



COLDWELL BANKER



AREA REPORT

ST. THOMAS

MARCH 2023 | LOTS/ACRES



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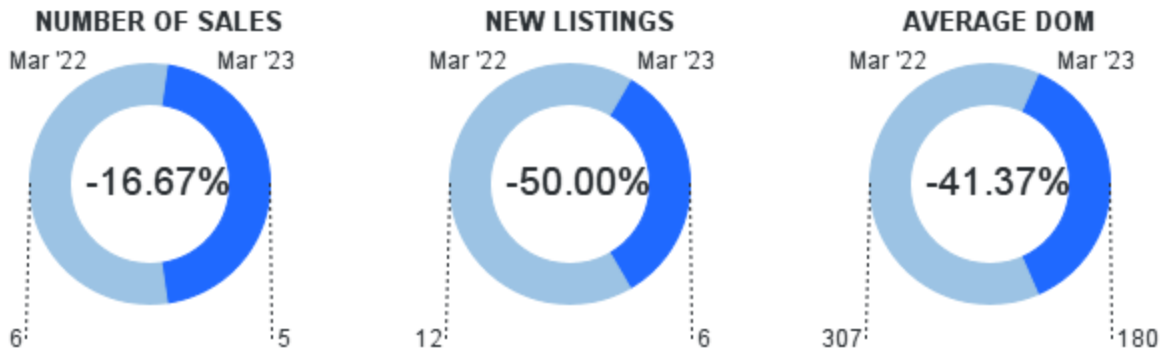


COLDWELL BANKER
ISLAND AFFILIATES

ST. THOMAS | March 2023

REAL ESTATE SNAPSHOT - Change since this time last year

Lots/Acres



42.38%

MEDIAN SALES PRICE
LOTS/ACRES

185.52%

AVERAGE SALES PRICE
LOTS/ACRES

49.77%

MEDIAN LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

222.82%

AVERAGE LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

Mar '22 Mar '23

AREA REPORT

ST. THOMAS

FULL MARKET SUMMARY

March 2023 | Lots/Acres ?

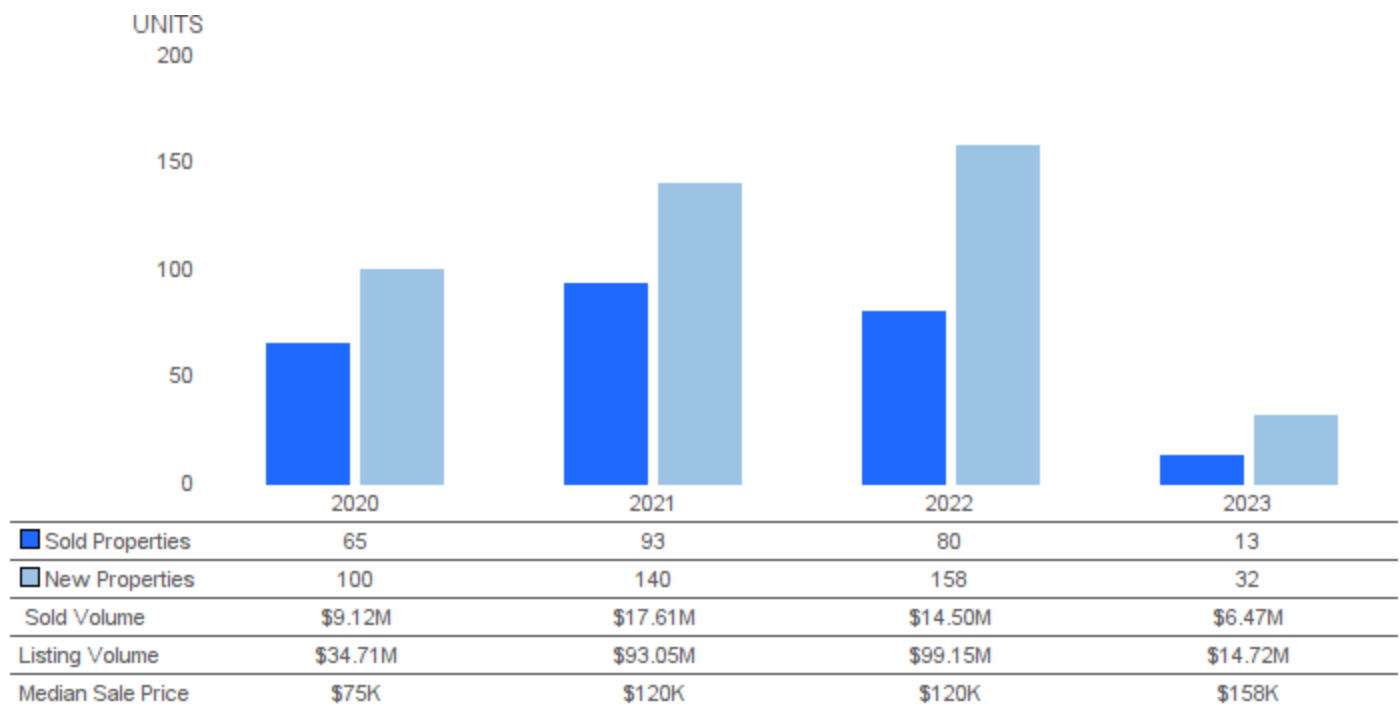
	Month to Date			Year to Date		
	March 2023	March 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	6	12	-50% ↓	32	34	-5.88% ↓
Sold Listings	5	6	-16.67% ↓	13	22	-40.91% ↓
Median List Price (Solds)	\$325,000	\$217,000	49.77% ↑	\$175,000	\$142,000	23.24% ↑
Median Sold Price	\$299,000	\$210,000	42.38% ↑	\$158,000	\$132,250	19.47% ↑
Median Days on Market	108	256	-57.81% ↓	107	227	-52.86% ↓
Average List Price (Solds)	\$593,980	\$184,000	222.82% ↑	\$749,223	\$165,927	351.54% ↑
Average Sold Price	\$506,330	\$177,333	185.52% ↑	\$498,050	\$152,063	227.53% ↑
Average Days on Market	180	307	-41.37% ↓	160	231	-30.74% ↓
List/Sold Price Ratio	86.6%	96.5%	-10.26% ↓	85.2%	91.4%	-6.76% ↓

SOLD AND NEW PROPERTIES (UNITS)

March 2023 | Lots/Acres ?

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 | Lots/Acres ?

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.

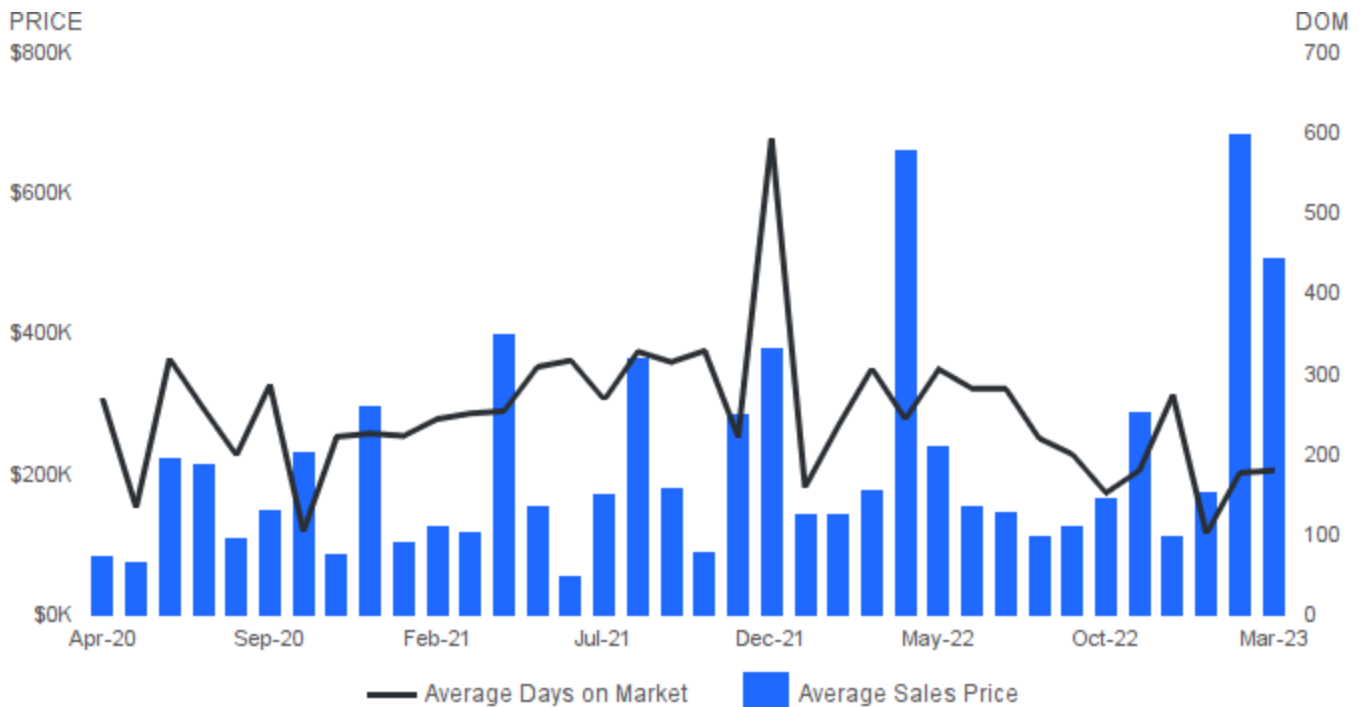


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2023 | Lots/Acres ?

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

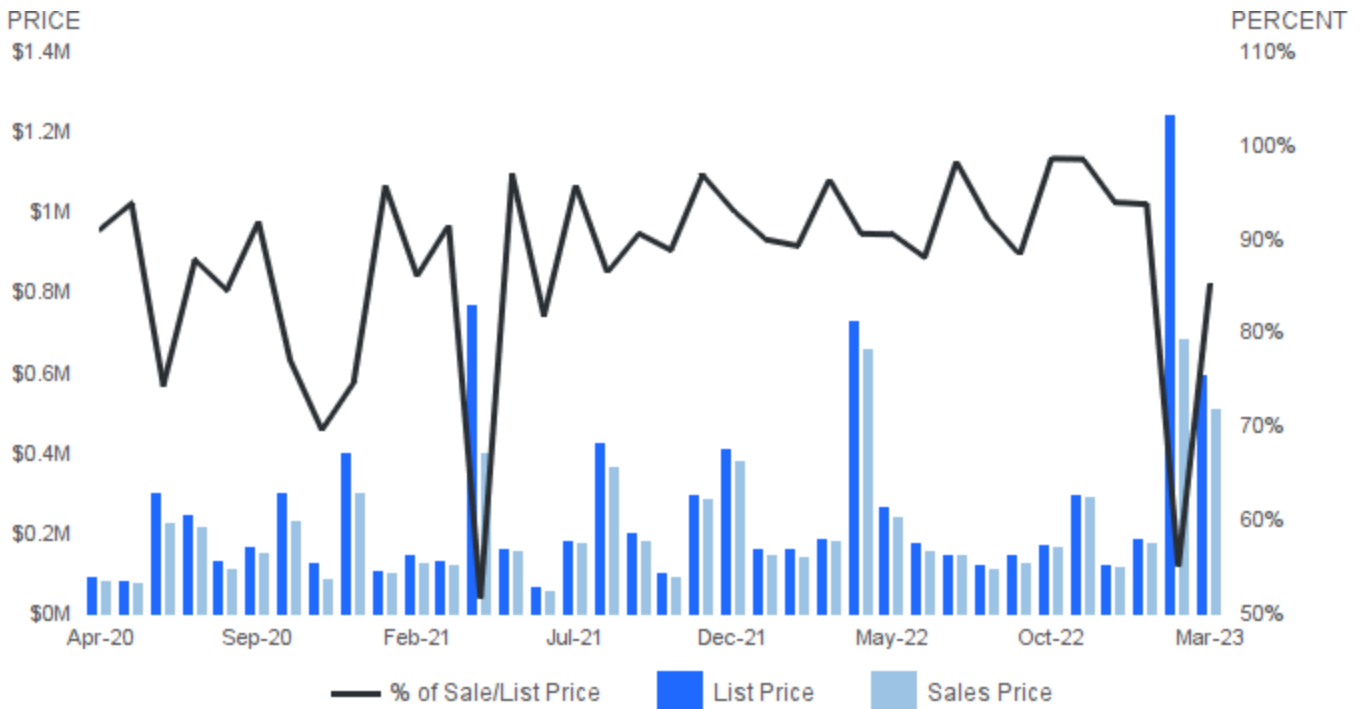
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

March 2023 | Lots/Acres ?

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

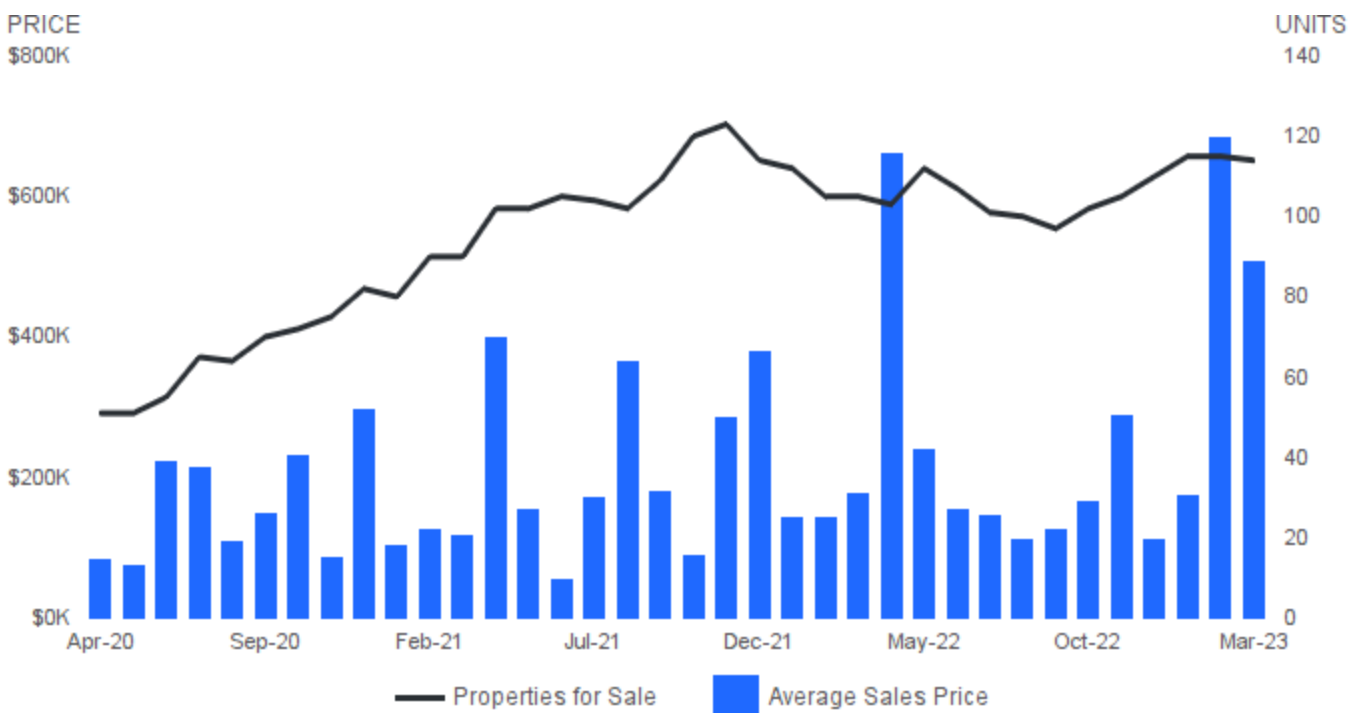


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

March 2023 | Lots/Acres ?

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

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

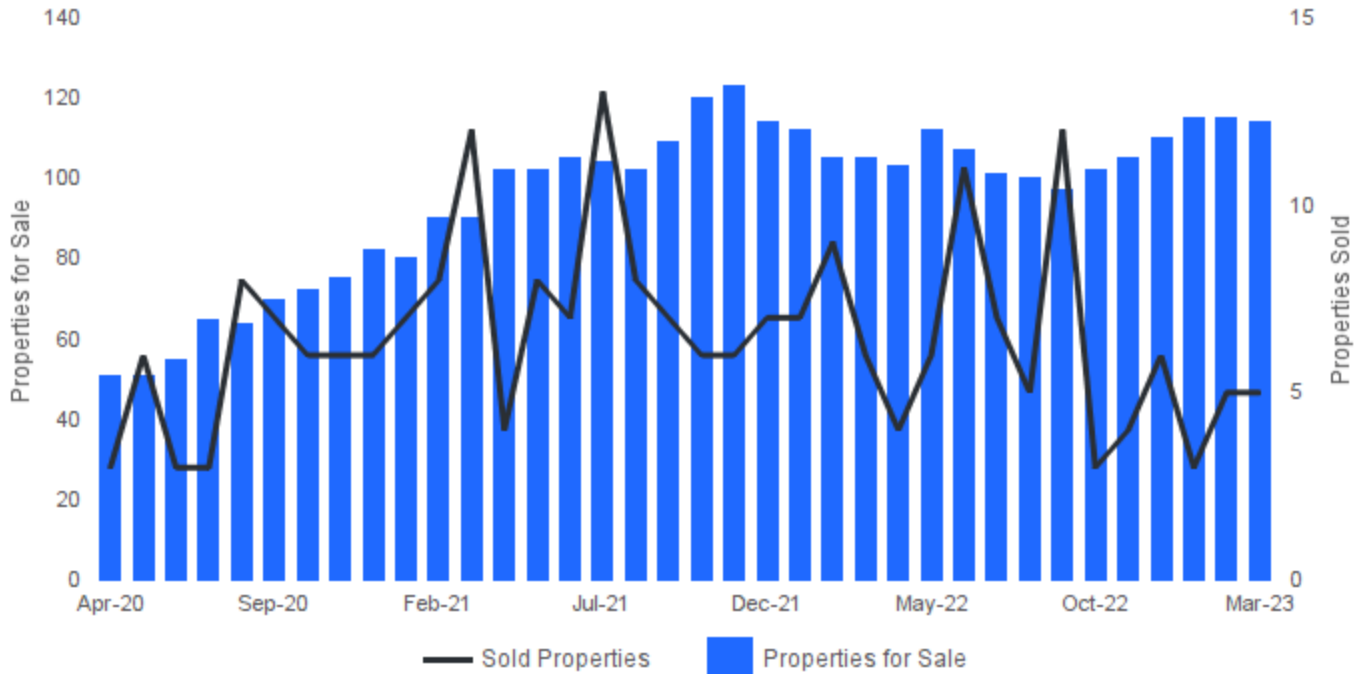


PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2023 | Lots/Acres ?

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

Sold Properties | Number of properties sold.



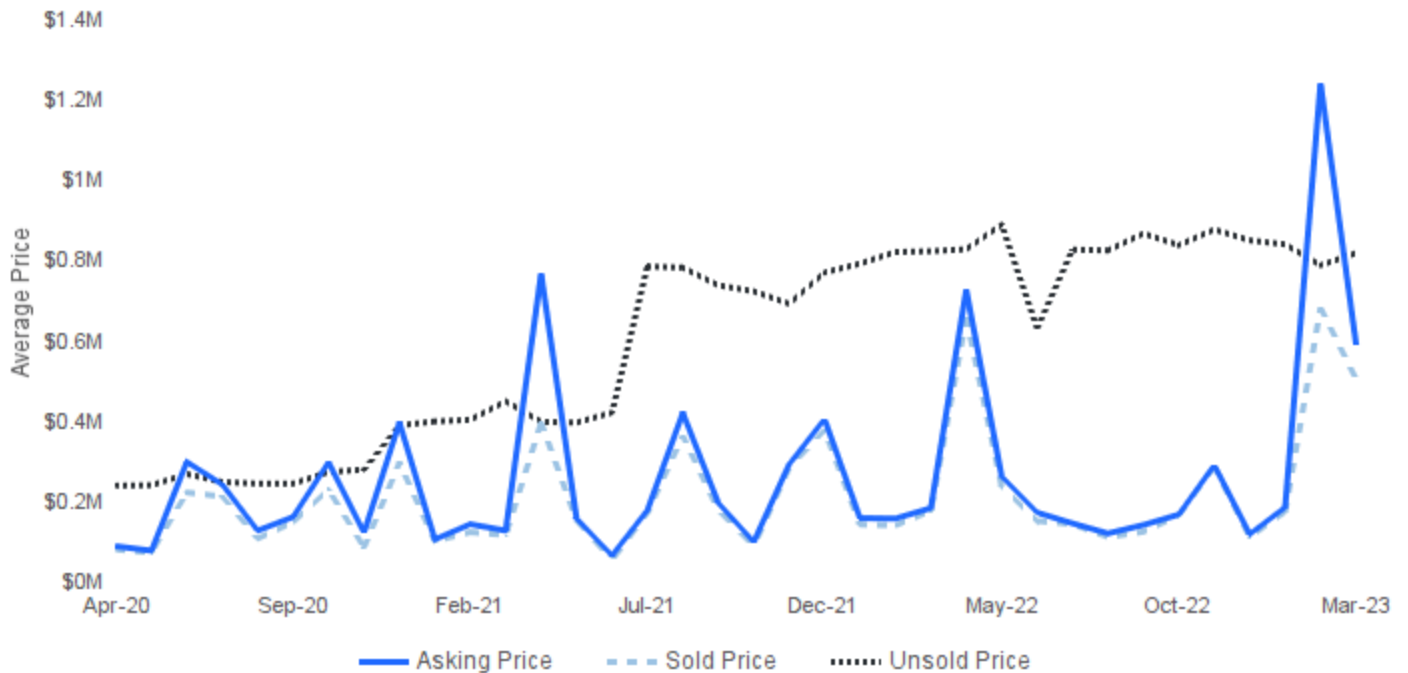
AVERAGE ASKING/SOLD/UNSOLD PRICE

March 2023 | Lots/Acres ?

Unsold Price | the average active list price

Asking Price | the average asking price of sold properties

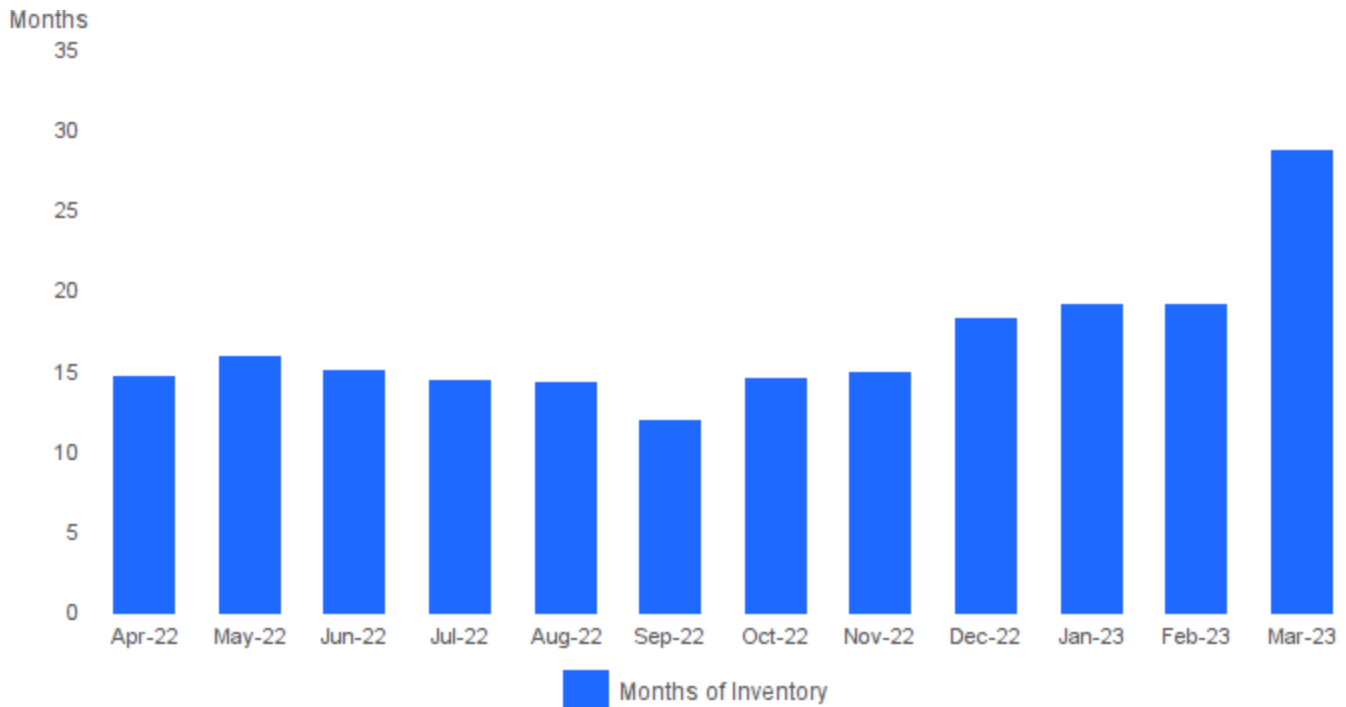
Sold Price | the average selling price



ABSORPTION RATE

March 2023 | Lots/Acres ?

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.



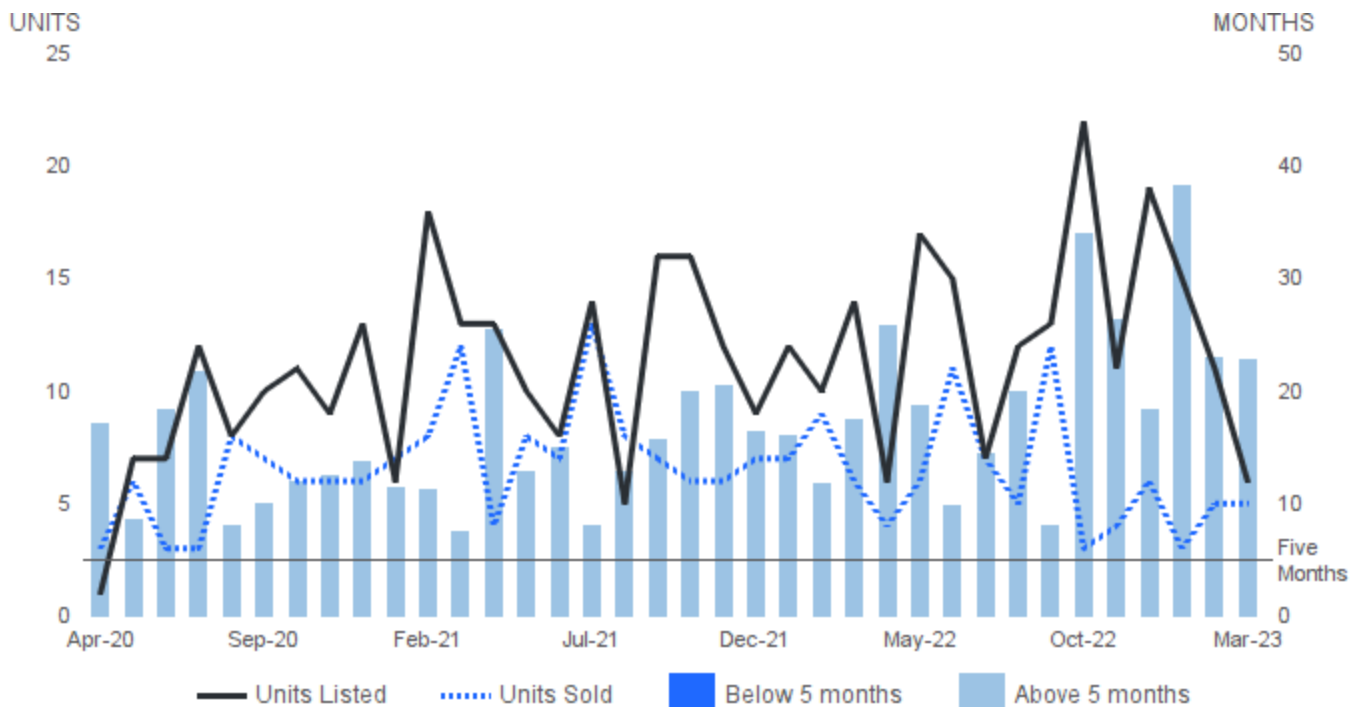
MONTHS SUPPLY OF INVENTORY

March 2023 | Lots/Acres ?

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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