



**COLDWELL BANKER**



# AREA REPORT

**ST. THOMAS**

MARCH 2023 | ALL PROPERTY TYPES



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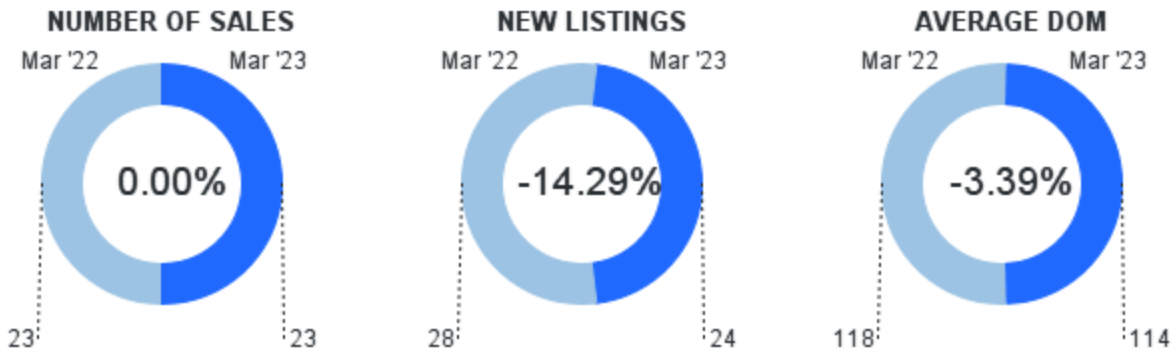


**COLDWELL BANKER**  
ISLAND AFFILIATES

# ST. THOMAS | March 2023

## REAL ESTATE SNAPSHOT - Change since this time last year

### All Property Types



15.25%

**MEDIAN SALES PRICE**  
ALL PROPERTY TYPES

16.72%

**AVERAGE SALES PRICE**  
ALL PROPERTY TYPES

25.00%

**MEDIAN LIST PRICE  
(SOLD LISTINGS)**  
ALL PROPERTY TYPES

25.56%

**AVERAGE LIST PRICE  
(SOLD LISTINGS)**  
ALL PROPERTY TYPES

Mar '22 Mar '23

# AREA REPORT

## St. Thomas

### FULL MARKET SUMMARY

March 2023 | All Property Types ?

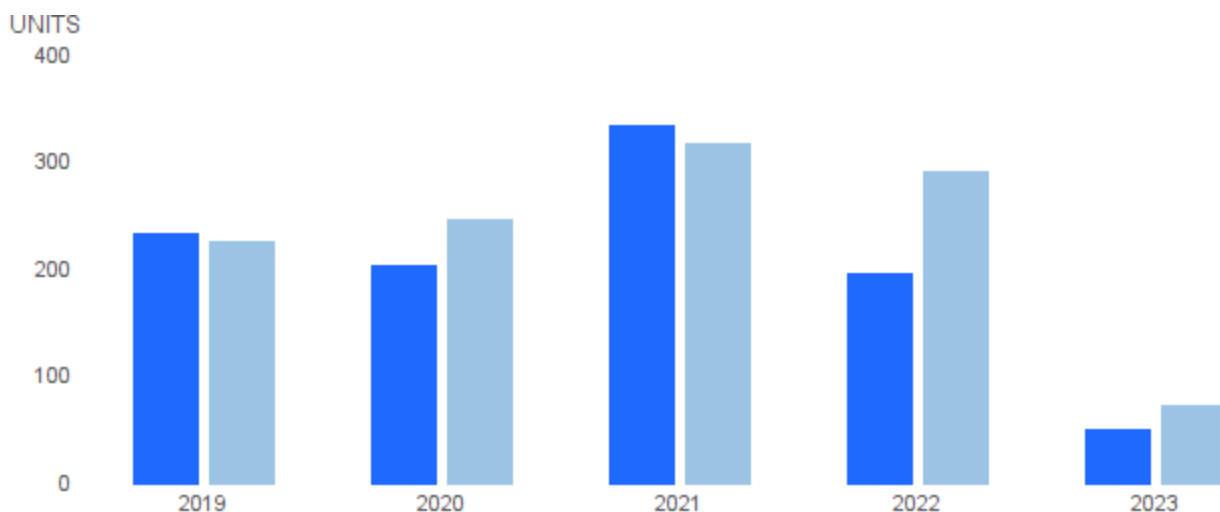
	Month to Date			Year to Date		
	March 2023	March 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	24	28	-14.29% ↓	73	84	-13.1% ↓
Sold Listings	23	23	0%	50	64	-21.88% ↓
Median List Price (Solds)	\$500,000	\$400,000	25% ↑	\$497,000	\$542,500	-8.39% ↓
Median Sold Price	\$461,000	\$400,000	15.25% ↑	\$465,000	\$542,500	-14.29% ↓
Median Days on Market	66	119	-44.54% ↓	84	120	-30% ↓
Average List Price (Solds)	\$922,604	\$734,782	25.56% ↑	\$867,273	\$750,562	15.55% ↑
Average Sold Price	\$802,695	\$687,717	16.72% ↑	\$776,068	\$727,734	6.64% ↑
Average Days on Market	114	118	-3.39% ↓	125	132	-5.3% ↓
List/Sold Price Ratio	94%	95.8%	-1.9% ↓	94.7%	97.2%	-2.61% ↓

### SOLD AND NEW PROPERTIES (UNITS)

March 2023 | All Property Types ?

**Sold Properties** | Number of properties sold during the year

**New Properties** | Number of properties listed during the year.



Sold Properties	233	204	335	197	50
New Properties	226	247	317	291	73
Sold Volume	\$101.20M	\$105.64M	\$190.08M	\$138.35M	\$38.80M
Listing Volume	\$115.92M	\$144.13M	\$245.28M	\$271.42M	\$52.92M
Median Sale Price	\$280K	\$330K	\$380K	\$460K	\$465K

## MEDIAN SALES PRICE AND NUMBER OF SALES

March 2023 | All Property Types ?

**Median Sales Price** | Price of the "middle" property sold -an equal number of sales were above and below this price.

**Number of Sales** | Number of properties sold.

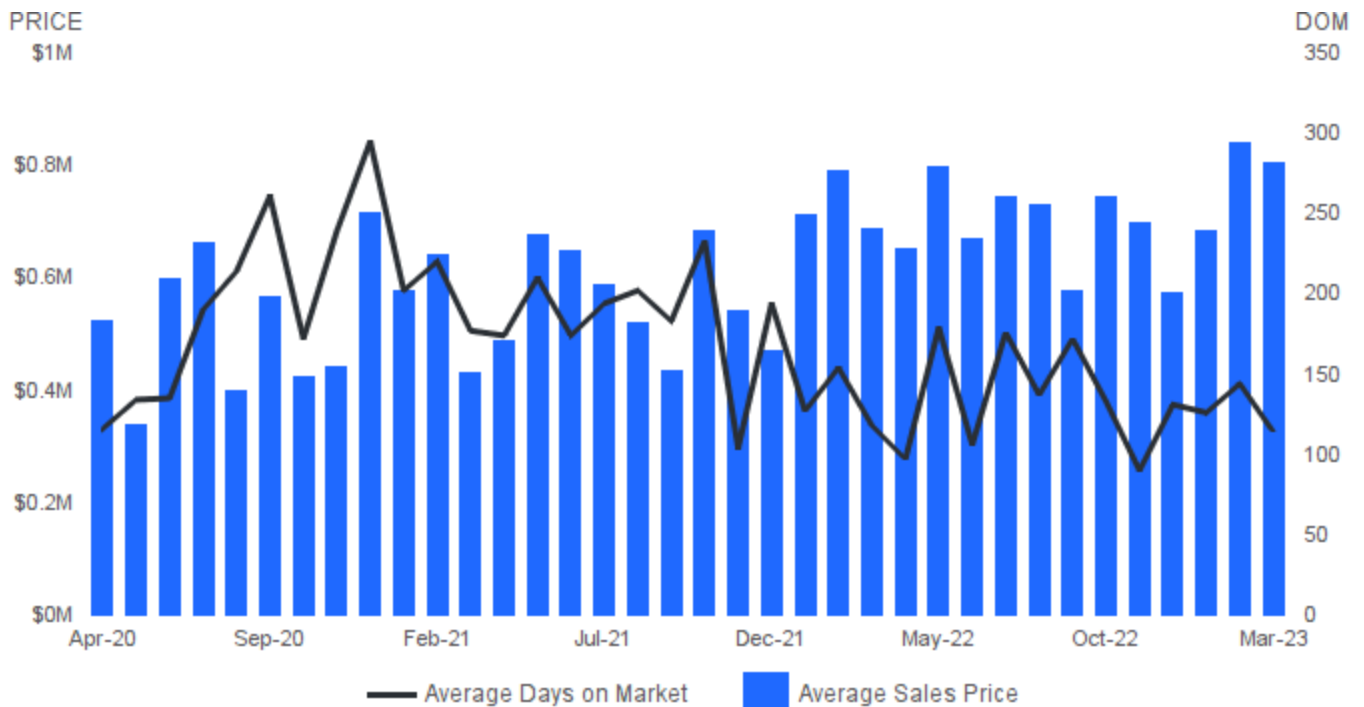


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2023 | All Property Types ?

**Average Sales Price** | Average sales price for all properties sold.

**Average Days on Market** | Average days on market for all properties sold.



# SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

March 2023 | All Property Types ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

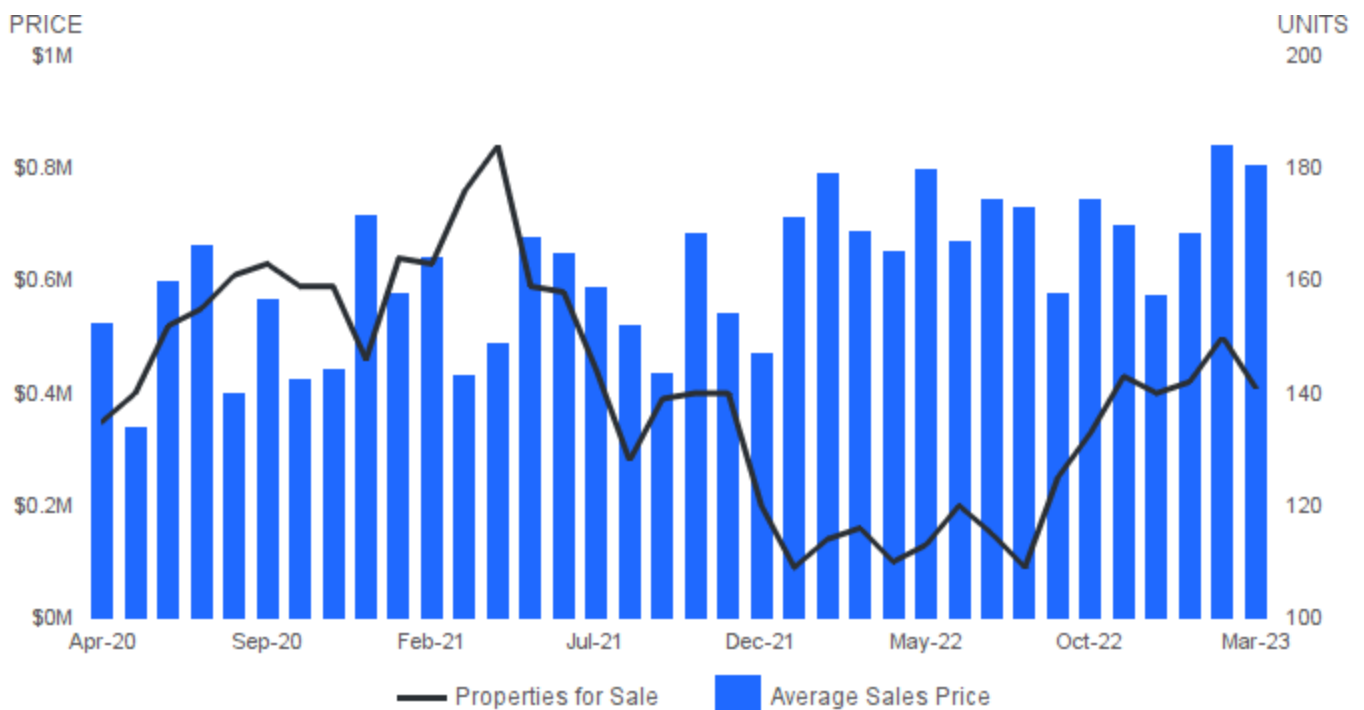


# AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

March 2023 | All Property Types ?

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

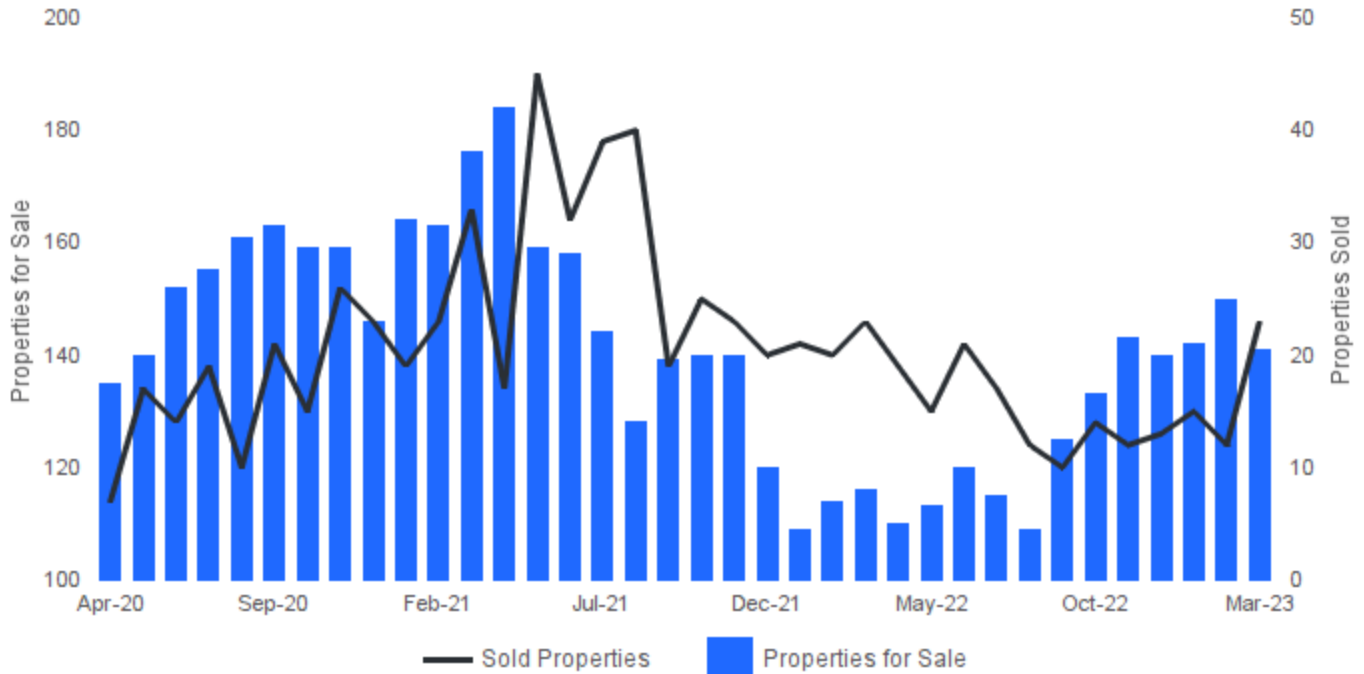


# PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2023 | All Property Types ?

**Properties for Sale** | Number of properties listed for sale at the end of month.

**Sold Properties** | Number of properties sold.



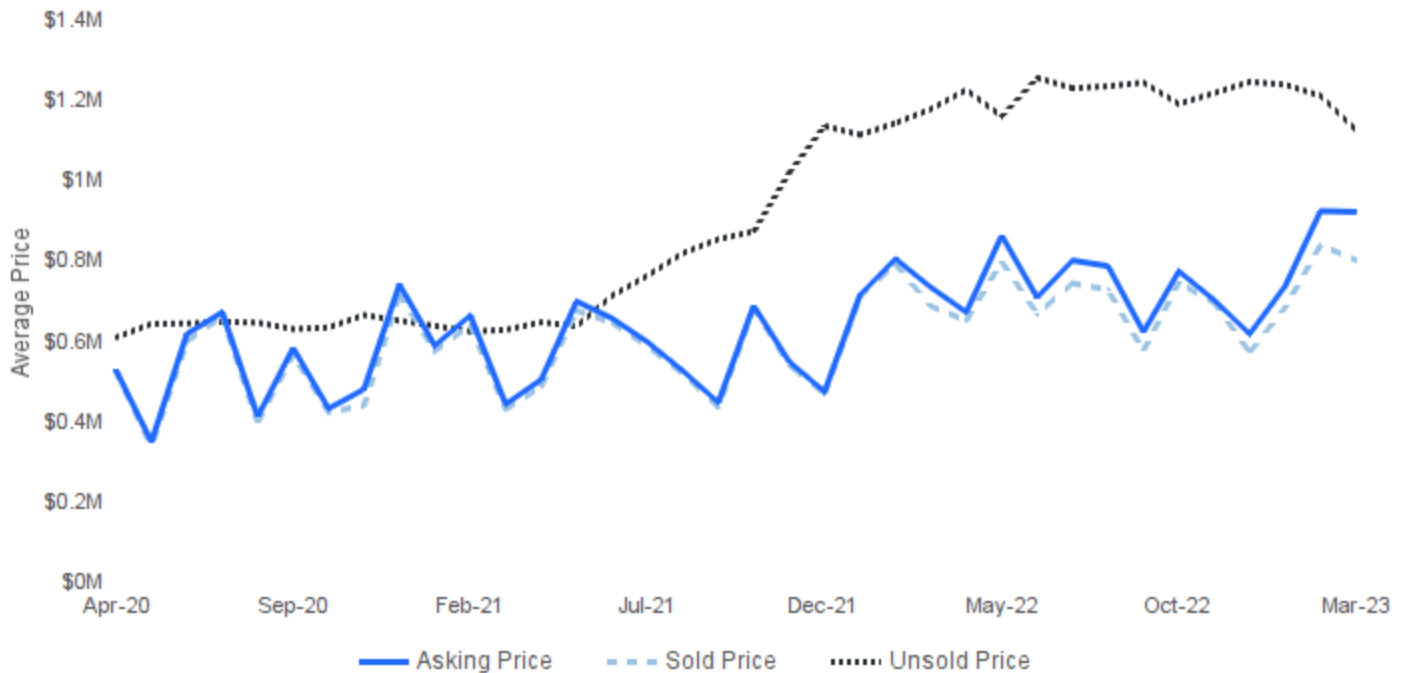
# AVERAGE ASKING/SOLD/UNSOLD PRICE

March 2023 | All Property Types ?

**Unsold Price** | the average active list price

**Asking Price** | the average asking price of sold properties

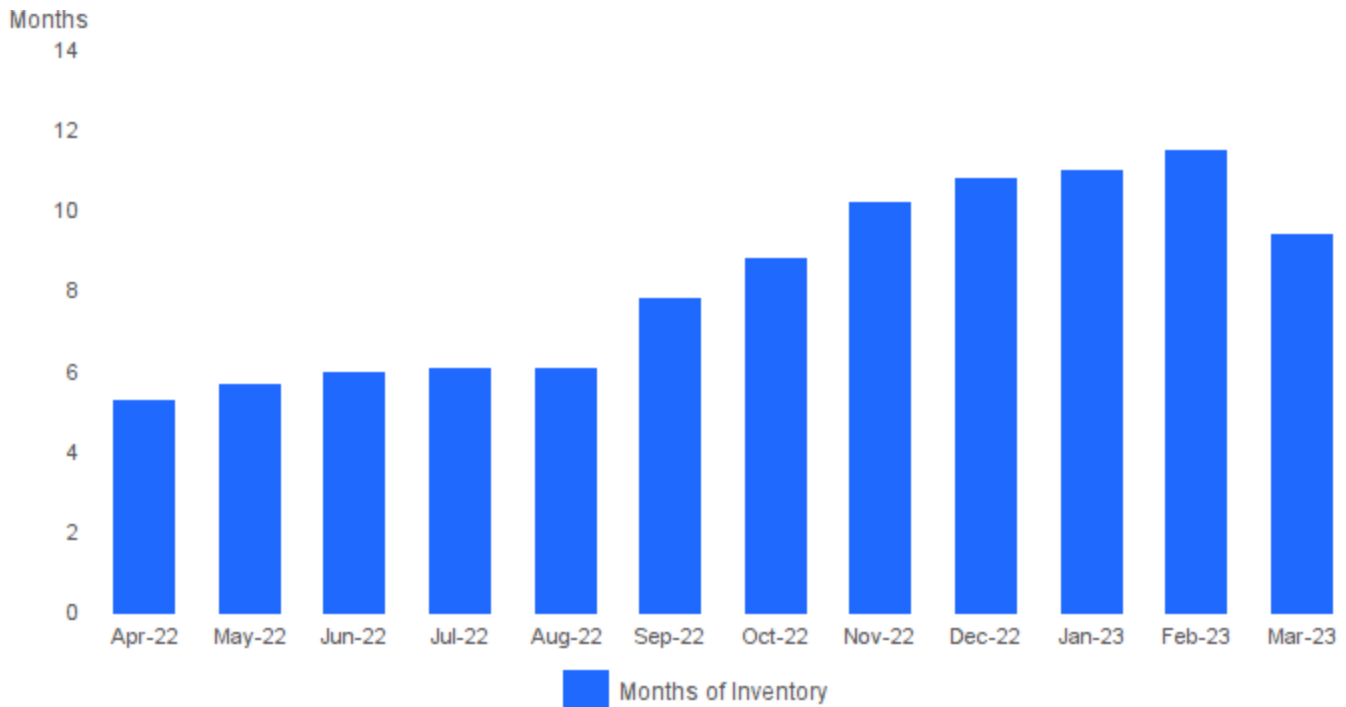
**Sold Price** | the average selling price



# ABSORPTION RATE

March 2023 | All Property Types ?

**Absorption Rate** | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



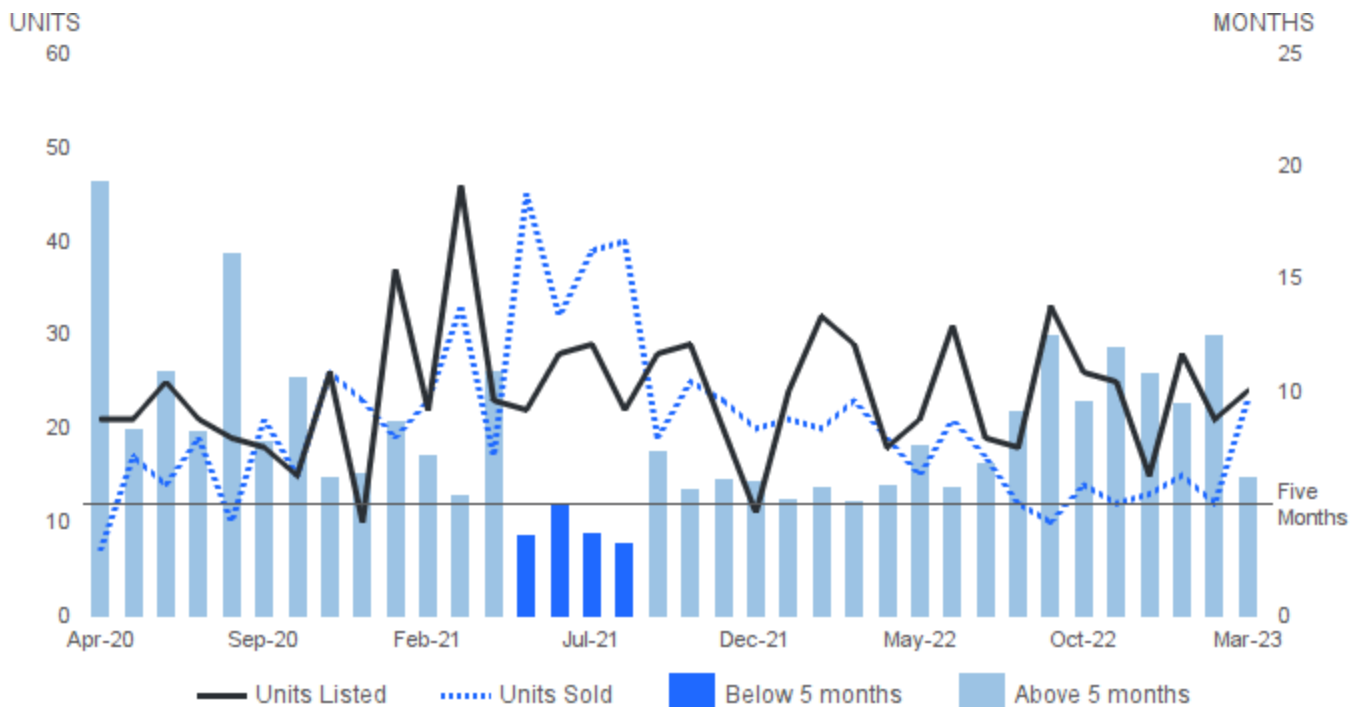
# MONTHS SUPPLY OF INVENTORY

March 2023 | All Property Types ?

**Months Supply of Inventory** | Properties for sale divided by number of properties sold.

**Units Listed** | Number of properties listed for sale at the end of month.

**Units Sold** | Number of properties sold.



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