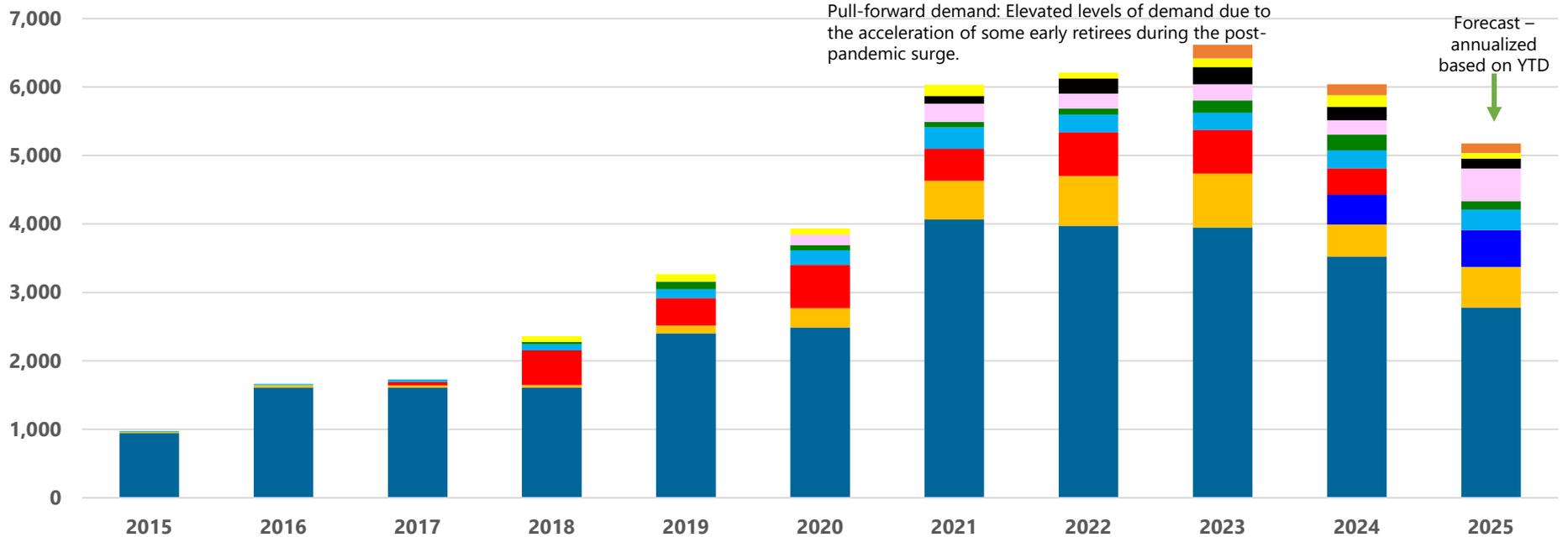
Net Domestic Migration



Source: ResiClub, Hunter Housing Economics

The active adult (AA) new home market has experienced significant growth over the past few years, driven by the aging Baby Boomer population across the US. The data here focuses on the AA market in central Florida. The Villages is by far the most active community in Florida, topping over 3,000 sales in 2024. On Top of the World in Ocala is the second-most active in terms of sales. **Both of these are also among the lowest-priced 55+ communities, attracting budget-conscious buyers from across the country.** Latitude Margaritaville in Daytona Beach was number 3, but it has recently sold out and was overtaken by Valencia Parc at Riverland. So far in 2025, the decline in sales for the top 10 has been less significant than the total active adult market.

Top 10 Active Adult Community Sales

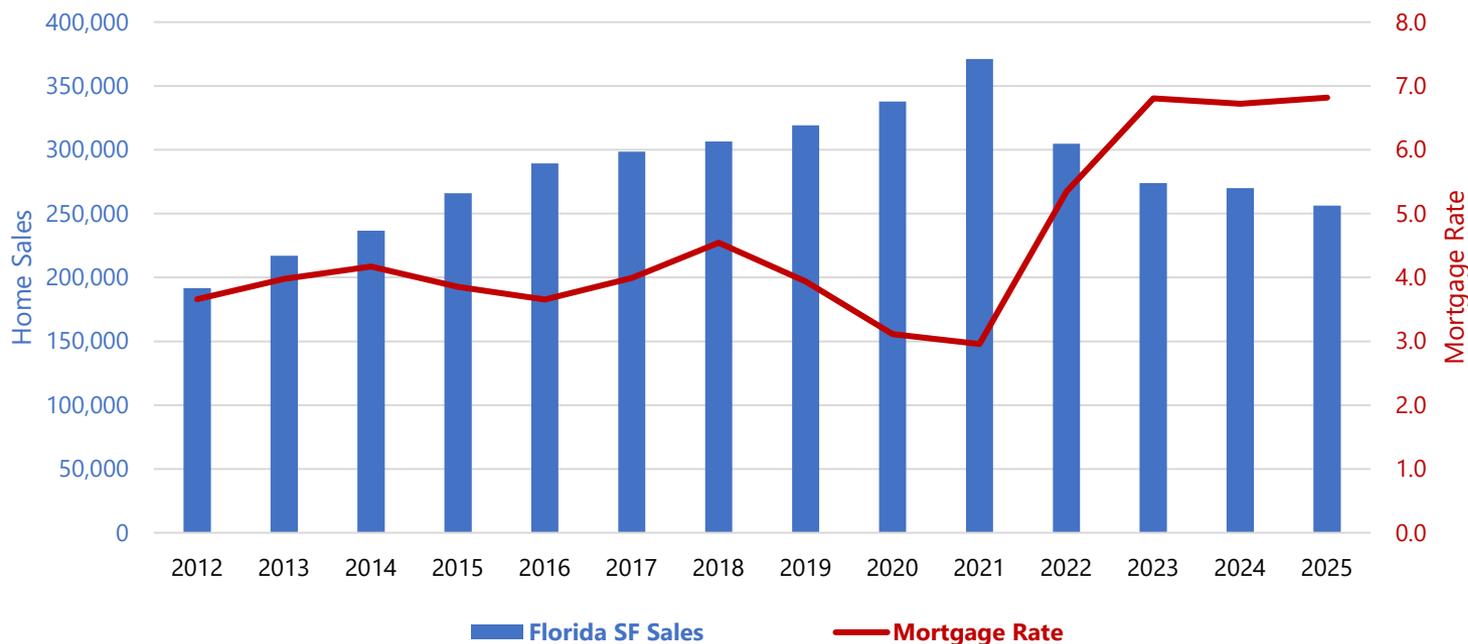


- The Villages Wildwood Active
- OTOW Colen Built Ocala Active
- Valencia Parc at Riverland GL Homes Port St Lucie Active
- Latitude Margaritaville Minto Daytona Beach Active
- Stone Creek Del Webb Ocala Active
- Medley at Southshore Bay Lennar Wimauma Active
- Esplanade at Azario Taylor Morrison Sarasota Active
- Bayview Del Webb Palmetto Active
- Del Webb Tradition Del Webb Port St Lucie Active
- Viera Del Webb Melbourne Active

Florida Home Sales and Mortgage Rates

The Florida housing market peaked in 2021, during the height of the COVID-19 pandemic, as buyers took advantage of record-low interest rates to purchase more than 370,000 homes. Sales might have been even higher had more supply been available for purchase. By 2024, rising home prices and interest rates lowered sales to just 270,000 homes, the lowest sales total since 2015. The spring market in 2025 was further affected by the announced tariff policy and a steep but brief decline in stock market valuations.

Florida Sales vs Mortgage Rate

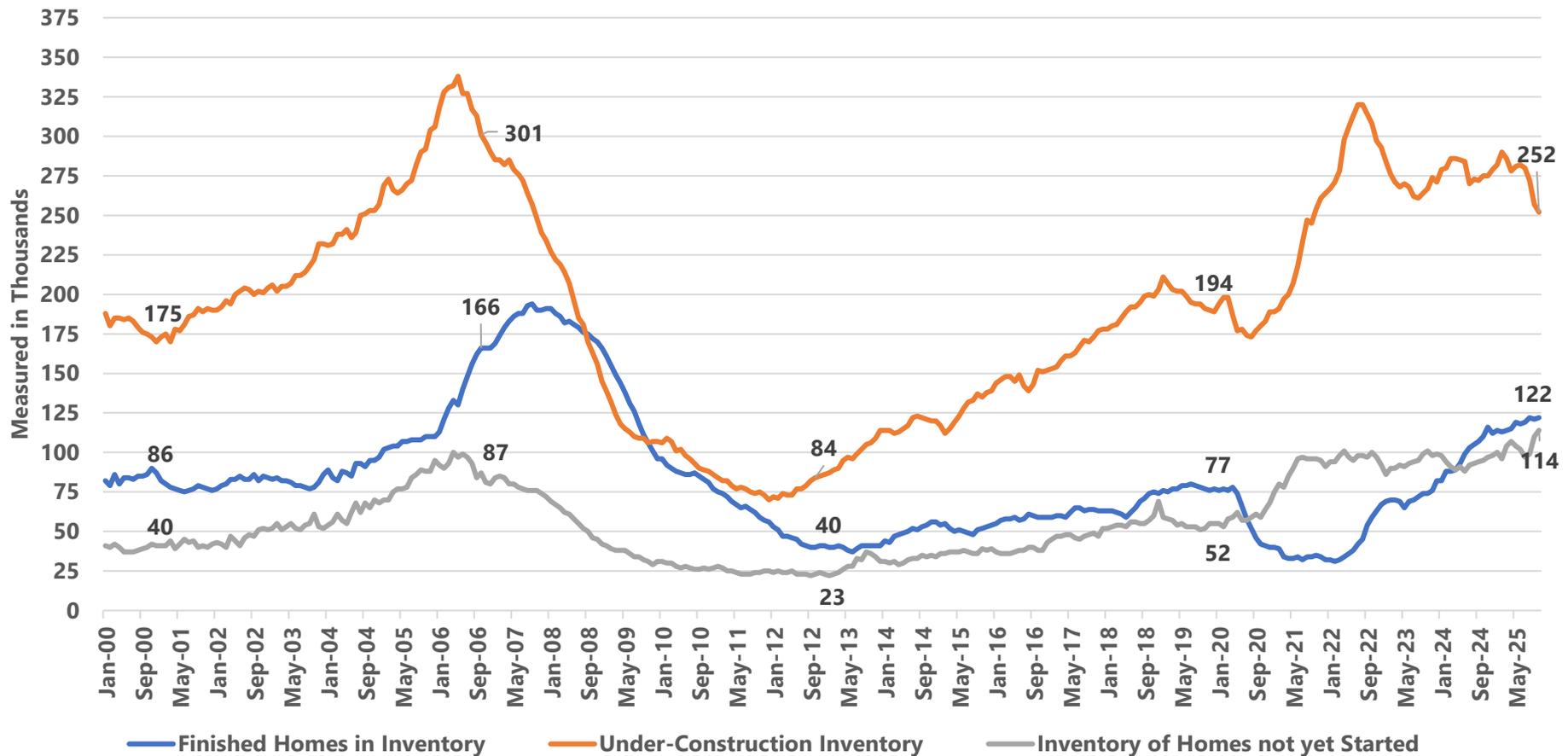


Source: Redfin

2025
annualized
based on Jan-
May sales

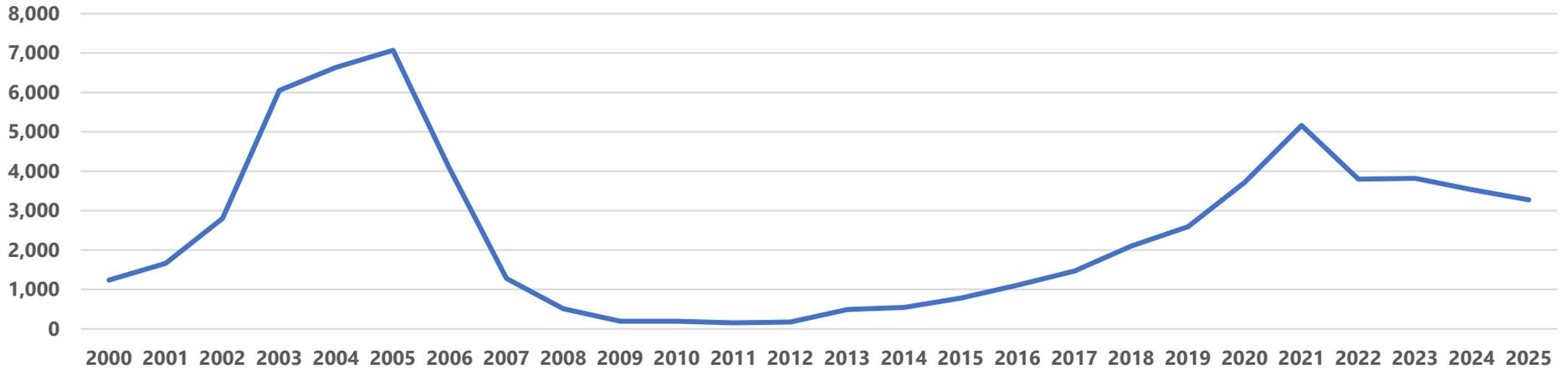
New Home Inventories (National)

National Historical Single-Family Home Inventory

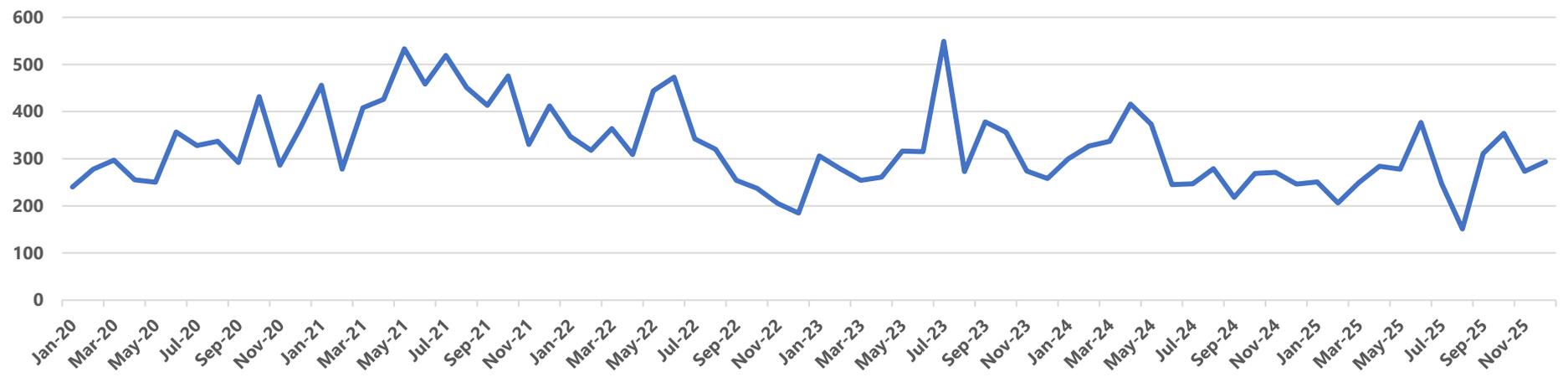


New Homebuilding Activity, City of PSL

City of PSL (Annual SF Permits)

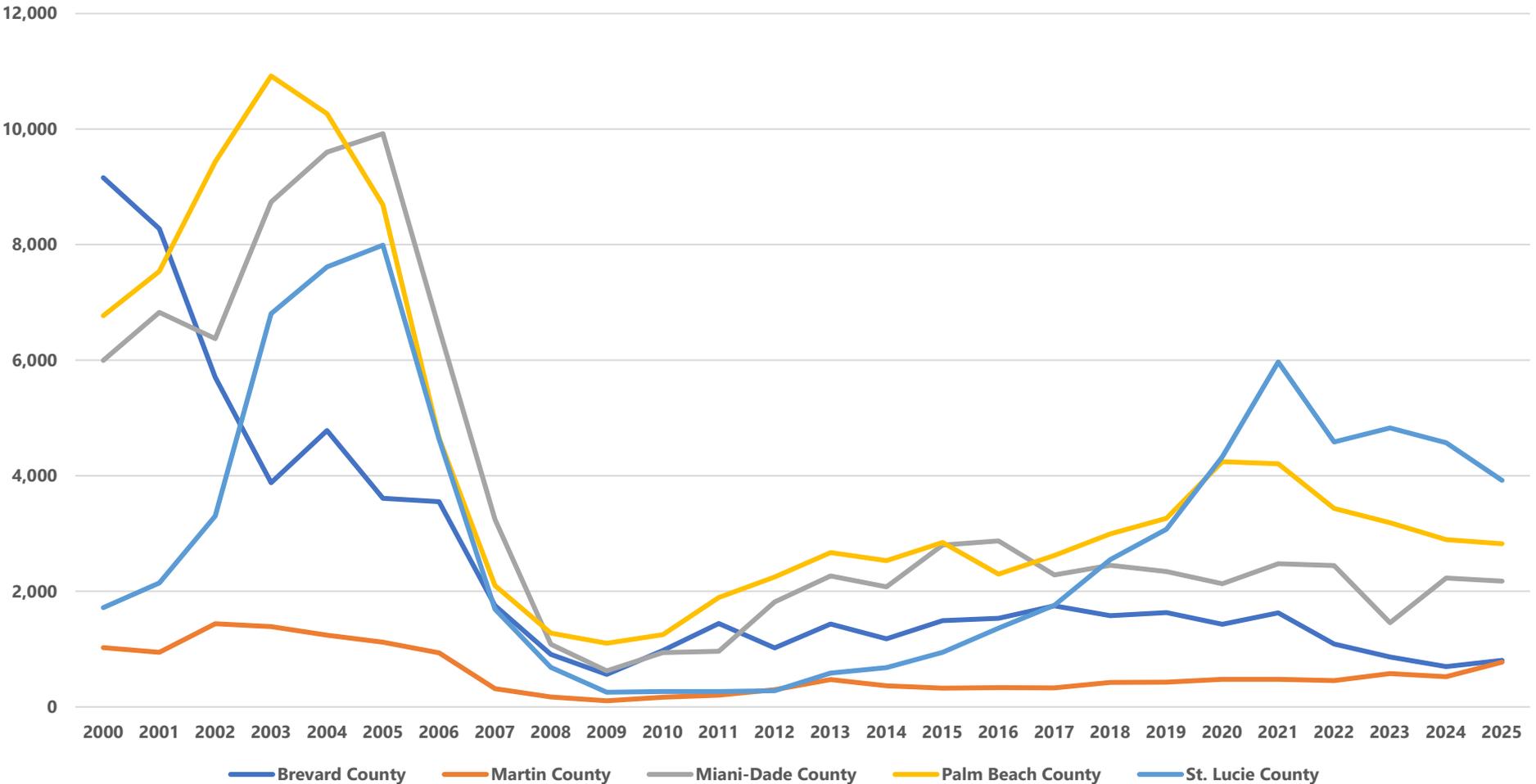


City of PSL (Monthly SF Permits)



New Home Building, Comparing Counties

Single-Family Building Permits by County (Annually)



The City of Port St. Lucie is now the 6th largest city in Florida and currently in the top ten fastest growing cities in the Nation.

Our expectation is that this momentum will continue!

Headwinds

- Slower Home Sales
- Slower Domestic Migration
- Affordability Concerns

Tailwinds

- Strong Population Growth
- Rising Household Income
- Job Growth and New Employment



MARKET DATA

INSIGHTS

GUIDANCE

Hunter Housing Economics is a widely-followed resource for research in local economies and residential development. For regular market updates, browse the resources at the company website.