

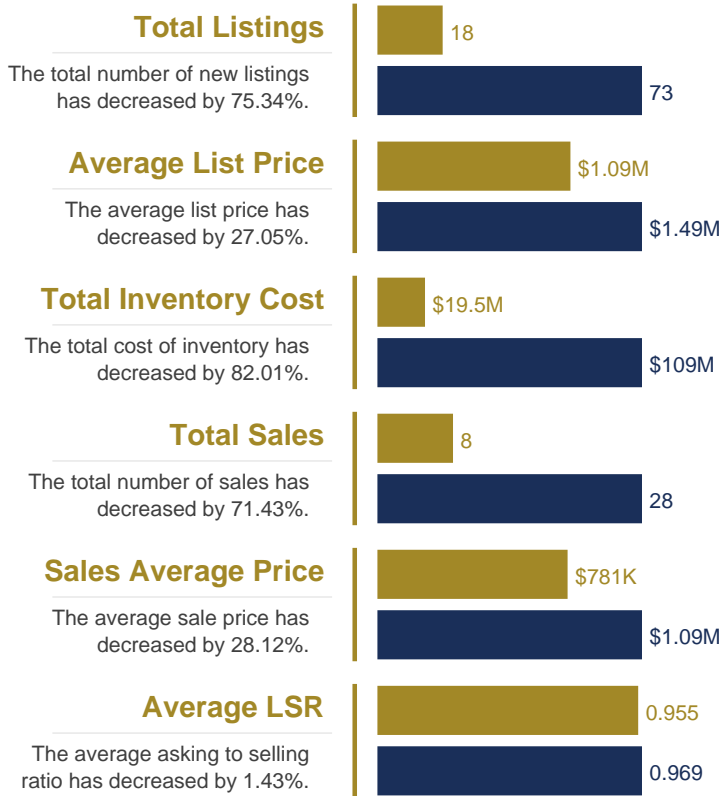
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### Comparison

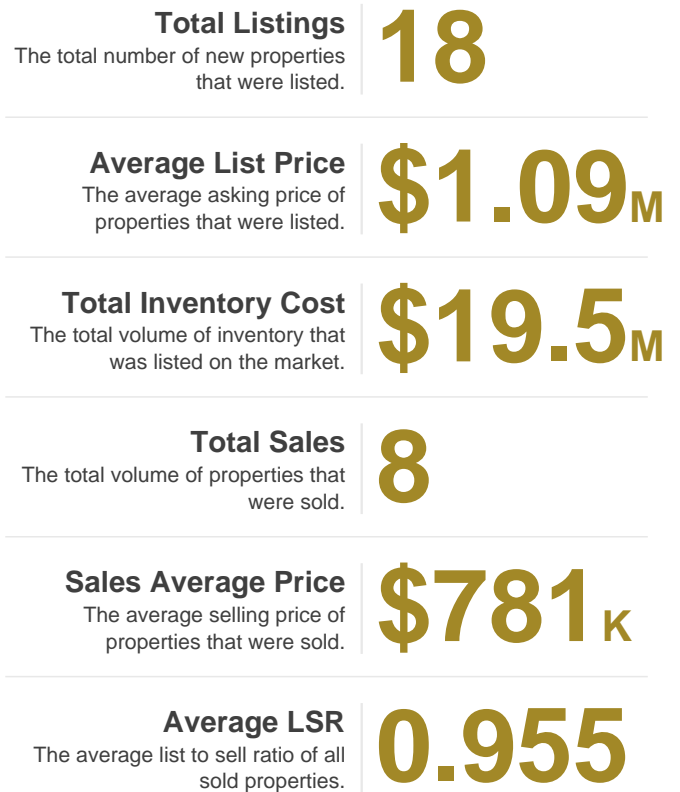
Below, we are comparing the third quarter of 2023 to the third quarter of 2022.

● Quarter 3 of 2023 ● Quarter 3 of 2022



### Overview

Below, we are looking at the six key metrics within the third quarter 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

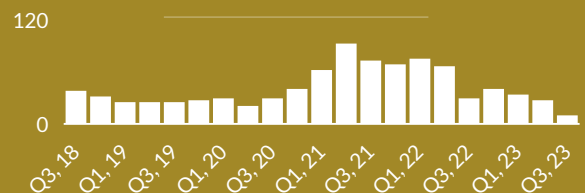
In the third quarter of 2022, the average days on market was 46. In the third quarter of 2023, the average days on market was 88. When the third quarter of 2023 is compared to the third quarter of 2022, the average days on market has increased by 91.30%.

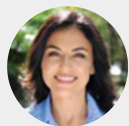
### Total Sales Volume

In the third quarter of 2022, the total volume of sales was \$30.4M. In the third quarter of 2023, the total volume of sales was \$6.25M. When the third quarter of 2023 is compared to the third quarter of 2022, the total volume of sales has decreased by 79.46%.

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

In the third quarter of 2023, the total number of sales was 8.



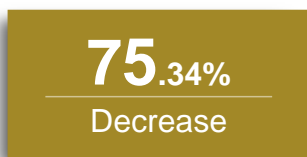


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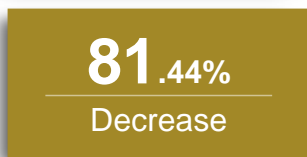
## Total Listings

In the third quarter of 2023, the total number of new listings was 18. In the third quarter of 2022, the total number of new listings was 73. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of new listings has decreased by 75.34%.



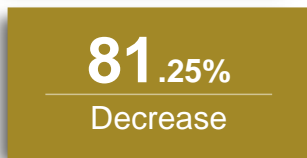
### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the total number of new listings was 73. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of new listings has decreased by 75.34%.



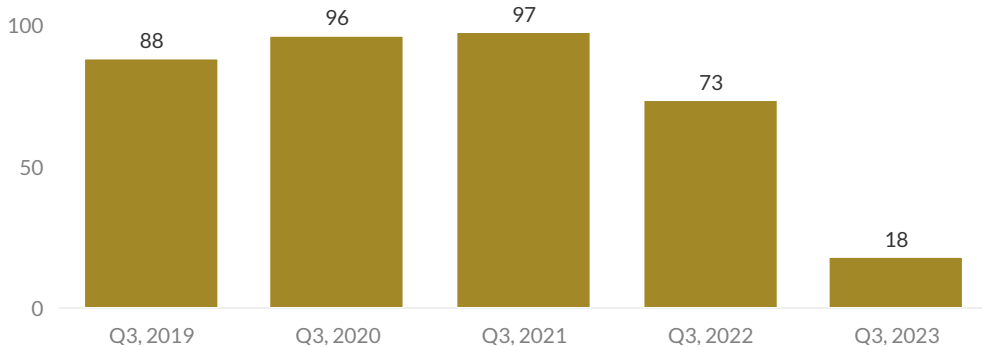
### Quarter 3 of 2023 vs Quarter 3 of 2021

In the third quarter of 2021, the total number of new listings was 97. When the third quarter of 2023 is compared to the third quarter of 2021, the total number of new listings has decreased by 81.44%.



### Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the total number of new listings was 96. When the third quarter of 2023 is compared to the third quarter of 2020, the total number of new listings has decreased by 81.25%.

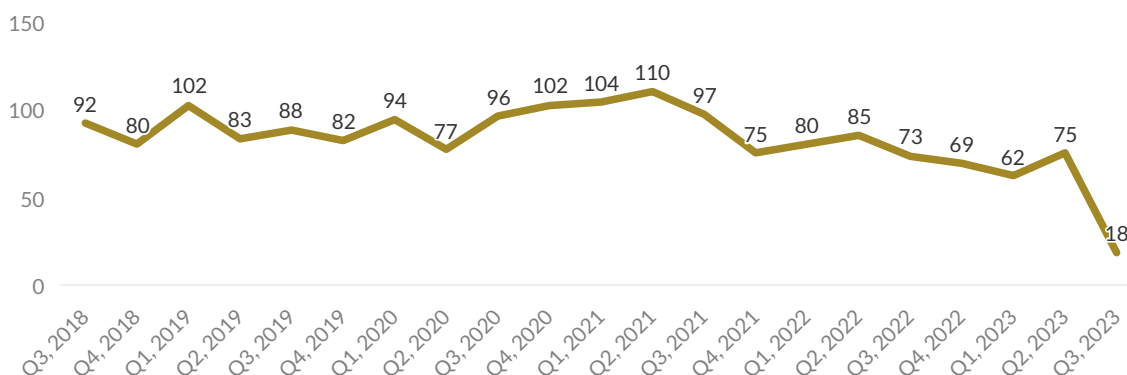


## Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen a total volume of 18 new properties that have been listed.

## Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends for all properties that have been listed over the last 4 years as of the end of Quarter 3 of 2023.





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## Average List Price

In the third quarter of 2023, the average list price was \$1.09M. In the third quarter of 2022, the average list price was \$1.49M. When the third quarter of 2023 is compared to the third quarter of 2022, the average list price has decreased by 27.05%.

**27.05%**  
Decrease



### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the average list price was \$1.49M. When the third quarter of 2023 is compared to the third quarter of 2022, the average list price has decreased by 27.05%.

**19.00%**  
Decrease



### Quarter 3 of 2023 vs Quarter 3 of 2021

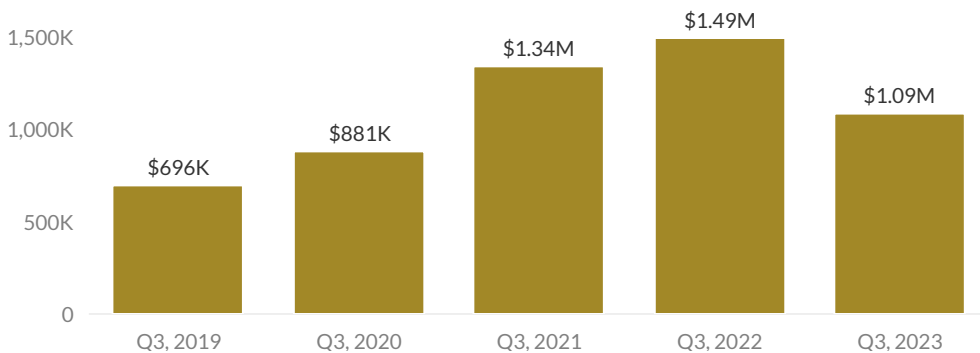
In the third quarter of 2021, the average list price was \$1.34M. When the third quarter of 2023 is compared to the third quarter of 2021, the average list price has decreased by 19.00%.

**23.28%**  
Increase



### Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the average list price was \$881K. When the third quarter of 2023 is compared to the third quarter of 2020, the average list price has increased by 23.28%.

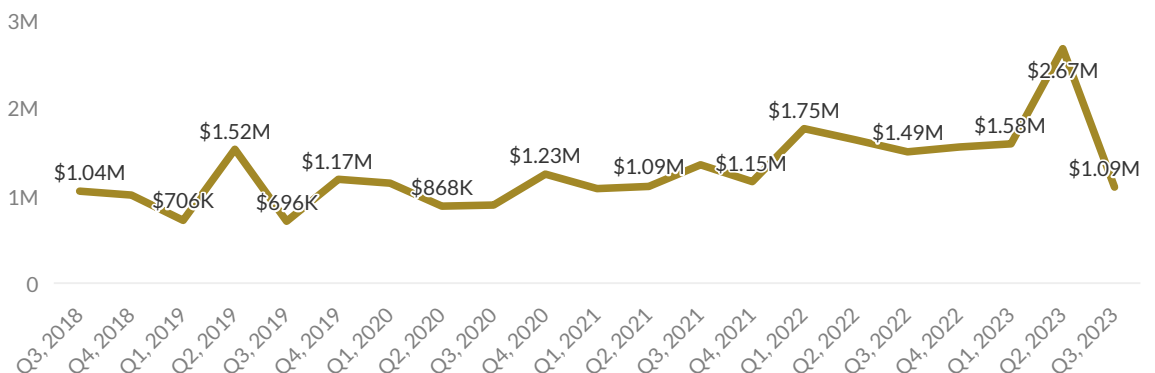


## Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen an average list price of \$1.09M for all new properties that have been listed.

## Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends in the average list price of all properties listed over the last 4 years as of Quarter 3 of 2023.





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## Total Inventory Cost

In the third quarter of 2023, the total cost of inventory was \$19.5M. In the third quarter of 2022, the total cost of inventory was \$109M. When the third quarter of 2023 is compared to the third quarter of 2022, the total cost of inventory has decreased by 82.01%.

**82.01%**  
Decrease



### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the total cost of inventory was \$109M. When the third quarter of 2023 is compared to the third quarter of 2022, the total cost of inventory has decreased by 82.01%.

**84.97%**  
Decrease



### Quarter 3 of 2023 vs Quarter 3 of 2021

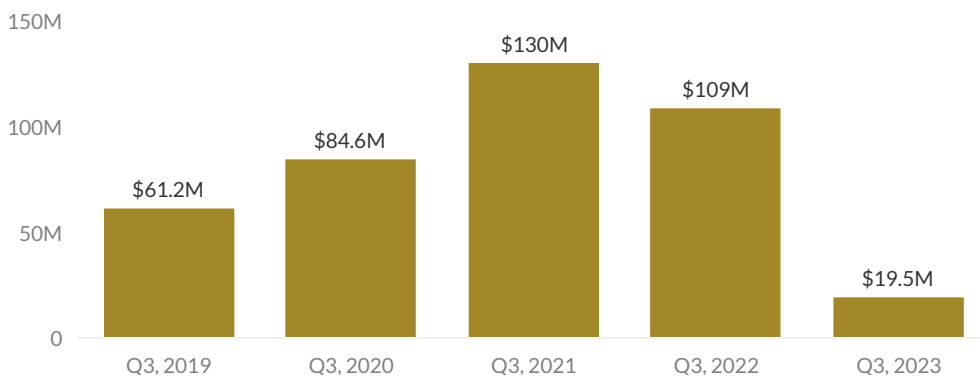
In the third quarter of 2021, the total cost of inventory was \$130M. When the third quarter of 2023 is compared to the third quarter of 2021, the total cost of inventory has decreased by 84.97%.

**76.88%**  
Decrease



### Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the total cost of inventory was \$84.6M. When the third quarter of 2023 is compared to the third quarter of 2020, the total cost of inventory has decreased by 76.88%.

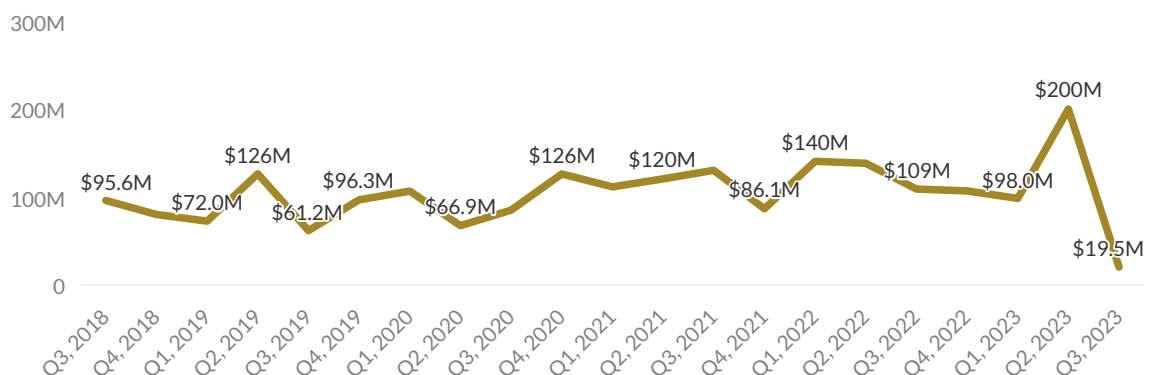


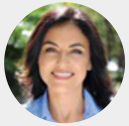
## Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen a total inventory volume of \$19.5M for all new properties that have been listed.

## Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends for the total cost of all new inventory over the last 4 years as of Quarter 3 of 2023.



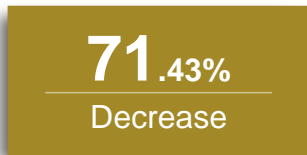


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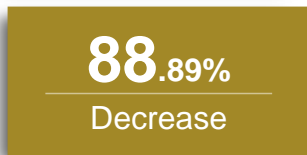
## Total Sales

In the third quarter of 2023, the total number of sales was 8. In the third quarter of 2022, the total number of sales was 28. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of sales has decreased by 71.43%.



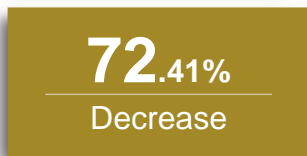
### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the total number of sales was 28. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of sales has decreased by 71.43%.



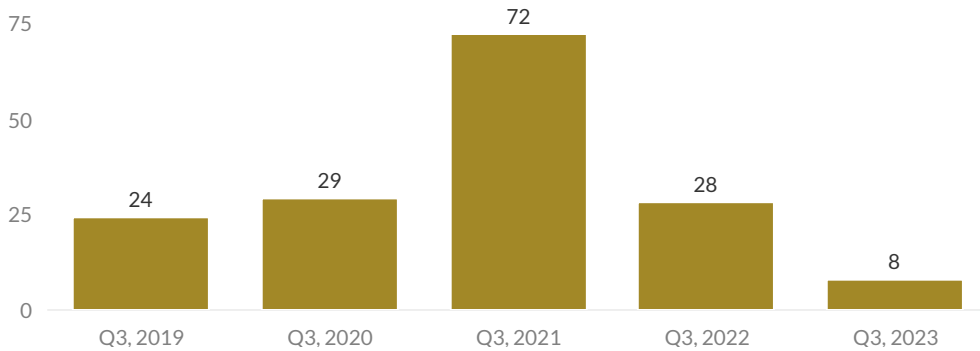
### Quarter 3 of 2023 vs Quarter 3 of 2021

In the third quarter of 2021, the total number of sales was 72. When the third quarter of 2023 is compared to the third quarter of 2021, the total number of sales has decreased by 88.89%.



### Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the total number of sales was 29. When the third quarter of 2023 is compared to the third quarter of 2020, the total number of sales has decreased by 72.41%.

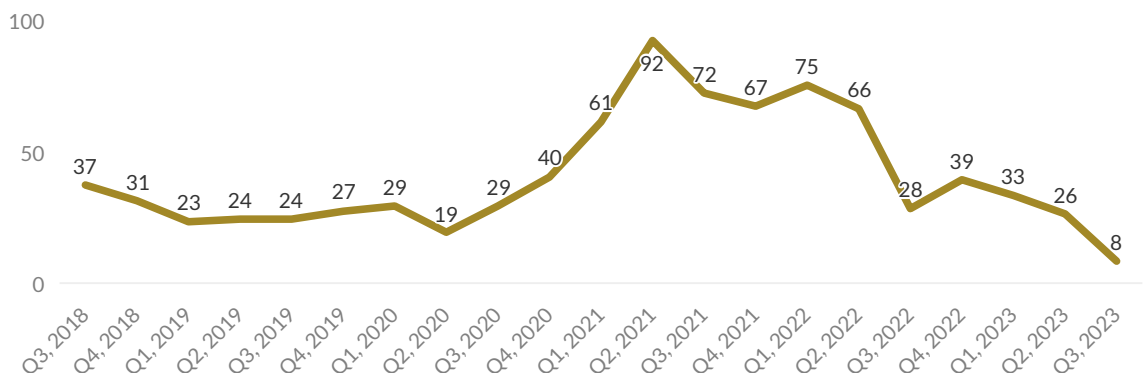


## Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen a total volume of 8 properties that have been sold.

## Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends for all properties that have been sold over the last 4 years as of Quarter 3 of 2023.





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## Sales Average Price

In the third quarter of 2023, the average sale price was \$781K. In the third quarter of 2022, the average sale price was \$1.09M. When the third quarter of 2023 is compared to the third quarter of 2022, the average sale price has decreased by 28.12%.

**28.12%**  
Decrease



### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the average sale price was \$1.09M. When the third quarter of 2023 is compared to the third quarter of 2022, the average sale price has decreased by 28.12%.

**28.75%**  
Decrease



### Quarter 3 of 2023 vs Quarter 3 of 2021

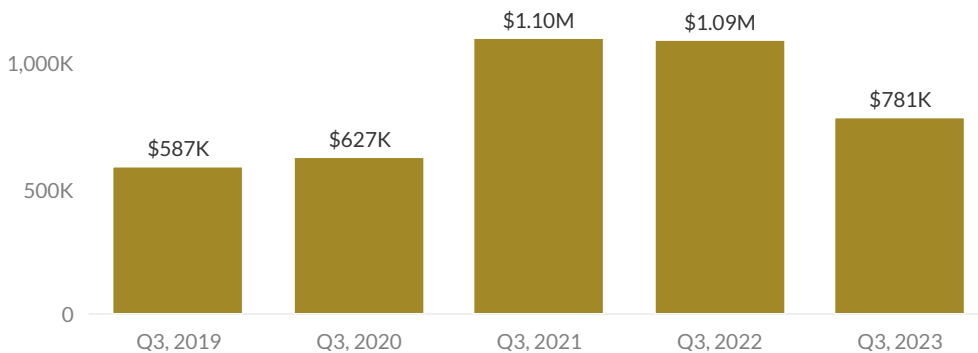
In the third quarter of 2021, the average sale price was \$1.10M. When the third quarter of 2023 is compared to the third quarter of 2021, the average sale price has decreased by 28.75%.

**24.56%**  
Increase



### Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the average sale price was \$627K. When the third quarter of 2023 is compared to the third quarter of 2020, the average sale price has increased by 24.56%.

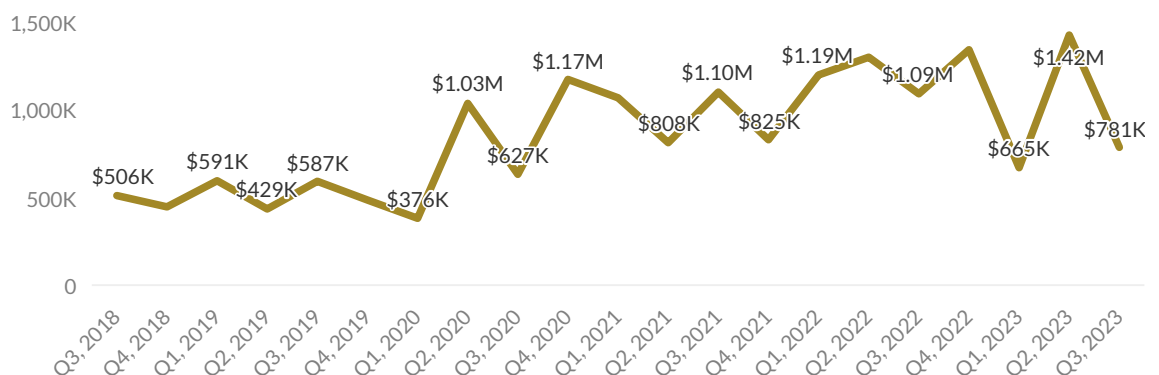


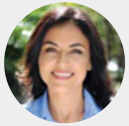
## Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen an average sale price of \$781K for all properties that have been sold.

## Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends in the average sale price of all sold properties over the last 4 years as of Quarter 3 of 2023.





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## Average List to Sell Ratio

In the third quarter of 2023, the average asking to selling ratio was 0.955. In the third quarter of 2022, the average asking to selling ratio was 0.969. When the third quarter of 2023 is compared to the third quarter of 2022, the average asking to selling ratio has decreased by 1.43%.

**1.43%**  
Decrease



### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the average asking to selling ratio was 0.969. When the third quarter of 2023 is compared to the third quarter of 2022, the average asking to selling ratio has decreased by 1.43%.

**1.75%**  
Decrease



### Quarter 3 of 2023 vs Quarter 3 of 2021

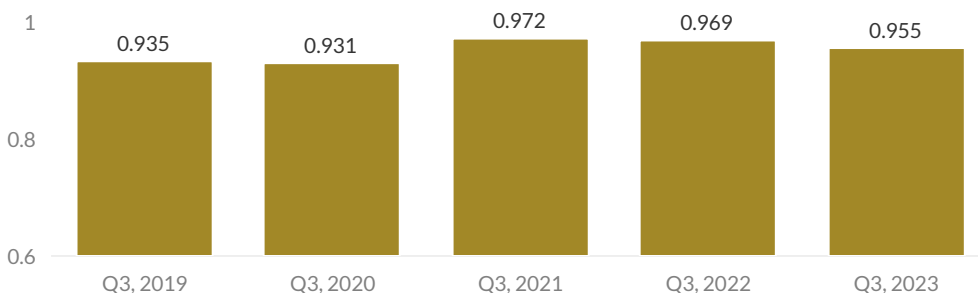
In the third quarter of 2021, the average asking to selling ratio was 0.972. When the third quarter of 2023 is compared to the third quarter of 2021, the average asking to selling ratio has decreased by 1.75%.

**2.62%**  
Increase



### Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the average asking to selling ratio was 0.931. When the third quarter of 2023 is compared to the third quarter of 2020, the average asking to selling ratio has increased by 2.62%.

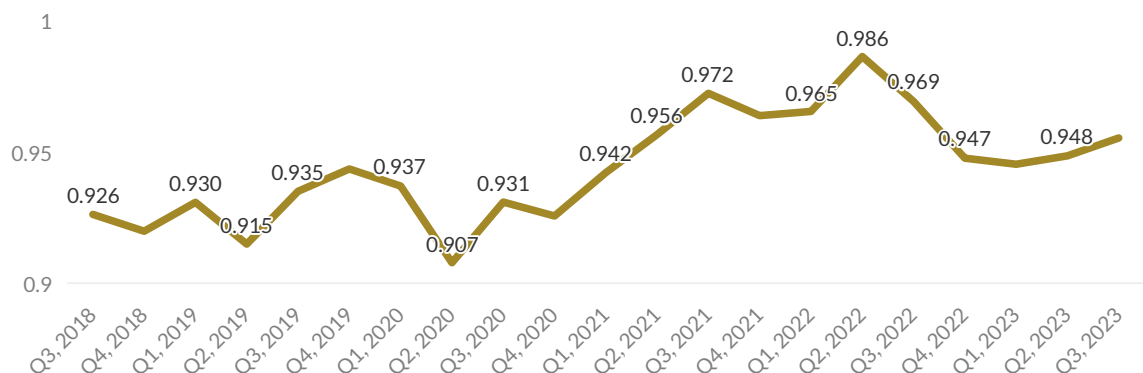


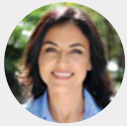
## Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen an average ask to sell price ratio of 0.955 for all properties that have been sold.

## Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends in the average ask to sell price ratio of all sold properties over the last 4 years as of Quarter 3 of 2023.





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## Average Days on Market

In the third quarter of 2023, the average days on market was 88. In the third quarter of 2022, the average days on market was 46. When the third quarter of 2023 is compared to the third quarter of 2022, the average days on market has increased by 91.30%.

**91.30%**  
Increase



### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the average days on market was 46. When the third quarter of 2023 is compared to the third quarter of 2022, the average days on market has increased by 91.30%.

**18.52%**  
Decrease



### Quarter 3 of 2023 vs Quarter 3 of 2021

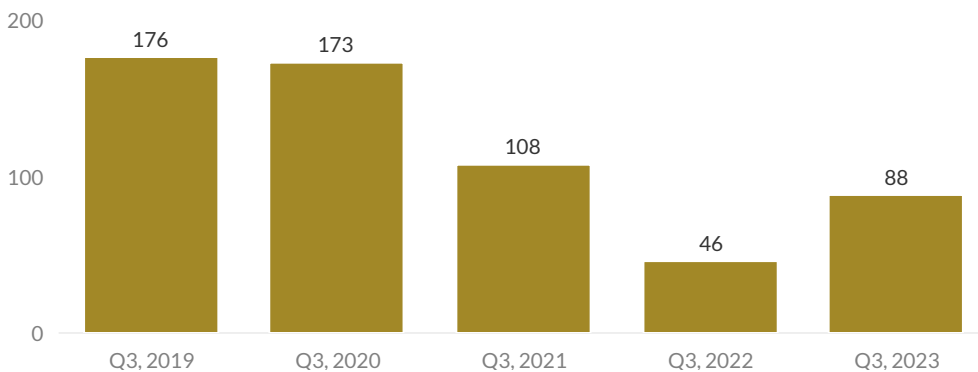
In the third quarter of 2021, the average days on market was 108. When the third quarter of 2023 is compared to the third quarter of 2021, the average days on market has decreased by 18.52%.

**49.13%**  
Decrease



### Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the average days on market was 173. When the third quarter of 2023 is compared to the third quarter of 2020, the average days on market has decreased by 49.13%.

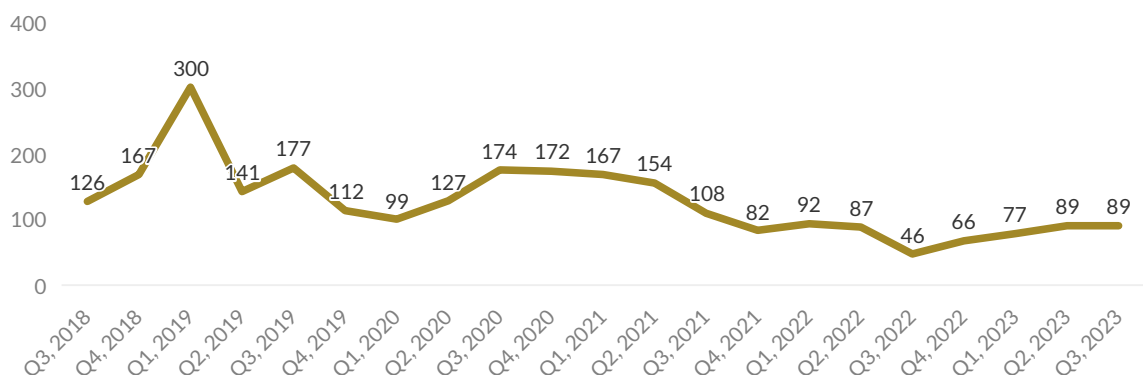


## Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen an average days on market of 88 for all properties that have been sold.

## Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends in the average days on market of all sold properties over the last 4 years as of Quarter 3 of 2023.





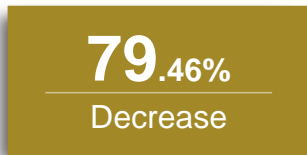


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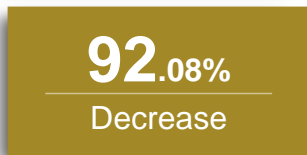
## Total Sales Volume

In the third quarter of 2023, the total volume of sales was \$6.25M. In the third quarter of 2022, the total volume of sales was \$30.4M. When the third quarter of 2023 is compared to the third quarter of 2022, the total volume of sales has decreased by 79.46%.



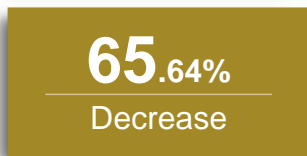
### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the total volume of sales was \$30.4M. When the third quarter of 2023 is compared to the third quarter of 2022, the total volume of sales has decreased by 79.46%.



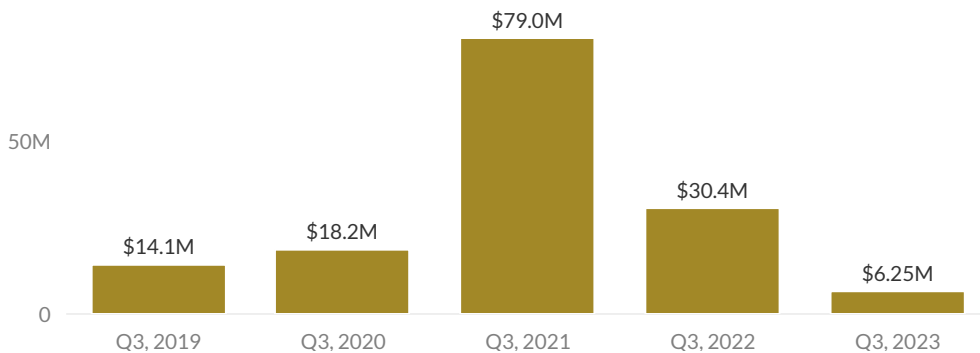
### Quarter 3 of 2023 vs Quarter 3 of 2021

In the third quarter of 2021, the total volume of sales was \$79.0M. When the third quarter of 2023 is compared to the third quarter of 2021, the total volume of sales has decreased by 92.08%.



### Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the total volume of sales was \$18.2M. When the third quarter of 2023 is compared to the third quarter of 2020, the total volume of sales has decreased by 65.64%.



## Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen a total sales volume of \$6.25M for all new properties that have been listed.

## Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends for the total cost of all sold properties over the last 4 years as of Quarter 3 of 2023.

