

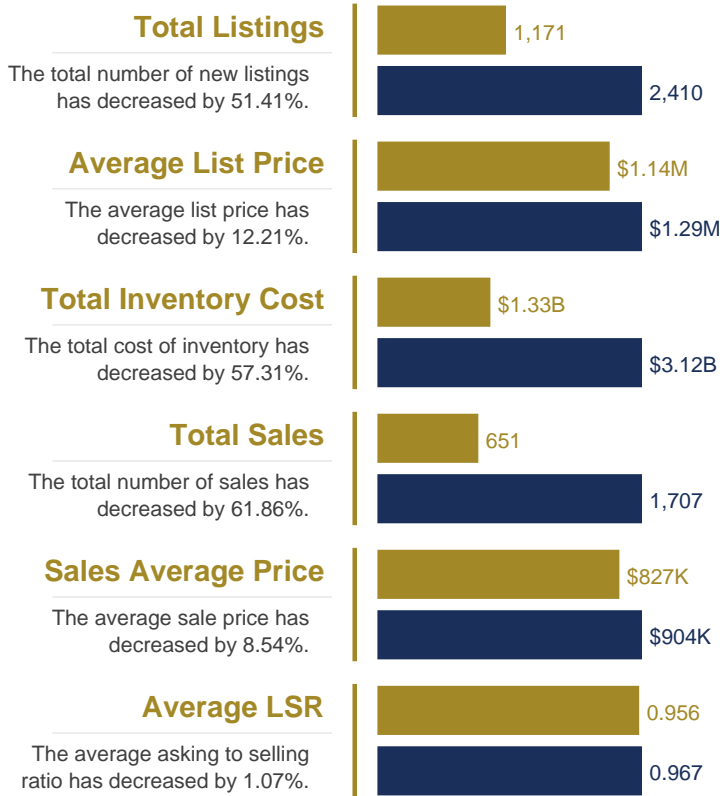
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### Comparison

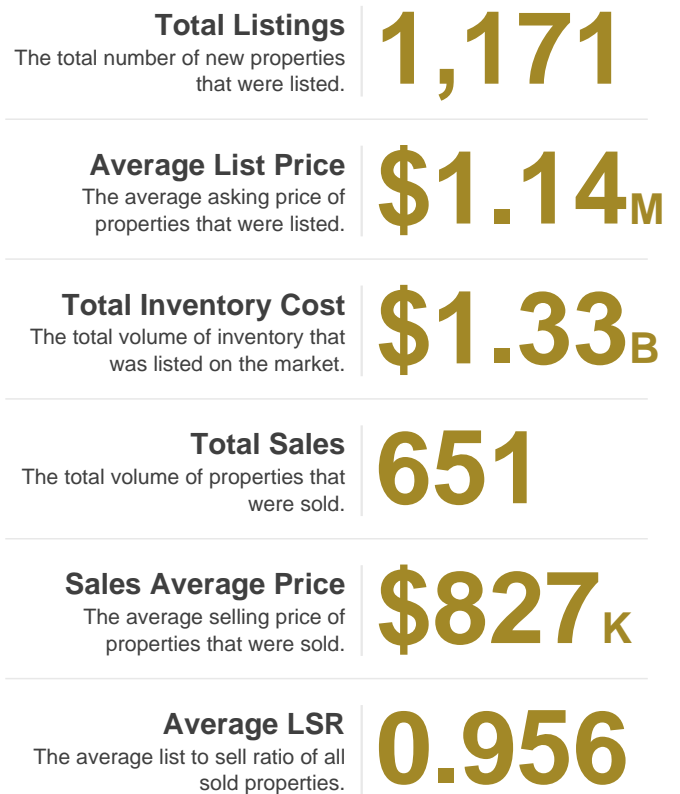
Below, we are comparing the year of 2023 to the year of 2022.

● 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

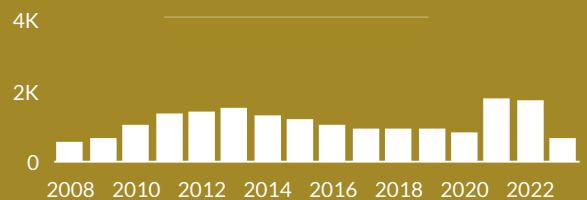
In the year of 2022, the average days on market was 90. In the year of 2023, the average days on market was 82. When the year of 2023 is compared to the year of 2022, the average days on market has decreased by 8.89%.

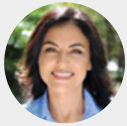
### Total Sales Volume

In the year of 2022, the total volume of sales was \$1.54B. In the year of 2023, the total volume of sales was \$538M. When the year of 2023 is compared to the year of 2022, the total volume of sales has decreased by 65.12%.

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

In the year of 2023, the total number of sales was 651.



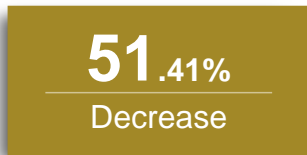


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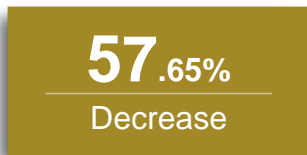
## Total Listings

In the year of 2023, the total number of new listings was 1,171. In the year of 2022, the total number of new listings was 2,410. When the year of 2023 is compared to the year of 2022, the total number of new listings has decreased by 51.41%.



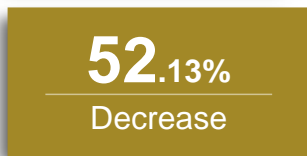
### 2023 vs 2022

In the year of 2022, the total number of new listings was 2,410. When the year of 2023 is compared to the year of 2022, the total number of new listings has decreased by 51.41%.



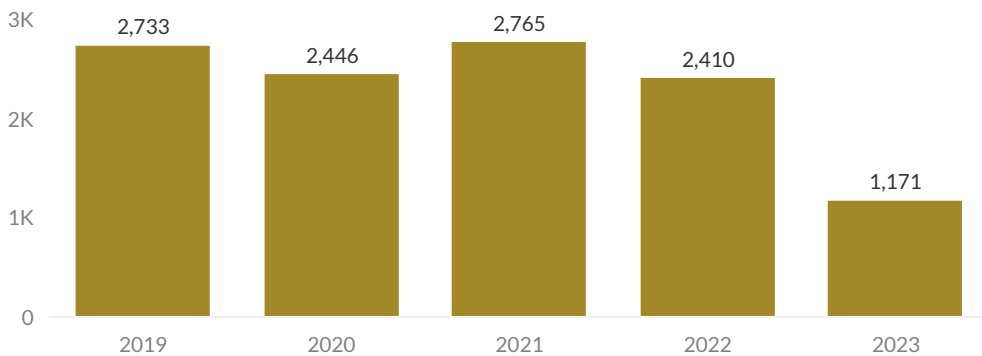
### 2023 vs 2021

In the year of 2021, the total number of new listings was 2,765. When the year of 2023 is compared to the year of 2021, the total number of new listings has decreased by 57.65%.



### 2023 vs 2020

In the year of 2020, the total number of new listings was 2,446. When the year of 2023 is compared to the year of 2020, the total number of new listings has decreased by 52.13%.

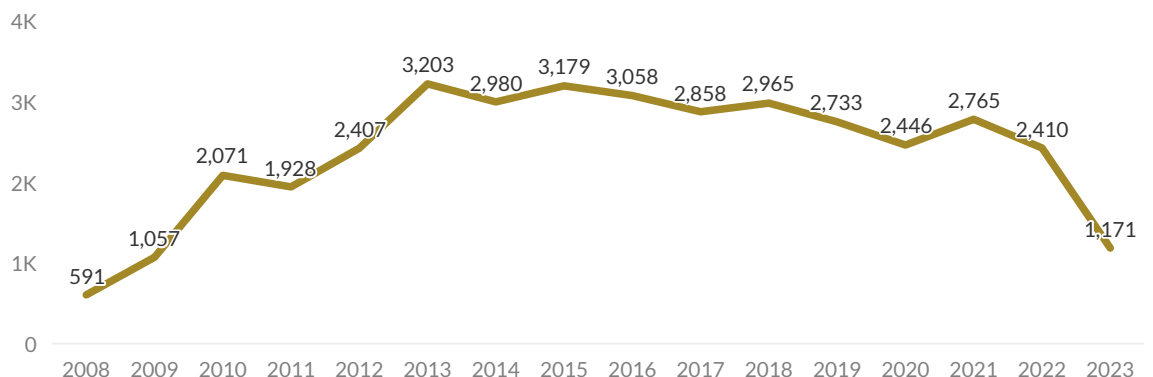


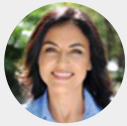
## Overview

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 1,171 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.



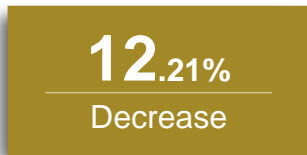


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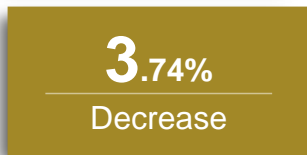
## Average List Price

In the year of 2023, the average list price was \$1.14M. In the year of 2022, the average list price was \$1.29M. When the year of 2023 is compared to the year of 2022, the average list price has decreased by 12.21%.



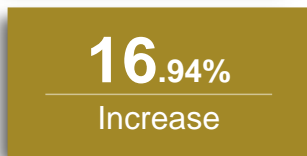
### 2023 vs 2022

In the year of 2022, the average list price was \$1.29M. When the year of 2023 is compared to the year of 2022, the average list price has decreased by 12.21%.



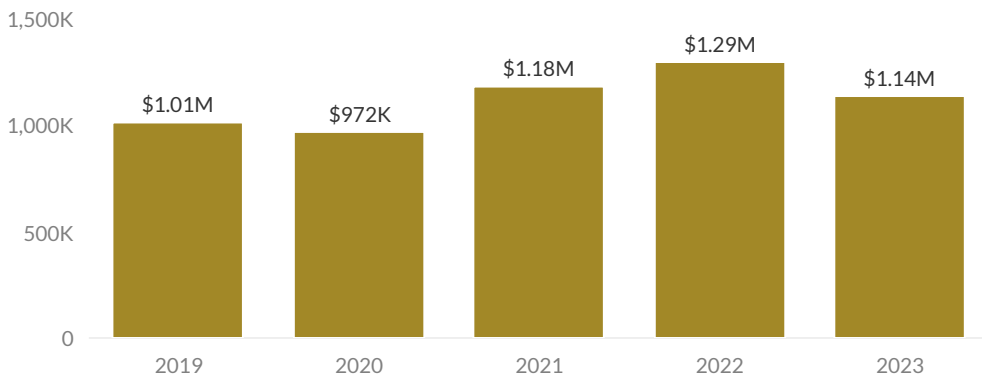
### 2023 vs 2021

In the year of 2021, the average list price was \$1.18M. When the year of 2023 is compared to the year of 2021, the average list price has decreased by 3.74%.



### 2023 vs 2020

In the year of 2020, the average list price was \$972K. When the year of 2023 is compared to the year of 2020, the average list price has increased by 16.94%.

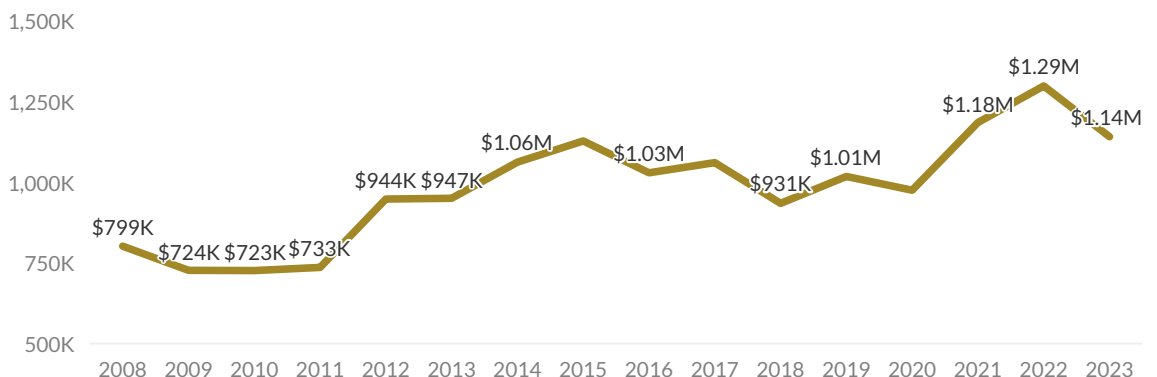


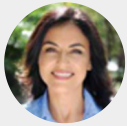
## Overview

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 \$1.14M 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.



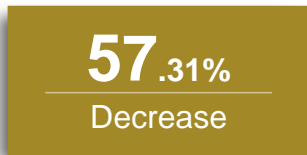


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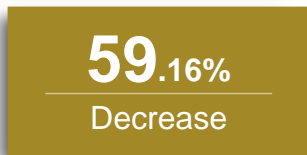
## Total Inventory Cost

In the year of 2023, the total cost of inventory was \$1.33B. In the year of 2022, the total cost of inventory was \$3.12B. When the year of 2023 is compared to the year of 2022, the total cost of inventory has decreased by 57.31%.



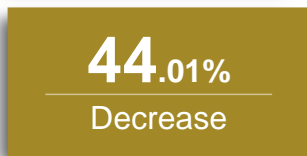
### 2023 vs 2022

In the year of 2022, the total cost of inventory was \$3.12B. When the year of 2023 is compared to the year of 2022, the total cost of inventory has decreased by 57.31%.



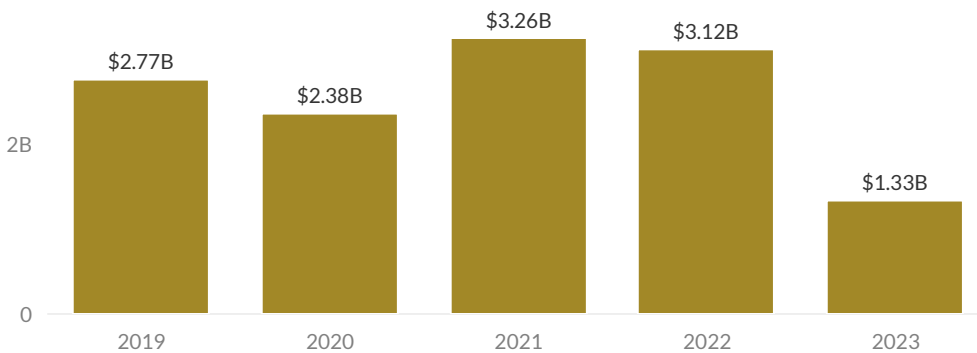
### 2023 vs 2021

In the year of 2021, the total cost of inventory was \$3.26B. When the year of 2023 is compared to the year of 2021, the total cost of inventory has decreased by 59.16%.



### 2023 vs 2020

In the year of 2020, the total cost of inventory was \$2.38B. When the year of 2023 is compared to the year of 2020, the total cost of inventory has decreased by 44.01%.

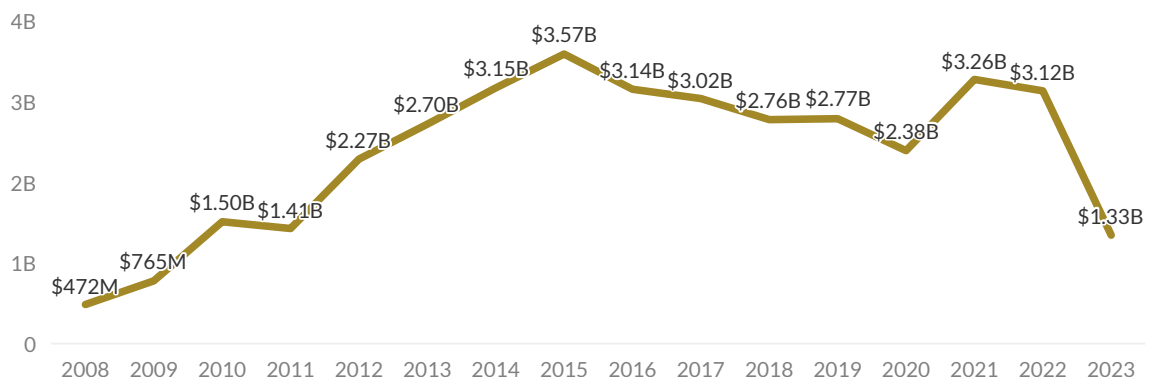


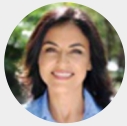
## Overview

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 \$1.33B 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.



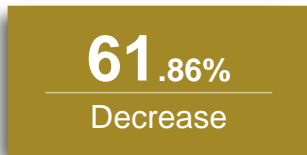


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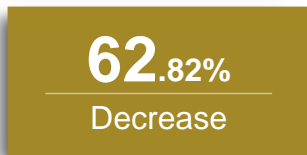
## Total Sales

In the year of 2023, the total number of sales was 651. In the year of 2022, the total number of sales was 1,707. When the year of 2023 is compared to the year of 2022, the total number of sales has decreased by 61.86%.



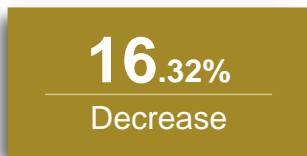
### 2023 vs 2022

In the year of 2022, the total number of sales was 1,707. When the year of 2023 is compared to the year of 2022, the total number of sales has decreased by 61.86%.



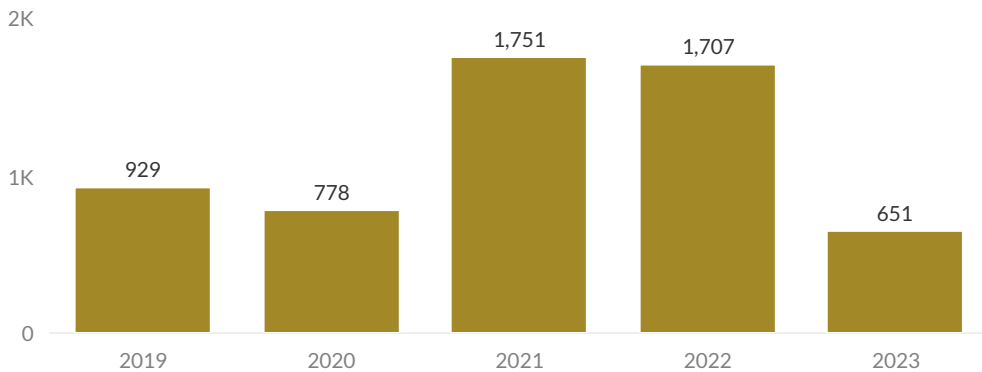
### 2023 vs 2021

In the year of 2021, the total number of sales was 1,751. When the year of 2023 is compared to the year of 2021, the total number of sales has decreased by 62.82%.



### 2023 vs 2020

In the year of 2020, the total number of sales was 778. When the year of 2023 is compared to the year of 2020, the total number of sales has decreased by 16.32%.

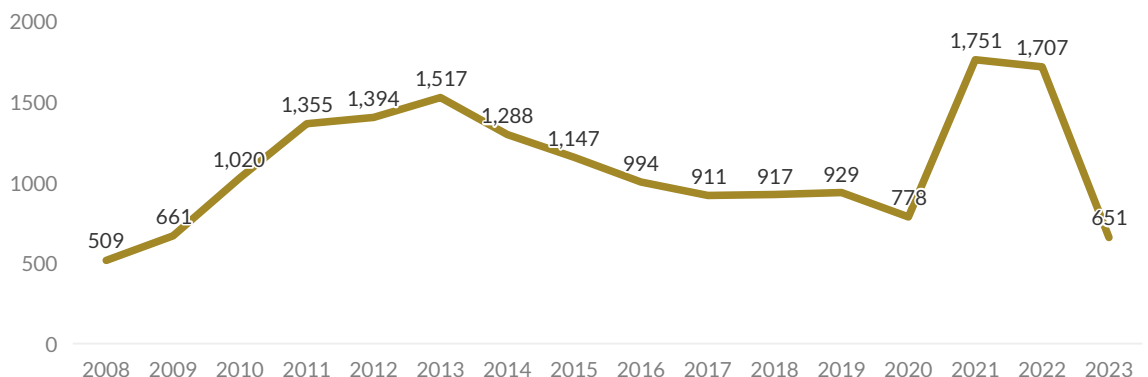


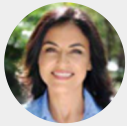
## Overview

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 651 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.



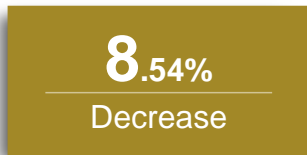


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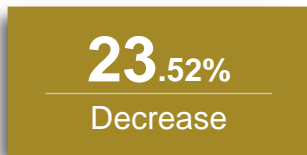
## Sales Average Price

In the year of 2023, the average sale price was \$827K. In the year of 2022, the average sale price was \$904K. When the year of 2023 is compared to the year of 2022, the average sale price has decreased by 8.54%.



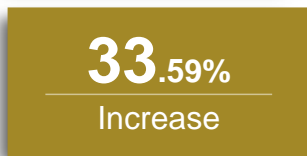
### 2023 vs 2022

In the year of 2022, the average sale price was \$904K. When the year of 2023 is compared to the year of 2022, the average sale price has decreased by 8.54%.



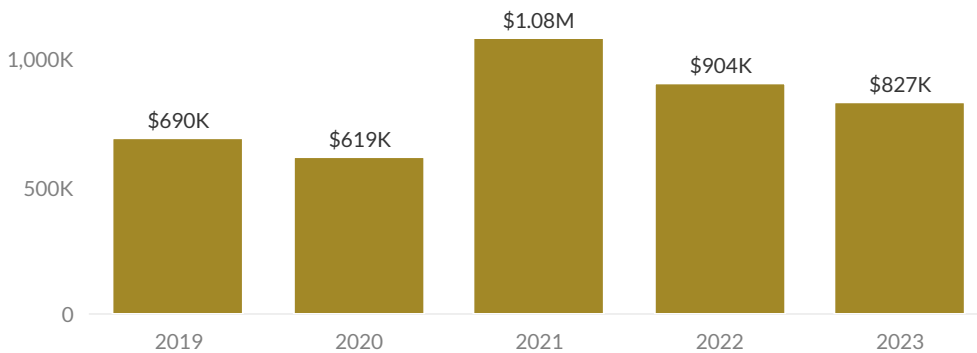
### 2023 vs 2021

In the year of 2021, the average sale price was \$1.08M. When the year of 2023 is compared to the year of 2021, the average sale price has decreased by 23.52%.



### 2023 vs 2020

In the year of 2020, the average sale price was \$619K. When the year of 2023 is compared to the year of 2020, the average sale price has increased by 33.59%.

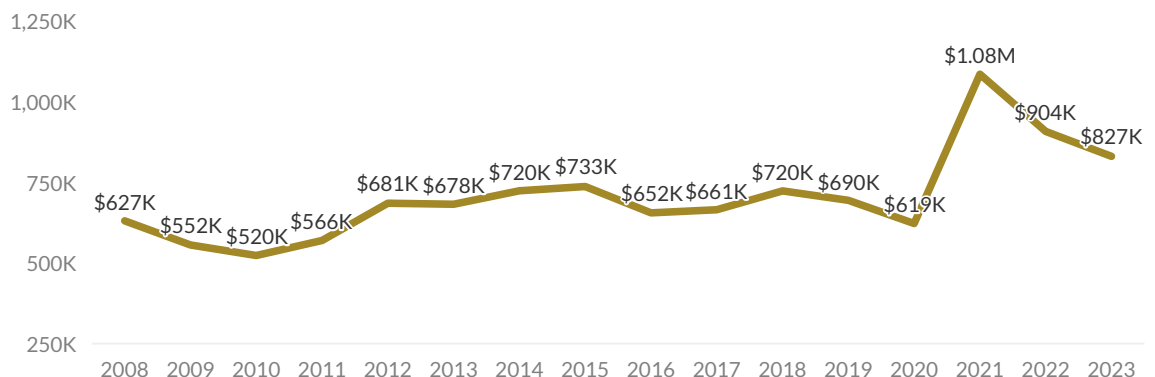


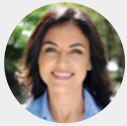
## Overview

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 \$827K 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.



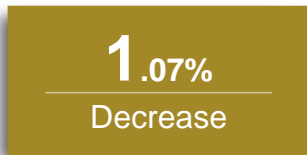


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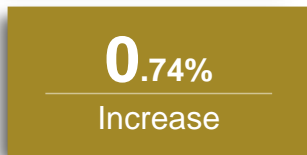
## Average List to Sell Ratio

In the year of 2023, the average asking to selling ratio was 0.956. In the year of 2022, the average asking to selling ratio was 0.967. When the year of 2023 is compared to the year of 2022, the average asking to selling ratio has decreased by 1.07%.



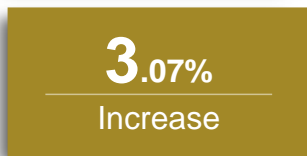
### 2023 vs 2022

In the year of 2022, the average asking to selling ratio was 0.967. When the year of 2023 is compared to the year of 2022, the average asking to selling ratio has decreased by 1.07%.



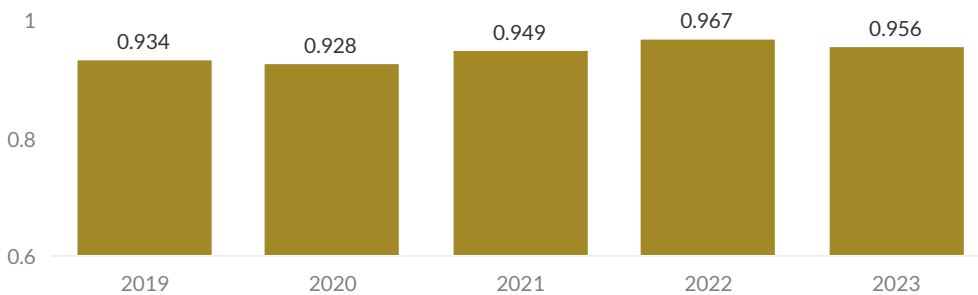
### 2023 vs 2021

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 increased by 0.74%.



### 2023 vs 2020

In the year of 2020, the average asking to selling ratio was 0.928. When the year of 2023 is compared to the year of 2020, the average asking to selling ratio has increased by 3.07%.

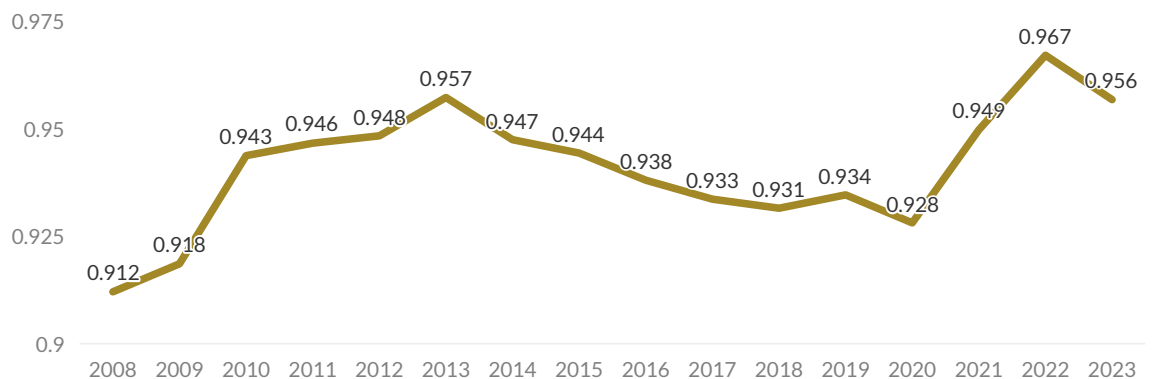


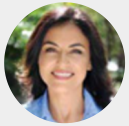
## Overview

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 0.956 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.



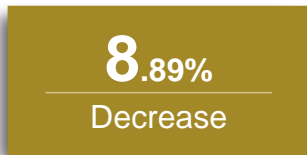


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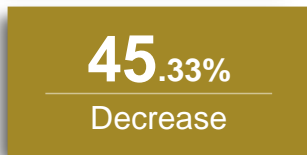
## Average Days on Market

In the year of 2023, the average days on market was 82. In the year of 2022, the average days on market was 90. When the year of 2023 is compared to the year of 2022, the average days on market has decreased by 8.89%.



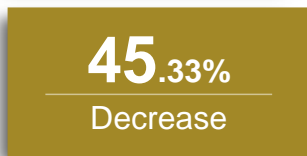
### 2023 vs 2022

In the year of 2022, the average days on market was 90. When the year of 2023 is compared to the year of 2022, the average days on market has decreased by 8.89%.



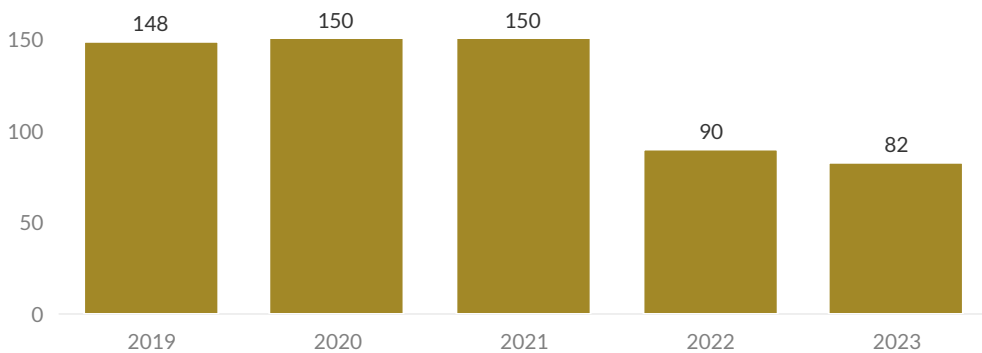
### 2023 vs 2021

In the year of 2021, the average days on market was 150. When the year of 2023 is compared to the year of 2021, the average days on market has decreased by 45.33%.



### 2023 vs 2020

In the year of 2020, the average days on market was 150. When the year of 2023 is compared to the year of 2020, the average days on market has decreased by 45.33%.

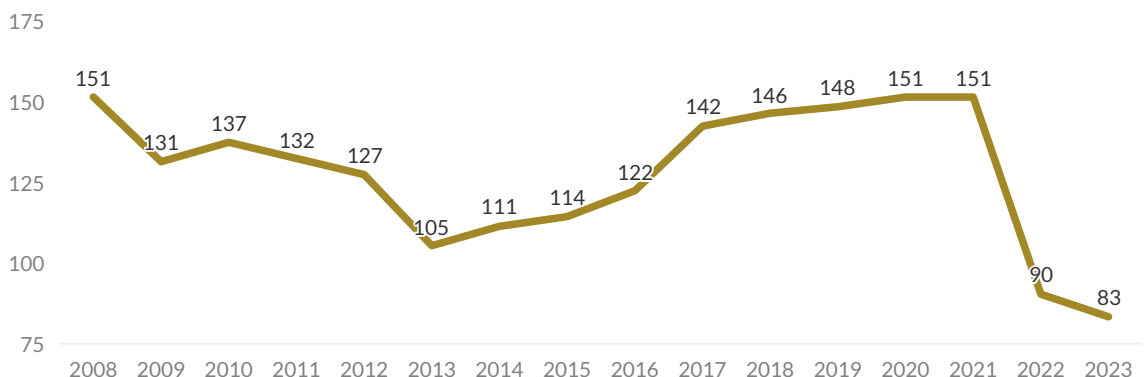


## Overview

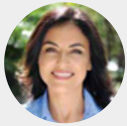
The bar graph to the left provides an overview of 2023 for the last 4 years leading up to 2023. In the year of 2023, we have seen an average days on market of 82 for all properties that have been sold.

## 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.





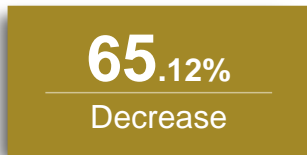


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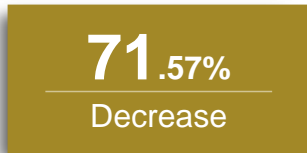
## Total Sales Volume

In the year of 2023, the total volume of sales was \$538M. In the year of 2022, the total volume of sales was \$1.54B. When the year of 2023 is compared to the year of 2022, the total volume of sales has decreased by 65.12%.



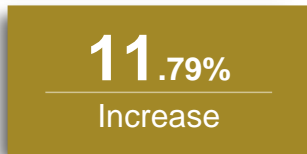
### 2023 vs 2022

In the year of 2022, the total volume of sales was \$1.54B. When the year of 2023 is compared to the year of 2022, the total volume of sales has decreased by 65.12%.



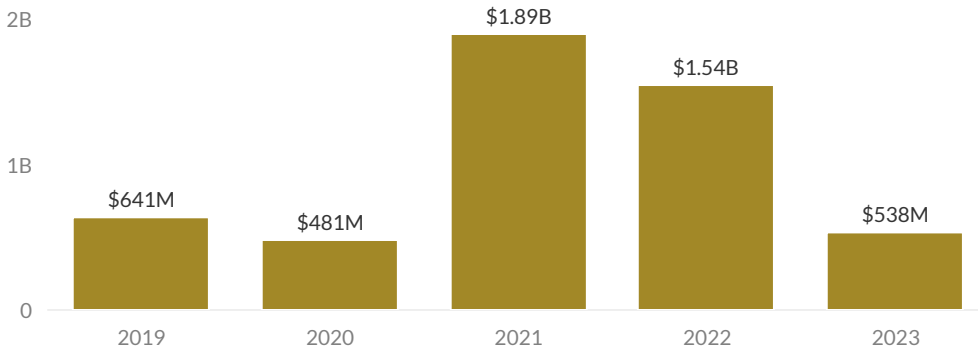
### 2023 vs 2021

In the year of 2021, the total volume of sales was \$1.89B. When the year of 2023 is compared to the year of 2021, the total volume of sales has decreased by 71.57%.



### 2023 vs 2020

In the year of 2020, the total volume of sales was \$481M. When the year of 2023 is compared to the year of 2020, the total volume of sales has increased by 11.79%.



## 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 sales volume of \$538M 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.

