

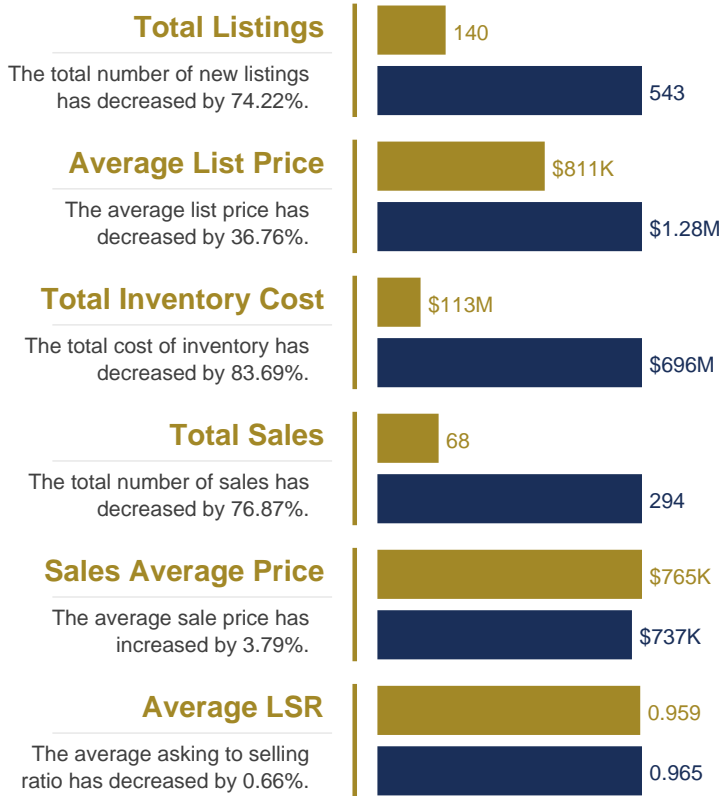
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### Comparison

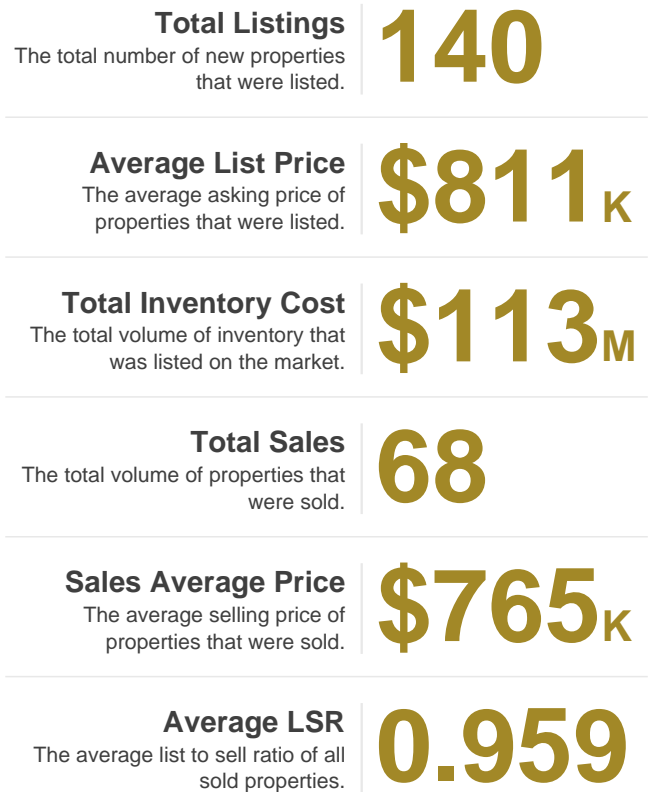
Below, we are comparing the third quarter of 2023 to the third quarter of 2022.

● 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

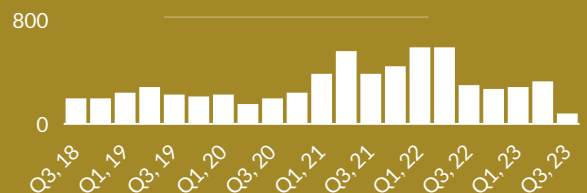
In the third quarter of 2022, the average days on market was 52. In the third quarter of 2023, the average days on market was 77. When the third quarter of 2023 is compared to the third quarter of 2022, the average days on market has increased by 48.08%.

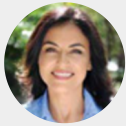
### Total Sales Volume

In the third quarter of 2022, the total volume of sales was \$217M. In the third quarter of 2023, the total volume of sales was \$52.0M. When the third quarter of 2023 is compared to the third quarter of 2022, the total volume of sales has decreased by 75.99%.

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

In the third quarter of 2023, the total number of sales was 68.



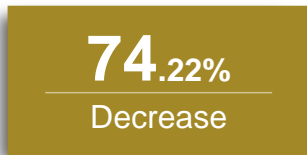


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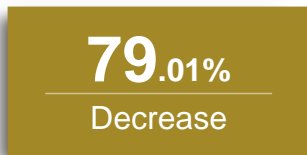
## Total Listings

In the third quarter of 2023, the total number of new listings was 140. In the third quarter of 2022, the total number of new listings was 543. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of new listings has decreased by 74.22%.



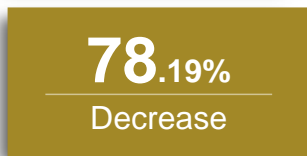
### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the total number of new listings was 543. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of new listings has decreased by 74.22%.



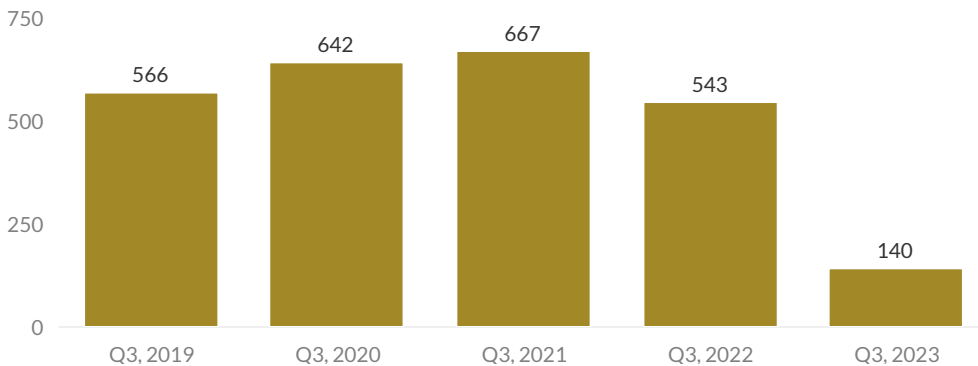
### Quarter 3 of 2023 vs Quarter 3 of 2021

In the third quarter of 2021, the total number of new listings was 667. When the third quarter of 2023 is compared to the third quarter of 2021, the total number of new listings has decreased by 79.01%.



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

In the third quarter of 2020, the total number of new listings was 642. When the third quarter of 2023 is compared to the third quarter of 2020, the total number of new listings has decreased by 78.19%.

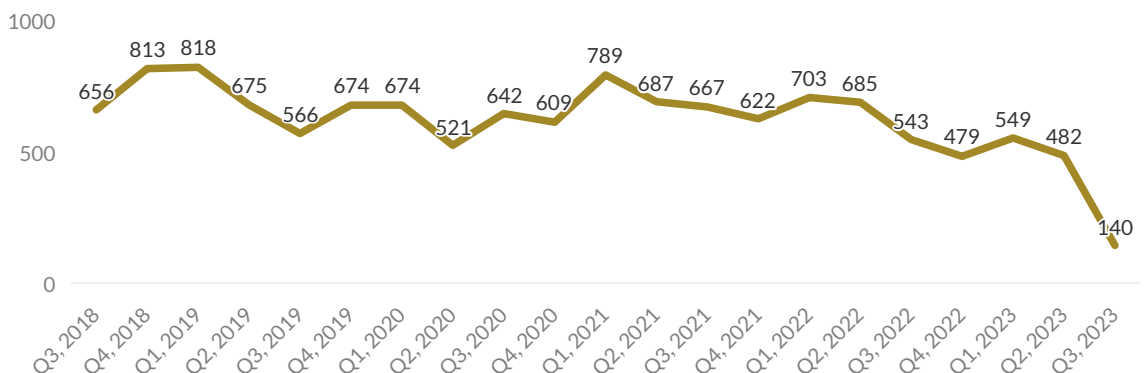


## Overview

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 140 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.



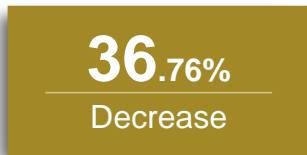


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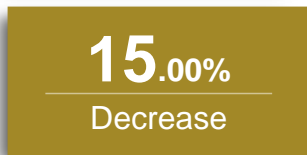
## Average List Price

In the third quarter of 2023, the average list price was \$811K. In the third quarter of 2022, the average list price was \$1.28M. When the third quarter of 2023 is compared to the third quarter of 2022, the average list price has decreased by 36.76%.



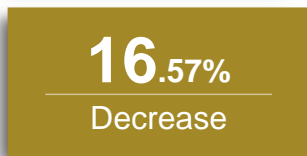
### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the average list price was \$1.28M. When the third quarter of 2023 is compared to the third quarter of 2022, the average list price has decreased by 36.76%.



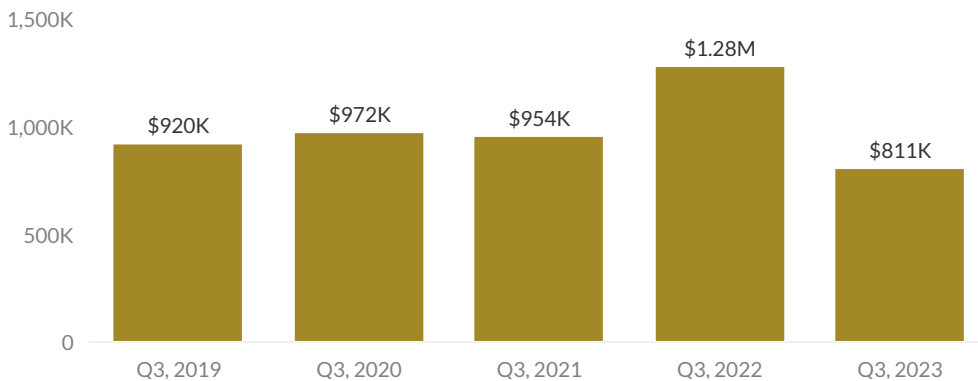
### Quarter 3 of 2023 vs Quarter 3 of 2021

In the third quarter of 2021, the average list price was \$954K. When the third quarter of 2023 is compared to the third quarter of 2021, the average list price has decreased by 15.00%.



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

In the third quarter of 2020, the average list price was \$972K. When the third quarter of 2023 is compared to the third quarter of 2020, the average list price has decreased by 16.57%.

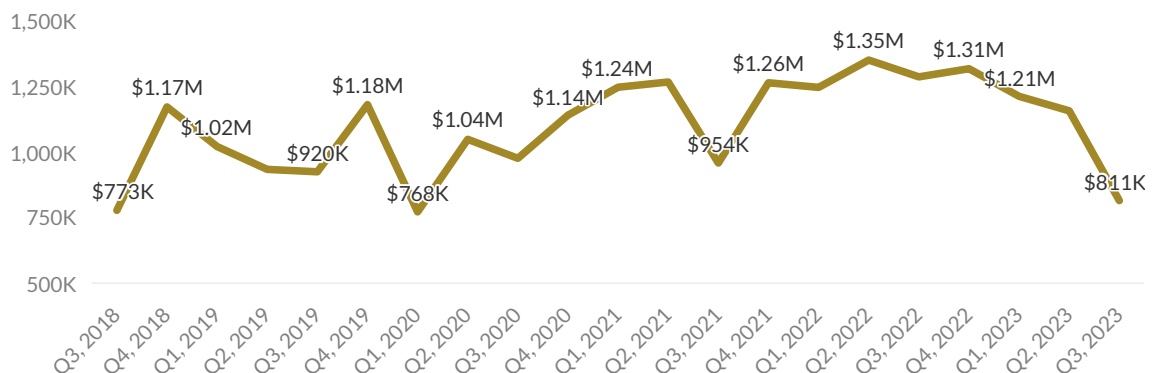


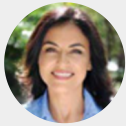
## Overview

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 \$811K 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 \$113M. In the third quarter of 2022, the total cost of inventory was \$696M. When the third quarter of 2023 is compared to the third quarter of 2022, the total cost of inventory has decreased by 83.69%.

**83.69%**  
Decrease



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

In the third quarter of 2022, the total cost of inventory was \$696M. When the third quarter of 2023 is compared to the third quarter of 2022, the total cost of inventory has decreased by 83.69%.

**82.13%**  
Decrease



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

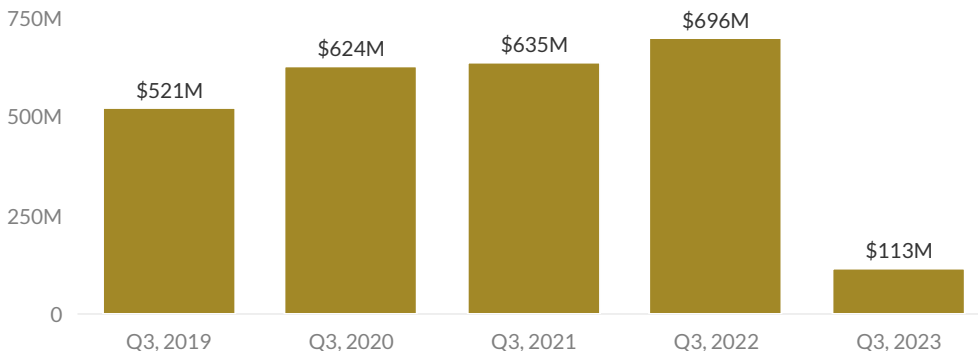
In the third quarter of 2021, the total cost of inventory was \$635M. When the third quarter of 2023 is compared to the third quarter of 2021, the total cost of inventory has decreased by 82.13%.

**81.81%**  
Decrease



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

In the third quarter of 2020, the total cost of inventory was \$624M. When the third quarter of 2023 is compared to the third quarter of 2020, the total cost of inventory has decreased by 81.81%.

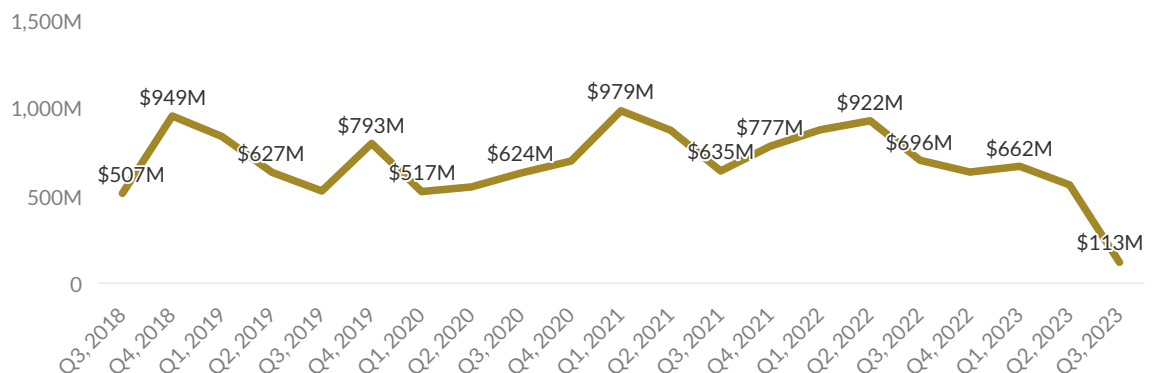


## Overview

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 \$113M 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 68. In the third quarter of 2022, the total number of sales was 294. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of sales has decreased by 76.87%.

**76.87%**  
Decrease



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

In the third quarter of 2022, the total number of sales was 294. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of sales has decreased by 76.87%.

**81.87%**  
Decrease



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

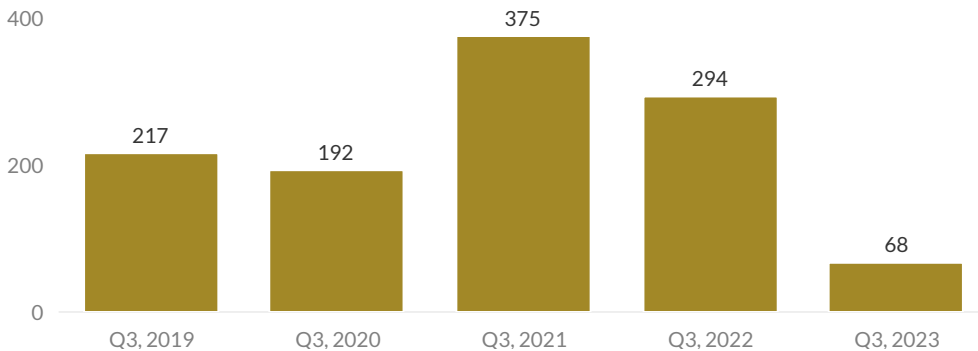
In the third quarter of 2021, the total number of sales was 375. When the third quarter of 2023 is compared to the third quarter of 2021, the total number of sales has decreased by 81.87%.

**64.58%**  
Decrease



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

In the third quarter of 2020, the total number of sales was 192. When the third quarter of 2023 is compared to the third quarter of 2020, the total number of sales has decreased by 64.58%.

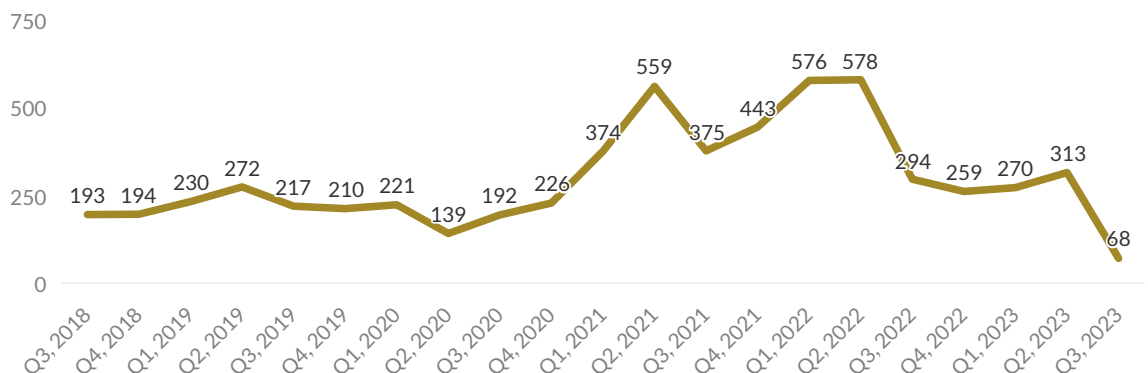


## Overview

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 68 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.



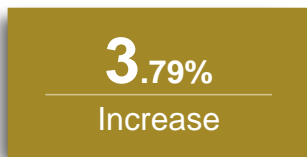


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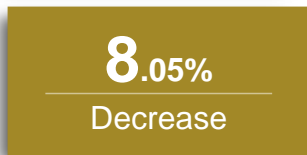
## Sales Average Price

In the third quarter of 2023, the average sale price was \$765K. In the third quarter of 2022, the average sale price was \$737K. When the third quarter of 2023 is compared to the third quarter of 2022, the average sale price has increased by 3.79%.



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

In the third quarter of 2022, the average sale price was \$737K. When the third quarter of 2023 is compared to the third quarter of 2022, the average sale price has increased by 3.79%.



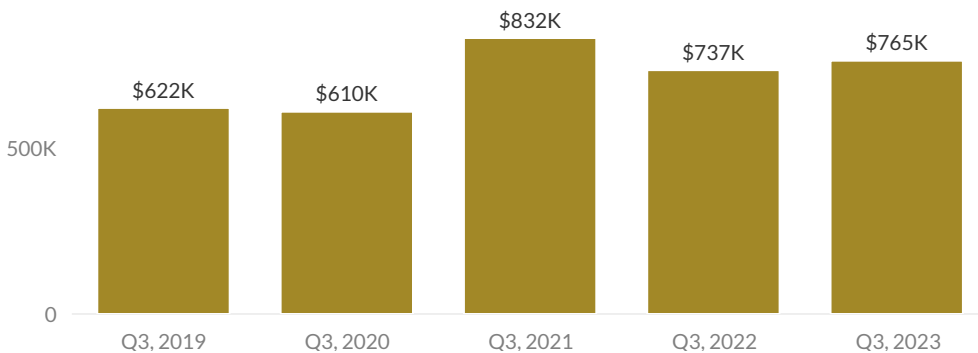
### Quarter 3 of 2023 vs Quarter 3 of 2021

In the third quarter of 2021, the average sale price was \$832K. When the third quarter of 2023 is compared to the third quarter of 2021, the average sale price has decreased by 8.05%.



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

In the third quarter of 2020, the average sale price was \$610K. When the third quarter of 2023 is compared to the third quarter of 2020, the average sale price has increased by 25.36%.

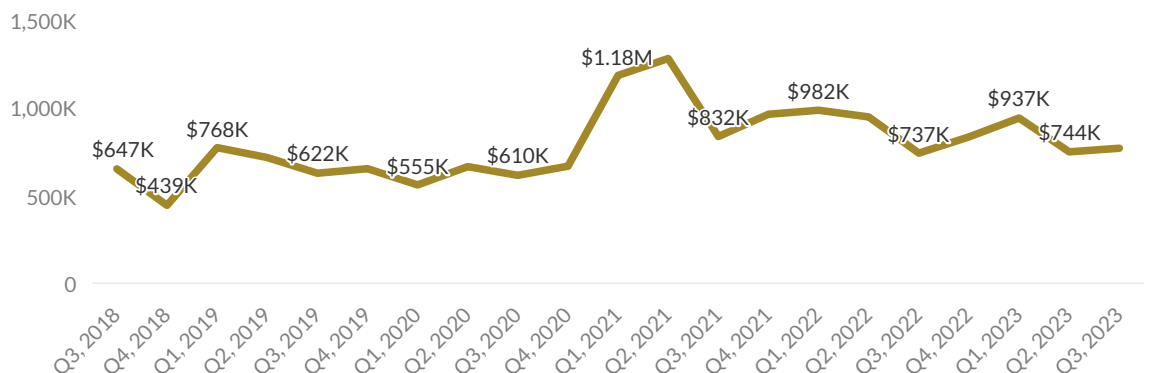


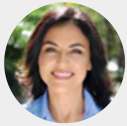
## Overview

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 \$765K 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 0.959. In the third quarter of 2022, the average asking to selling ratio was 0.965. When the third quarter of 2023 is compared to the third quarter of 2022, the average asking to selling ratio has decreased by 0.66%.

**0.66%**  
Decrease



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

In the third quarter of 2022, the average asking to selling ratio was 0.965. When the third quarter of 2023 is compared to the third quarter of 2022, the average asking to selling ratio has decreased by 0.66%.

**0.57%**  
Increase



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

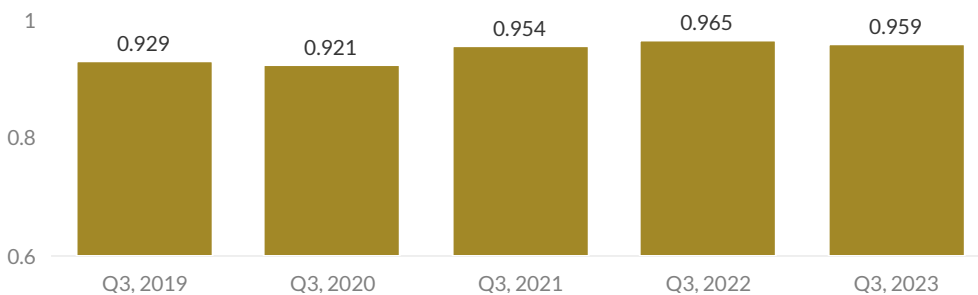
In the third quarter of 2021, the average asking to selling ratio was 0.954. When the third quarter of 2023 is compared to the third quarter of 2021, the average asking to selling ratio has increased by 0.57%.

**4.15%**  
Increase



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

In the third quarter of 2020, the average asking to selling ratio was 0.921. When the third quarter of 2023 is compared to the third quarter of 2020, the average asking to selling ratio has increased by 4.15%.

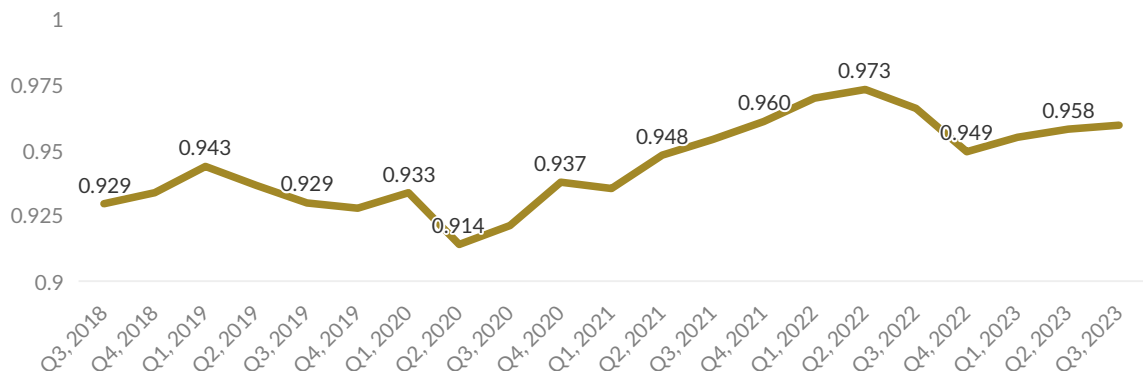


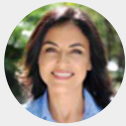
## Overview

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 0.959 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.



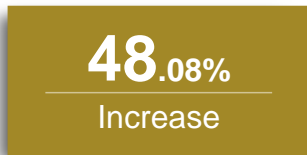


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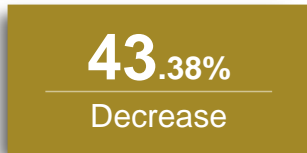
## Average Days on Market

In the third quarter of 2023, the average days on market was 77. In the third quarter of 2022, the average days on market was 52. When the third quarter of 2023 is compared to the third quarter of 2022, the average days on market has increased by 48.08%.



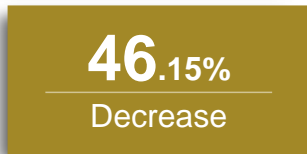
### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the average days on market was 52. When the third quarter of 2023 is compared to the third quarter of 2022, the average days on market has increased by 48.08%.



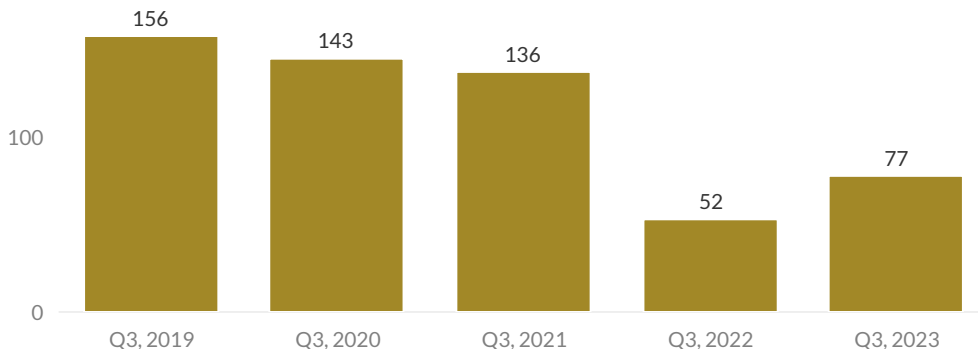
### Quarter 3 of 2023 vs Quarter 3 of 2021

In the third quarter of 2021, the average days on market was 136. When the third quarter of 2023 is compared to the third quarter of 2021, the average days on market has decreased by 43.38%.



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

In the third quarter of 2020, the average days on market was 143. When the third quarter of 2023 is compared to the third quarter of 2020, the average days on market has decreased by 46.15%.

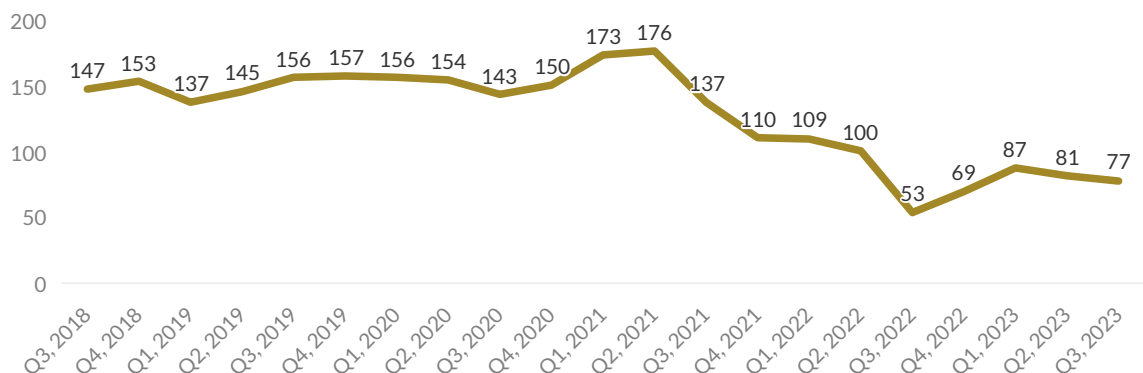


## Overview

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 77 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.





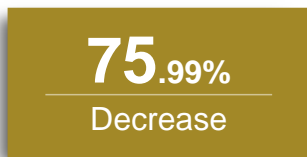


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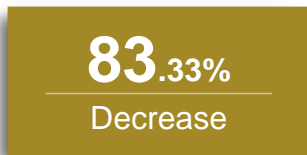
## Total Sales Volume

In the third quarter of 2023, the total volume of sales was \$52.0M. In the third quarter of 2022, the total volume of sales was \$217M. When the third quarter of 2023 is compared to the third quarter of 2022, the total volume of sales has decreased by 75.99%.



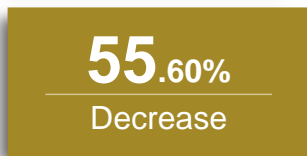
### Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the total volume of sales was \$217M. When the third quarter of 2023 is compared to the third quarter of 2022, the total volume of sales has decreased by 75.99%.



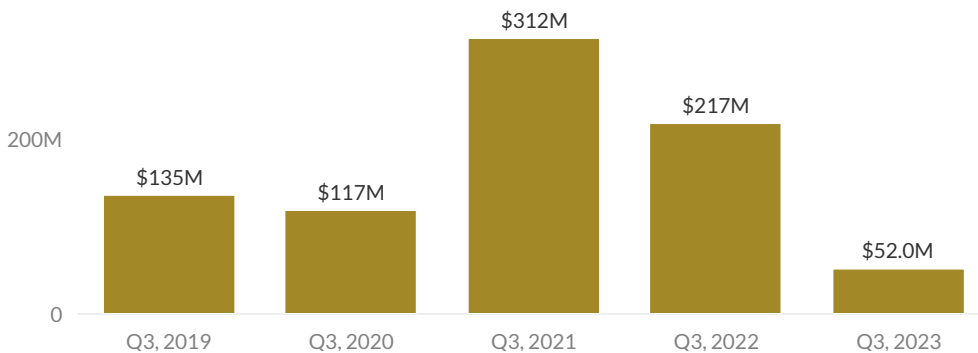
### Quarter 3 of 2023 vs Quarter 3 of 2021

In the third quarter of 2021, the total volume of sales was \$312M. When the third quarter of 2023 is compared to the third quarter of 2021, the total volume of sales has decreased by 83.33%.



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

In the third quarter of 2020, the total volume of sales was \$117M. When the third quarter of 2023 is compared to the third quarter of 2020, the total volume of sales has decreased by 55.60%.



## 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 \$52.0M 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.

