



**COLDWELL BANKER**  
**U.S. VIRGIN ISLANDS**

**AREA  
REPORT**

**ST. THOMAS**

MARCH 2024 | LOTS/ACRES



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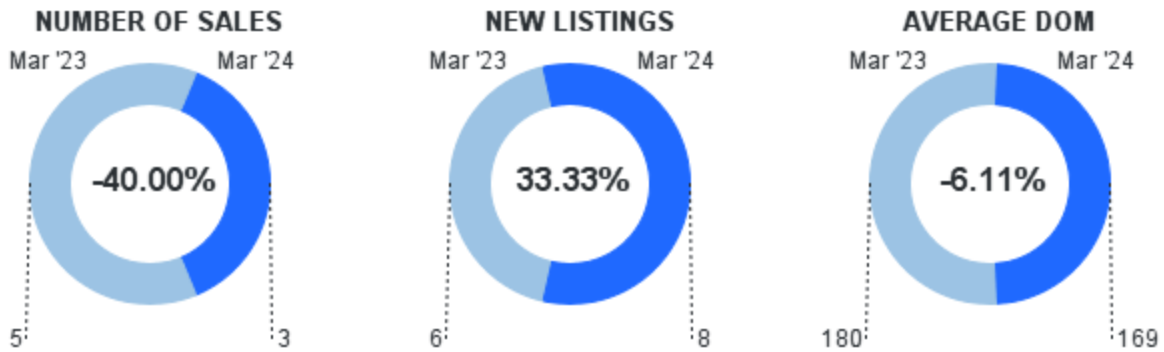


**COLDWELL BANKER**  
**ISLAND AFFILIATES**

# ST. THOMAS | March 2024

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

Lots/Acres



**-3.01%** ↓

**MEDIAN SALES PRICE**  
LOTS/ACRES

**-49.80%** ↓

**AVERAGE SALES PRICE**  
LOTS/ACRES

**0.00%**

**MEDIAN LIST PRICE  
(SOLD LISTINGS)**  
LOTS/ACRES

**-49.49%** ↓

**AVERAGE LIST PRICE  
(SOLD LISTINGS)**  
LOTS/ACRES

■ Mar '23    ■ Mar '24

# AREA REPORT

## ST. THOMAS

### FULL MARKET SUMMARY

March 2024 | Lots/Acres ?

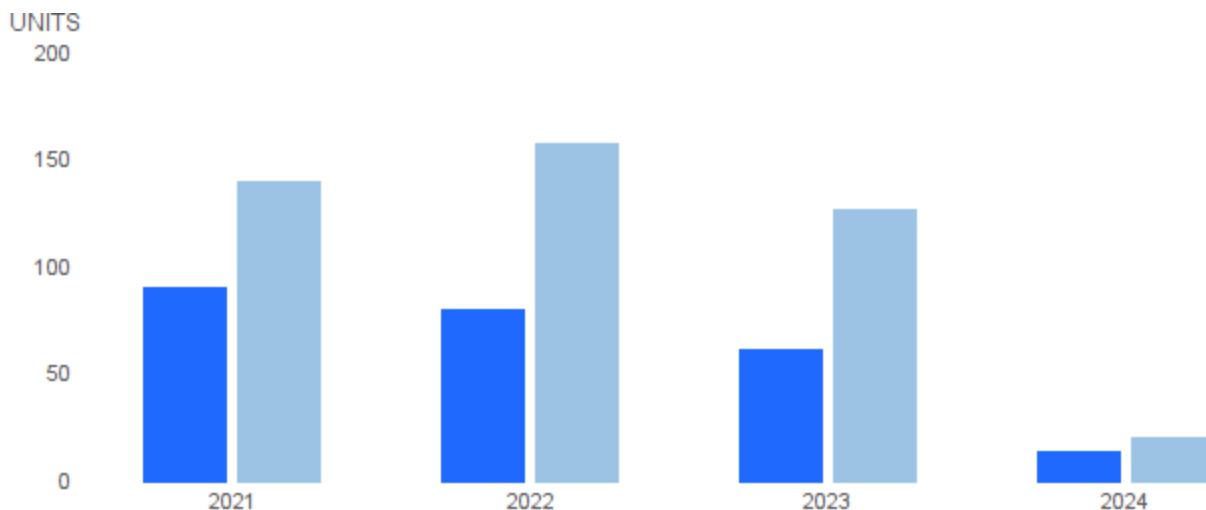
	Month to Date			Year to Date		
	March 2024	March 2023	% Change	YTD 2024	YTD 2023	% Change
New Listings	8	6	33.33% <span>↑</span>	21	32	-34.38% <span>↓</span>
Sold Listings	3	5	-40% <span>↓</span>	14	13	7.69% <span>↑</span>
Median List Price (Solds)	\$325,000	\$325,000	0%	\$157,000	\$175,000	-10.29% <span>↓</span>
Median Sold Price	\$290,000	\$299,000	-3.01% <span>↓</span>	\$142,750	\$158,000	-9.65% <span>↓</span>
Median Days on Market	221	108	104.63% <span>↑</span>	205	107	91.59% <span>↑</span>
Average List Price (Solds)	\$300,000	\$593,980	-49.49% <span>↓</span>	\$251,821	\$749,223	-66.39% <span>↓</span>
Average Sold Price	\$254,166	\$506,330	-49.8% <span>↓</span>	\$217,035	\$498,050	-56.42% <span>↓</span>
Average Days on Market	169	180	-6.11% <span>↓</span>	234	160	46.25% <span>↑</span>
List/Sold Price Ratio	83.7%	86.6%	-3.38% <span>↓</span>	87%	85.2%	2.08% <span>↑</span>

### SOLD AND NEW PROPERTIES (UNITS)

March 2024 | Lots/Acres ?

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

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



Sold Properties	91	80	62	14
New Properties	140	158	127	21
Sold Volume	\$16.90M	\$14.50M	\$16.76M	\$3.04M
Listing Volume	\$93.05M	\$98.95M	\$78.02M	\$5.24M
Median Sale Price	\$120K	\$120K	\$143K	\$143K

## MEDIAN SALES PRICE AND NUMBER OF SALES

March 2024 | 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.

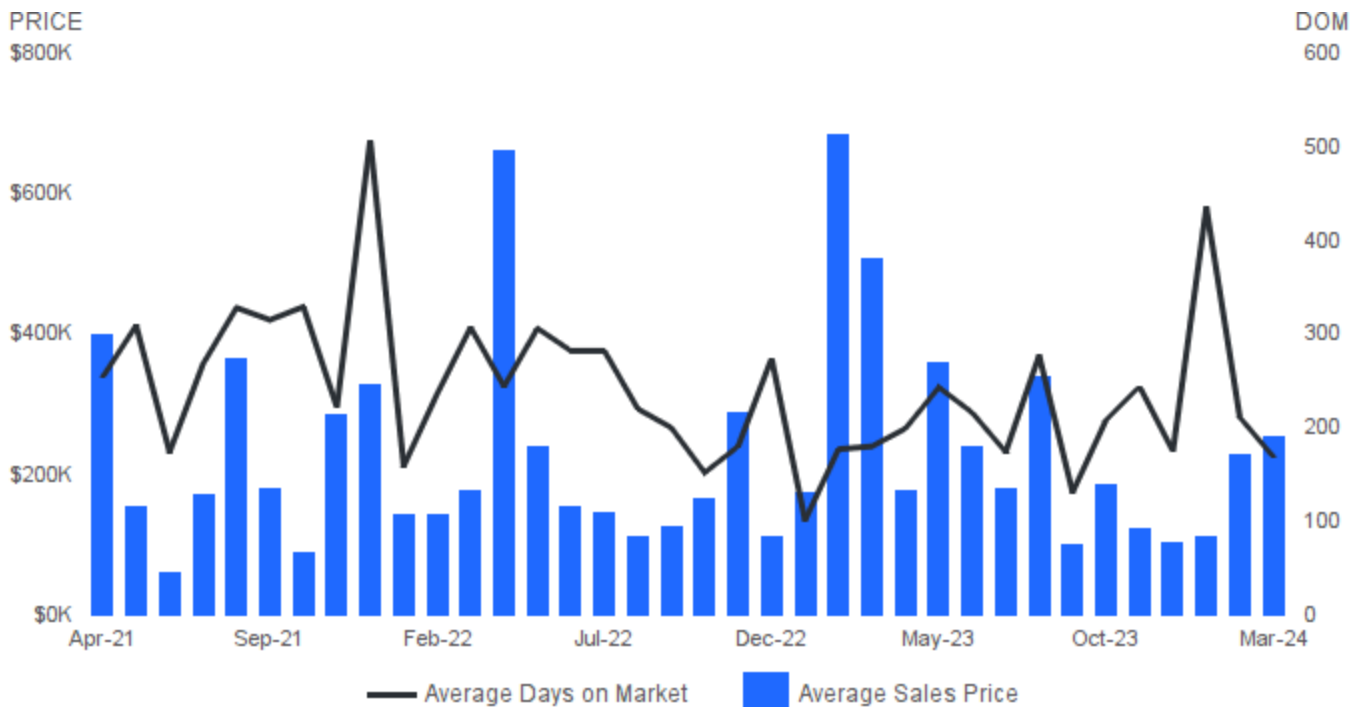


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2024 | Lots/Acres ?

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

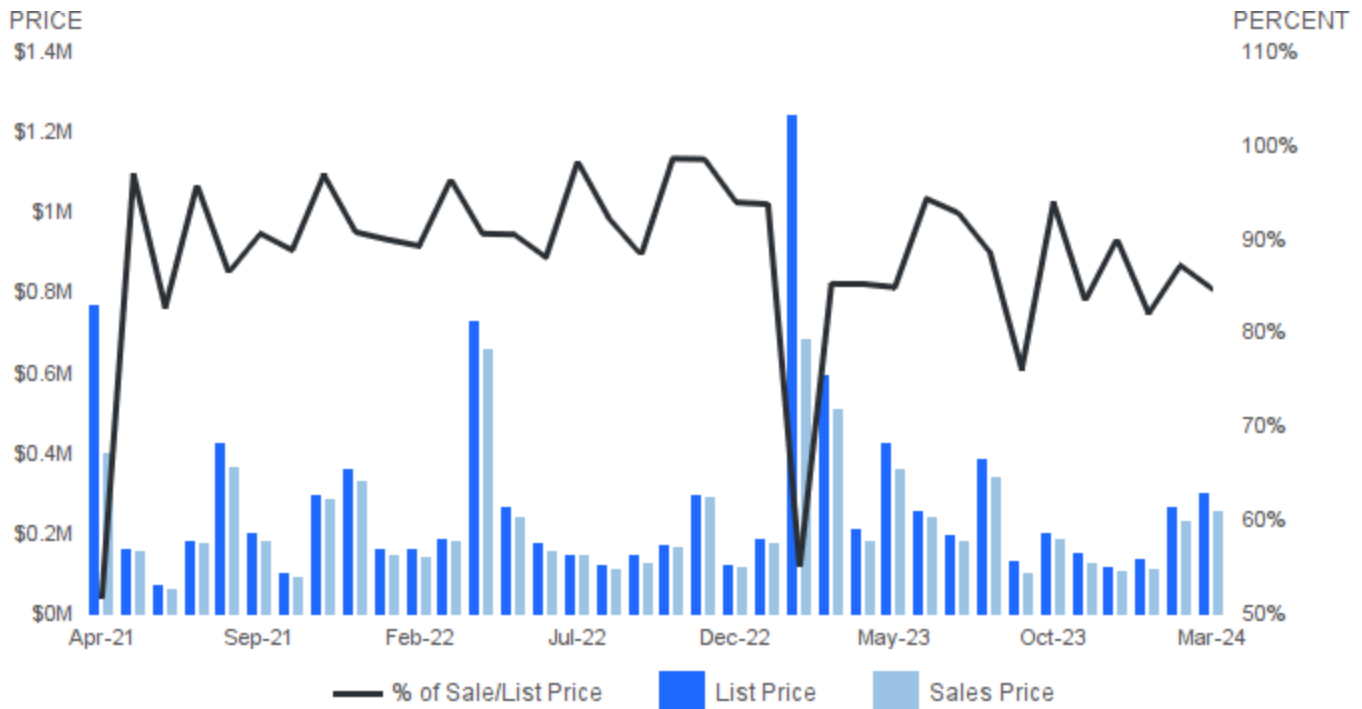
**Average Days on Market** | Average days on market for all properties sold.



# SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

March 2024 | 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 2024 | 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.

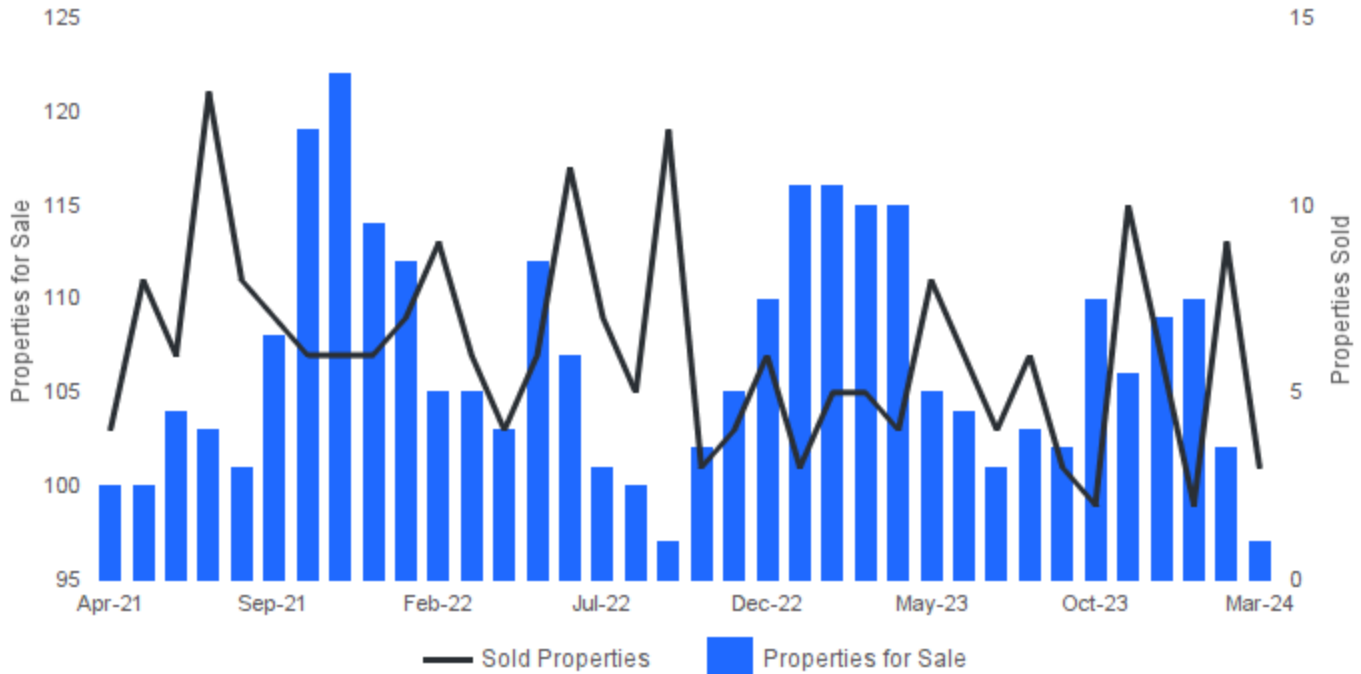


# PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2024 | Lots/Acres ?

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

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



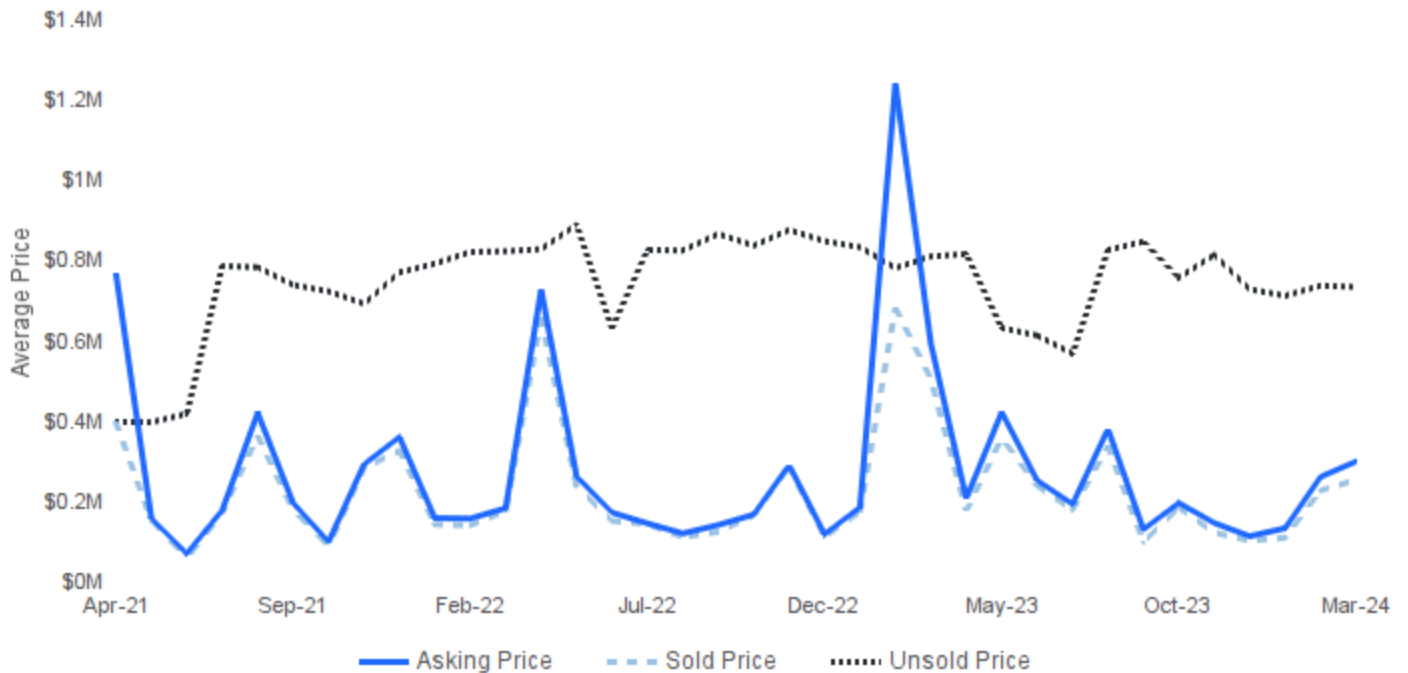
# AVERAGE ASKING/SOLD/UNSOLD PRICE

March 2024 | Lots/Acres ?

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

**Sold Price** | the average selling price

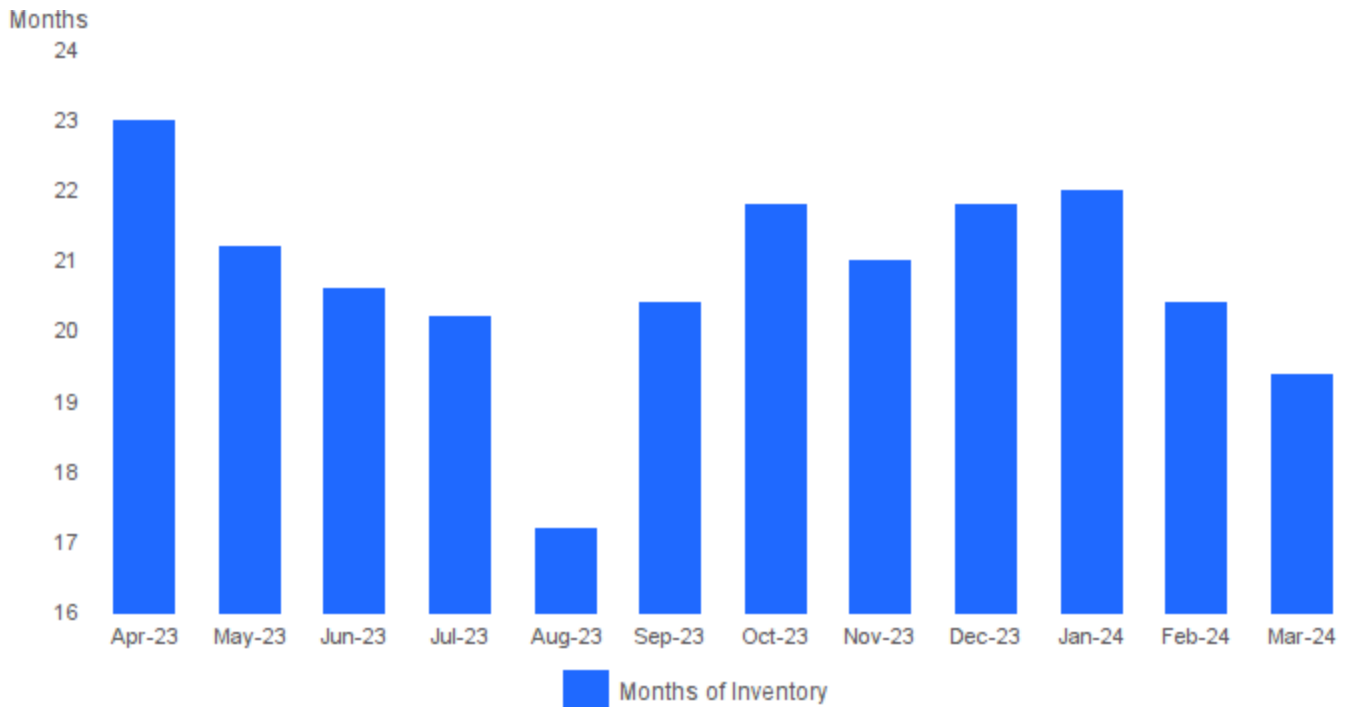
**Unsold Price** | the average active list price



# ABSORPTION RATE

March 2024 | 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.



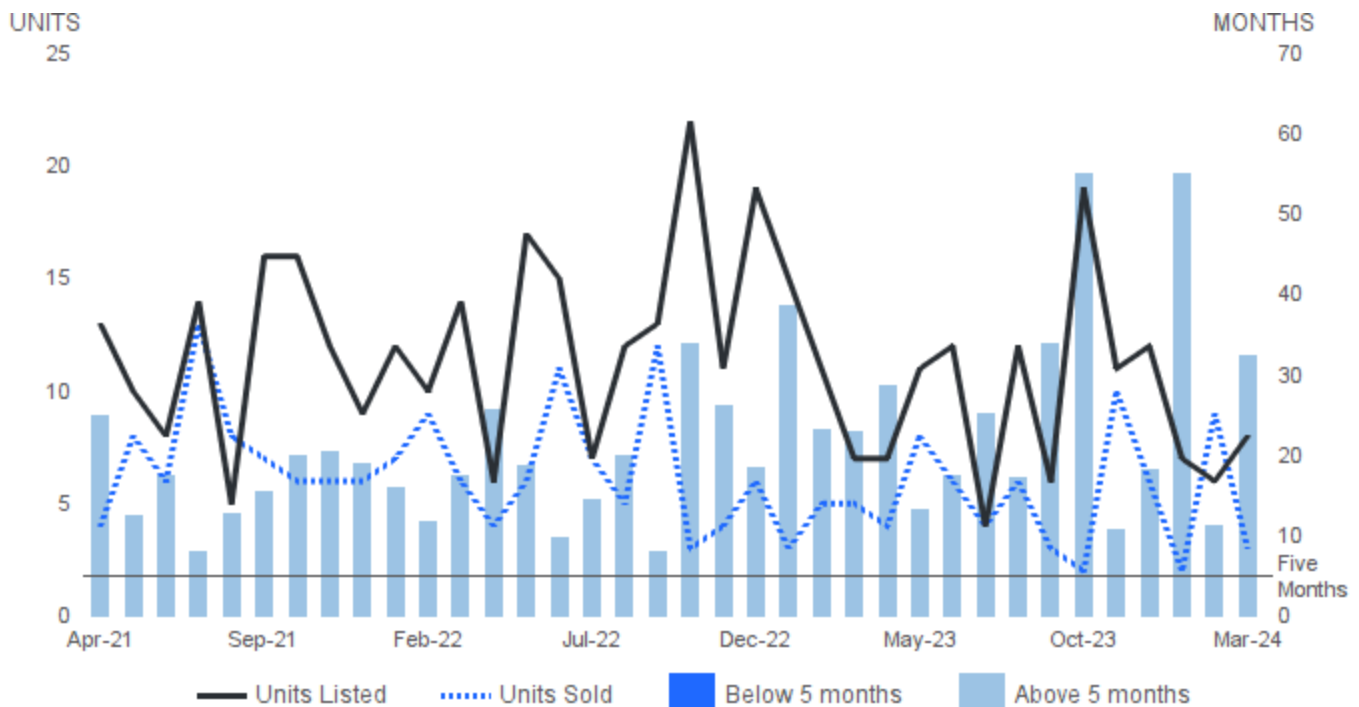
# MONTHS SUPPLY OF INVENTORY

March 2024 | 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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