

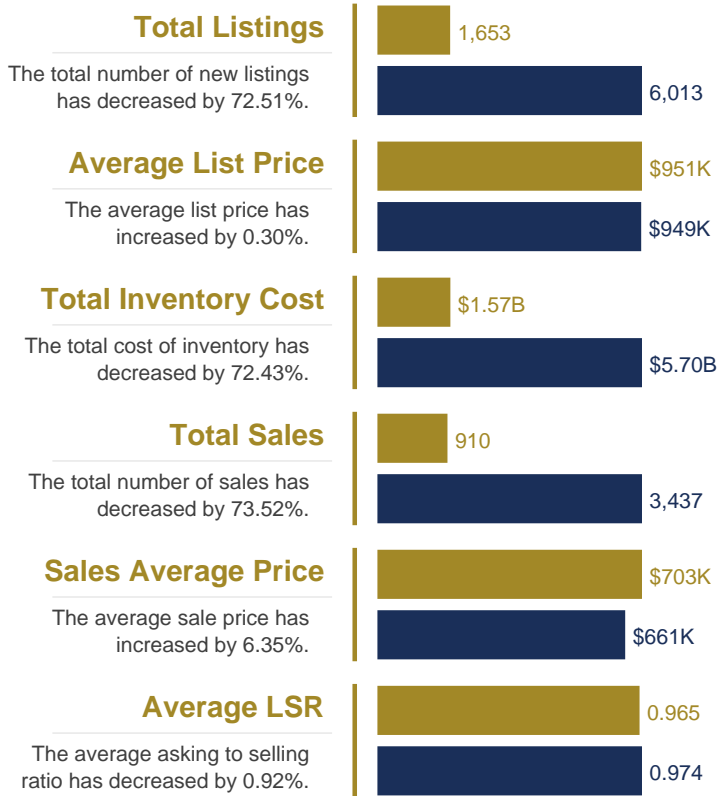
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### Comparison

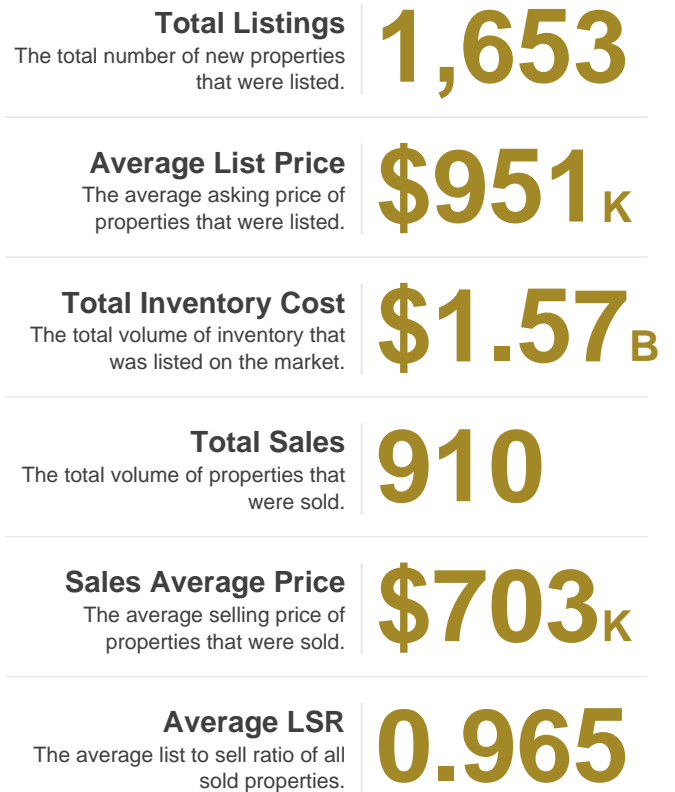
Below, we are comparing the third quarter of 2023 to the third quarter of 2022.

● 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

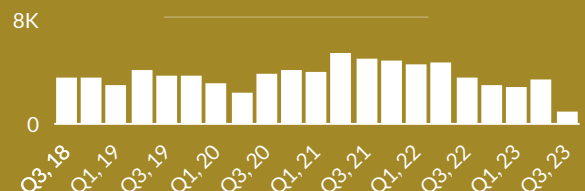
In the third quarter of 2022, the average days on market was 40. In the third quarter of 2023, the average days on market was 54. When the third quarter of 2023 is compared to the third quarter of 2022, the average days on market has increased by 35.00%.

### Total Sales Volume

In the third quarter of 2022, the total volume of sales was \$2.27B. In the third quarter of 2023, the total volume of sales was \$640M. When the third quarter of 2023 is compared to the third quarter of 2022, the total volume of sales has decreased by 71.84%.

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

In the third quarter of 2023, the total number of sales was 910.



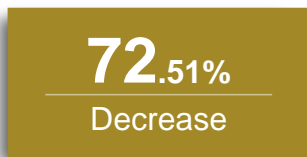


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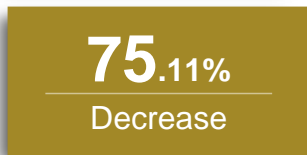
## Total Listings

In the third quarter of 2023, the total number of new listings was 1,653. In the third quarter of 2022, the total number of new listings was 6,013. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of new listings has decreased by 72.51%.



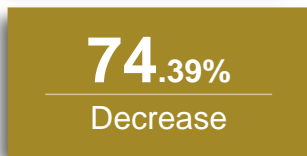
### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the total number of new listings was 6,013. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of new listings has decreased by 72.51%.



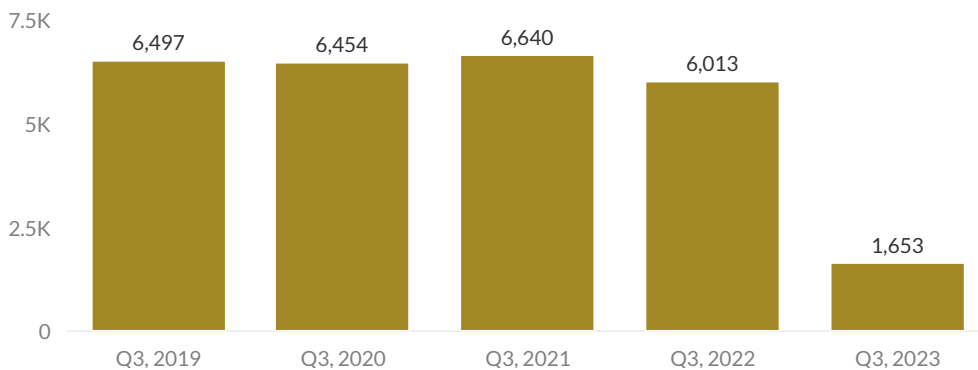
### Quarter 3 of 2023 vs Quarter 3 of 2021

In the third quarter of 2021, the total number of new listings was 6,640. When the third quarter of 2023 is compared to the third quarter of 2021, the total number of new listings has decreased by 75.11%.



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

In the third quarter of 2020, the total number of new listings was 6,454. When the third quarter of 2023 is compared to the third quarter of 2020, the total number of new listings has decreased by 74.39%.

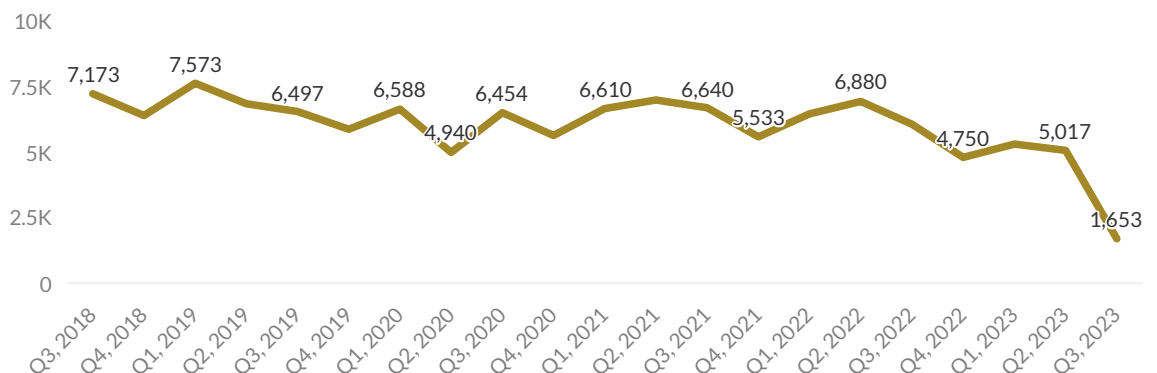


## Overview

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 1,653 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 \$951K. In the third quarter of 2022, the average list price was \$949K. When the third quarter of 2023 is compared to the third quarter of 2022, the average list price has increased by 0.30%.

**0.30%**  
Increase



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

In the third quarter of 2022, the average list price was \$949K. When the third quarter of 2023 is compared to the third quarter of 2022, the average list price has increased by 0.30%.

**29.64%**  
Increase



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

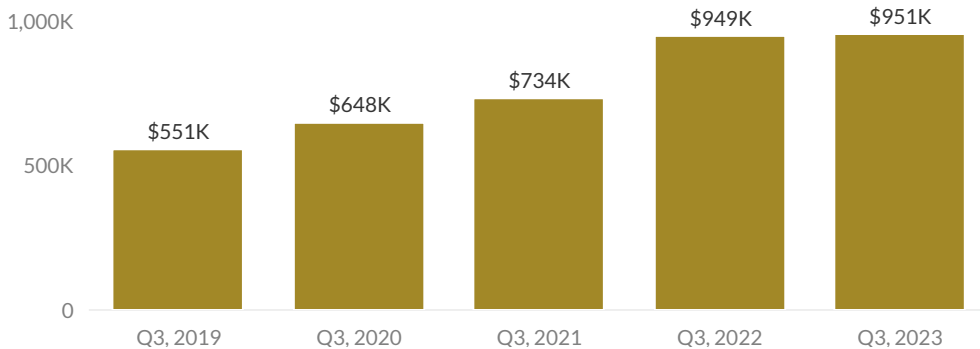
In the third quarter of 2021, the average list price was \$734K. When the third quarter of 2023 is compared to the third quarter of 2021, the average list price has increased by 29.64%.

**46.89%**  
Increase



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

In the third quarter of 2020, the average list price was \$648K. When the third quarter of 2023 is compared to the third quarter of 2020, the average list price has increased by 46.89%.

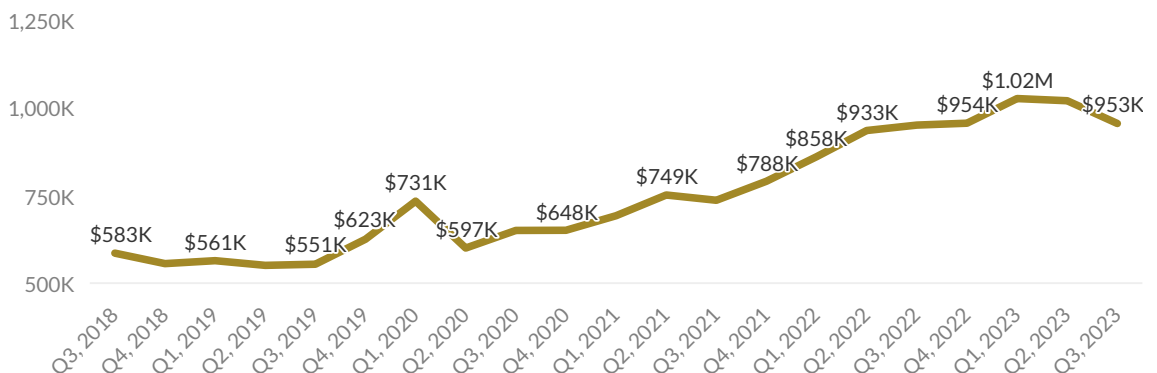


## Overview

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 \$951K 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 \$1.57B. In the third quarter of 2022, the total cost of inventory was \$5.70B. When the third quarter of 2023 is compared to the third quarter of 2022, the total cost of inventory has decreased by 72.43%.

**72.43%**  
Decrease



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

In the third quarter of 2022, the total cost of inventory was \$5.70B. When the third quarter of 2023 is compared to the third quarter of 2022, the total cost of inventory has decreased by 72.43%.

**67.70%**  
Decrease



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

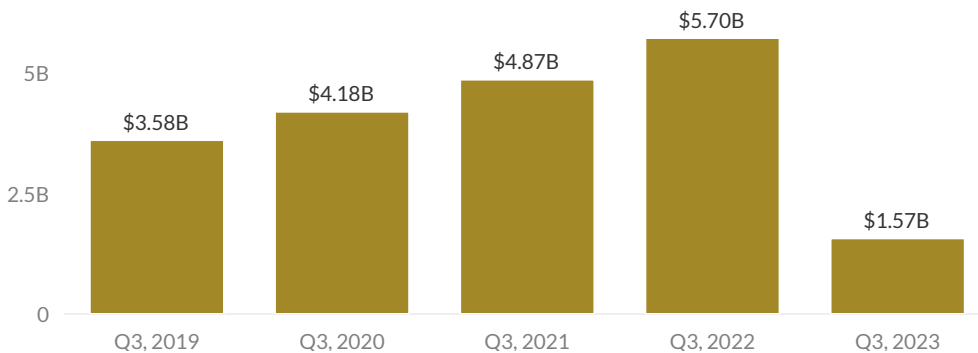
In the third quarter of 2021, the total cost of inventory was \$4.87B. When the third quarter of 2023 is compared to the third quarter of 2021, the total cost of inventory has decreased by 67.70%.

**62.38%**  
Decrease



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

In the third quarter of 2020, the total cost of inventory was \$4.18B. When the third quarter of 2023 is compared to the third quarter of 2020, the total cost of inventory has decreased by 62.38%.

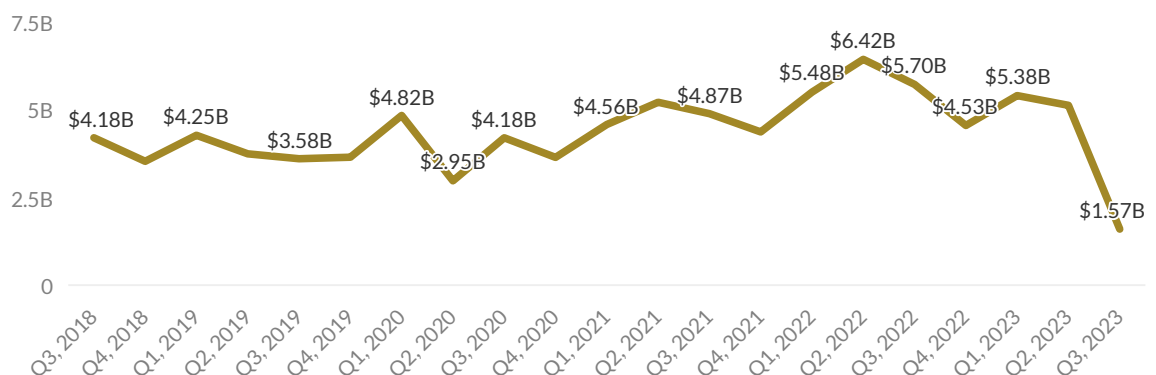


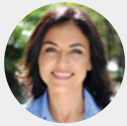
## Overview

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 \$1.57B 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.



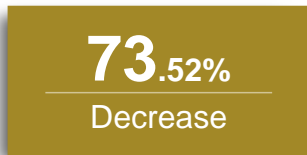


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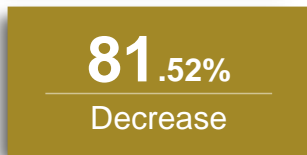
## Total Sales

In the third quarter of 2023, the total number of sales was 910. In the third quarter of 2022, the total number of sales was 3,437. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of sales has decreased by 73.52%.



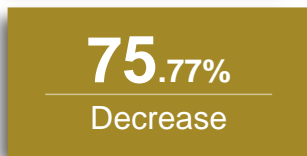
### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the total number of sales was 3,437. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of sales has decreased by 73.52%.



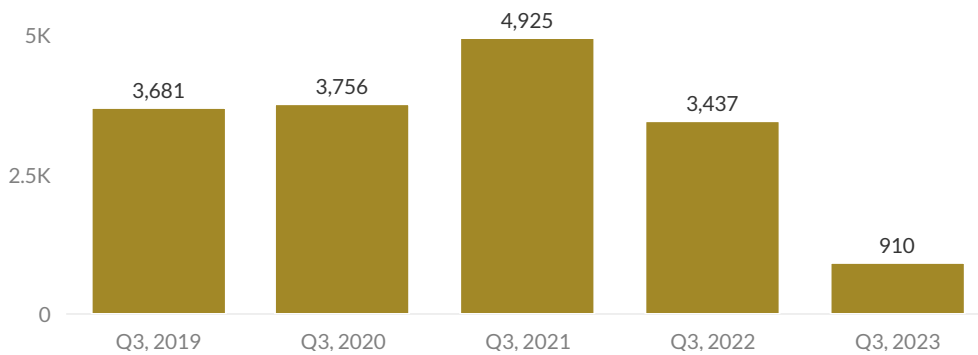
### Quarter 3 of 2023 vs Quarter 3 of 2021

In the third quarter of 2021, the total number of sales was 4,925. When the third quarter of 2023 is compared to the third quarter of 2021, the total number of sales has decreased by 81.52%.



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

In the third quarter of 2020, the total number of sales was 3,756. When the third quarter of 2023 is compared to the third quarter of 2020, the total number of sales has decreased by 75.77%.

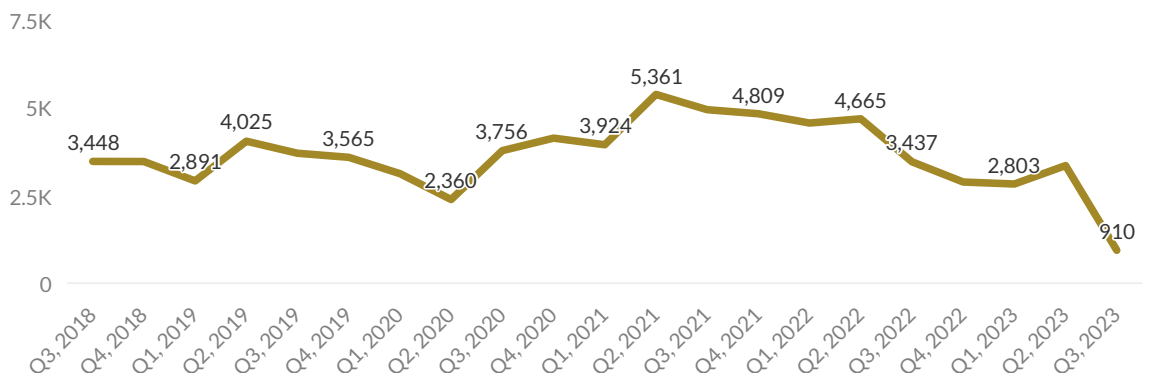


## Overview

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 910 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 \$703K. In the third quarter of 2022, the average sale price was \$661K. When the third quarter of 2023 is compared to the third quarter of 2022, the average sale price has increased by 6.35%.

**6.35%**  
Increase



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

In the third quarter of 2022, the average sale price was \$661K. When the third quarter of 2023 is compared to the third quarter of 2022, the average sale price has increased by 6.35%.

**16.93%**  
Increase



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

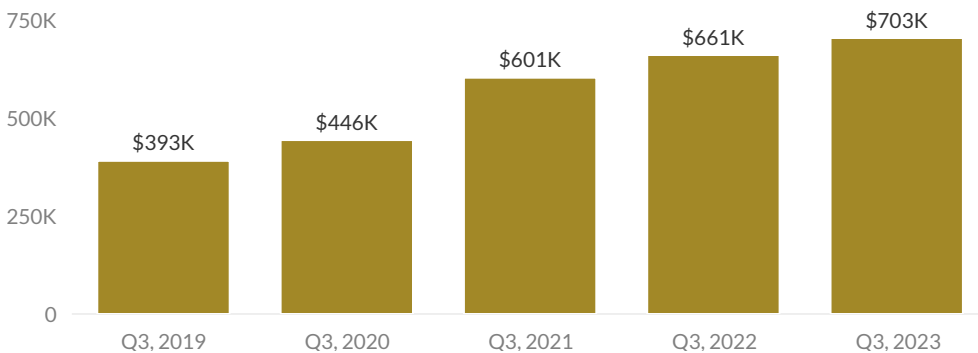
In the third quarter of 2021, the average sale price was \$601K. When the third quarter of 2023 is compared to the third quarter of 2021, the average sale price has increased by 16.93%.

**57.75%**  
Increase



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

In the third quarter of 2020, the average sale price was \$446K. When the third quarter of 2023 is compared to the third quarter of 2020, the average sale price has increased by 57.75%.

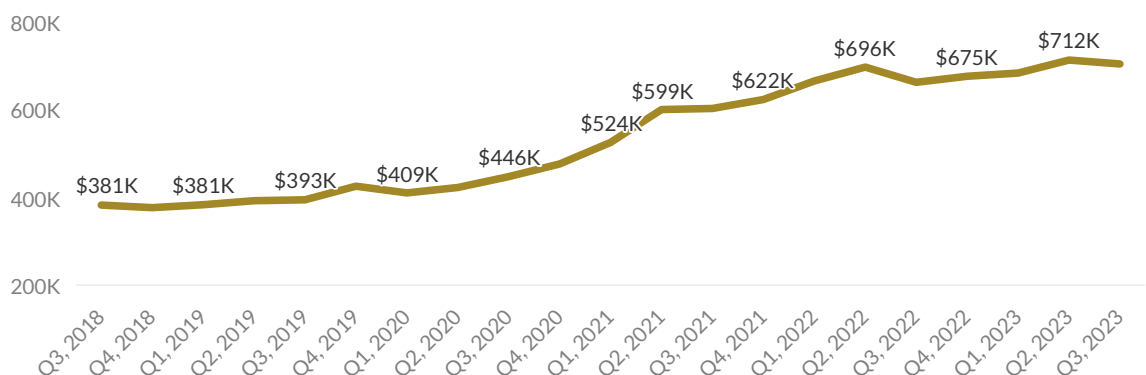


## Overview

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 \$703K 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 0.965. In the third quarter of 2022, the average asking to selling ratio was 0.974. When the third quarter of 2023 is compared to the third quarter of 2022, the average asking to selling ratio has decreased by 0.92%.

**0.92%**  
Decrease



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

In the third quarter of 2022, the average asking to selling ratio was 0.974. When the third quarter of 2023 is compared to the third quarter of 2022, the average asking to selling ratio has decreased by 0.92%.

**0.90%**  
Decrease



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

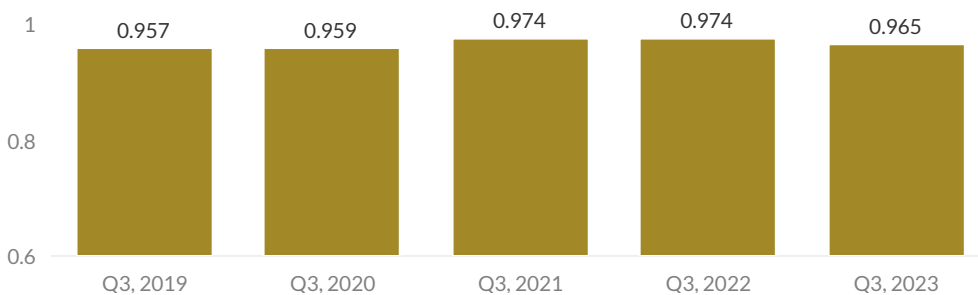
In the third quarter of 2021, the average asking to selling ratio was 0.974. When the third quarter of 2023 is compared to the third quarter of 2021, the average asking to selling ratio has decreased by 0.90%.

**0.65%**  
Increase



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

In the third quarter of 2020, the average asking to selling ratio was 0.959. When the third quarter of 2023 is compared to the third quarter of 2020, the average asking to selling ratio has increased by 0.65%.

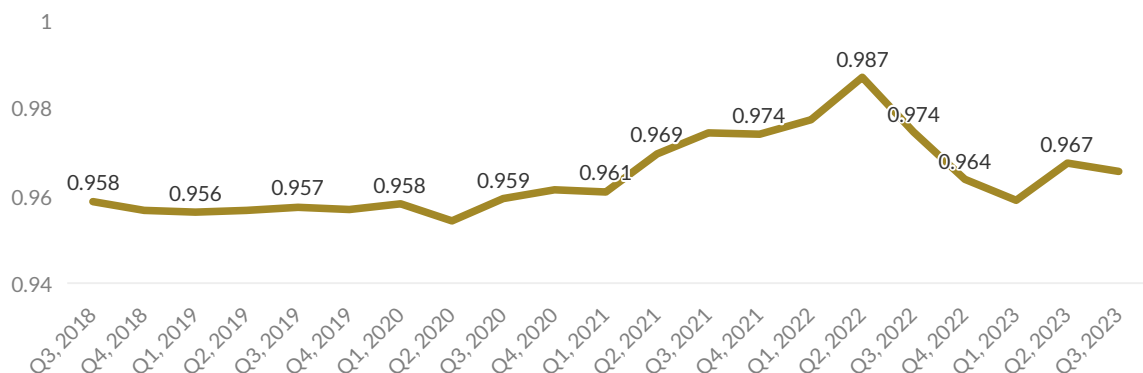


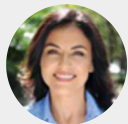
## Overview

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 0.965 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 54. In the third quarter of 2022, the average days on market was 40. When the third quarter of 2023 is compared to the third quarter of 2022, the average days on market has increased by 35.00%.

**35.00%**  
Increase



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

In the third quarter of 2022, the average days on market was 40. When the third quarter of 2023 is compared to the third quarter of 2022, the average days on market has increased by 35.00%.

**21.74%**  
Decrease



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

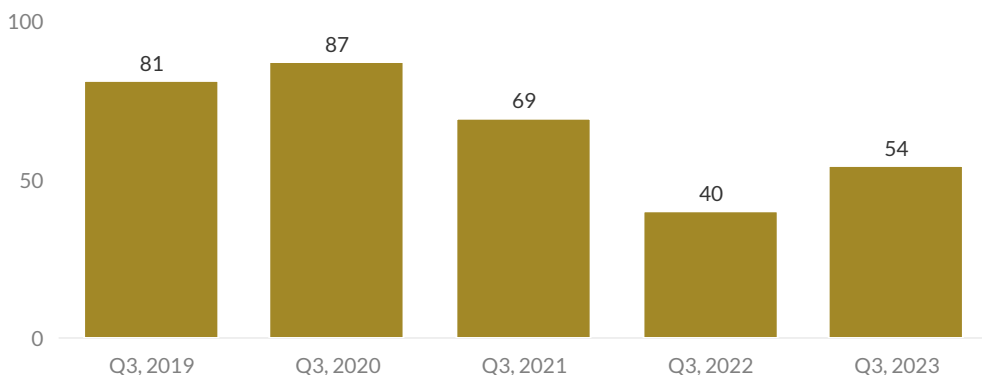
In the third quarter of 2021, the average days on market was 69. When the third quarter of 2023 is compared to the third quarter of 2021, the average days on market has decreased by 21.74%.

**37.93%**  
Decrease



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

In the third quarter of 2020, the average days on market was 87. When the third quarter of 2023 is compared to the third quarter of 2020, the average days on market has decreased by 37.93%.

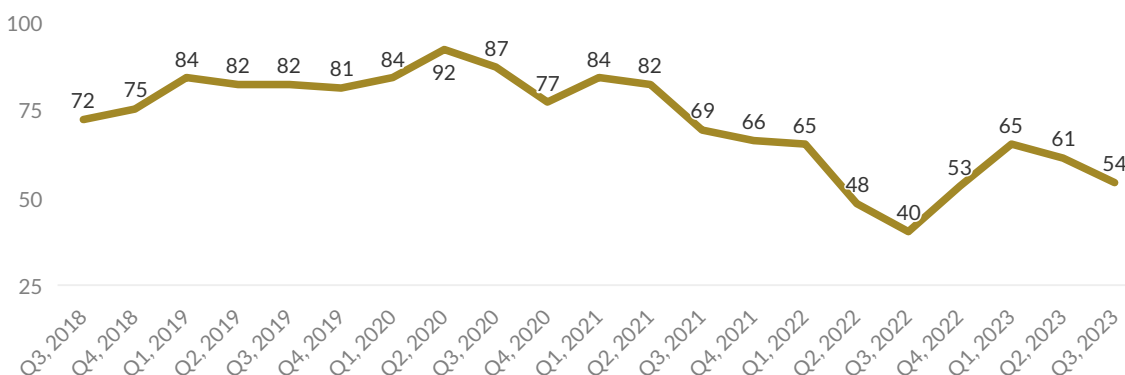


## Overview

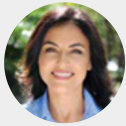
The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen an average days on market of 54 for all properties that have been sold.

## 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 \$640M. In the third quarter of 2022, the total volume of sales was \$2.27B. When the third quarter of 2023 is compared to the third quarter of 2022, the total volume of sales has decreased by 71.84%.

**71.84%**  
Decrease



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

In the third quarter of 2022, the total volume of sales was \$2.27B. When the third quarter of 2023 is compared to the third quarter of 2022, the total volume of sales has decreased by 71.84%.

**78.39%**  
Decrease



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

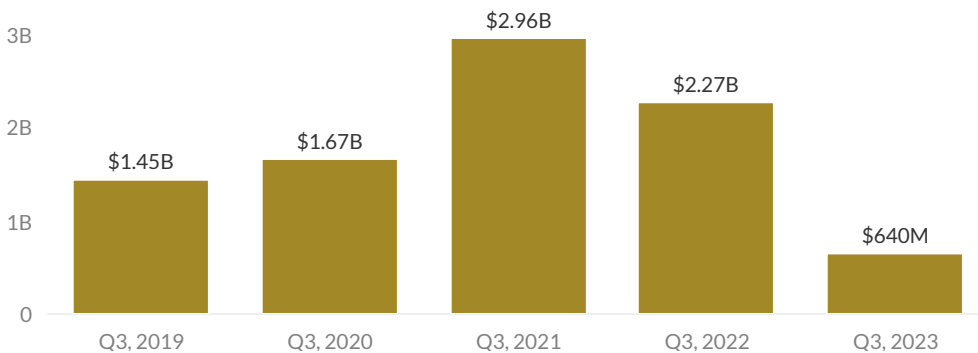
In the third quarter of 2021, the total volume of sales was \$2.96B. When the third quarter of 2023 is compared to the third quarter of 2021, the total volume of sales has decreased by 78.39%.

**61.78%**  
Decrease



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

In the third quarter of 2020, the total volume of sales was \$1.67B. When the third quarter of 2023 is compared to the third quarter of 2020, the total volume of sales has decreased by 61.78%.



## 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 \$640M 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.

