



COLDWELL BANKER



AREA REPORT

ST. THOMAS

MARCH 2023 | CONDO



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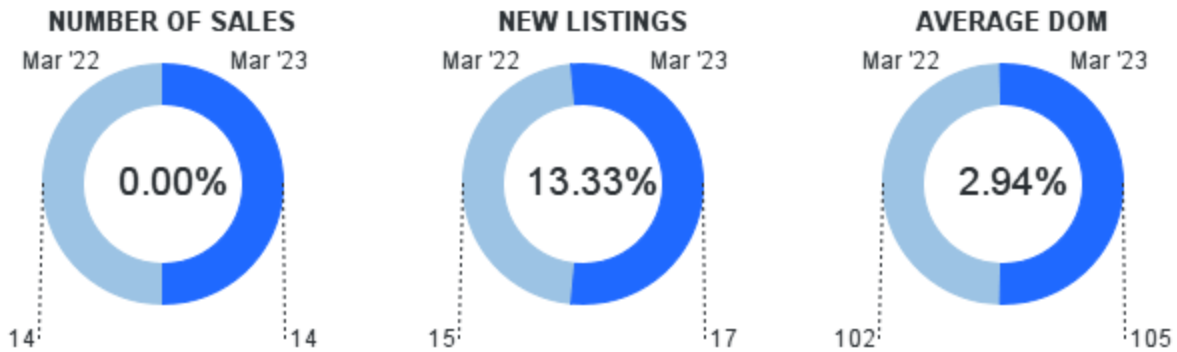


COLDWELL BANKER
ISLAND AFFILIATES

ST. THOMAS | March 2023

REAL ESTATE SNAPSHOT - Change since this time last year

Condo



76.77%

MEDIAN SALES PRICE
CONDO

41.43%

AVERAGE SALES PRICE
CONDO

82.33%

MEDIAN LIST PRICE
(SOLD LISTINGS)
CONDO

42.31%

AVERAGE LIST PRICE
(SOLD LISTINGS)
CONDO

Mar '22 Mar '23

AREA REPORT

ST. THOMAS

FULL MARKET SUMMARY

March 2023 | Condo ?

	Month to Date			Year to Date		
	March 2023	March 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	17	15	13.33% ↑	49	40	22.5% ↑
Sold Listings	14	14	0% ↔	31	35	-11.43% ↓
Median List Price (Solds)	\$464,950	\$255,000	82.33% ↑	\$389,900	\$325,000	19.97% ↑
Median Sold Price	\$437,500	\$247,500	76.77% ↑	\$390,000	\$320,000	21.88% ↑
Median Days on Market	62	85	-27.06% ↓	80	112	-28.57% ↓
Average List Price (Solds)	\$443,707	\$311,785	42.31% ↑	\$418,829	\$411,000	1.9% ↑
Average Sold Price	\$430,357	\$304,285	41.43% ↑	\$406,867	\$397,757	2.29% ↑
Average Days on Market	105	102	2.94% ↑	125	121	3.31% ↑
List/Sold Price Ratio	97.3%	97.6%	-0.36% ↓	97.1%	96.8%	0.28% ↑

SOLD AND NEW PROPERTIES (UNITS)

March 2023 | Condo ?

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.



MEDIAN SALES PRICE AND NUMBER OF SALES

March 2023 | Condo ?

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.

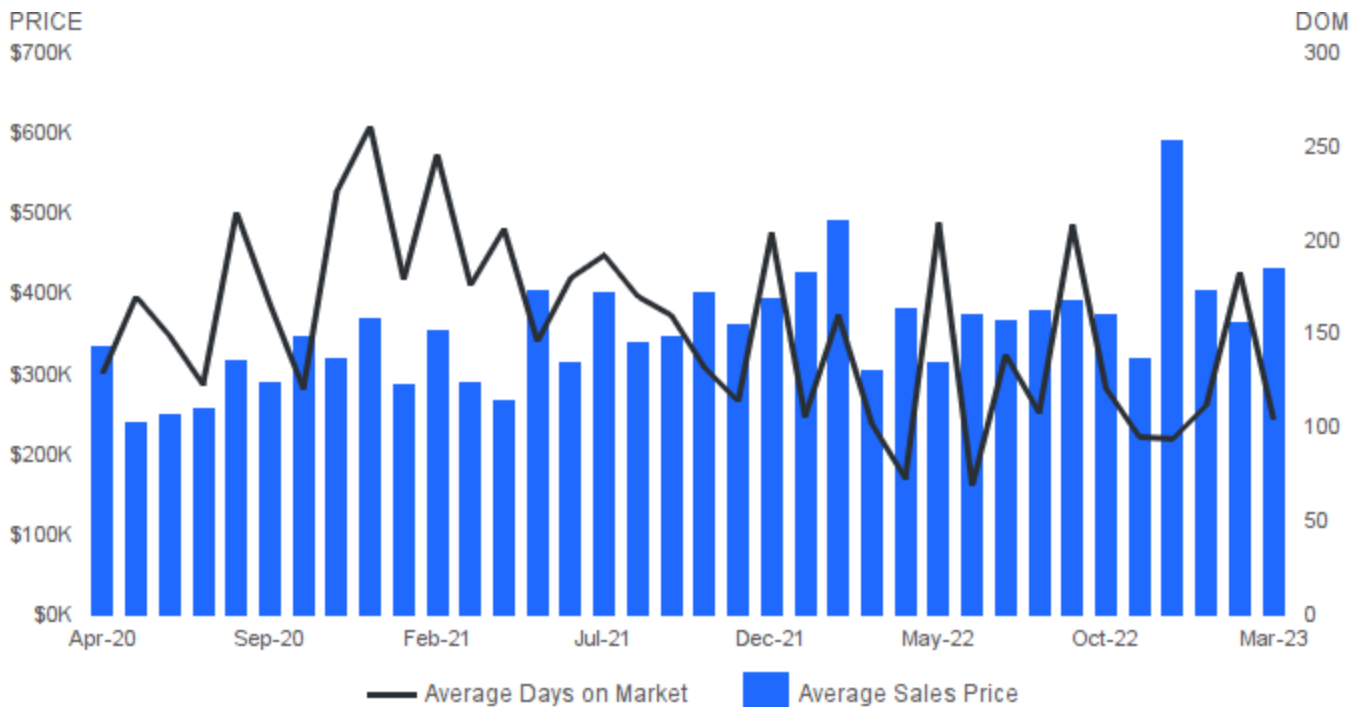


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2023 | Condo ?

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

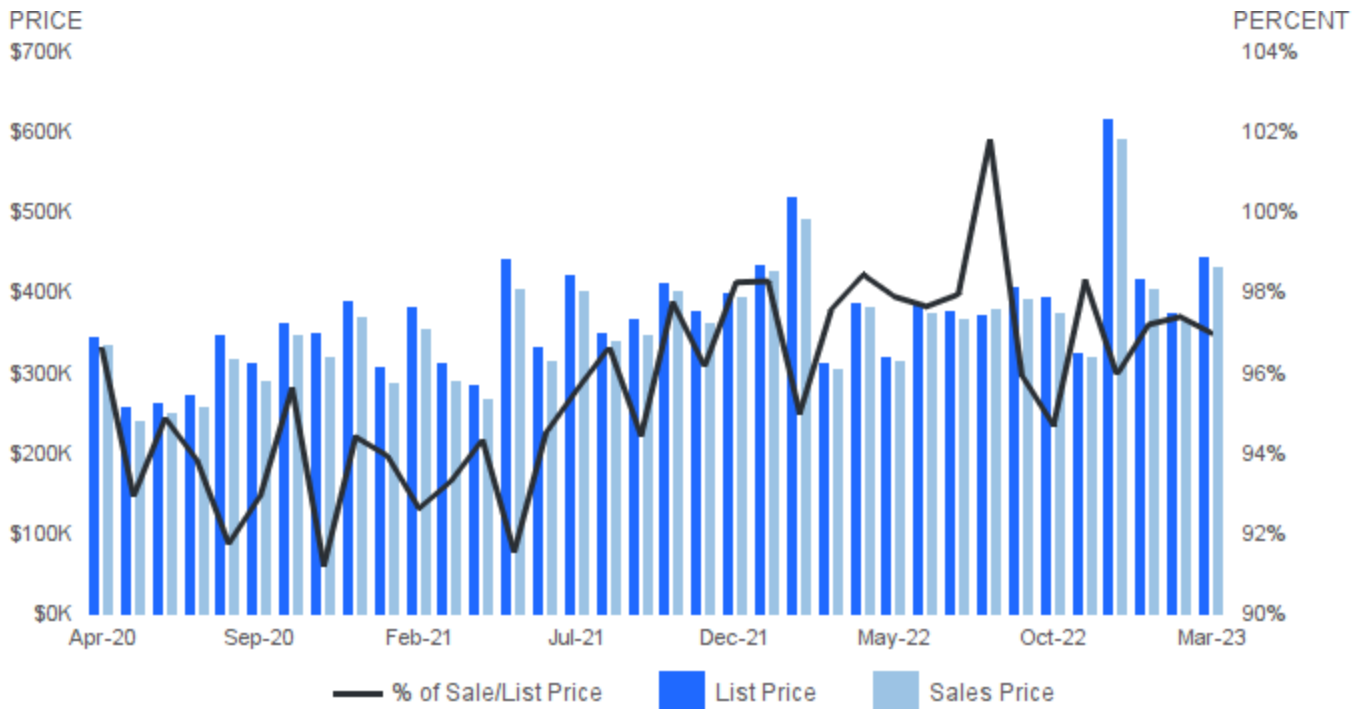
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

March 2023 | Condo ?

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 | Condo ?

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

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

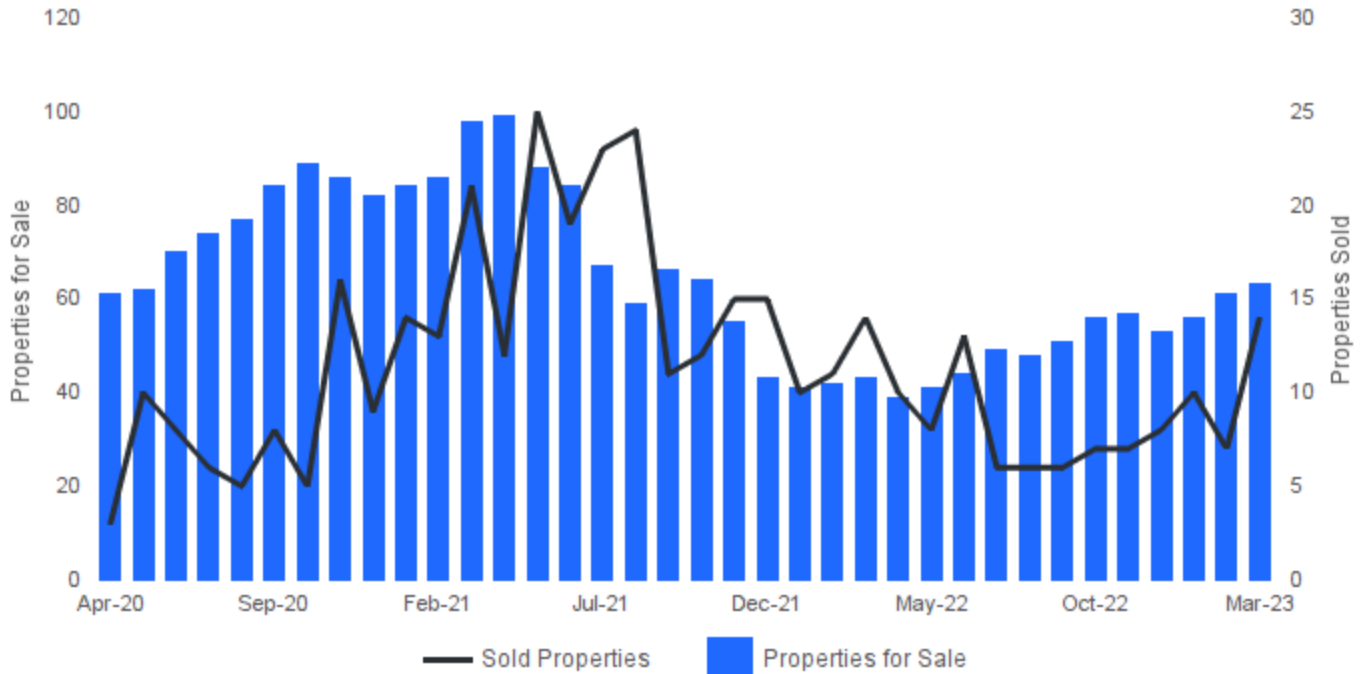


PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2023 | Condo ?

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

Sold Properties | Number of properties sold.



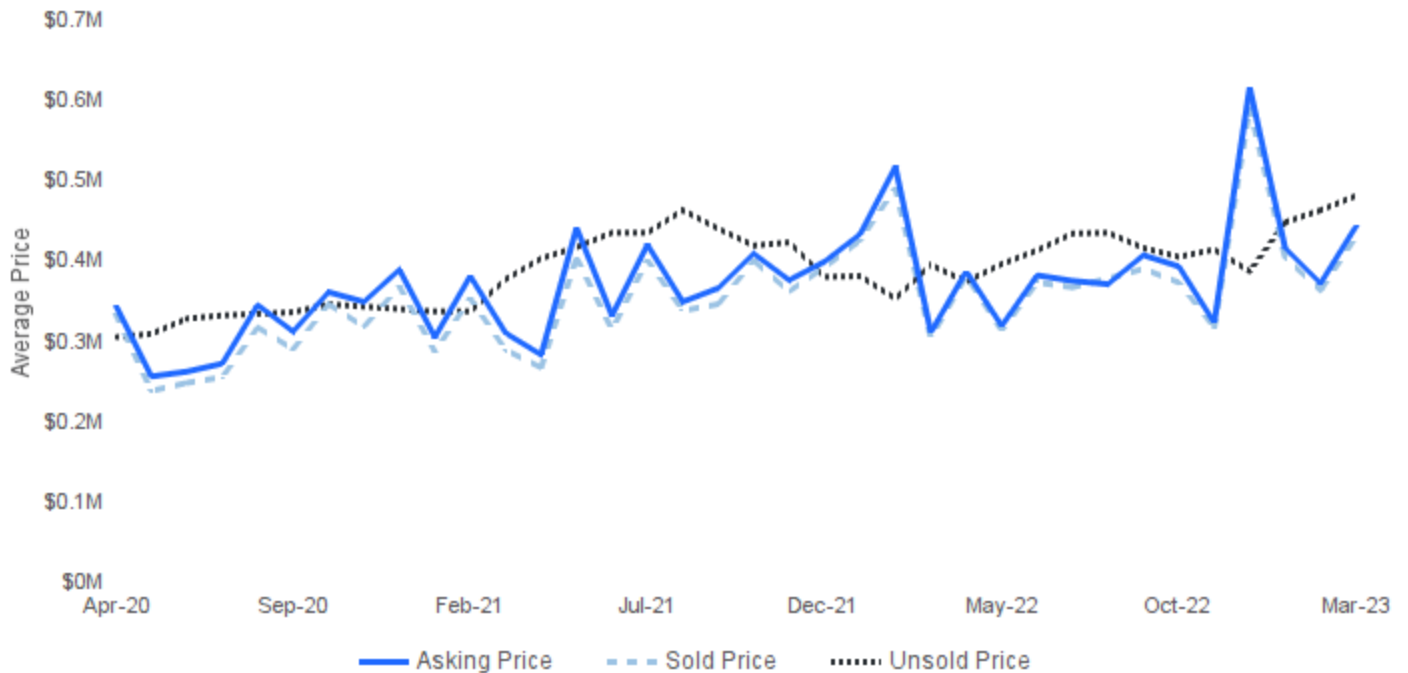
AVERAGE ASKING/SOLD/UNSOLD PRICE

March 2023 | Condo ?

Unsold Price | the average active list price

Asking Price | the average asking price of sold properties

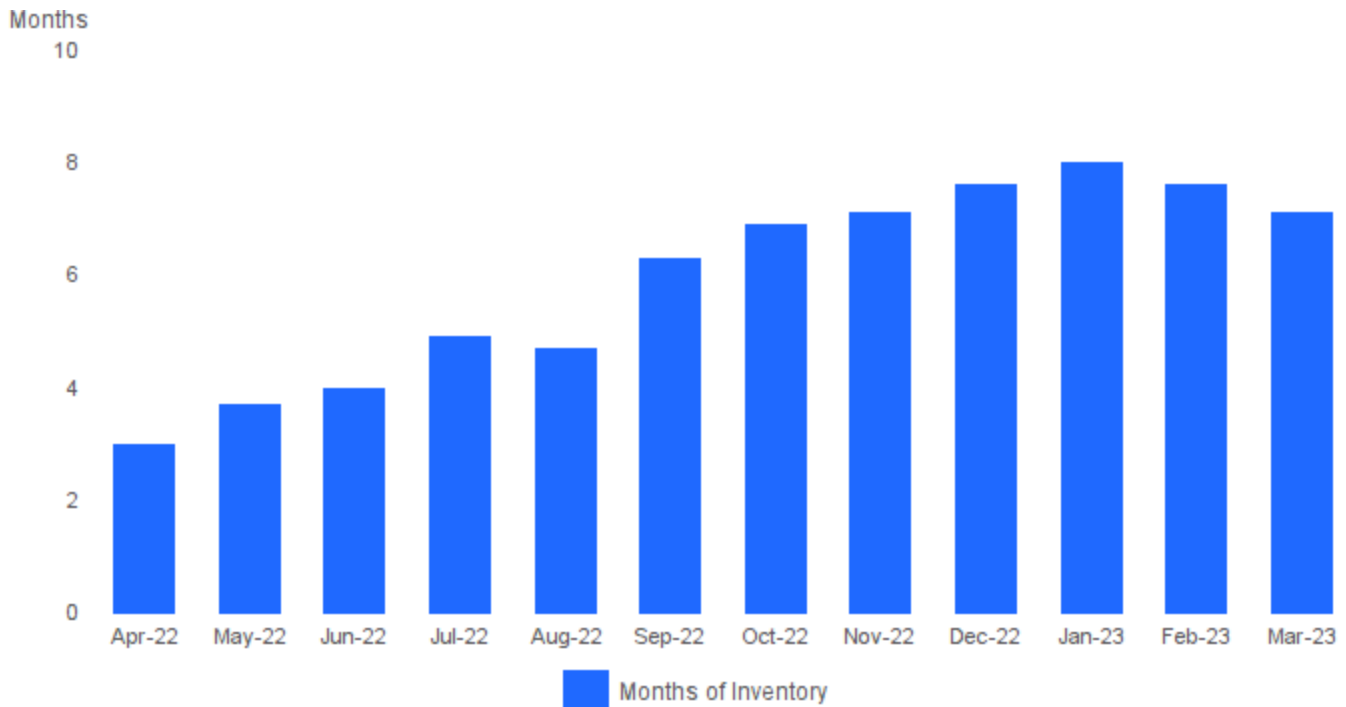
Sold Price | the average selling price



ABSORPTION RATE

March 2023 | Condo ?

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.



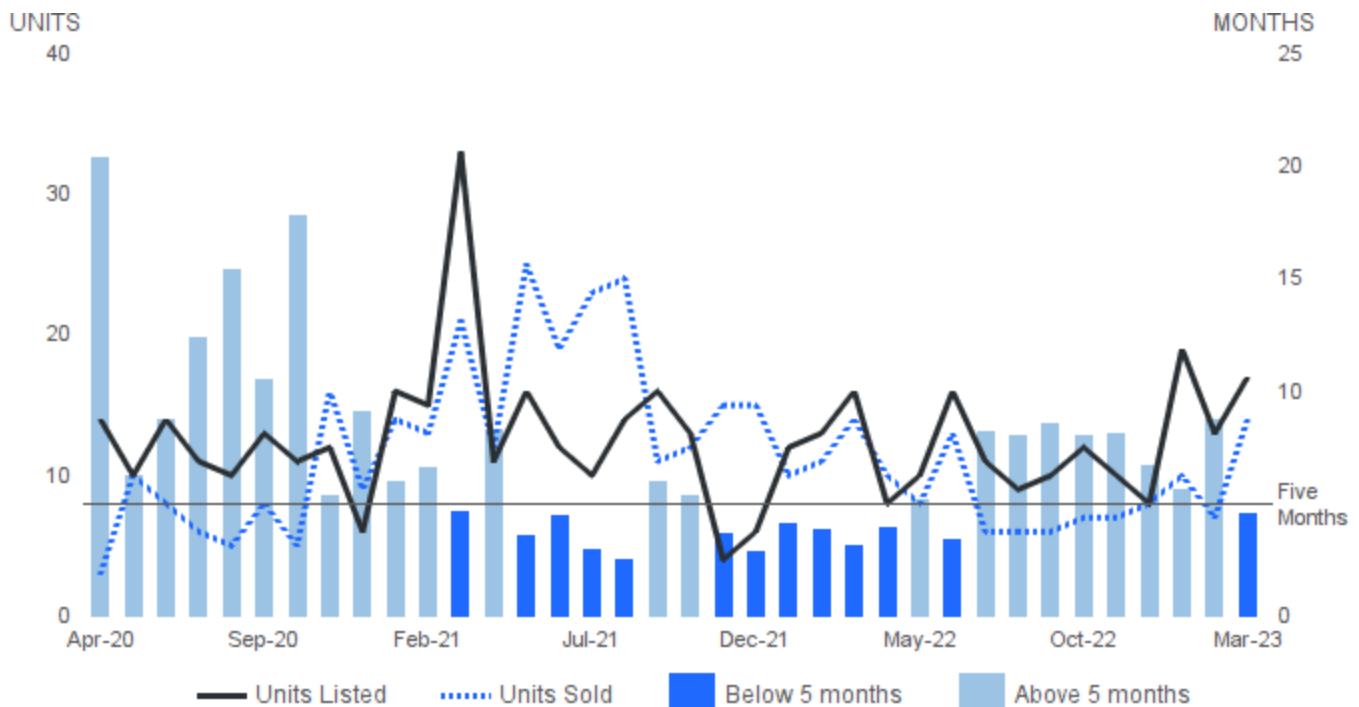
MONTHS SUPPLY OF INVENTORY

March 2023 | Condo ?

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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