



**COLDWELL BANKER**



# AREA REPORT

**ST. THOMAS**

JULY 2023 | ALL PROPERTY TYPES



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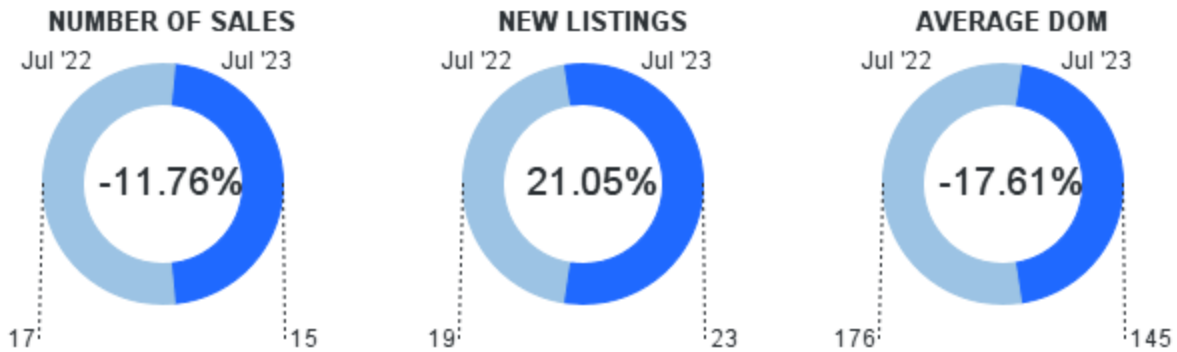


**COLDWELL BANKER**  
ISLAND AFFILIATES

# ST. THOMAS | July 2023

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

### All Property Types



52.94%

MEDIAN SALES PRICE  
ALL PROPERTY TYPES

10.05%

AVERAGE SALES PRICE  
ALL PROPERTY TYPES

50.44%

MEDIAN LIST PRICE  
(SOLD LISTINGS)  
ALL PROPERTY TYPES

9.22%

AVERAGE LIST PRICE  
(SOLD LISTINGS)  
ALL PROPERTY TYPES

Jul '22

Jul '23

# AREA REPORT

## St. Thomas

### FULL MARKET SUMMARY

July 2023 | All Property Types ?

	Month to Date			Year to Date		
	July 2023	July 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	23	19	21.05% ↑	177	174	1.72% ↑
Sold Listings	15	17	-11.76% ↓	125	136	-8.09% ↓
Median List Price (Solds)	\$677,000	\$450,000	50.44% ↑	\$550,000	\$497,000	10.66% ↑
Median Sold Price	\$650,000	\$425,000	52.94% ↑	\$525,000	\$480,000	9.38% ↑
Median Days on Market	94	144	-34.72% ↓	92	102	-9.8% ↓
Average List Price (Solds)	\$875,333	\$801,467	9.22% ↑	\$814,579	\$752,159	8.3% ↑
Average Sold Price	\$818,800	\$744,058	10.05% ↑	\$740,853	\$716,509	3.4% ↑
Average Days on Market	145	176	-17.61% ↓	130	134	-2.99% ↓
List/Sold Price Ratio	93.6%	96.5%	-2.98% ↓	94.4%	96.5%	-2.19% ↓

### SOLD AND NEW PROPERTIES (UNITS)

July 2023 | All Property Types ?

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

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

UNITS  
400

300

200

100

0

2018

2019

2020

2021

2022

2023

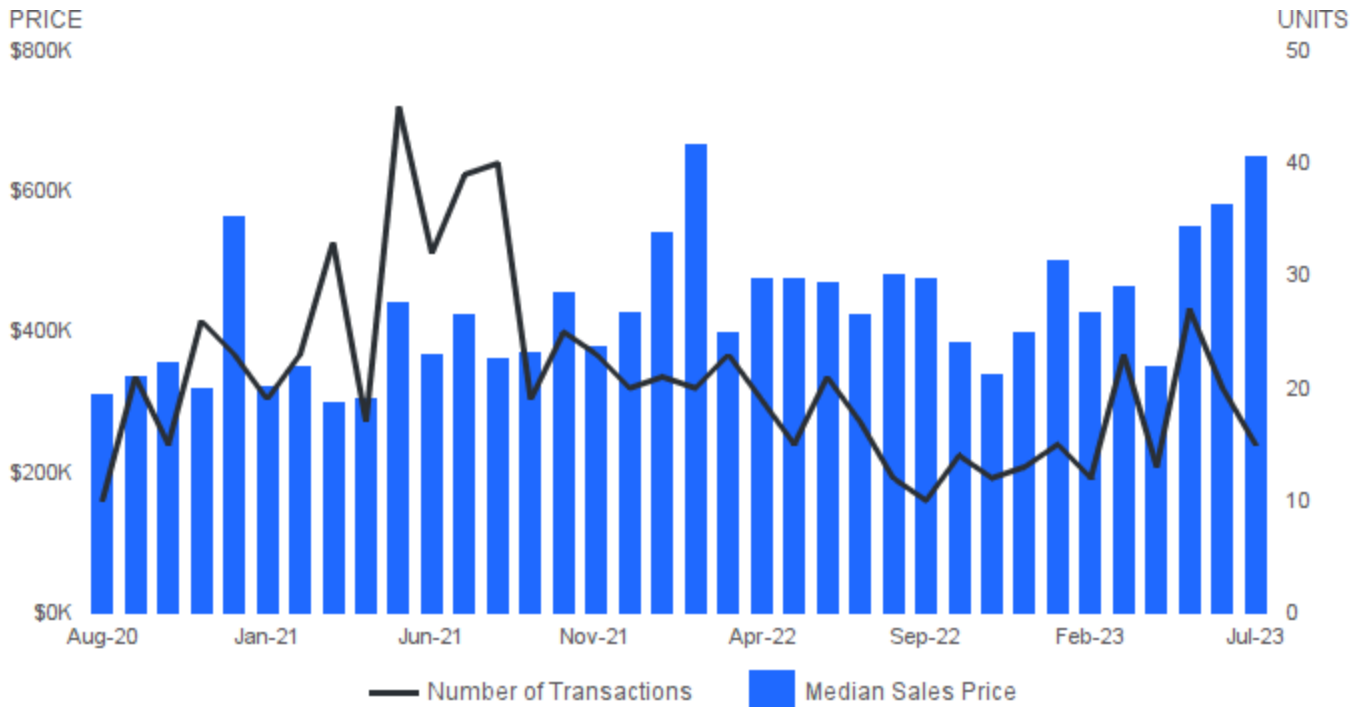
Sold Properties	162	233	204	335	197	125
New Properties	275	226	247	317	291	177
Sold Volume	\$72.64M	\$100.67M	\$105.57M	\$189.99M	\$138.18M	\$92.61M
Listing Volume	\$128.92M	\$115.92M	\$144.13M	\$244.83M	\$269.15M	\$149.68M
Median Sale Price	\$299K	\$280K	\$330K	\$380K	\$460K	\$525K

## MEDIAN SALES PRICE AND NUMBER OF SALES

July 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.

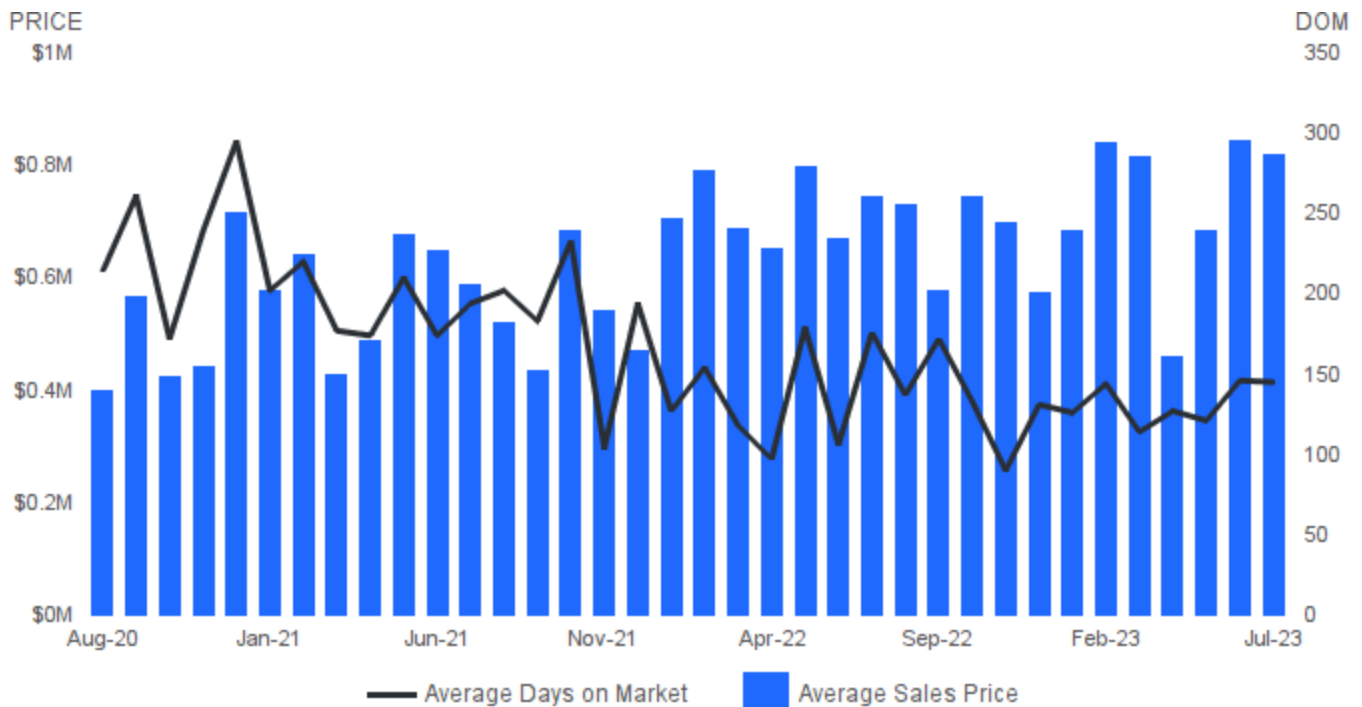


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

July 2023 | All Property Types ?

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

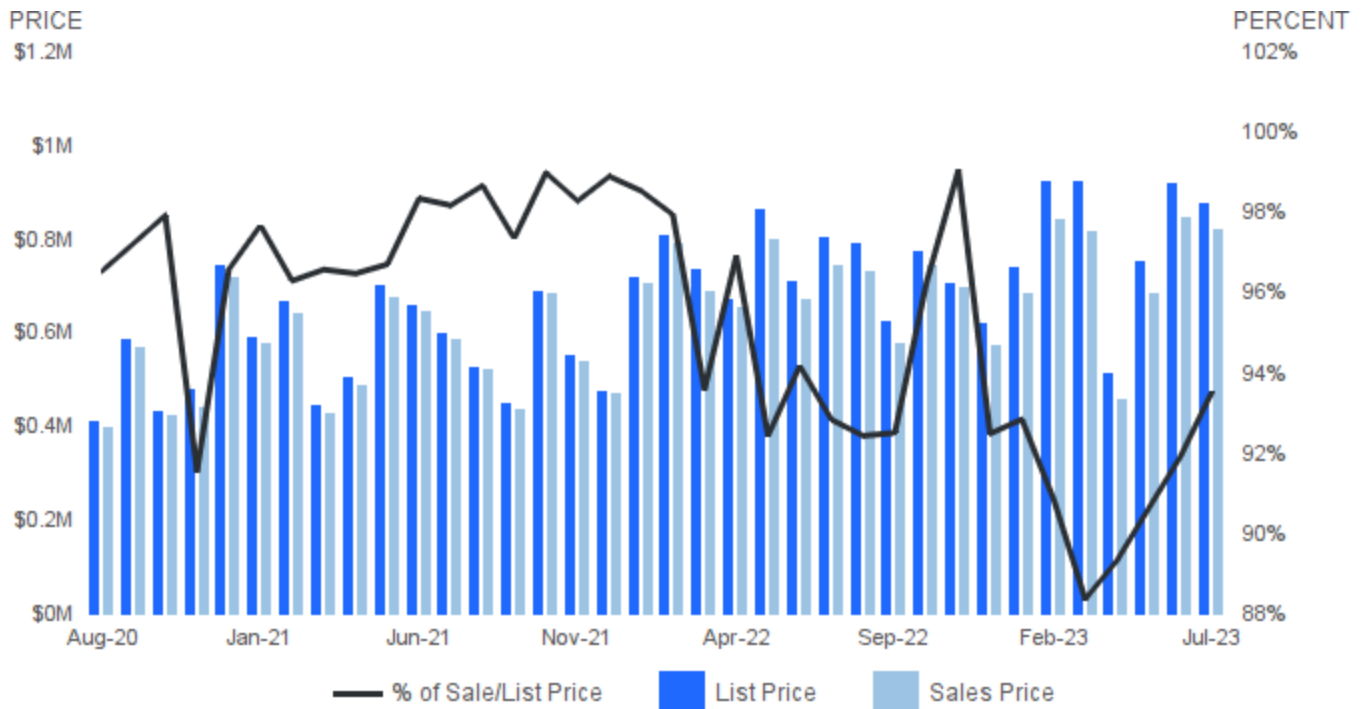
**Average Days on Market** | Average days on market for all properties sold.



# SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

July 2023 | All Property Types ?

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

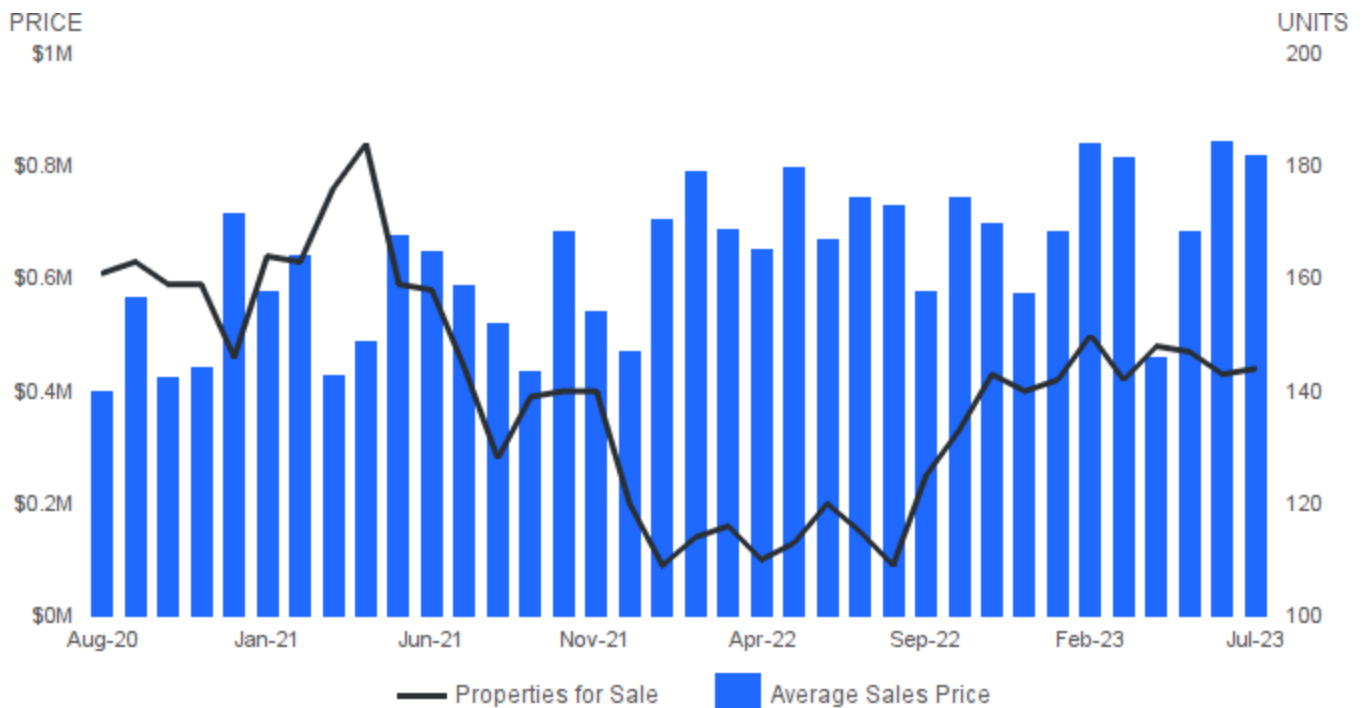


# AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

July 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.

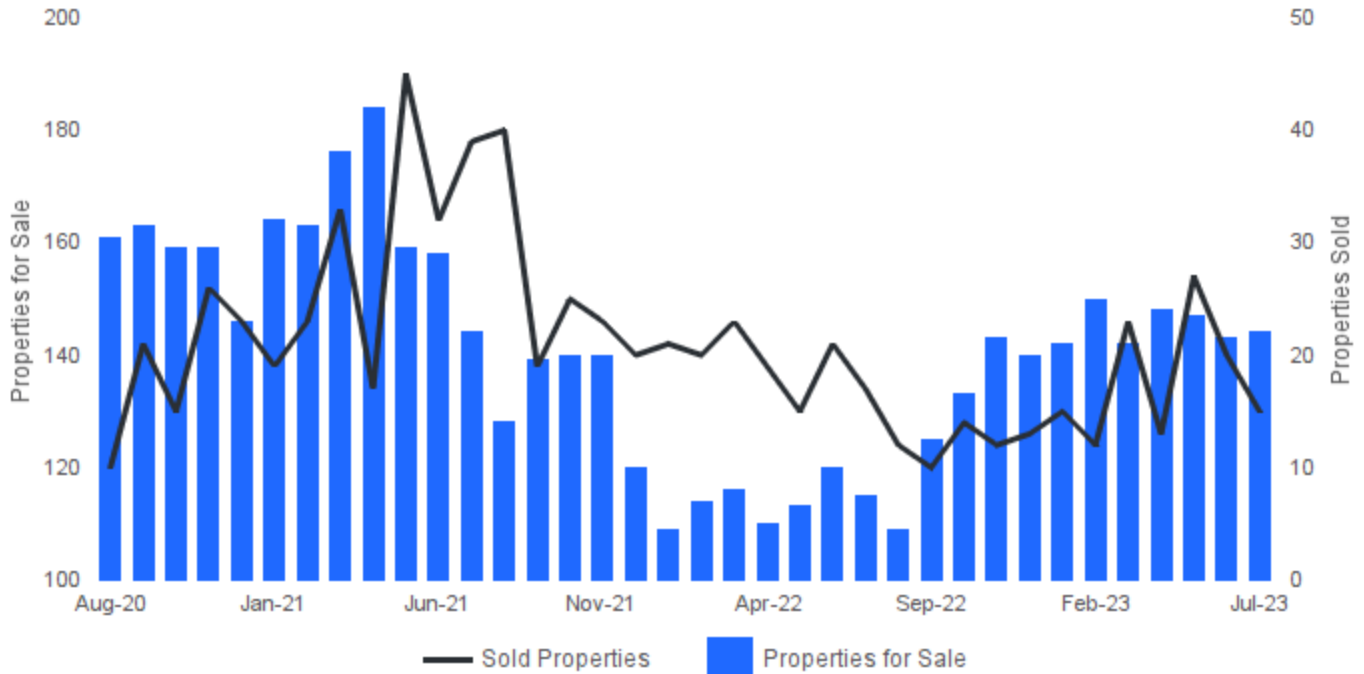


# PROPERTIES FOR SALE AND SOLD PROPERTIES

July 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

July 2023 | All Property Types ?

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

**Sold Price** | the average selling price

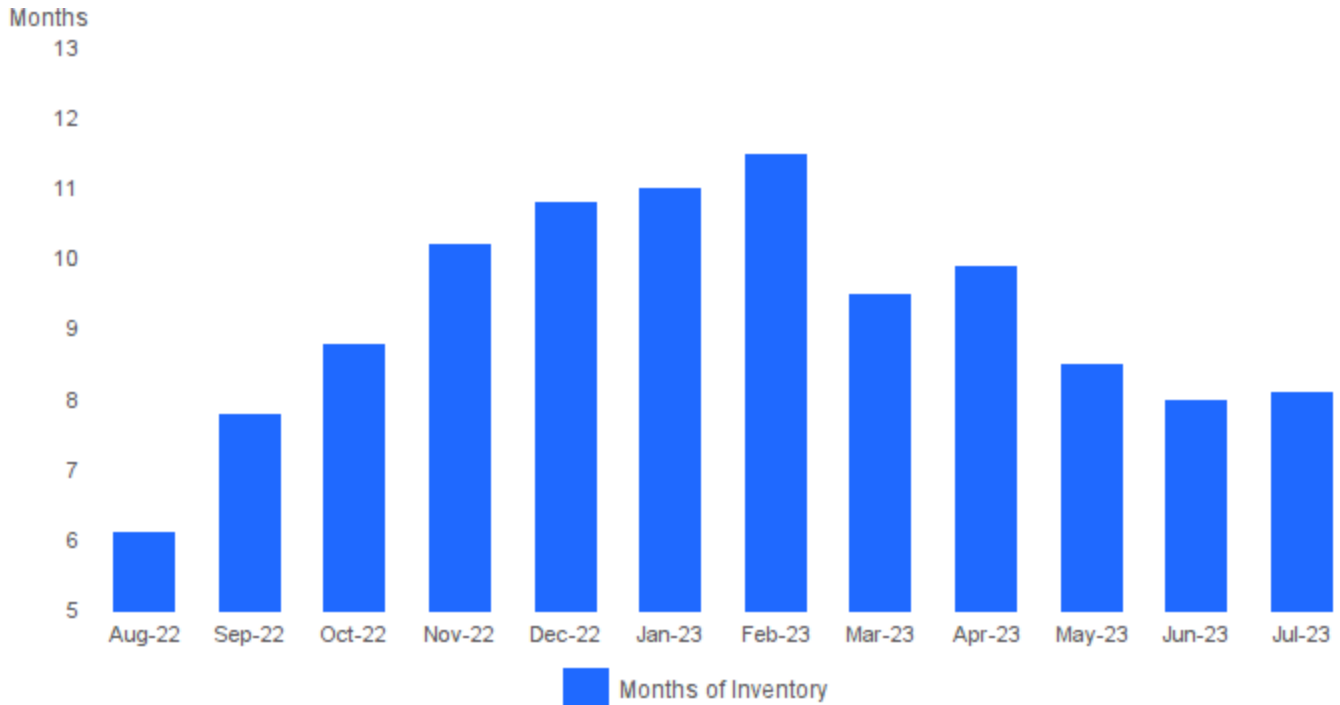
**Unsold Price** | the average active list price



# ABSORPTION RATE

July 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.



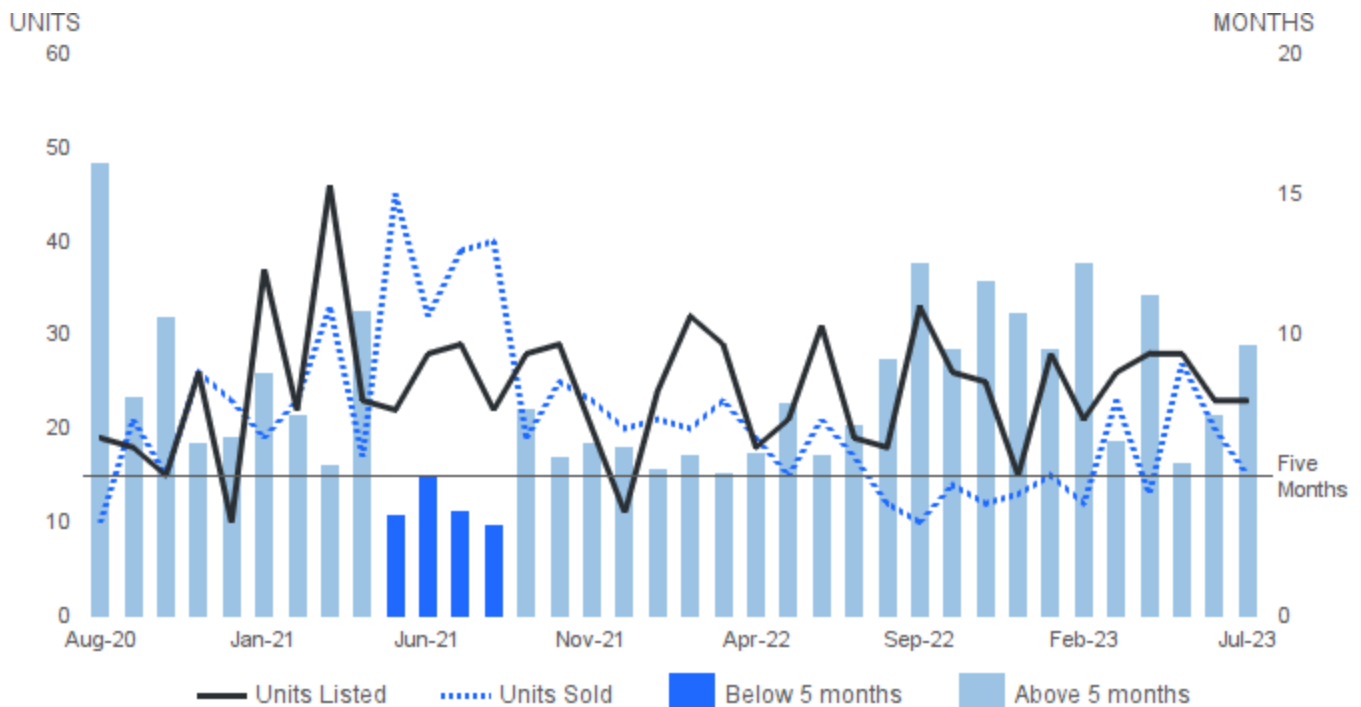
# MONTHS SUPPLY OF INVENTORY

July 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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