



**COLDWELL BANKER**



# AREA REPORT

**ST. THOMAS**

JUNE 2023 | LOTS/ACRES



**BRYONY LOCHER**

Direct: 340-778-7000

Cell: 340-227-7657

[bry@coldwellbankervi.com](mailto:bry@coldwellbankervi.com)

[www.coldwellbanker.com](http://www.coldwellbanker.com)

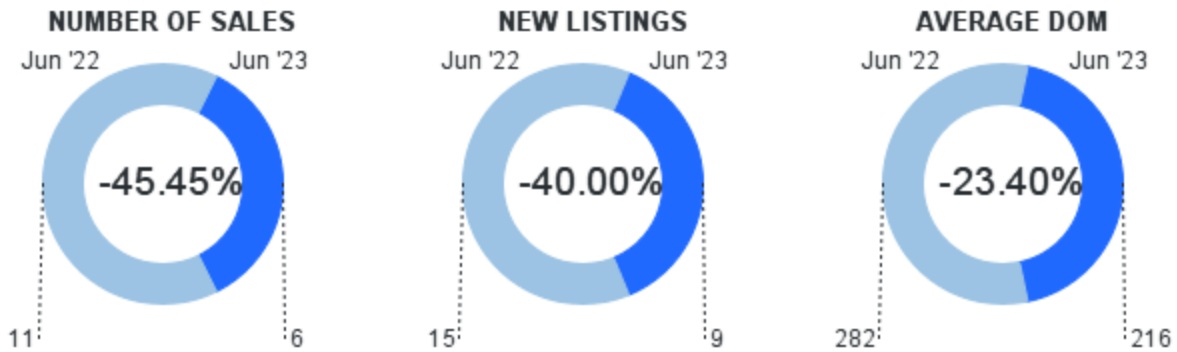


**COLDWELL BANKER**  
ISLAND AFFILIATES

# ST. THOMAS | June 2023

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

Lots/Acres



42.07%

MEDIAN SALES PRICE  
LOTS/ACRES

56.51%

AVERAGE SALES PRICE  
LOTS/ACRES

57.92%

MEDIAN LIST PRICE  
(SOLD LISTINGS)  
LOTS/ACRES

46.17%

AVERAGE LIST PRICE  
(SOLD LISTINGS)  
LOTS/ACRES

Jun '22 Jun '23

# AREA REPORT

## ST. THOMAS

### FULL MARKET SUMMARY

June 2023 | Lots/Acres ?

	Month to Date			Year to Date		
	June 2023	June 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	9	15	-40% ↓	60	74	-18.92% ↓
Sold Listings	6	11	-45.45% ↓	31	43	-27.91% ↓
Median List Price (Solds)	\$189,500	\$120,000	57.92% ↑	\$225,000	\$135,000	66.67% ↑
Median Sold Price	\$161,250	\$113,500	42.07% ↑	\$194,000	\$130,000	49.23% ↑
Median Days on Market	173	224	-22.77% ↓	159	226	-29.65% ↓
Average List Price (Solds)	\$253,666	\$173,545	46.17% ↑	\$499,464	\$233,855	113.58% ↑
Average Sold Price	\$239,250	\$152,863	56.51% ↑	\$370,843	\$211,611	75.25% ↑
Average Days on Market	216	282	-23.4% ↓	197	256	-23.05% ↓
List/Sold Price Ratio	94%	90.8%	3.5% ↑	86.9%	90.1%	-3.5% ↓

### SOLD AND NEW PROPERTIES (UNITS)

June 2023 | Lots/Acres ?

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

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

UNITS  
200

150

100

50

0

2019

2020

2021

2022

2023

<span style="color: blue;">■</span> Sold Properties	51	65	93	80	31
<span style="color: lightblue;">■</span> New Properties	68	100	140	158	60
Sold Volume	\$7.99M	\$9.12M	\$17.61M	\$14.50M	\$11.50M
Listing Volume	\$13.07M	\$34.71M	\$93.05M	\$99.08M	\$23.60M
Median Sale Price	\$80K	\$75K	\$120K	\$120K	\$194K

## MEDIAN SALES PRICE AND NUMBER OF SALES

June 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.

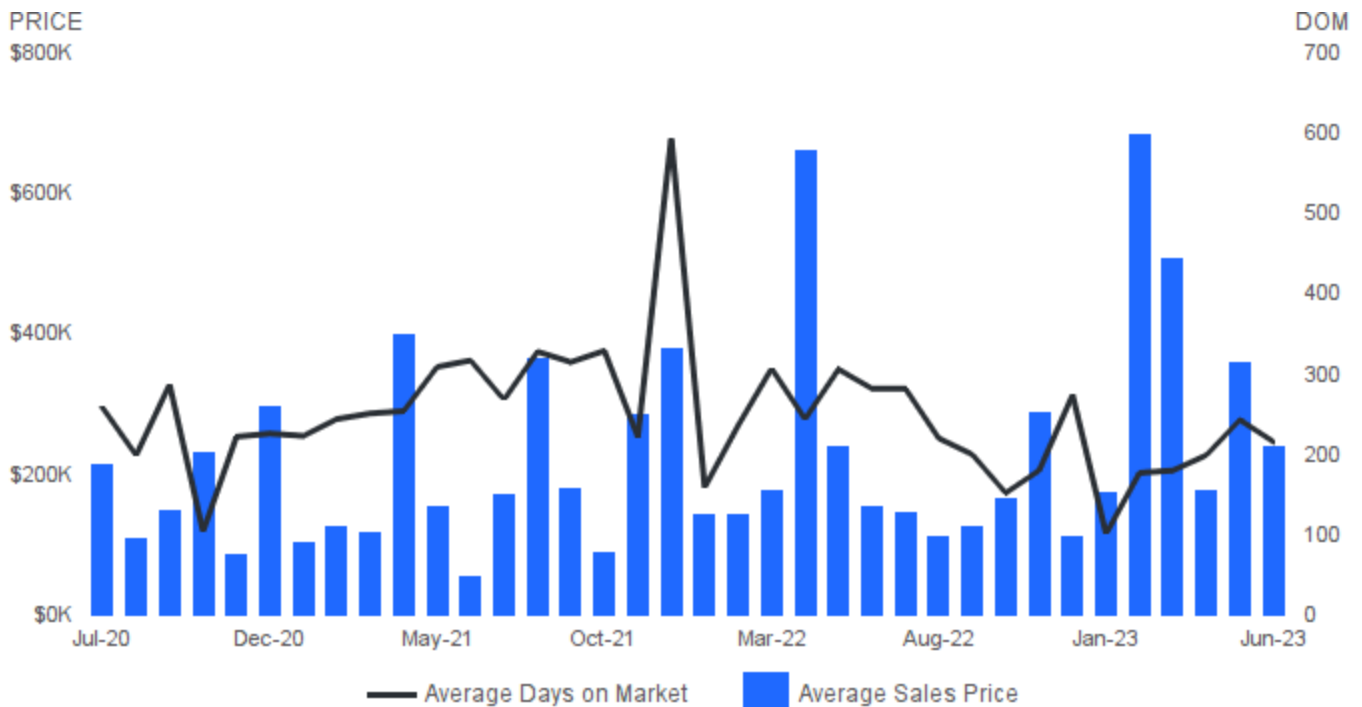


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

June 2023 | Lots/Acres ?

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

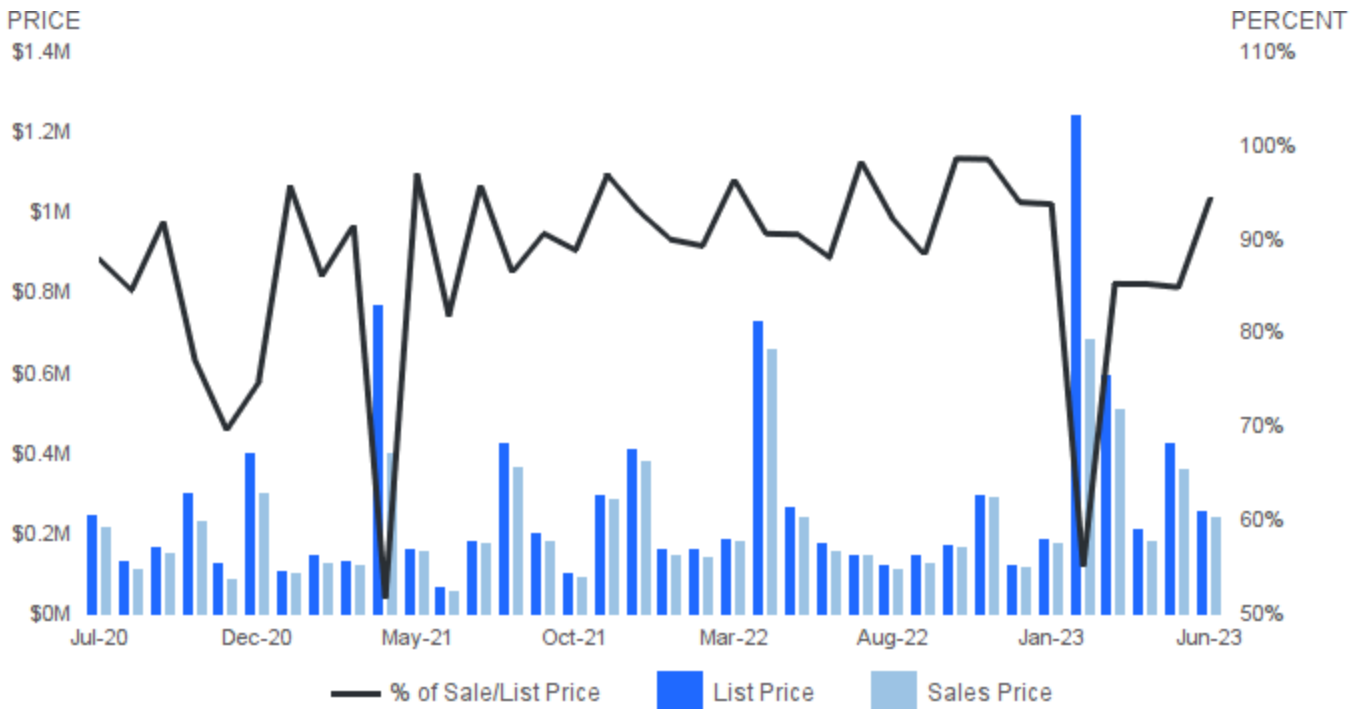
**Average Days on Market** | Average days on market for all properties sold.



# SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

June 2023 | Lots/Acres [?](#)

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

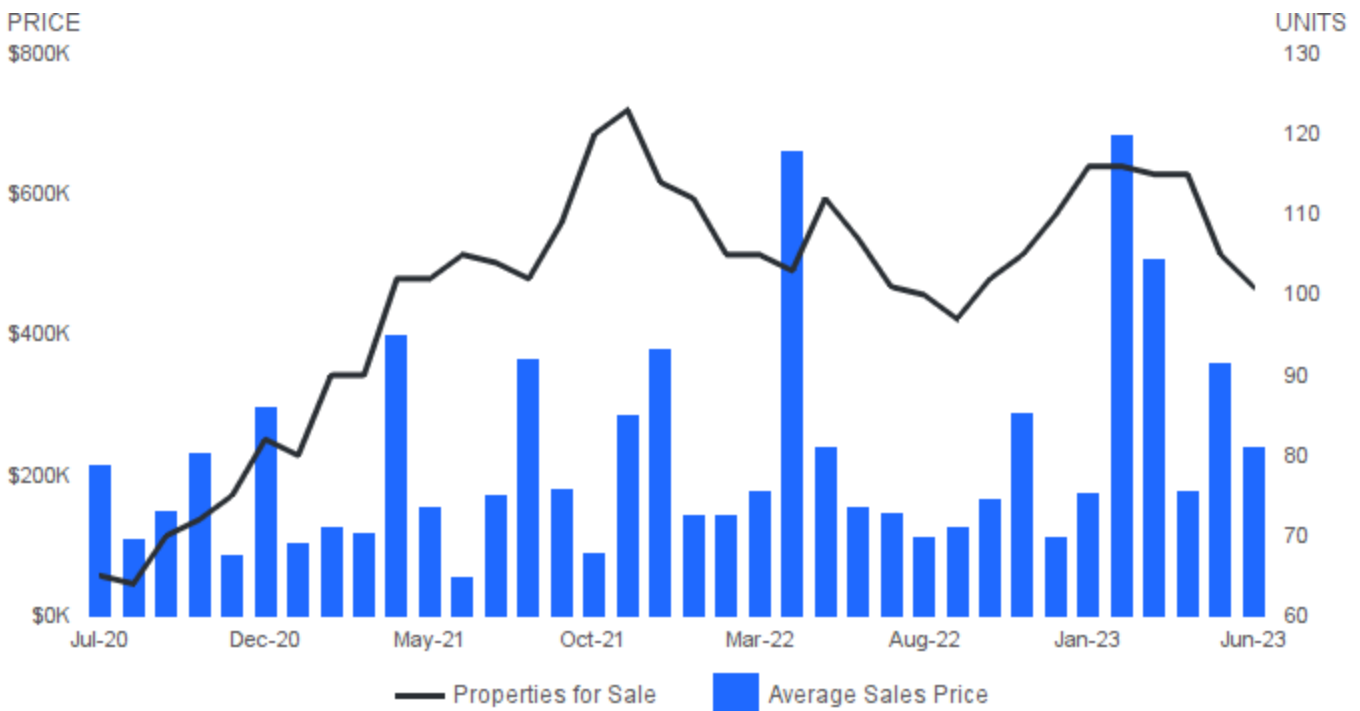


# AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

June 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.

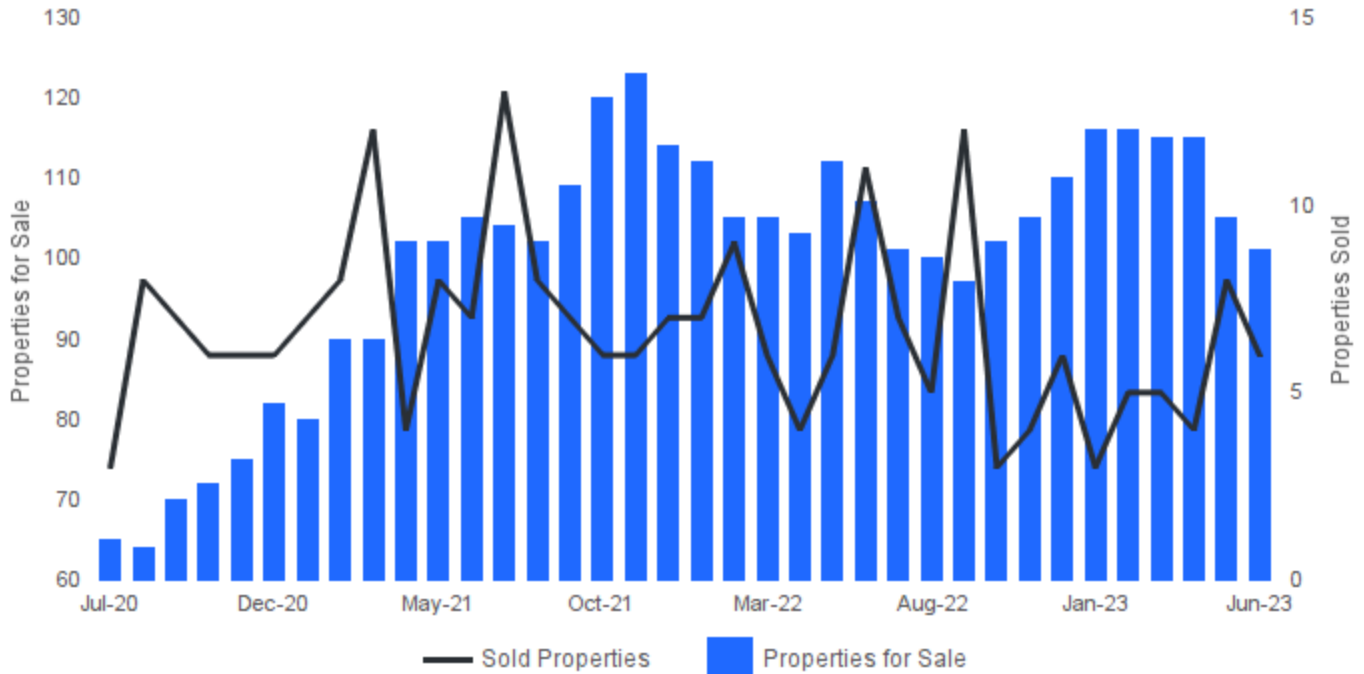


# PROPERTIES FOR SALE AND SOLD PROPERTIES

June 2023 | Lots/Acres ?

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

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



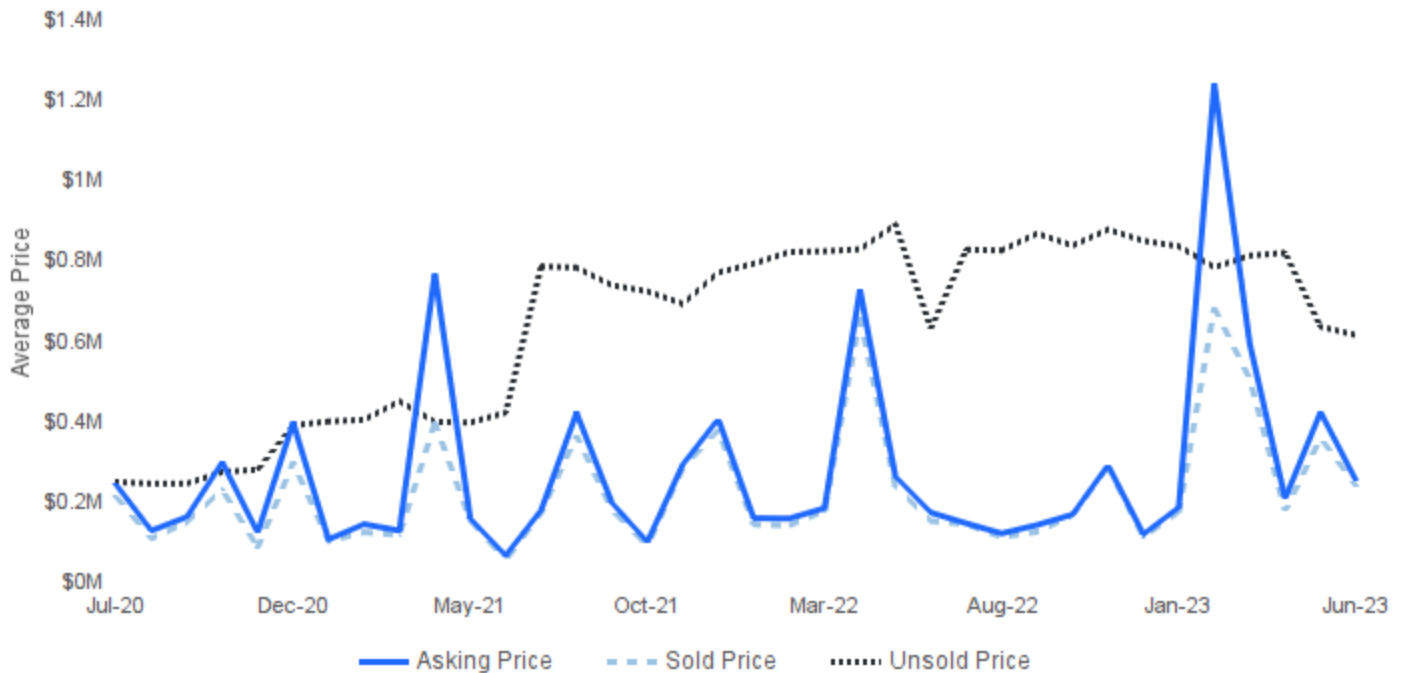
# AVERAGE ASKING/SOLD/UNSOLD PRICE

June 2023 | 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

June 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.



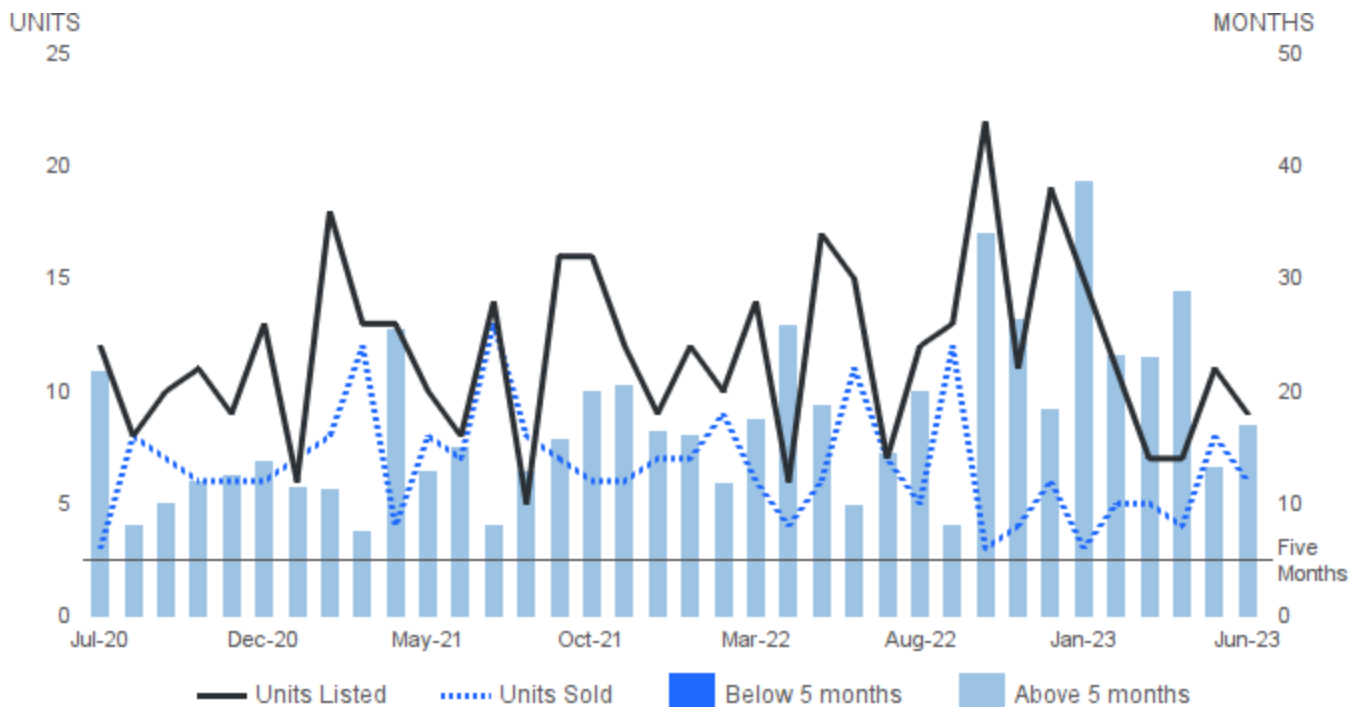
# MONTHS SUPPLY OF INVENTORY

June 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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