

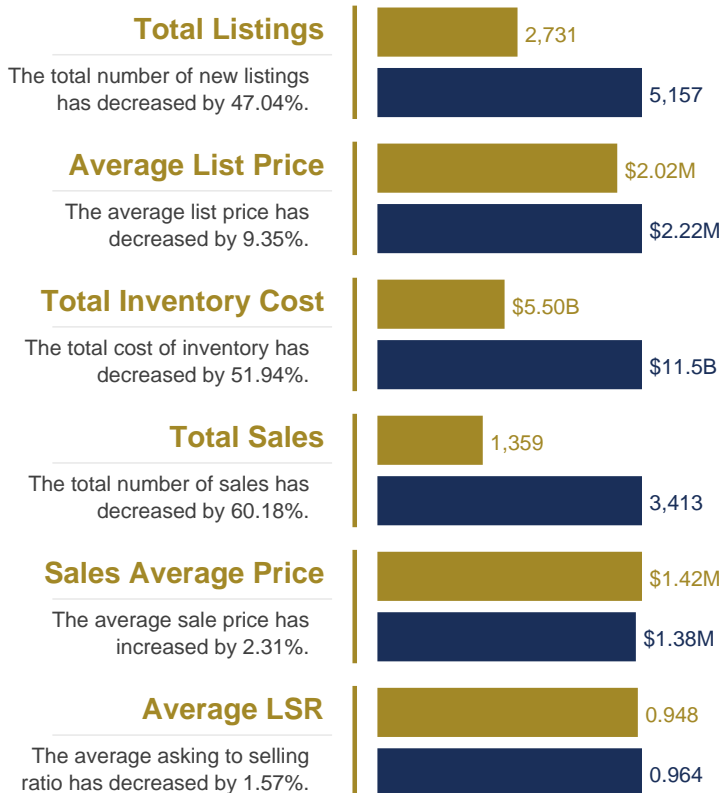
**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



### Comparison

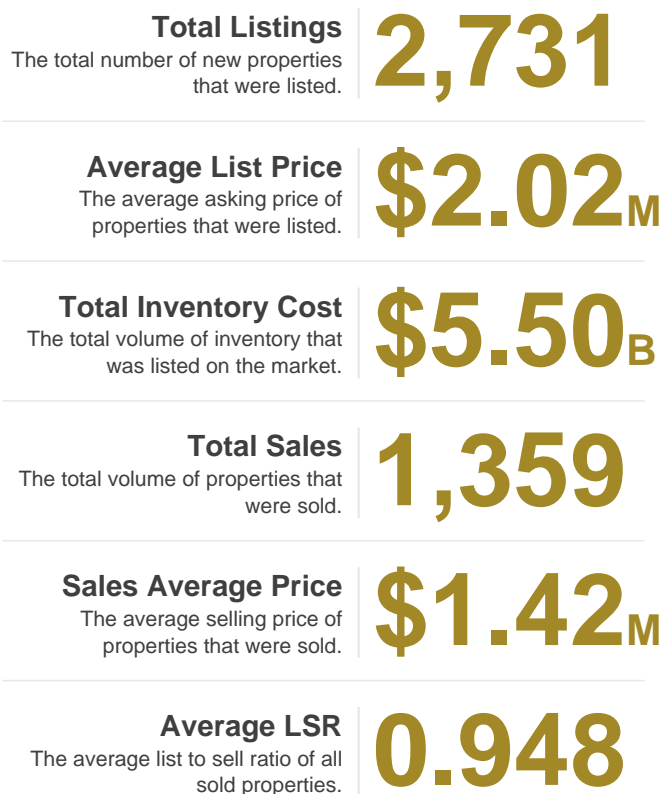
Below, we are comparing the year of 2023 to the year of 2022.

● 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

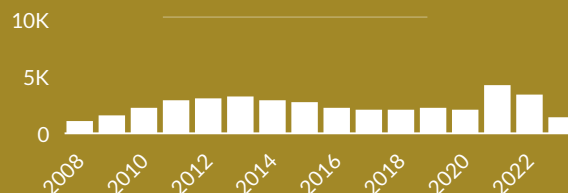
In the year of 2022, the average days on market was 92. In the year of 2023, the average days on market was 87. When the year of 2023 is compared to the year of 2022, the average days on market has decreased by 5.43%.

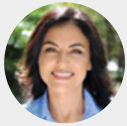
### Total Sales Volume

In the year of 2022, the total volume of sales was \$4.72B. In the year of 2023, the total volume of sales was \$1.92B. When the year of 2023 is compared to the year of 2022, the total volume of sales has decreased by 59.26%.

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

In the year of 2023, the total number of sales was 1,359.



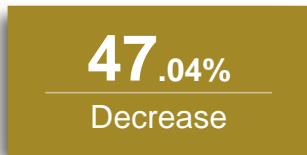


**Sophia Albrecht**  
 sophia@thineagency.com  
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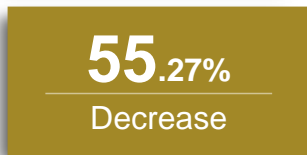
## Total Listings

In the year of 2023, the total number of new listings was 2,731. In the year of 2022, the total number of new listings was 5,157. When the year of 2023 is compared to the year of 2022, the total number of new listings has decreased by 47.04%.



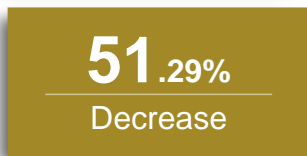
### 2023 vs 2022

In the year of 2022, the total number of new listings was 5,157. When the year of 2023 is compared to the year of 2022, the total number of new listings has decreased by 47.04%.



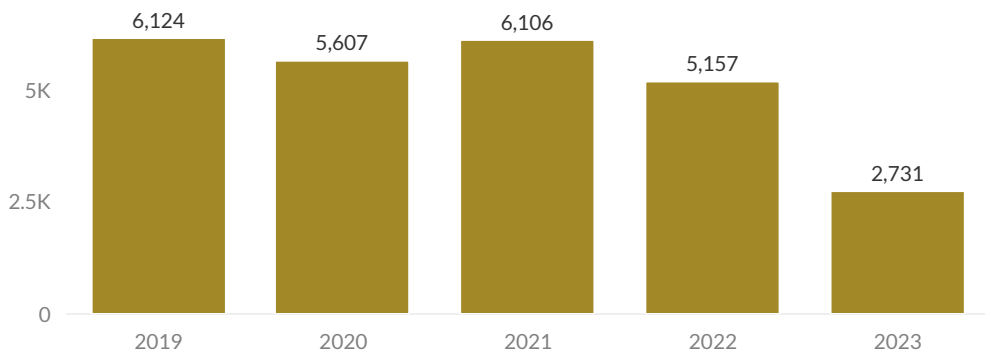
### 2023 vs 2021

In the year of 2021, the total number of new listings was 6,106. When the year of 2023 is compared to the year of 2021, the total number of new listings has decreased by 55.27%.



### 2023 vs 2020

In the year of 2020, the total number of new listings was 5,607. When the year of 2023 is compared to the year of 2020, the total number of new listings has decreased by 51.29%.

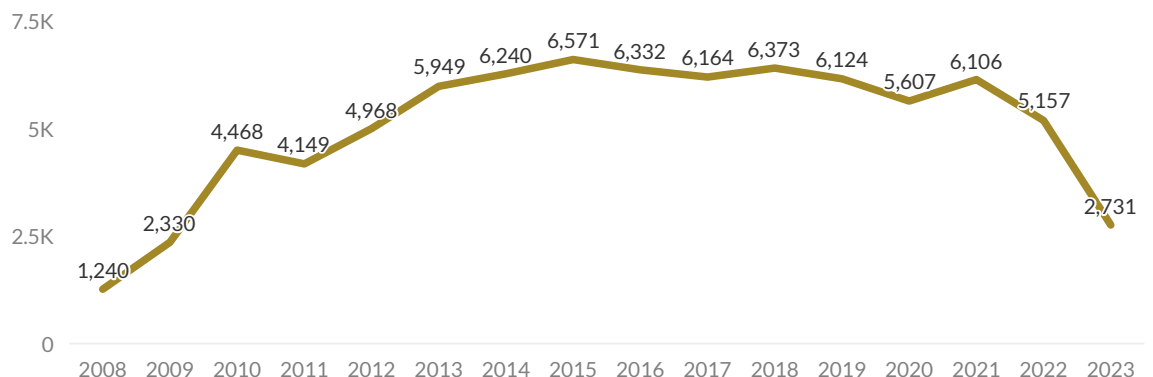


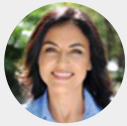
## Overview

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 2,731 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.



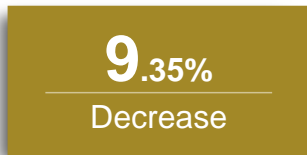


**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



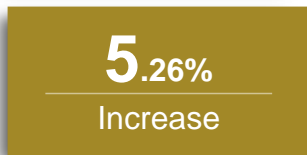
## Average List Price

In the year of 2023, the average list price was \$2.02M. In the year of 2022, the average list price was \$2.22M. When the year of 2023 is compared to the year of 2022, the average list price has decreased by 9.35%.



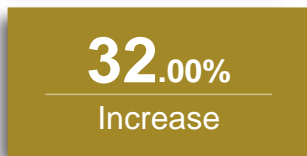
### 2023 vs 2022

In the year of 2022, the average list price was \$2.22M. When the year of 2023 is compared to the year of 2022, the average list price has decreased by 9.35%.



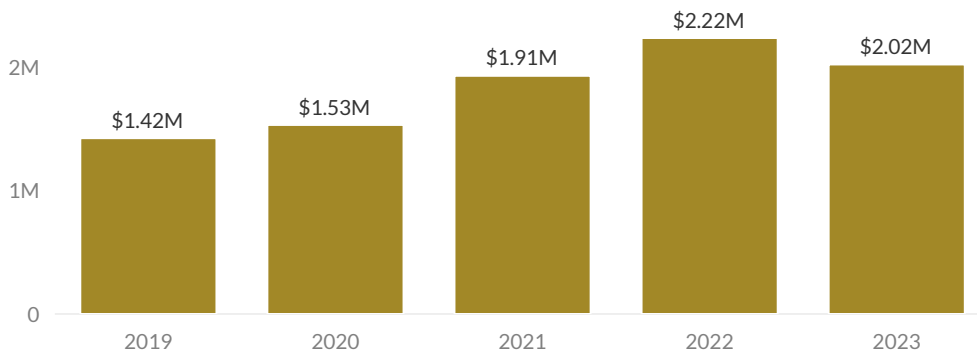
### 2023 vs 2021

In the year of 2021, the average list price was \$1.91M. When the year of 2023 is compared to the year of 2021, the average list price has increased by 5.26%.



### 2023 vs 2020

In the year of 2020, the average list price was \$1.53M. When the year of 2023 is compared to the year of 2020, the average list price has increased by 32.00%.

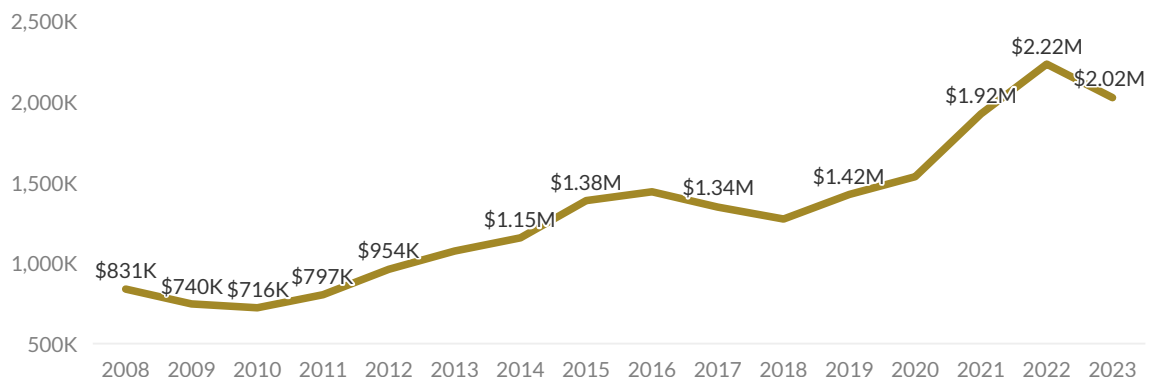


## Overview

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 \$2.02M 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 \$5.50B. In the year of 2022, the total cost of inventory was \$11.5B. When the year of 2023 is compared to the year of 2022, the total cost of inventory has decreased by 51.94%.

**51.94%**  
Decrease



### 2023 vs 2022

In the year of 2022, the total cost of inventory was \$11.5B. When the year of 2023 is compared to the year of 2022, the total cost of inventory has decreased by 51.94%.

**52.78%**  
Decrease



### 2023 vs 2021

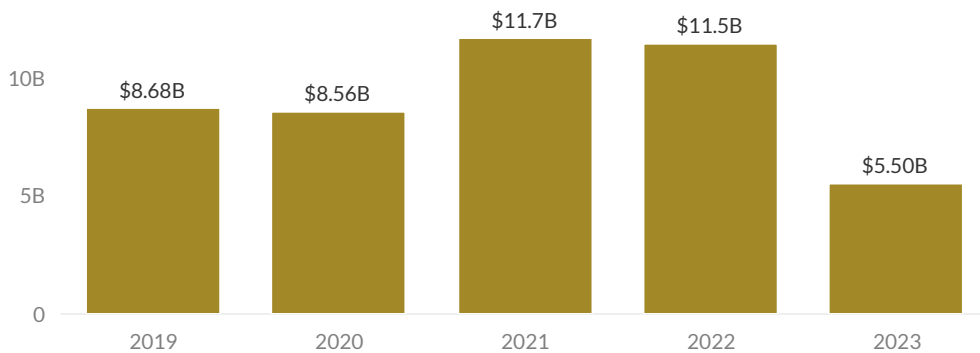
In the year of 2021, the total cost of inventory was \$11.7B. When the year of 2023 is compared to the year of 2021, the total cost of inventory has decreased by 52.78%.

**35.71%**  
Decrease



### 2023 vs 2020

In the year of 2020, the total cost of inventory was \$8.56B. When the year of 2023 is compared to the year of 2020, the total cost of inventory has decreased by 35.71%.

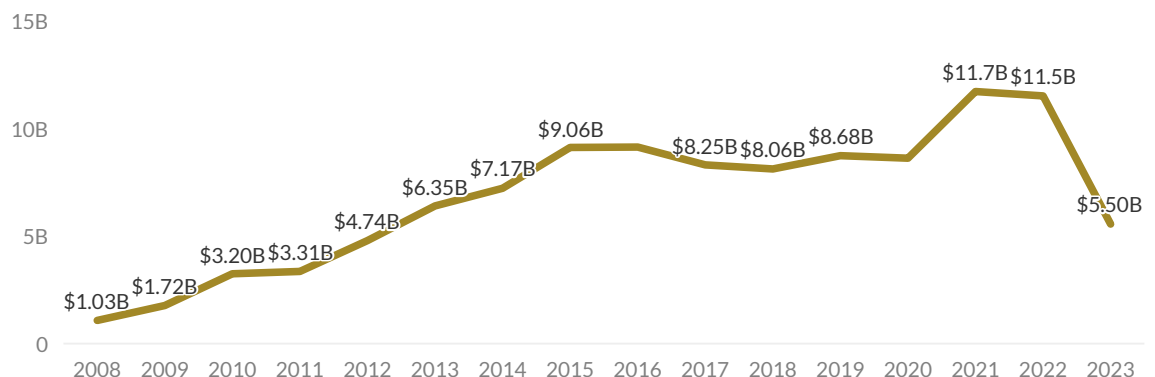


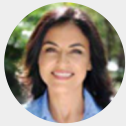
## Overview

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 \$5.50B 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.



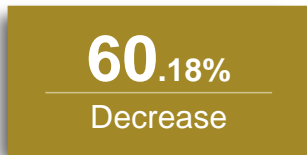


**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



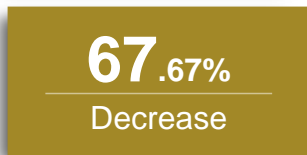
## Total Sales

In the year of 2023, the total number of sales was 1,359. In the year of 2022, the total number of sales was 3,413. When the year of 2023 is compared to the year of 2022, the total number of sales has decreased by 60.18%.



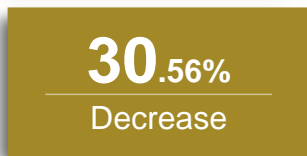
### 2023 vs 2022

In the year of 2022, the total number of sales was 3,413. When the year of 2023 is compared to the year of 2022, the total number of sales has decreased by 60.18%.



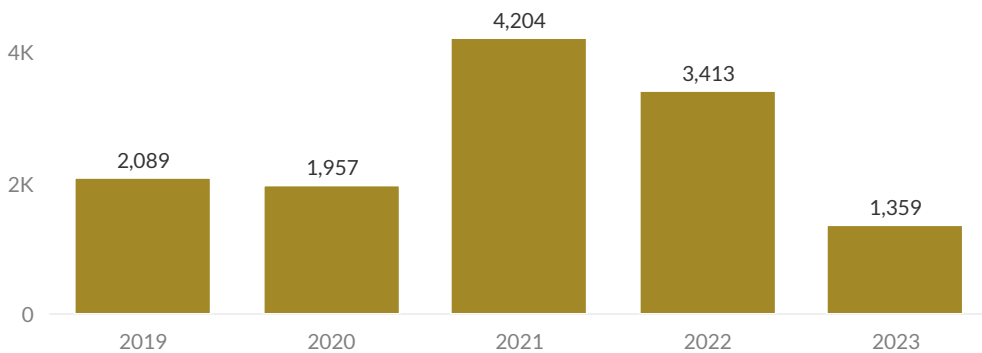
### 2023 vs 2021

In the year of 2021, the total number of sales was 4,204. When the year of 2023 is compared to the year of 2021, the total number of sales has decreased by 67.67%.



### 2023 vs 2020

In the year of 2020, the total number of sales was 1,957. When the year of 2023 is compared to the year of 2020, the total number of sales has decreased by 30.56%.

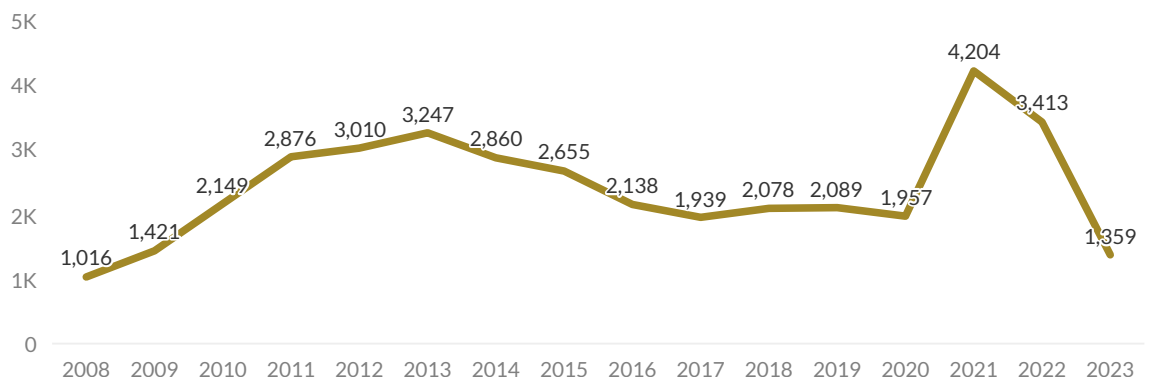


## Overview

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 1,359 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.



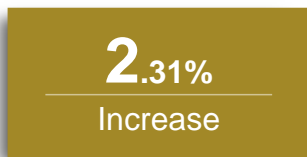


**Sophia Albrecht**  
 sophia@thineagency.com  
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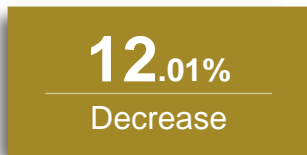
## Sales Average Price

In the year of 2023, the average sale price was \$1.42M. In the year of 2022, the average sale price was \$1.38M. When the year of 2023 is compared to the year of 2022, the average sale price has increased by 2.31%.



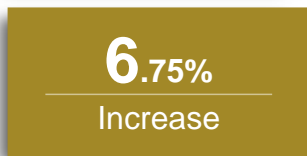
### 2023 vs 2022

In the year of 2022, the average sale price was \$1.38M. When the year of 2023 is compared to the year of 2022, the average sale price has increased by 2.31%.



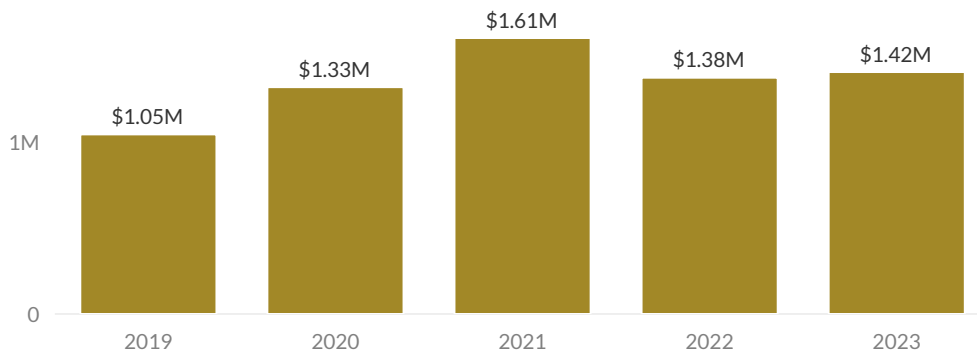
### 2023 vs 2021

In the year of 2021, the average sale price was \$1.61M. When the year of 2023 is compared to the year of 2021, the average sale price has decreased by 12.01%.



### 2023 vs 2020

In the year of 2020, the average sale price was \$1.33M. When the year of 2023 is compared to the year of 2020, the average sale price has increased by 6.75%.

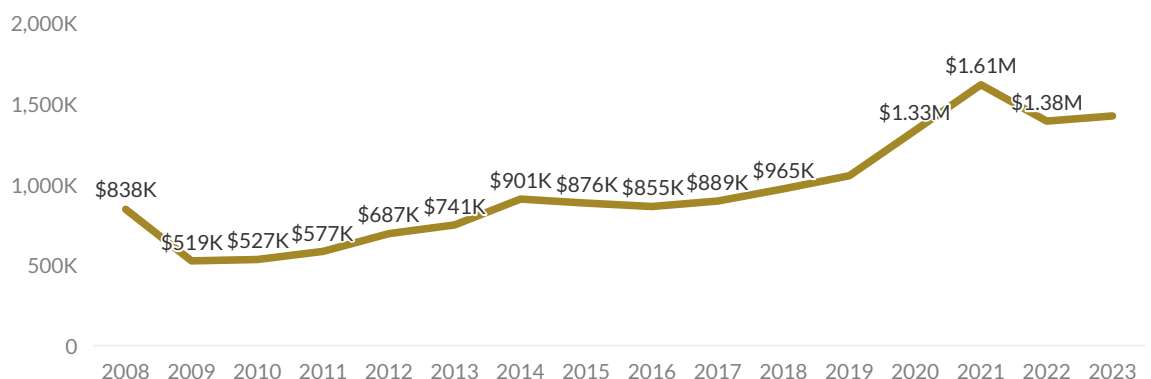


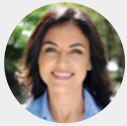
## Overview

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 an average sale price of \$1.42M 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.



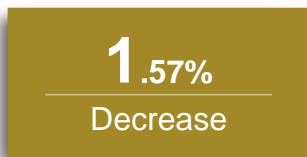


**Sophia Albrecht**  
 sophia@thineagency.com  
 (305) 609-5500



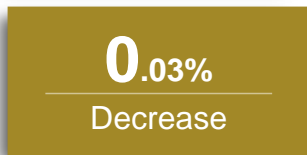
## Average List to Sell Ratio

In the year of 2023, the average asking to selling ratio was 0.948. In the year of 2022, the average asking to selling ratio was 0.964. When the year of 2023 is compared to the year of 2022, the average asking to selling ratio has decreased by 1.57%.



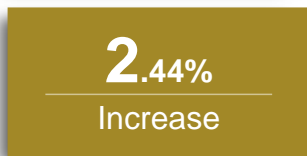
### 2023 vs 2022

In the year of 2022, the average asking to selling ratio was 0.964. When the year of 2023 is compared to the year of 2022, the average asking to selling ratio has decreased by 1.57%.



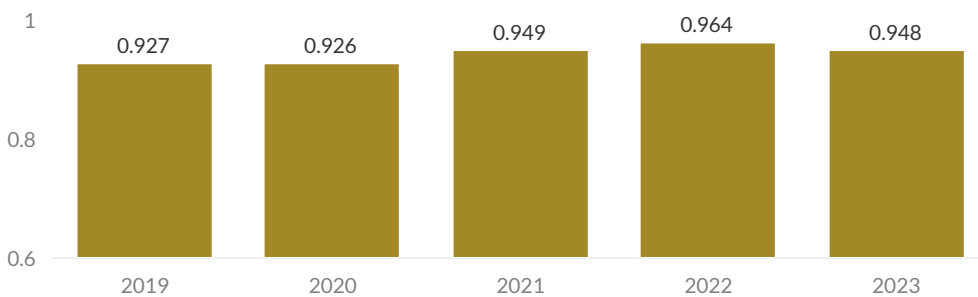
### 2023 vs 2021

In the year of 2021, the average asking to selling ratio was 0.949. When the year of 2023 is compared to the year of 2021, the average asking to selling ratio has decreased by 0.03%.



### 2023 vs 2020

In the year of 2020, the average asking to selling ratio was 0.926. When the year of 2023 is compared to the year of 2020, the average asking to selling ratio has increased by 2.44%.

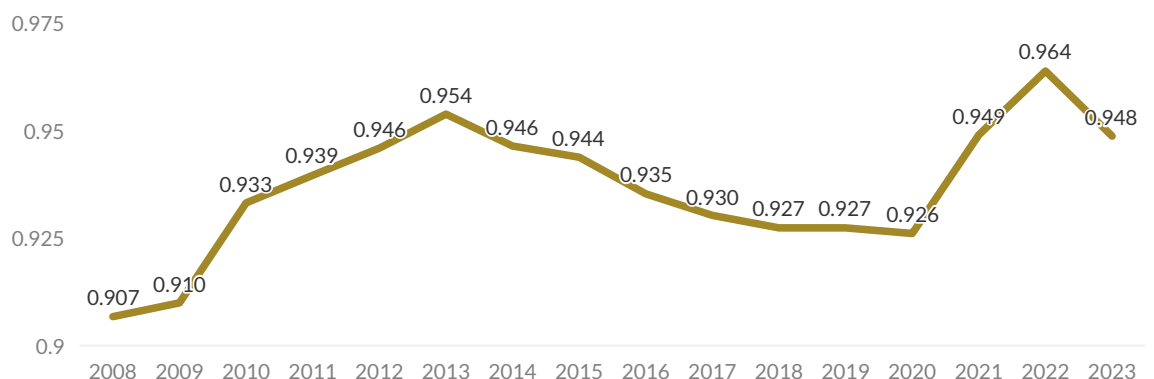


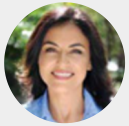
## Overview

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 0.948 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.



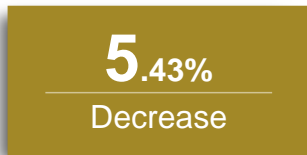


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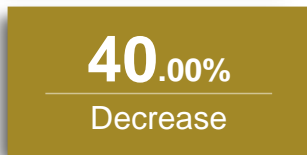
## Average Days on Market

In the year of 2023, the average days on market was 87. In the year of 2022, the average days on market was 92. When the year of 2023 is compared to the year of 2022, the average days on market has decreased by 5.43%.



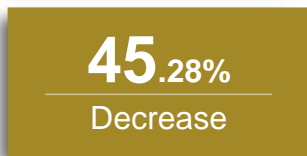
### 2023 vs 2022

In the year of 2022, the average days on market was 92. When the year of 2023 is compared to the year of 2022, the average days on market has decreased by 5.43%.



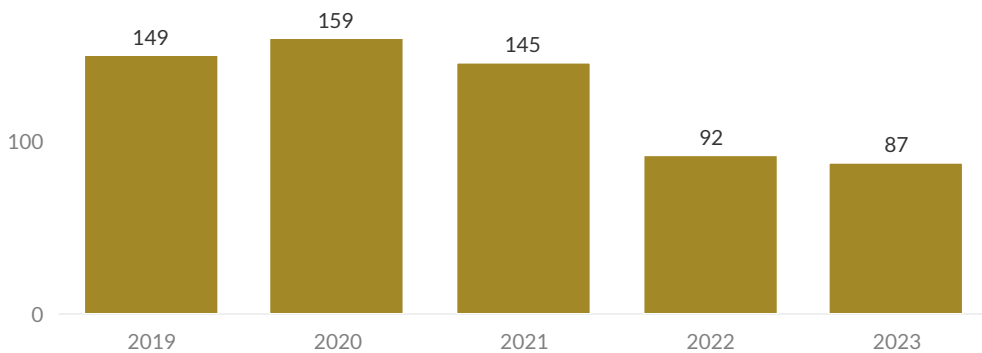
### 2023 vs 2021

In the year of 2021, the average days on market was 145. When the year of 2023 is compared to the year of 2021, the average days on market has decreased by 40.00%.



### 2023 vs 2020

In the year of 2020, the average days on market was 159. When the year of 2023 is compared to the year of 2020, the average days on market has decreased by 45.28%.

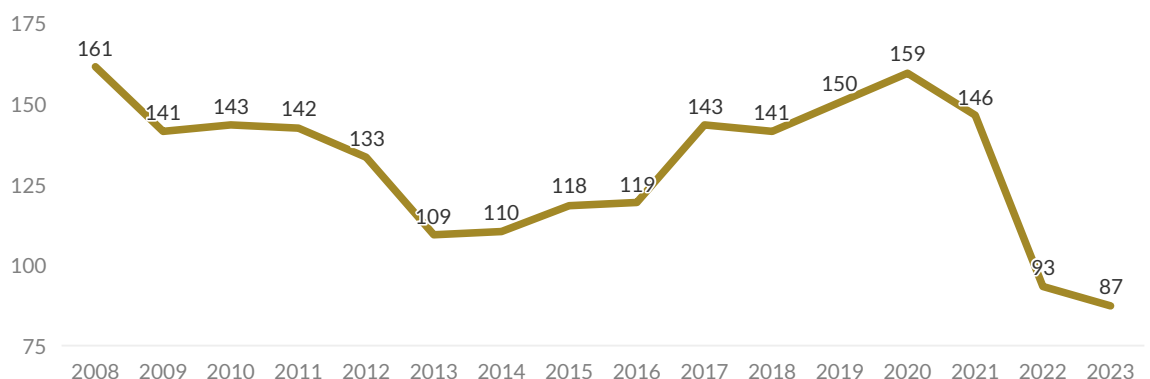


## Overview

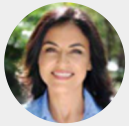
The bar graph to the left provides an overview of 2023 for the last 4 years leading up to 2023. In the year of 2023, we have seen an average days on market of 87 for all properties that have been sold.

## 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 \$1.92B. In the year of 2022, the total volume of sales was \$4.72B. When the year of 2023 is compared to the year of 2022, the total volume of sales has decreased by 59.26%.

**59.26%**  
Decrease



### 2023 vs 2022

In the year of 2022, the total volume of sales was \$4.72B. When the year of 2023 is compared to the year of 2022, the total volume of sales has decreased by 59.26%.

**71.56%**  
Decrease



### 2023 vs 2021

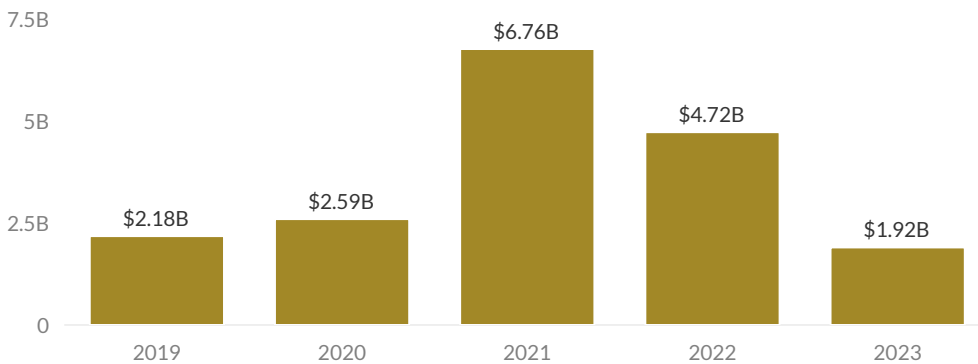
In the year of 2021, the total volume of sales was \$6.76B. When the year of 2023 is compared to the year of 2021, the total volume of sales has decreased by 71.56%.

**25.87%**  
Decrease



### 2023 vs 2020

In the year of 2020, the total volume of sales was \$2.59B. When the year of 2023 is compared to the year of 2020, the total volume of sales has decreased by 25.87%.



## 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 \$1.92B 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.

