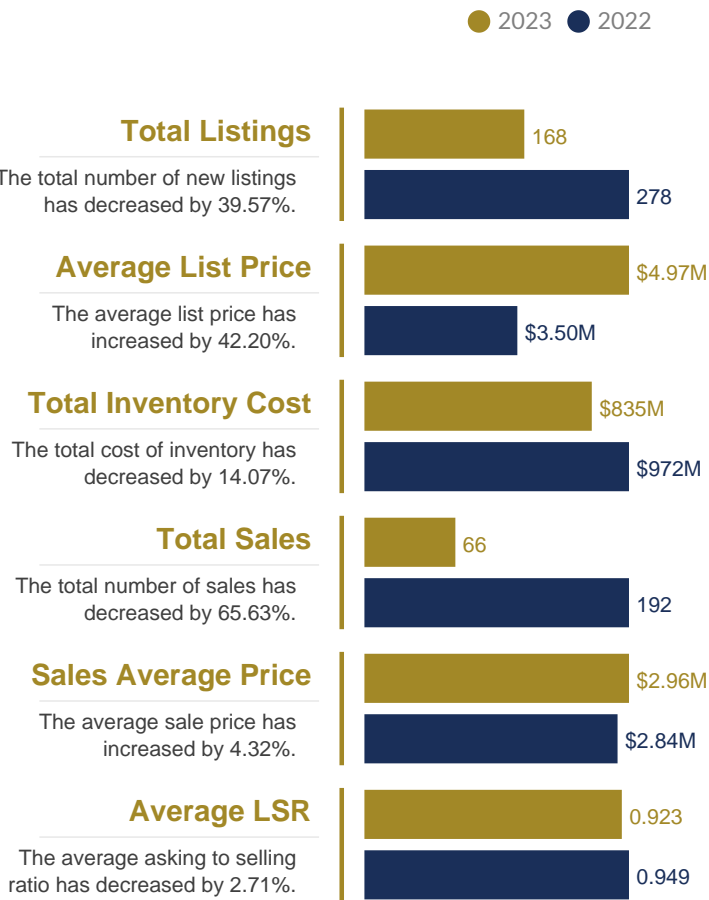


Sophia Albrecht
sophia@thineagency.com
(305) 609-5500



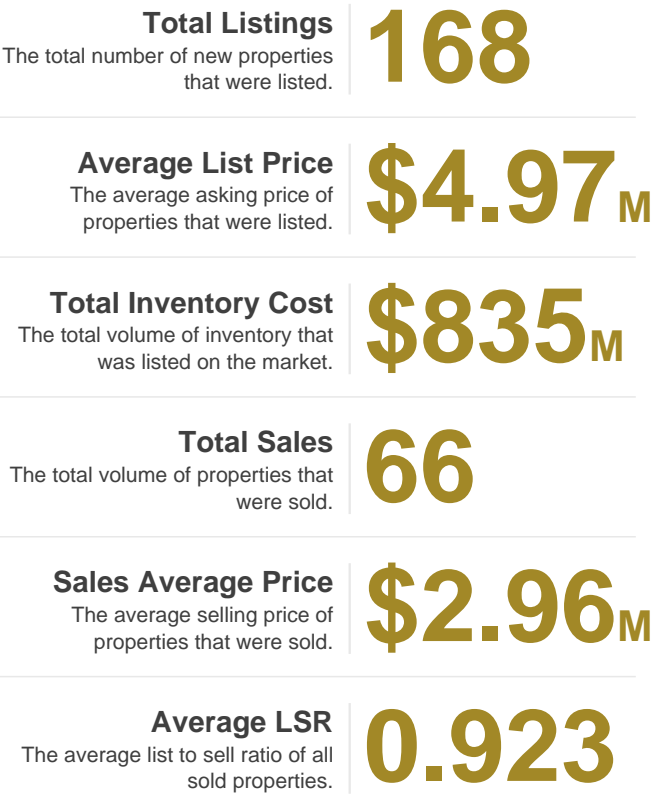
Comparison

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

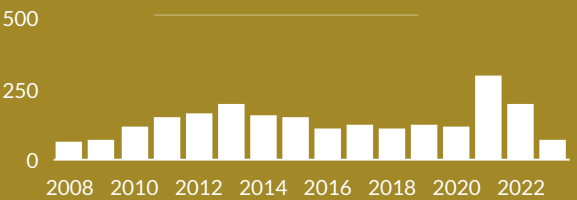
In the year of 2022, the average days on market was 145. In the year of 2023, the average days on market was 111. When the year of 2023 is compared to the year of 2022, the average days on market has decreased by 23.45%.

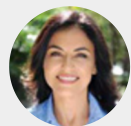
Total Sales Volume

In the year of 2022, the total volume of sales was \$545M. In the year of 2023, the total volume of sales was \$196M. When the year of 2023 is compared to the year of 2022, the total volume of sales has decreased by 64.14%.

Total Sales | Quick Overview (See Page #5)

In the year of 2023, the total number of sales was 66.





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



Total Listings

In the year of 2023, the total number of new listings was 168. In the year of 2022, the total number of new listings was 278. When the year of 2023 is compared to the year of 2022, the total number of new listings has decreased by 39.57%.

39.57%

Decrease



2023 vs 2022
In the year of 2022, the total number of new listings was 278. When the year of 2023 is compared to the year of 2022, the total number of new listings has decreased by 39.57%.

57.14%

Decrease



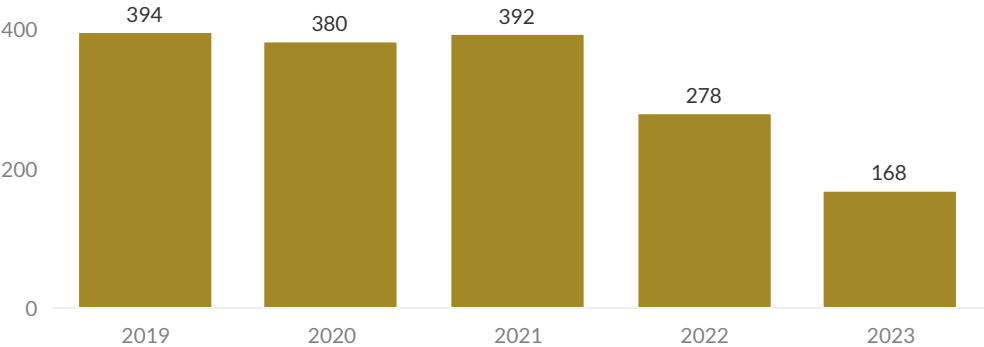
2023 vs 2021
In the year of 2021, the total number of new listings was 392. When the year of 2023 is compared to the year of 2021, the total number of new listings has decreased by 57.14%.

55.79%

Decrease



2023 vs 2020
In the year of 2020, the total number of new listings was 380. When the year of 2023 is compared to the year of 2020, the total number of new listings has decreased by 55.79%.

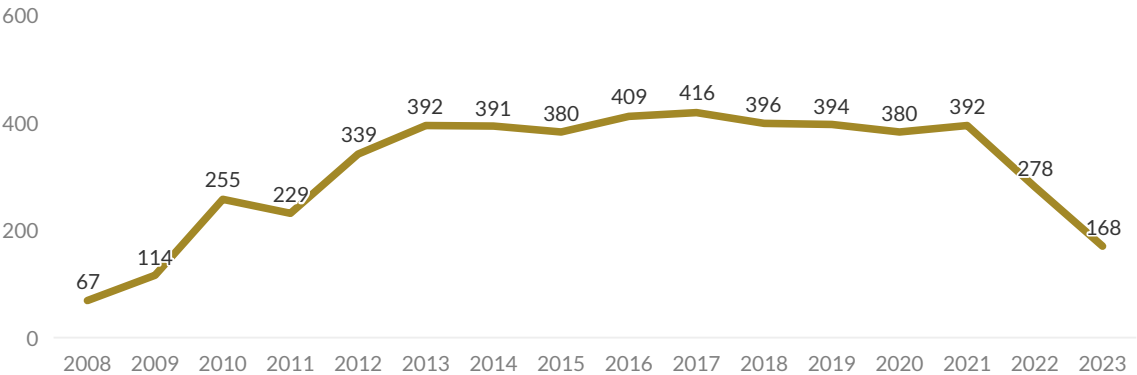


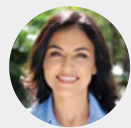
Overview

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 168 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 \$4.97M. In the year of 2022, the average list price was \$3.50M. When the year of 2023 is compared to the year of 2022, the average list price has increased by 42.20%.

42.20%
Increase

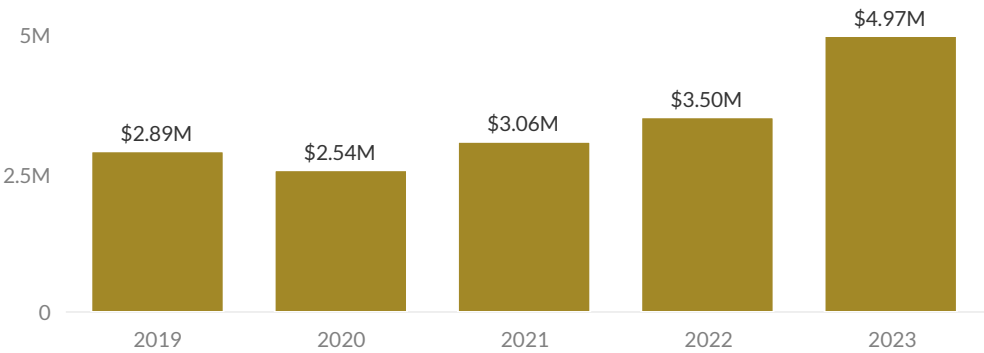
2023 vs 2022
In the year of 2022, the average list price was \$3.50M. When the year of 2023 is compared to the year of 2022, the average list price has increased by 42.20%.

62.34%
Increase

2023 vs 2021
In the year of 2021, the average list price was \$3.06M. When the year of 2023 is compared to the year of 2021, the average list price has increased by 62.34%.

95.64%
Increase

2023 vs 2020
In the year of 2020, the average list price was \$2.54M. When the year of 2023 is compared to the year of 2020, the average list price has increased by 95.64%.

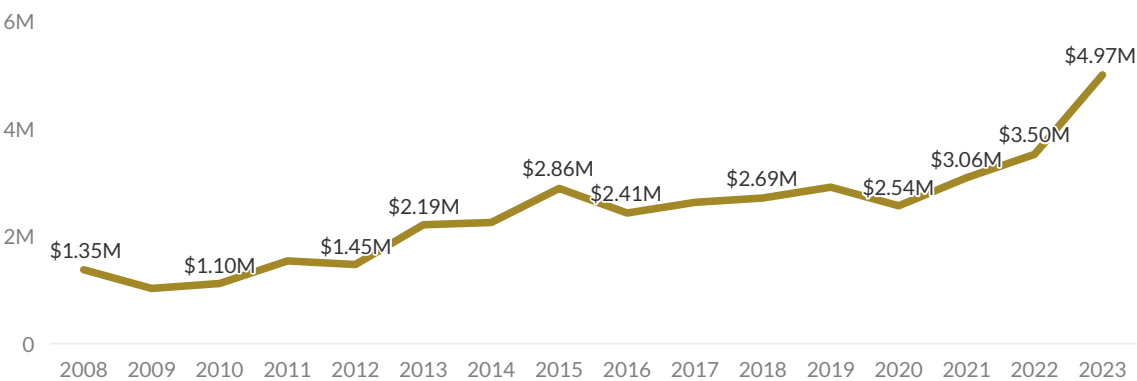


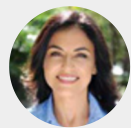
Overview

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 \$4.97M 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 \$835M. In the year of 2022, the total cost of inventory was \$972M. When the year of 2023 is compared to the year of 2022, the total cost of inventory has decreased by 14.07%.

14.07%

Decrease



2023 vs 2022
In the year of 2022, the total cost of inventory was \$972M. When the year of 2023 is compared to the year of 2022, the total cost of inventory has decreased by 14.07%.

30.25%

Decrease



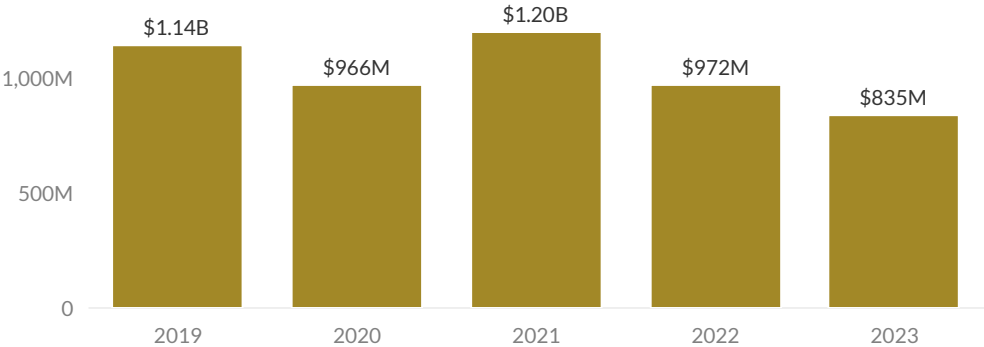
2023 vs 2021
In the year of 2021, the total cost of inventory was \$1.20B. When the year of 2023 is compared to the year of 2021, the total cost of inventory has decreased by 30.25%.

13.51%

Decrease



2023 vs 2020
In the year of 2020, the total cost of inventory was \$966M. When the year of 2023 is compared to the year of 2020, the total cost of inventory has decreased by 13.51%.

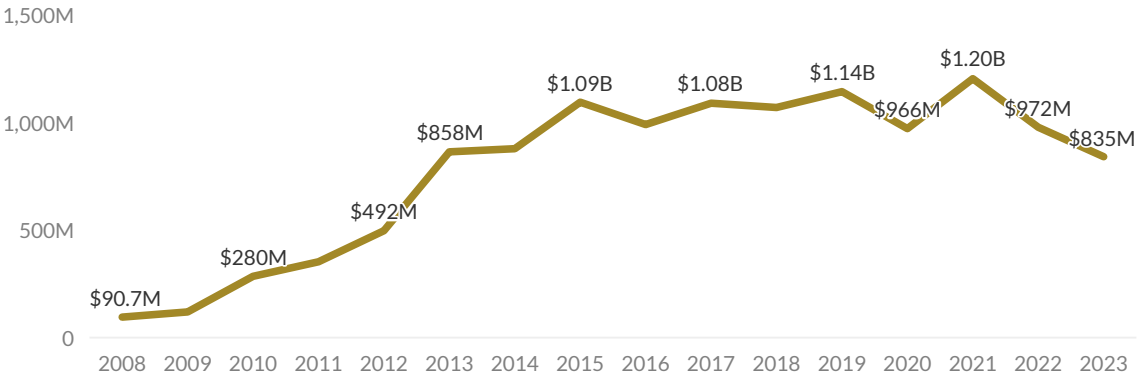


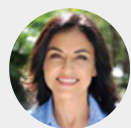
Overview

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 \$835M 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 66. In the year of 2022, the total number of sales was 192. When the year of 2023 is compared to the year of 2022, the total number of sales has decreased by 65.63%.

65.63%

Decrease



2023 vs 2022
In the year of 2022, the total number of sales was 192. When the year of 2023 is compared to the year of 2022, the total number of sales has decreased by 65.63%.

77.32%

Decrease



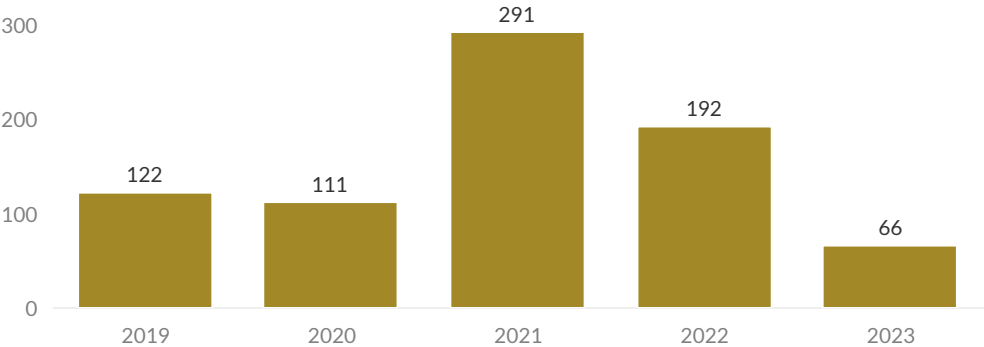
2023 vs 2021
In the year of 2021, the total number of sales was 291. When the year of 2023 is compared to the year of 2021, the total number of sales has decreased by 77.32%.

40.54%

Decrease



2023 vs 2020
In the year of 2020, the total number of sales was 111. When the year of 2023 is compared to the year of 2020, the total number of sales has decreased by 40.54%.

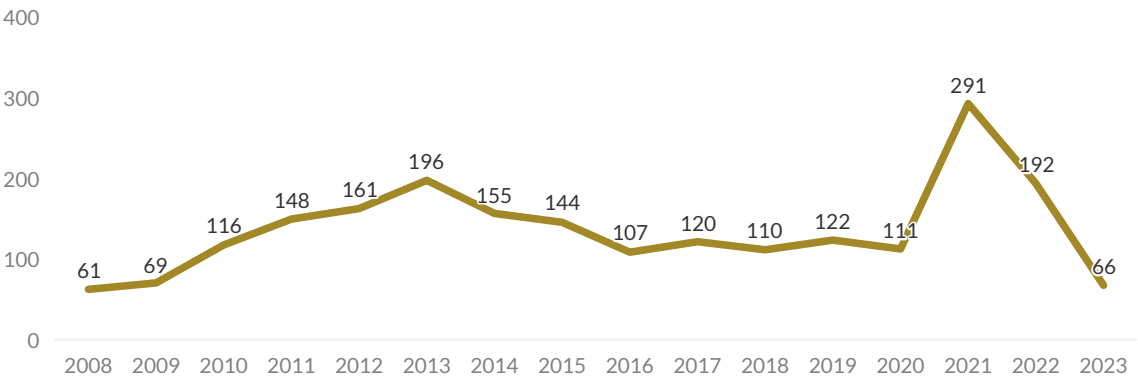


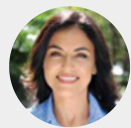
Overview

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 66 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.



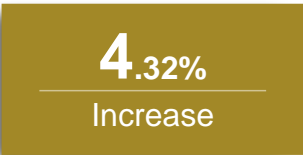


Sophia Albrecht
sophia@thineagency.com
(305) 609-5500



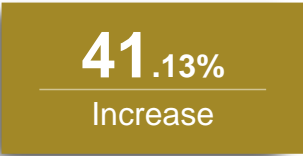
Sales Average Price

In the year of 2023, the average sale price was \$2.96M. In the year of 2022, the average sale price was \$2.84M. When the year of 2023 is compared to the year of 2022, the average sale price has increased by 4.32%.



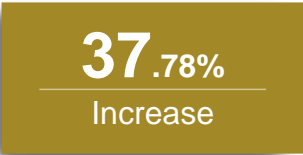
2023 vs 2022

In the year of 2022, the average sale price was \$2.84M. When the year of 2023 is compared to the year of 2022, the average sale price has increased by 4.32%.



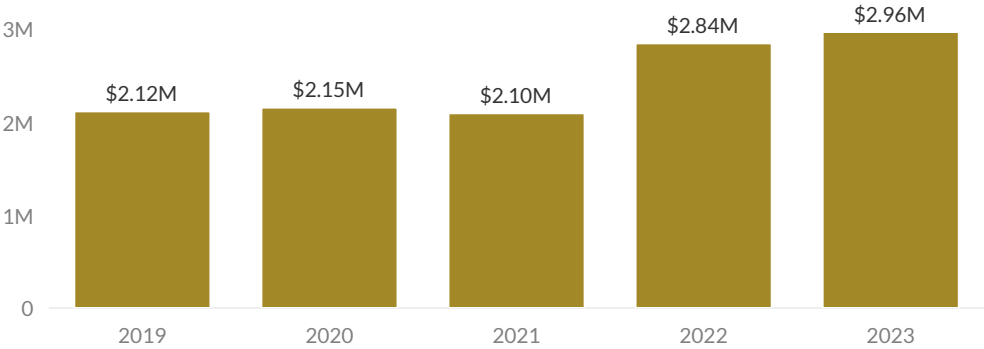
2023 vs 2021

In the year of 2021, the average sale price was \$2.10M. When the year of 2023 is compared to the year of 2021, the average sale price has increased by 41.13%.



2023 vs 2020

In the year of 2020, the average sale price was \$2.15M. When the year of 2023 is compared to the year of 2020, the average sale price has increased by 37.78%.

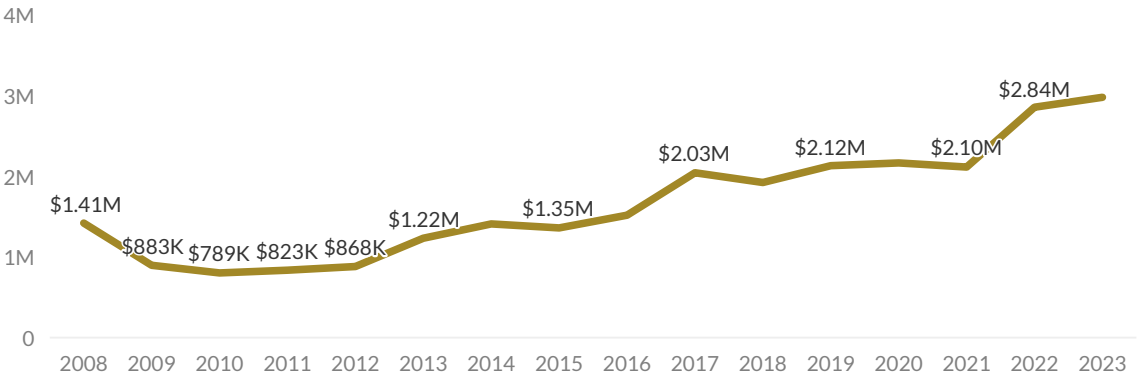


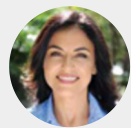
Overview

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 \$2.96M 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 0.923. In the year of 2022, the average asking to selling ratio was 0.949. When the year of 2023 is compared to the year of 2022, the average asking to selling ratio has decreased by 2.71%.

2.71%
Decrease



2023 vs 2022

In the year of 2022, the average asking to selling ratio was 0.949. When the year of 2023 is compared to the year of 2022, the average asking to selling ratio has decreased by 2.71%.

1.80%
Decrease



2023 vs 2021

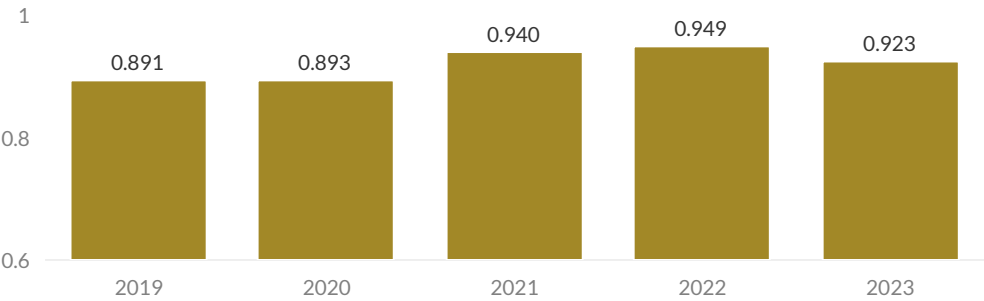
In the year of 2021, the average asking to selling ratio was 0.940. When the year of 2023 is compared to the year of 2021, the average asking to selling ratio has decreased by 1.80%.

3.35%
Increase



2023 vs 2020

In the year of 2020, the average asking to selling ratio was 0.893. When the year of 2023 is compared to the year of 2020, the average asking to selling ratio has increased by 3.35%.

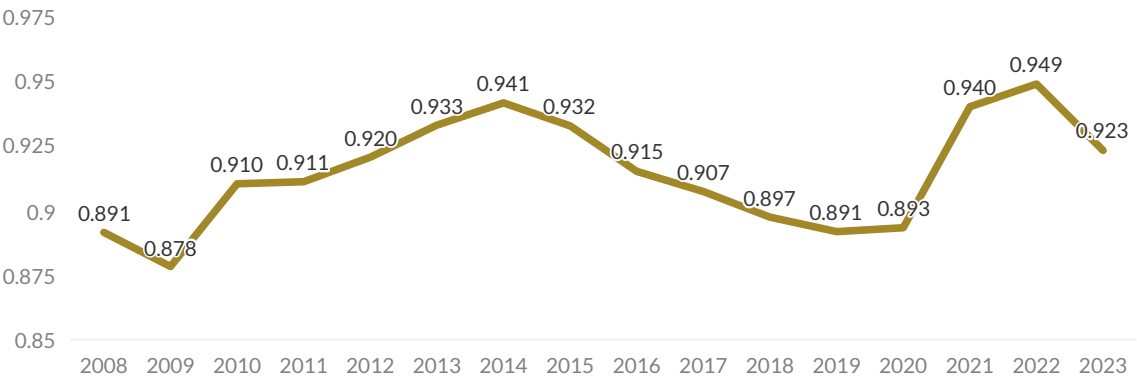


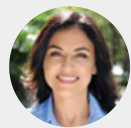
Overview

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 0.923 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 111. In the year of 2022, the average days on market was 145. When the year of 2023 is compared to the year of 2022, the average days on market has decreased by 23.45%.

23.45%

Decrease



2023 vs 2022
In the year of 2022, the average days on market was 145. When the year of 2023 is compared to the year of 2022, the average days on market has decreased by 23.45%.

40.64%

Decrease



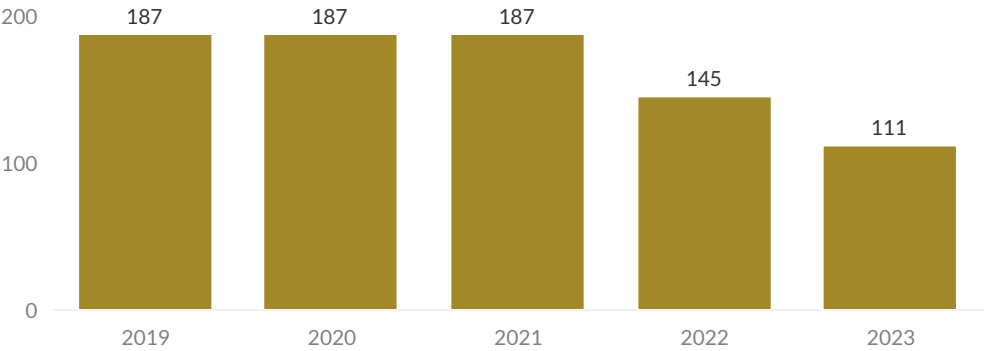
2023 vs 2021
In the year of 2021, the average days on market was 187. When the year of 2023 is compared to the year of 2021, the average days on market has decreased by 40.64%.

40.64%

Decrease



2023 vs 2020
In the year of 2020, the average days on market was 187. When the year of 2023 is compared to the year of 2020, the average days on market has decreased by 40.64%.

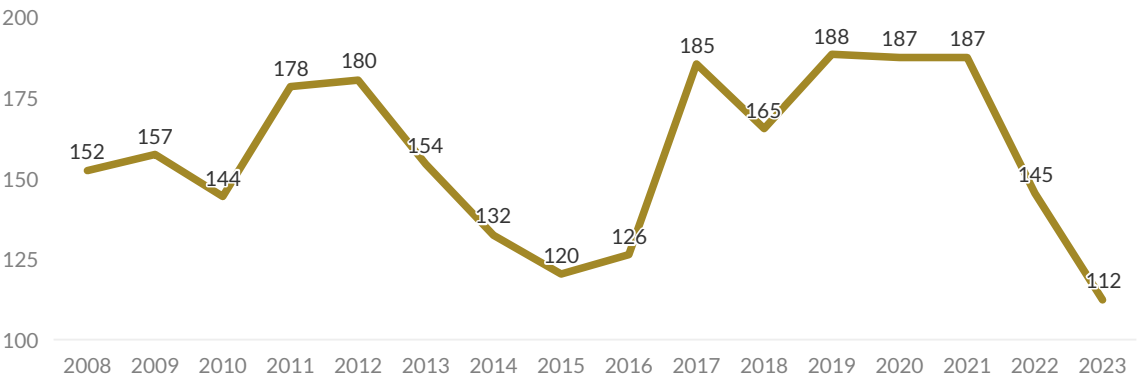


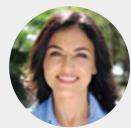
Overview

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 111 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 \$196M. In the year of 2022, the total volume of sales was \$545M. When the year of 2023 is compared to the year of 2022, the total volume of sales has decreased by 64.14%.

64.14%

Decrease



2023 vs 2022
In the year of 2022, the total volume of sales was \$545M. When the year of 2023 is compared to the year of 2022, the total volume of sales has decreased by 64.14%.

67.99%

Decrease



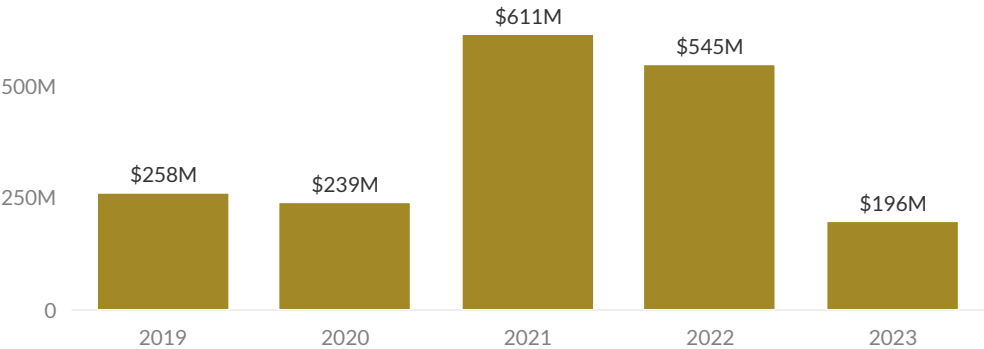
2023 vs 2021
In the year of 2021, the total volume of sales was \$611M. When the year of 2023 is compared to the year of 2021, the total volume of sales has decreased by 67.99%.

18.08%

Decrease



2023 vs 2020
In the year of 2020, the total volume of sales was \$239M. When the year of 2023 is compared to the year of 2020, the total volume of sales has decreased by 18.08%.



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 \$196M 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.

