

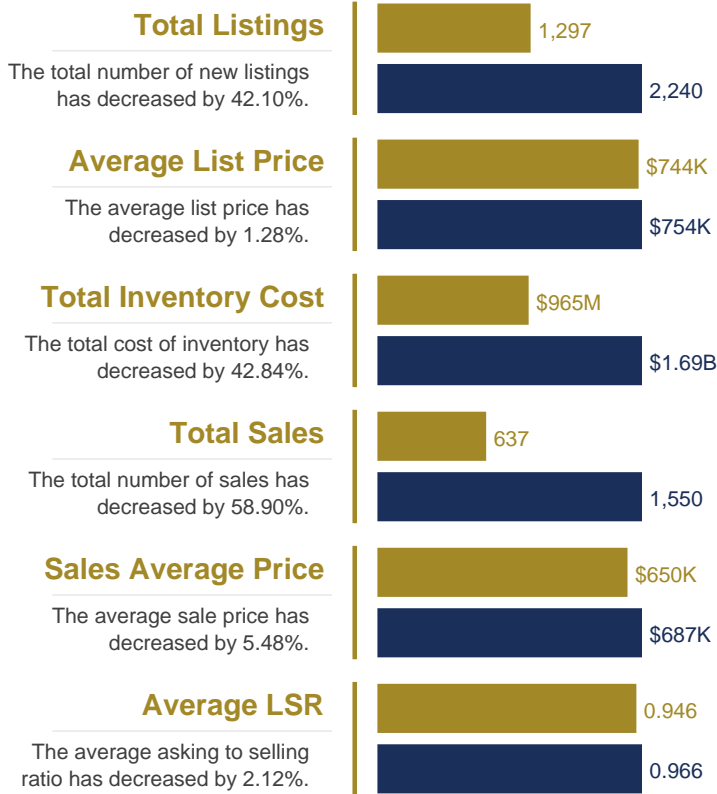
**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



### Comparison

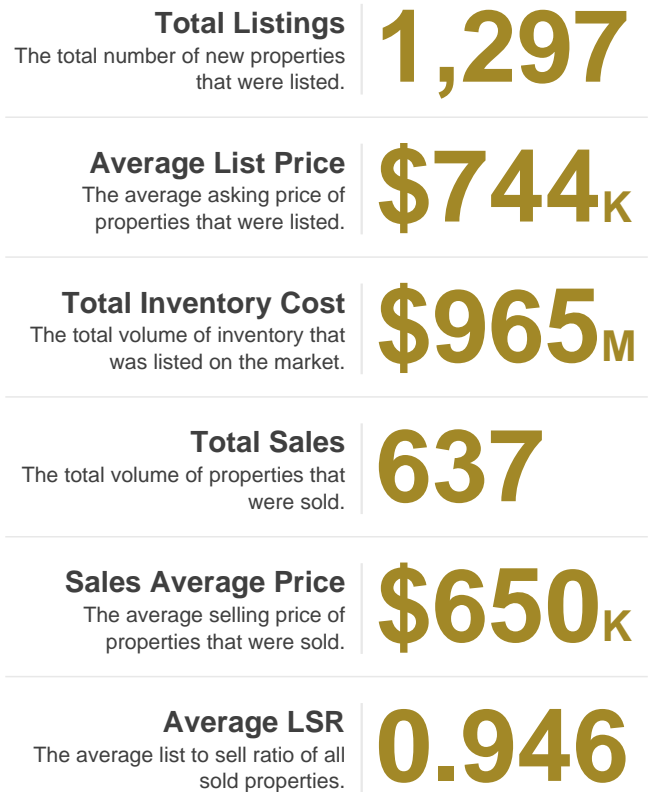
Below, we are comparing the year of 2023 to the year of 2022.

● 2023 ● 2022



### Overview

Below, we are looking at the six key metrics within the year of 2023. These metrics include the total number of new properties listed and sold, average asking price and sale price and the average asking to selling ratio of all sold properties.



### Average DOM

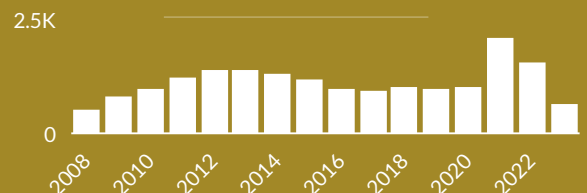
In the year of 2022, the average days on market was 71. In the year of 2023, the average days on market was 83. When the year of 2023 is compared to the year of 2022, the average days on market has increased by 16.90%.

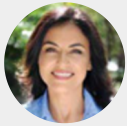
### Total Sales Volume

In the year of 2022, the total volume of sales was \$1.07B. In the year of 2023, the total volume of sales was \$414M. When the year of 2023 is compared to the year of 2022, the total volume of sales has decreased by 61.15%.

### Total Sales | Quick Overview (See Page #5)

In the year of 2023, the total number of sales was 637.



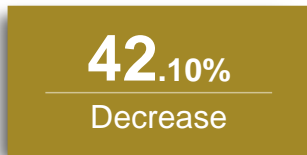


**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



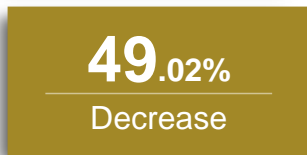
## Total Listings

In the year of 2023, the total number of new listings was 1,297. In the year of 2022, the total number of new listings was 2,240. When the year of 2023 is compared to the year of 2022, the total number of new listings has decreased by 42.10%.



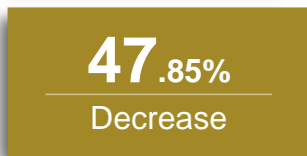
### 2023 vs 2022

In the year of 2022, the total number of new listings was 2,240. When the year of 2023 is compared to the year of 2022, the total number of new listings has decreased by 42.10%.



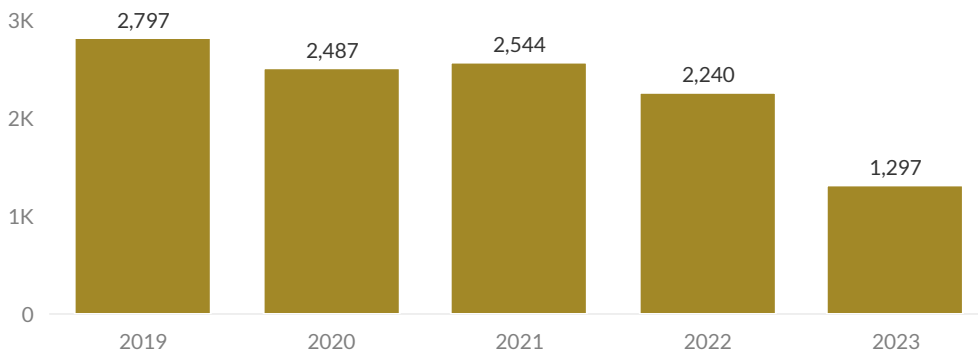
### 2023 vs 2021

In the year of 2021, the total number of new listings was 2,544. When the year of 2023 is compared to the year of 2021, the total number of new listings has decreased by 49.02%.



### 2023 vs 2020

In the year of 2020, the total number of new listings was 2,487. When the year of 2023 is compared to the year of 2020, the total number of new listings has decreased by 47.85%.

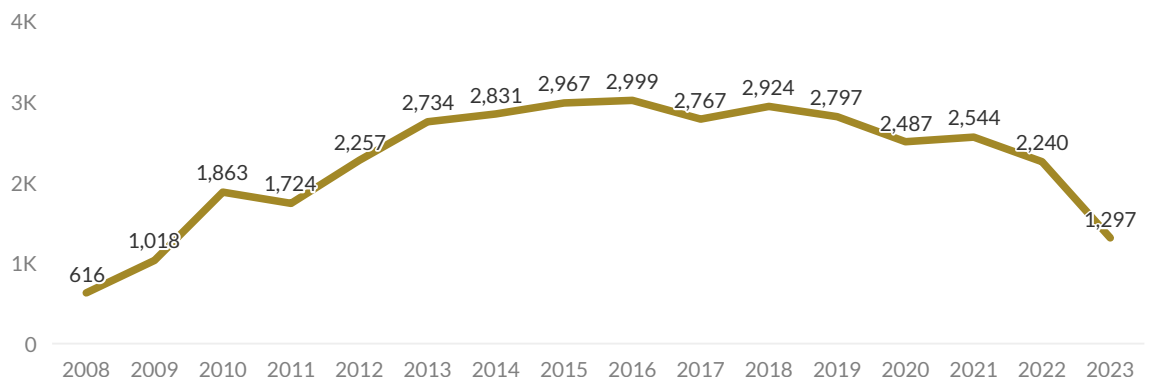


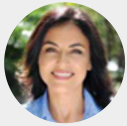
## Overview

The bar graph to the left provides an overview of 2023 for the last 4 years leading up to 2023. In the year of 2023, we have seen a total volume of 1,297 new properties that have been listed.

## Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends for all properties that have been listed over the last 15 years as of the end of 2023.





**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



## Average List Price

In the year of 2023, the average list price was \$744K. In the year of 2022, the average list price was \$754K. When the year of 2023 is compared to the year of 2022, the average list price has decreased by 1.28%.

**1.28%**  
Decrease



### 2023 vs 2022

In the year of 2022, the average list price was \$754K. When the year of 2023 is compared to the year of 2022, the average list price has decreased by 1.28%.

**2.22%**  
Increase



### 2023 vs 2021

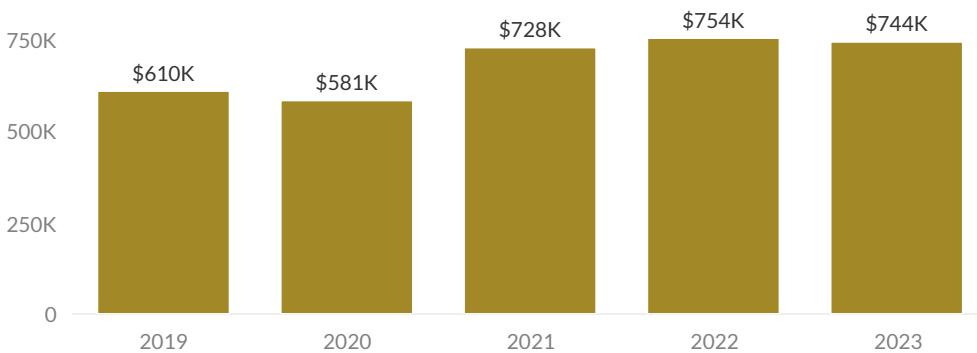
In the year of 2021, the average list price was \$728K. When the year of 2023 is compared to the year of 2021, the average list price has increased by 2.22%.

**27.96%**  
Increase



### 2023 vs 2020

In the year of 2020, the average list price was \$581K. When the year of 2023 is compared to the year of 2020, the average list price has increased by 27.96%.

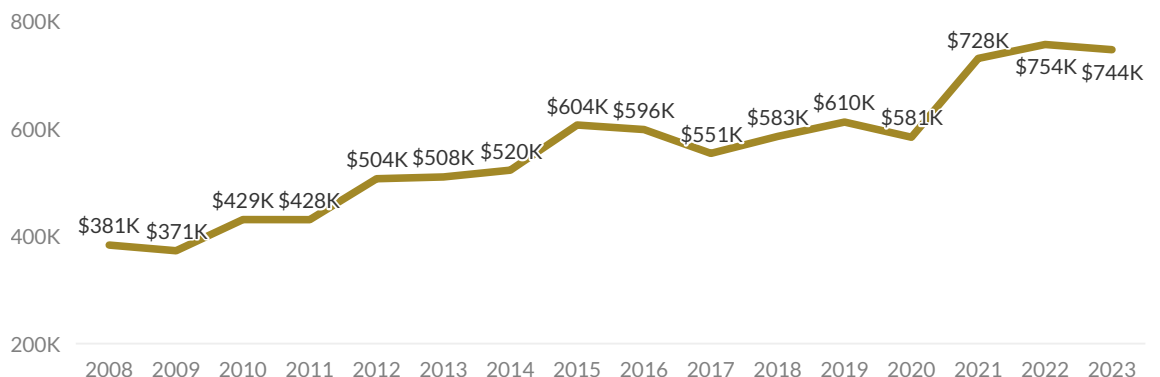


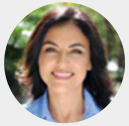
### Overview

The bar graph to the left provides an overview of 2023 for the last 4 years leading up to 2023. In the year of 2023, we have seen an average list price of \$744K for all new properties that have been listed.

### Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends in the average list price of all properties listed over the last 15 years as of 2023.





**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



## Total Inventory Cost

In the year of 2023, the total cost of inventory was \$965M. In the year of 2022, the total cost of inventory was \$1.69B. When the year of 2023 is compared to the year of 2022, the total cost of inventory has decreased by 42.84%.

**42.84%**  
Decrease



### 2023 vs 2022

In the year of 2022, the total cost of inventory was \$1.69B. When the year of 2023 is compared to the year of 2022, the total cost of inventory has decreased by 42.84%.

**47.86%**  
Decrease



### 2023 vs 2021

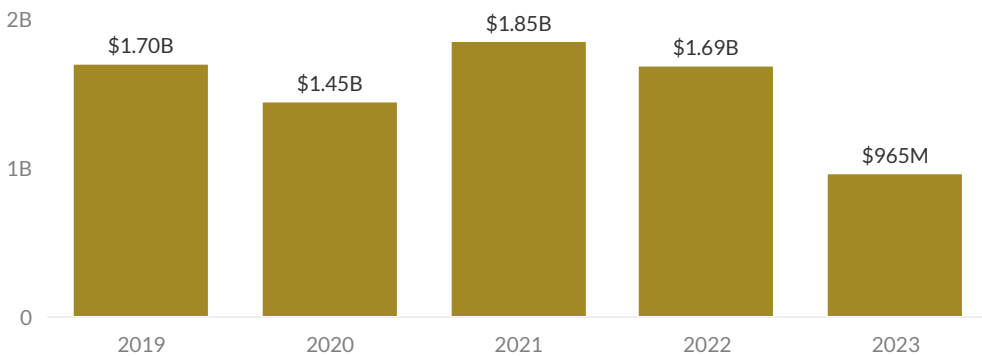
In the year of 2021, the total cost of inventory was \$1.85B. When the year of 2023 is compared to the year of 2021, the total cost of inventory has decreased by 47.86%.

**33.27%**  
Decrease



### 2023 vs 2020

In the year of 2020, the total cost of inventory was \$1.45B. When the year of 2023 is compared to the year of 2020, the total cost of inventory has decreased by 33.27%.

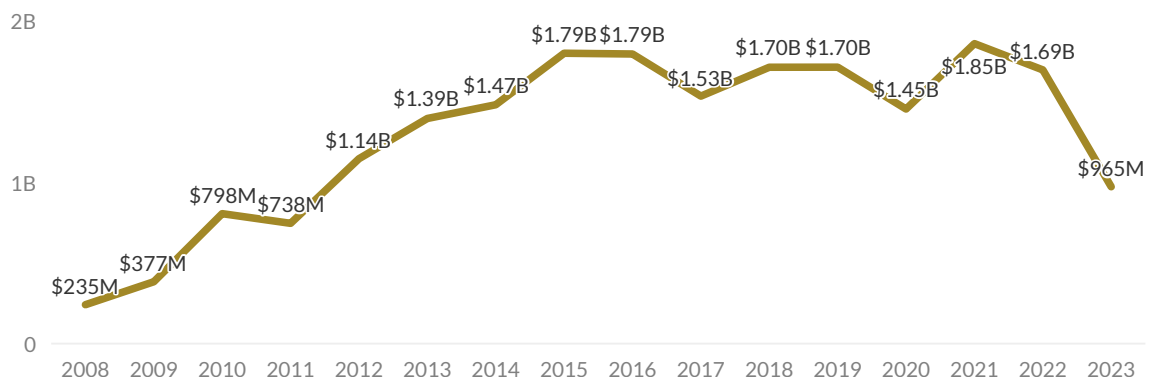


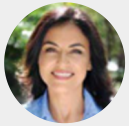
## Overview

The bar graph to the left provides an overview of 2023 for the last 4 years leading up to 2023. In the year of 2023, we have seen a total inventory volume of \$965M for all new properties that have been listed.

## Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends for the total cost of all new inventory over the last 15 years as of 2023.



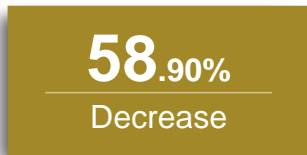


**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



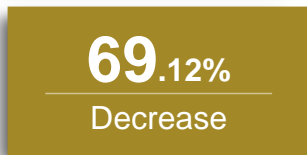
## Total Sales

In the year of 2023, the total number of sales was 637. In the year of 2022, the total number of sales was 1,550. When the year of 2023 is compared to the year of 2022, the total number of sales has decreased by 58.90%.



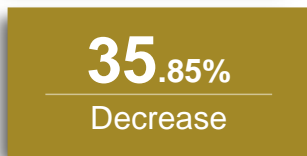
### 2023 vs 2022

In the year of 2022, the total number of sales was 1,550. When the year of 2023 is compared to the year of 2022, the total number of sales has decreased by 58.90%.



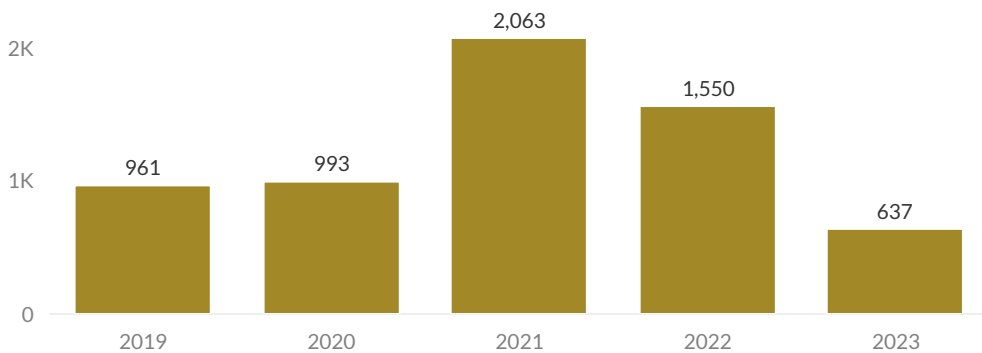
### 2023 vs 2021

In the year of 2021, the total number of sales was 2,063. When the year of 2023 is compared to the year of 2021, the total number of sales has decreased by 69.12%.



### 2023 vs 2020

In the year of 2020, the total number of sales was 993. When the year of 2023 is compared to the year of 2020, the total number of sales has decreased by 35.85%.

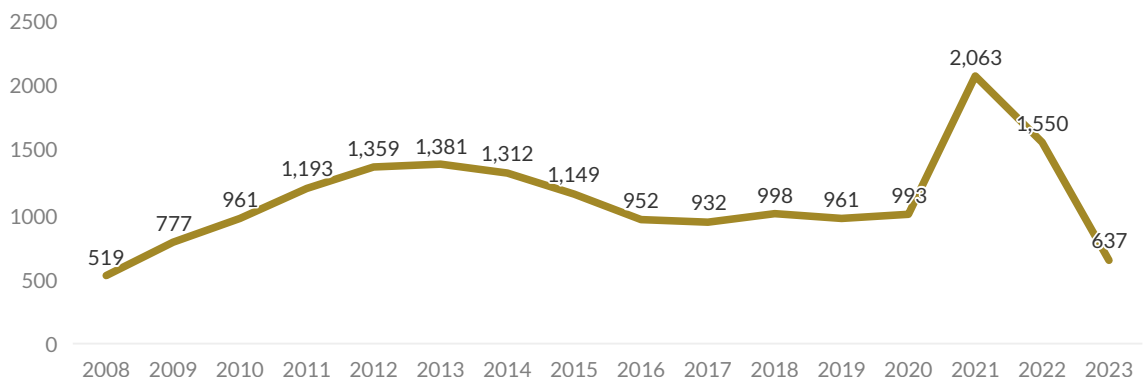


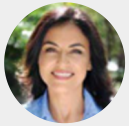
## Overview

The bar graph to the left provides an overview of 2023 for the last 4 years leading up to 2023. In the year of 2023, we have seen a total volume of 637 properties that have been sold.

## Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends for all properties that have been sold over the last 15 years as of 2023.





**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



## Sales Average Price

In the year of 2023, the average sale price was \$650K. In the year of 2022, the average sale price was \$687K. When the year of 2023 is compared to the year of 2022, the average sale price has decreased by 5.48%.



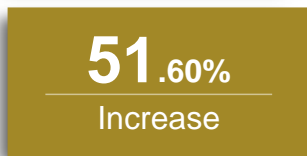
### 2023 vs 2022

In the year of 2022, the average sale price was \$687K. When the year of 2023 is compared to the year of 2022, the average sale price has decreased by 5.48%.



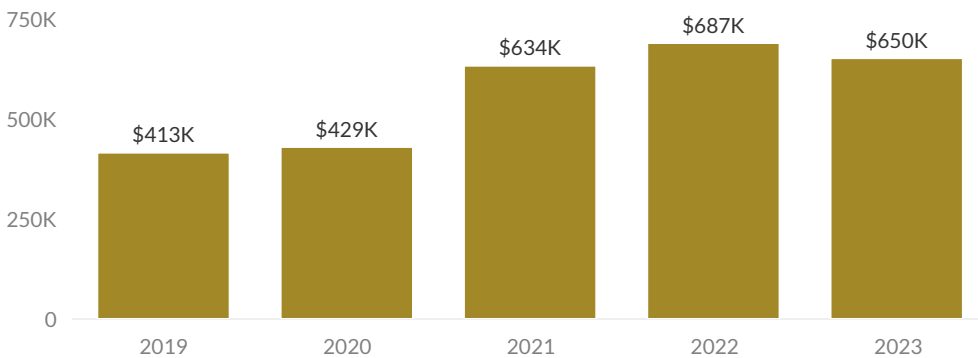
### 2023 vs 2021

In the year of 2021, the average sale price was \$634K. When the year of 2023 is compared to the year of 2021, the average sale price has increased by 2.56%.



### 2023 vs 2020

In the year of 2020, the average sale price was \$429K. When the year of 2023 is compared to the year of 2020, the average sale price has increased by 51.60%.

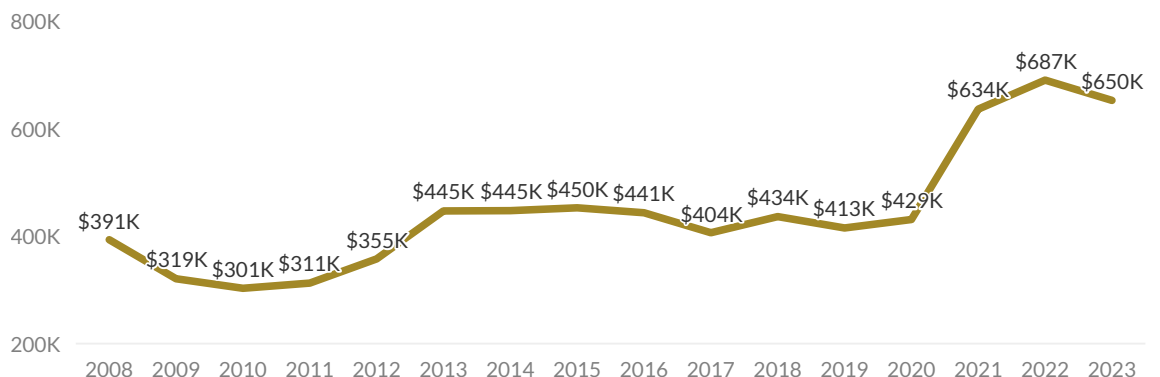


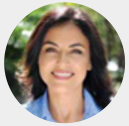
### Overview

The bar graph to the left provides an overview of 2023 for the last 4 years leading up to 2023. In the year of 2023, we have seen an average sale price of \$650K for all properties that have been sold.

### Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends in the average sale price of all sold properties over the last 15 years as of 2023.





**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



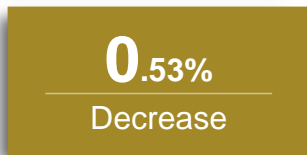
## Average List to Sell Ratio

In the year of 2023, the average asking to selling ratio was 0.946. In the year of 2022, the average asking to selling ratio was 0.966. When the year of 2023 is compared to the year of 2022, the average asking to selling ratio has decreased by 2.12%.



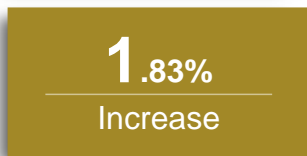
### 2023 vs 2022

In the year of 2022, the average asking to selling ratio was 0.966. When the year of 2023 is compared to the year of 2022, the average asking to selling ratio has decreased by 2.12%.



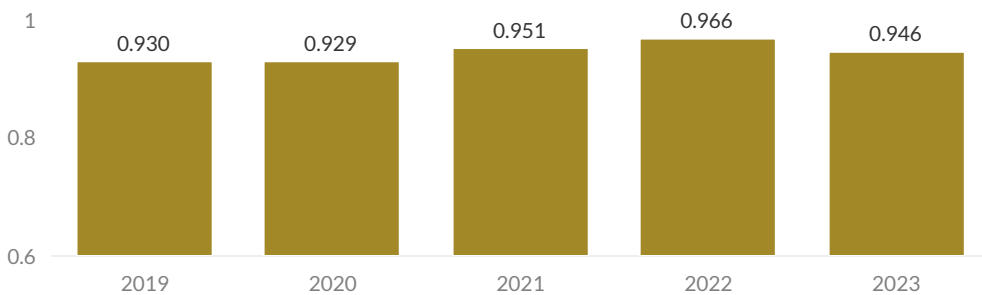
### 2023 vs 2021

In the year of 2021, the average asking to selling ratio was 0.951. When the year of 2023 is compared to the year of 2021, the average asking to selling ratio has decreased by 0.53%.



### 2023 vs 2020

In the year of 2020, the average asking to selling ratio was 0.929. When the year of 2023 is compared to the year of 2020, the average asking to selling ratio has increased by 1.83%.

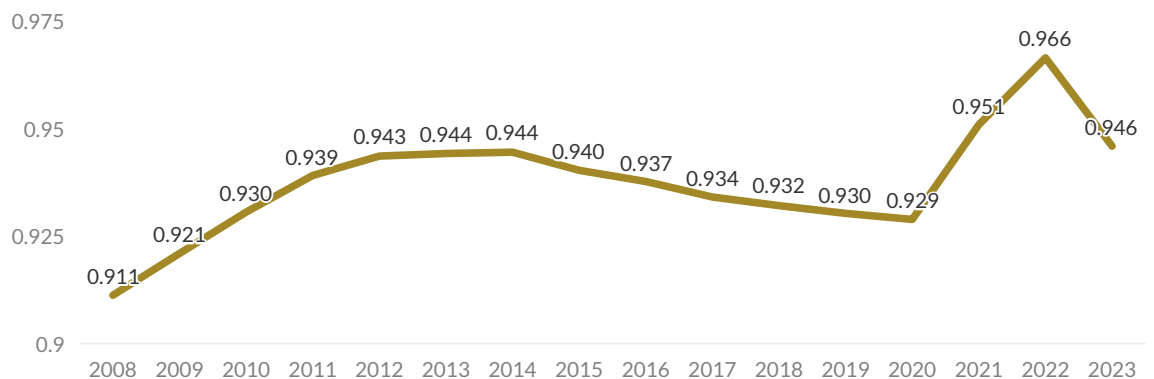


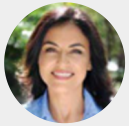
## Overview

The bar graph to the left provides an overview of 2023 for the last 4 years leading up to 2023. In the year of 2023, we have seen an average ask to sell price ratio of 0.946 for all properties that have been sold.

## Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends in the average ask to sell price ratio of all sold properties over the last 15 years as of 2023.



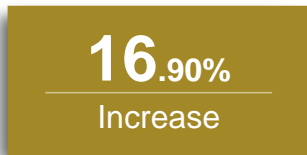


**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



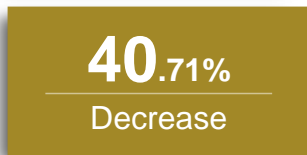
## Average Days on Market

In the year of 2023, the average days on market was 83. In the year of 2022, the average days on market was 71. When the year of 2023 is compared to the year of 2022, the average days on market has increased by 16.90%.



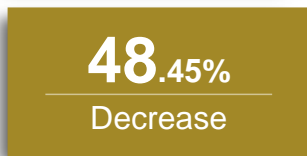
### 2023 vs 2022

In the year of 2022, the average days on market was 71. When the year of 2023 is compared to the year of 2022, the average days on market has increased by 16.90%.



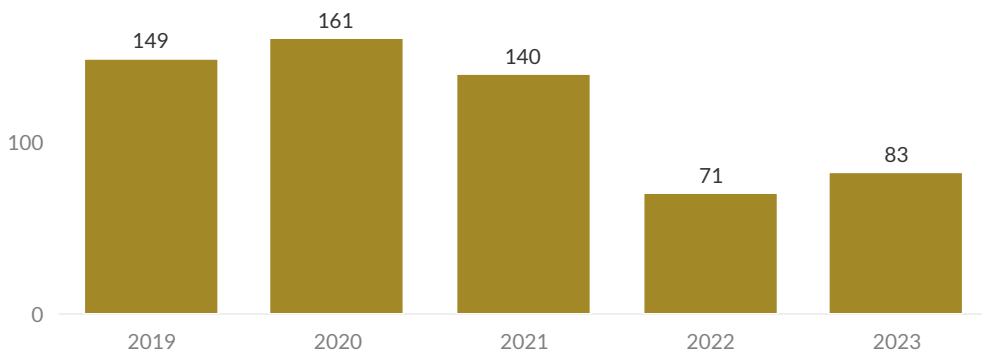
### 2023 vs 2021

In the year of 2021, the average days on market was 140. When the year of 2023 is compared to the year of 2021, the average days on market has decreased by 40.71%.



### 2023 vs 2020

In the year of 2020, the average days on market was 161. When the year of 2023 is compared to the year of 2020, the average days on market has decreased by 48.45%.

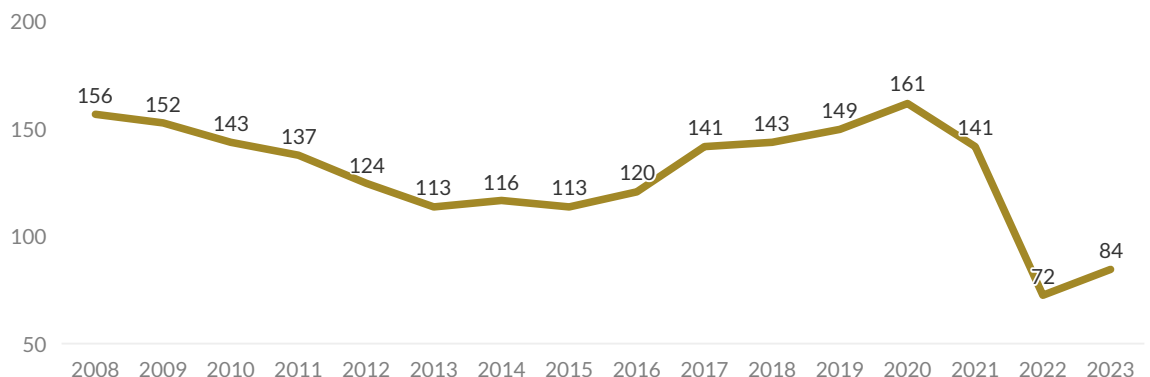


## Overview

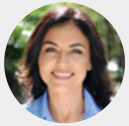
The bar graph to the left provides an overview of 2023 for the last 4 years leading up to 2023. In the year of 2023, we have seen an average days on market of 83 for all properties that have been sold.

## Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends in the average days on market of all sold properties over the last 15 years as of 2023.





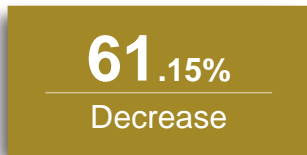


**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



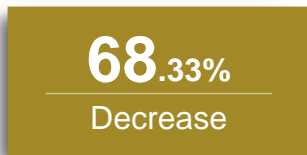
## Total Sales Volume

In the year of 2023, the total volume of sales was \$414M. In the year of 2022, the total volume of sales was \$1.07B. When the year of 2023 is compared to the year of 2022, the total volume of sales has decreased by 61.15%.



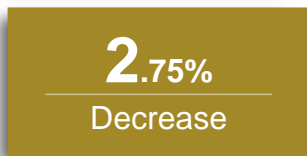
### 2023 vs 2022

In the year of 2022, the total volume of sales was \$1.07B. When the year of 2023 is compared to the year of 2022, the total volume of sales has decreased by 61.15%.



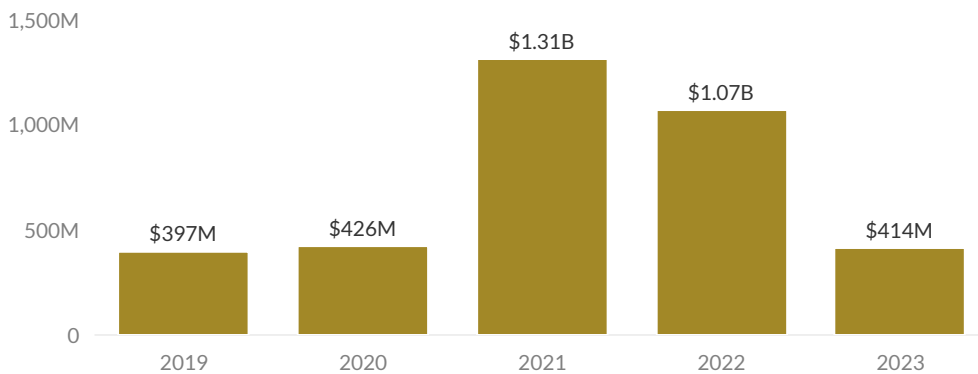
### 2023 vs 2021

In the year of 2021, the total volume of sales was \$1.31B. When the year of 2023 is compared to the year of 2021, the total volume of sales has decreased by 68.33%.



### 2023 vs 2020

In the year of 2020, the total volume of sales was \$426M. When the year of 2023 is compared to the year of 2020, the total volume of sales has decreased by 2.75%.



## Overview

The bar graph to the left provides an overview of 2023 for the last 4 years leading up to 2023. In the year of 2023, we have seen a total sales volume of \$414M for all new properties that have been listed.

## Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends for the total cost of all sold properties over the last 15 years as of 2023.

