



**COLDWELL BANKER**



# AREA REPORT

**ST. THOMAS**

JULY 2023 | CONDO



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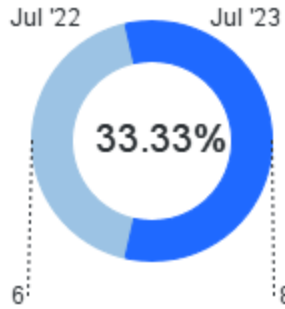
**COLDWELL BANKER**  
ISLAND AFFILIATES

# ST. THOMAS | July 2023

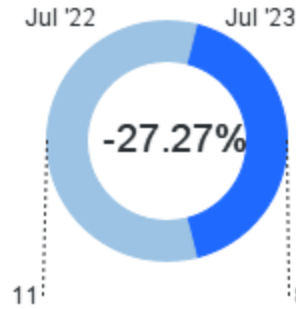
## REAL ESTATE SNAPSHOT - Change since this time last year

### Condo

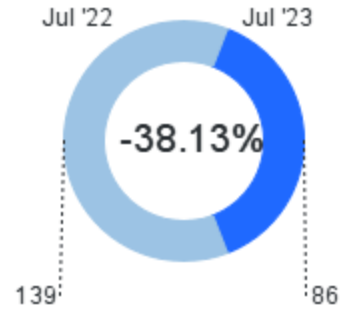
NUMBER OF SALES



NEW LISTINGS



AVERAGE DOM



89.72%

MEDIAN SALES PRICE  
CONDO

34.82%

AVERAGE SALES PRICE  
CONDO

68.75%

MEDIAN LIST PRICE  
(SOLD LISTINGS)  
CONDO

34.63%

AVERAGE LIST PRICE  
(SOLD LISTINGS)  
CONDO

Jul '22

Jul '23

# AREA REPORT

## ST. THOMAS

### FULL MARKET SUMMARY

July 2023 | Condo ?

	Month to Date			Year to Date		
	July 2023	July 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	8	11	-27.27% ↓	102	86	18.6% ↑
Sold Listings	8	6	33.33% ↑	75	72	4.17% ↑
Median List Price (Solds)	\$540,000	\$320,000	68.75% ↑	\$420,000	\$327,000	28.44% ↑
Median Sold Price	\$535,000	\$282,000	89.72% ↑	\$399,000	\$320,000	24.69% ↑
Median Days on Market	84	88	-4.55% ↓	80	77	3.9% ↑
Average List Price (Solds)	\$504,875	\$375,000	34.63% ↑	\$434,960	\$389,469	11.68% ↑
Average Sold Price	\$495,250	\$367,333	34.82% ↑	\$422,505	\$379,195	11.42% ↑
Average Days on Market	86	139	-38.13% ↓	108	116	-6.9% ↓
List/Sold Price Ratio	97.4%	99.3%	-1.96% ↓	96.8%	97.5%	-0.76% ↓

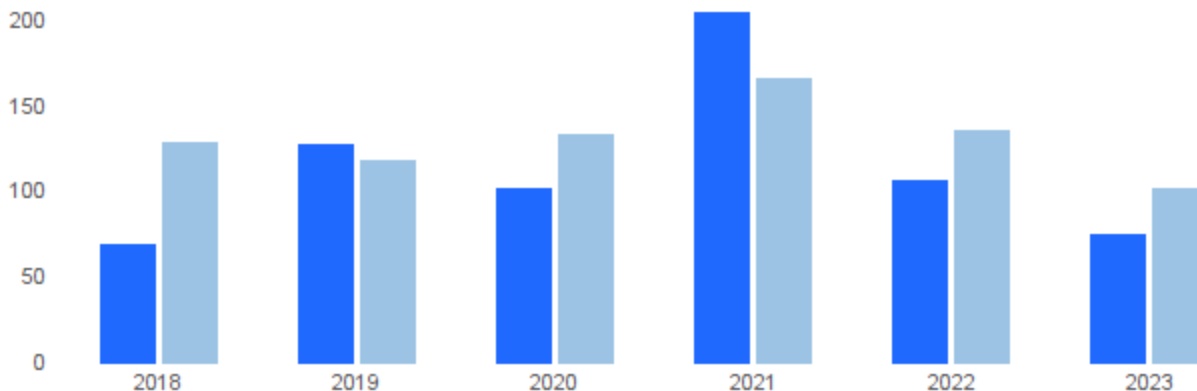
### SOLD AND NEW PROPERTIES (UNITS)

July 2023 | Condo ?

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

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

UNITS  
250



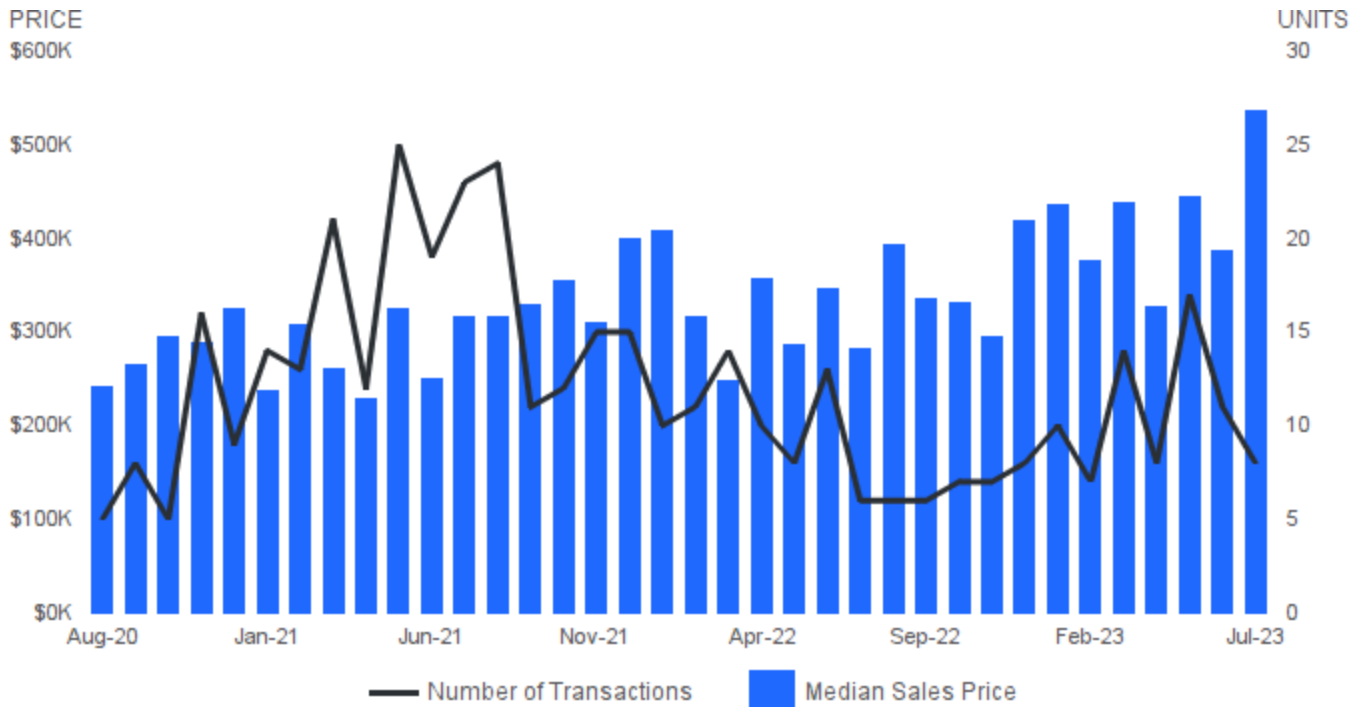
Sold Properties	69	127	102	204	106	75
New Properties	129	118	133	166	135	102
Sold Volume	\$16.19M	\$31.93M	\$29.32M	\$71.27M	\$41.48M	\$31.69M
Listing Volume	\$35.17M	\$31.83M	\$44.37M	\$65.33M	\$55.65M	\$49.81M
Median Sale Price	\$175K	\$225K	\$248K	\$300K	\$330K	\$399K

## MEDIAN SALES PRICE AND NUMBER OF SALES

July 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.

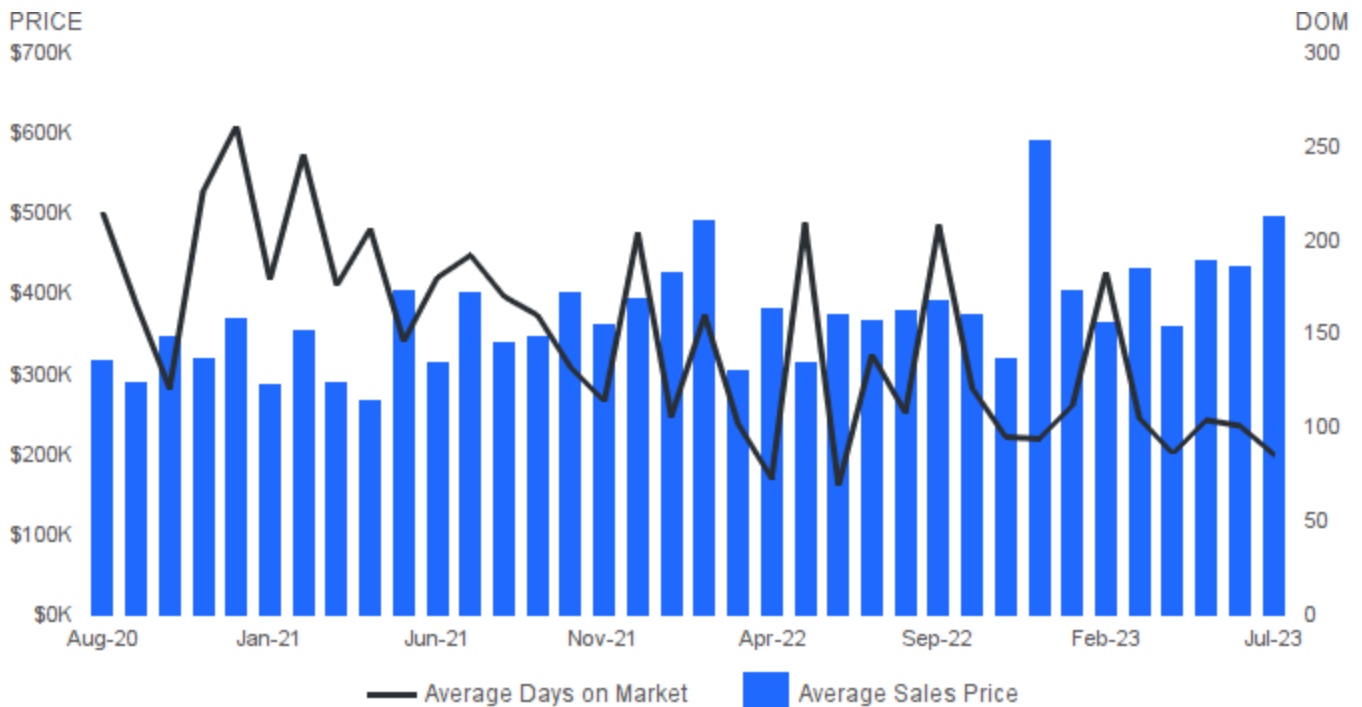


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

July 2023 | Condo ?

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

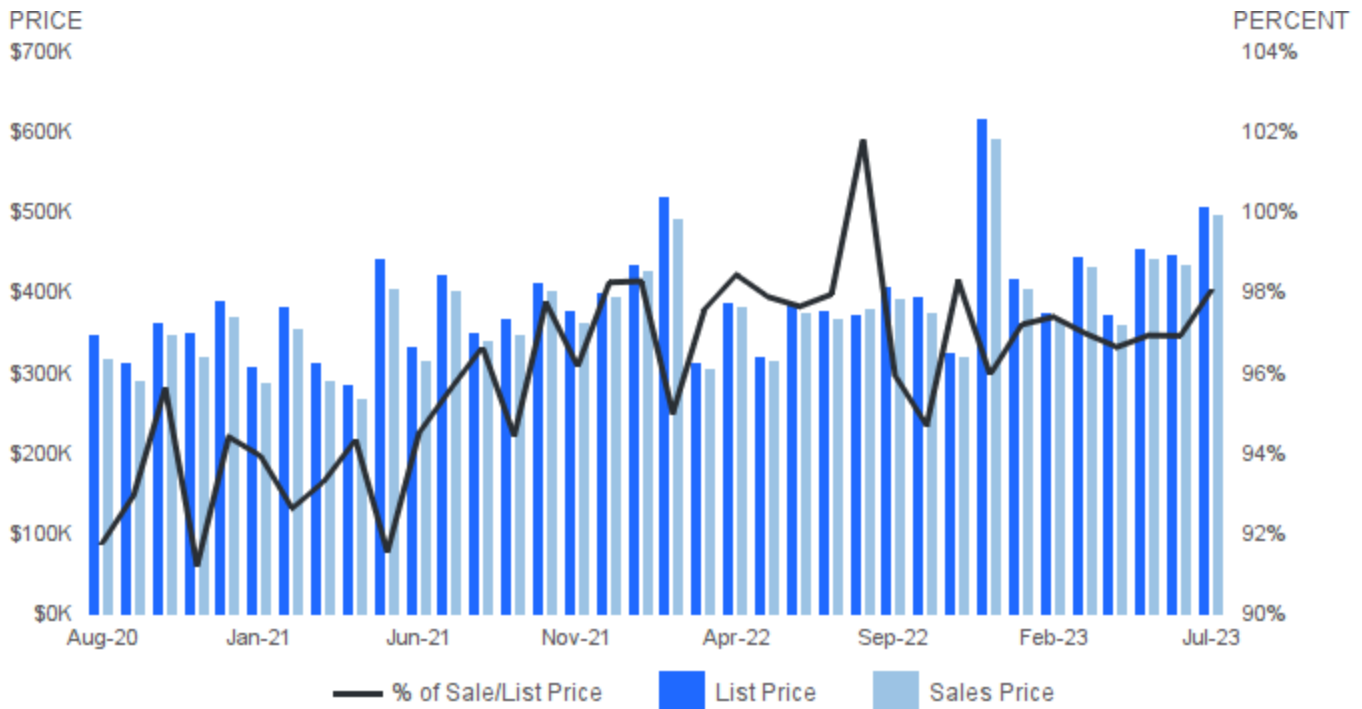
**Average Days on Market** | Average days on market for all properties sold.



# SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

July 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

July 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.

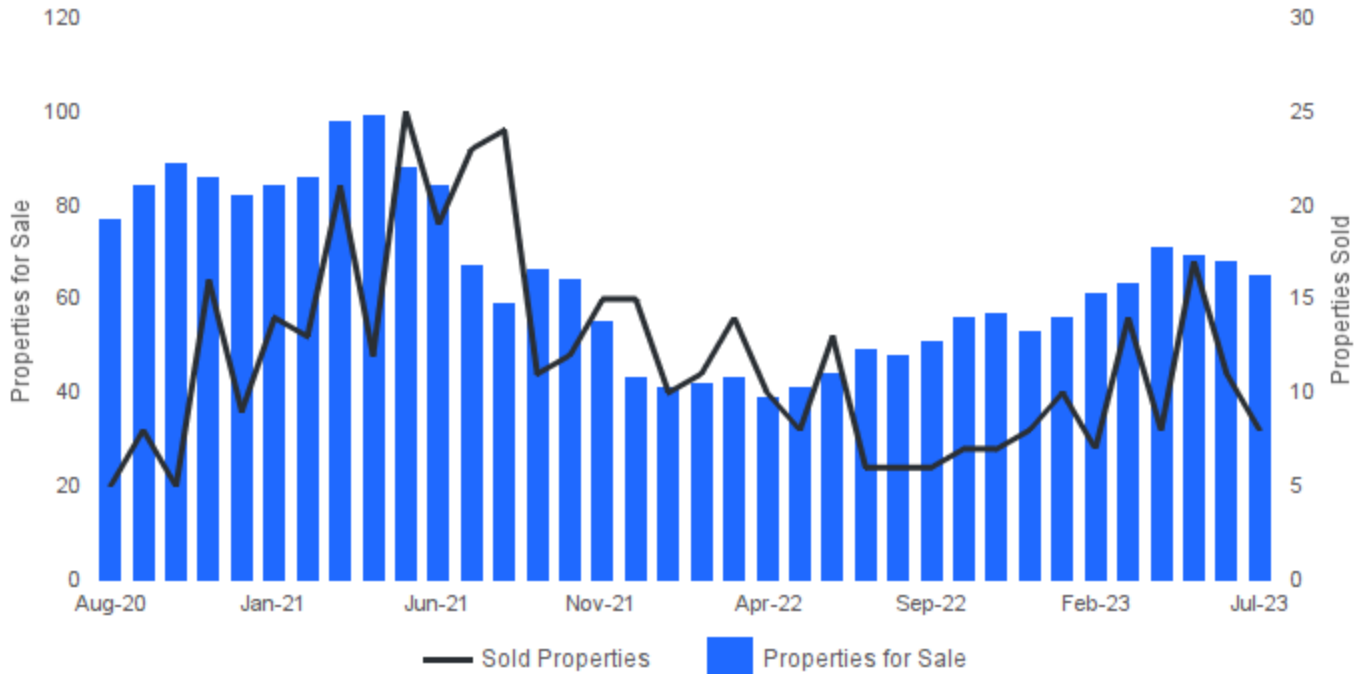


# PROPERTIES FOR SALE AND SOLD PROPERTIES

July 2023 | Condo ?

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

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



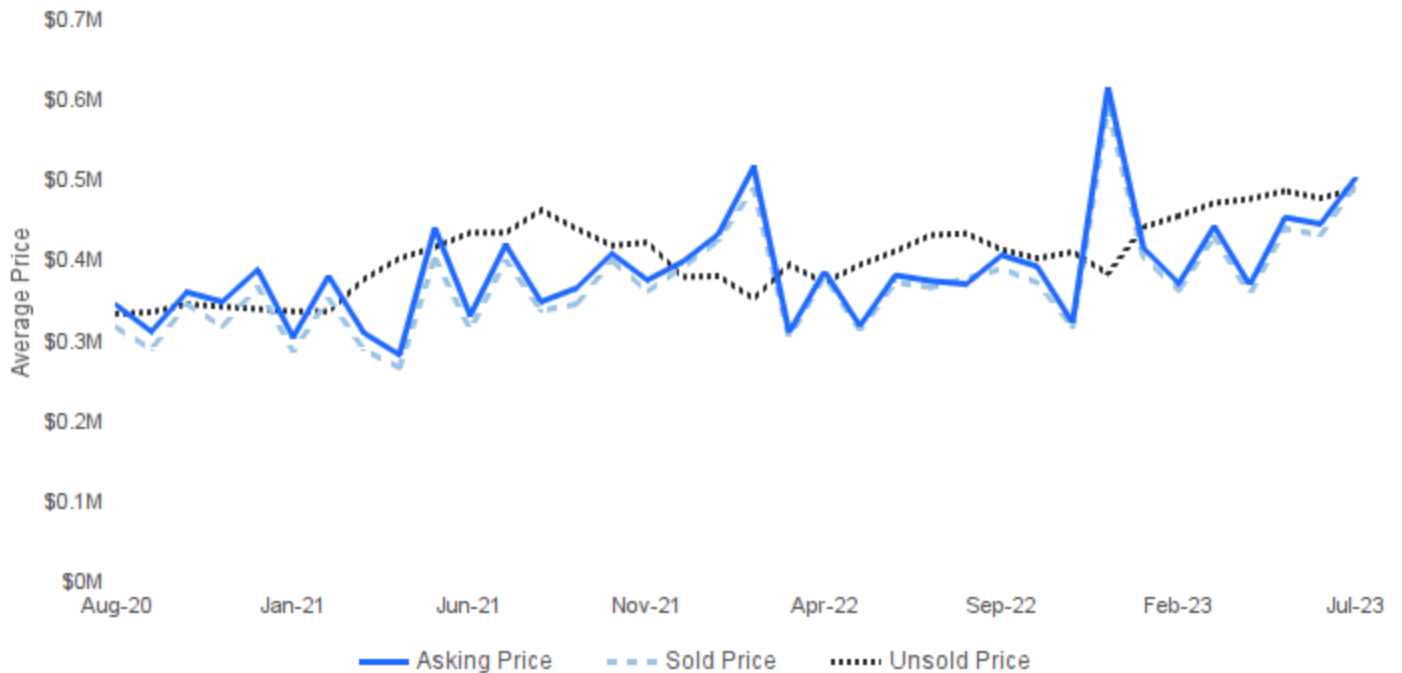
# AVERAGE ASKING/SOLD/UNSOLD PRICE

July 2023 | Condo ?

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

**Sold Price** | the average selling price

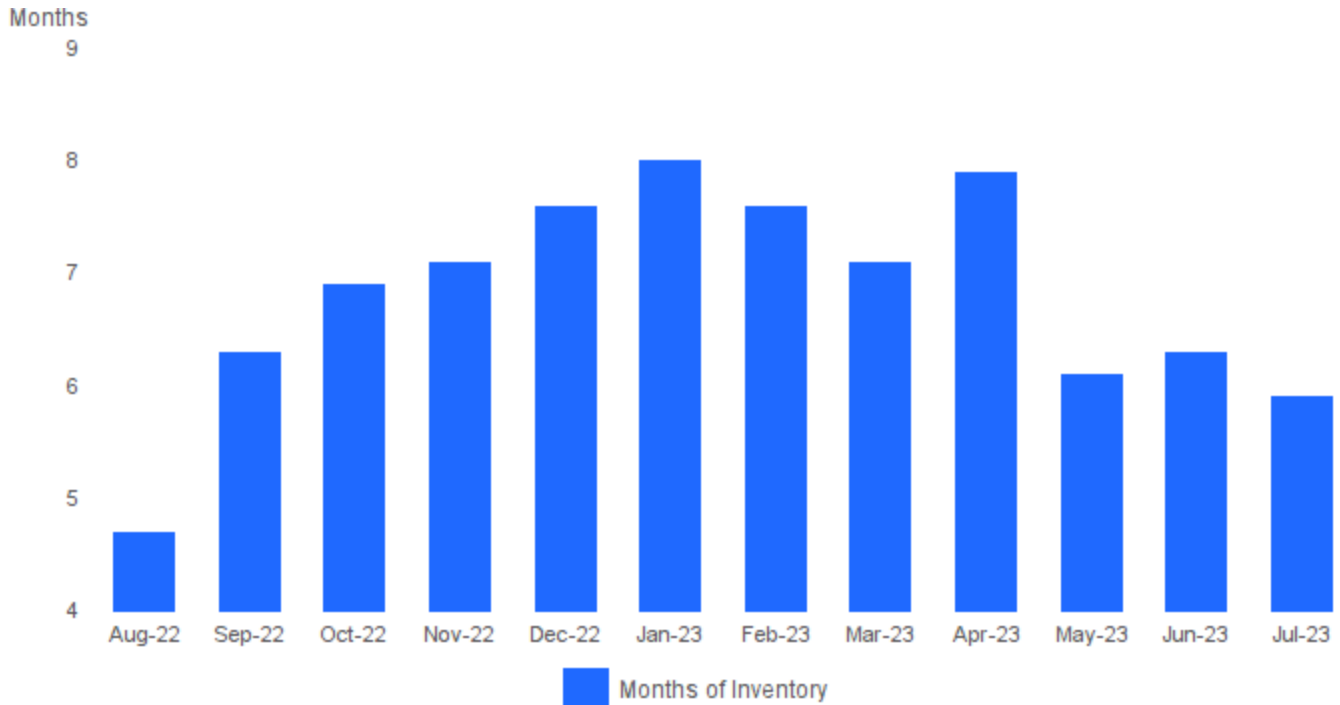
**Unsold Price** | the average active list price



# ABSORPTION RATE

July 2023 | 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.



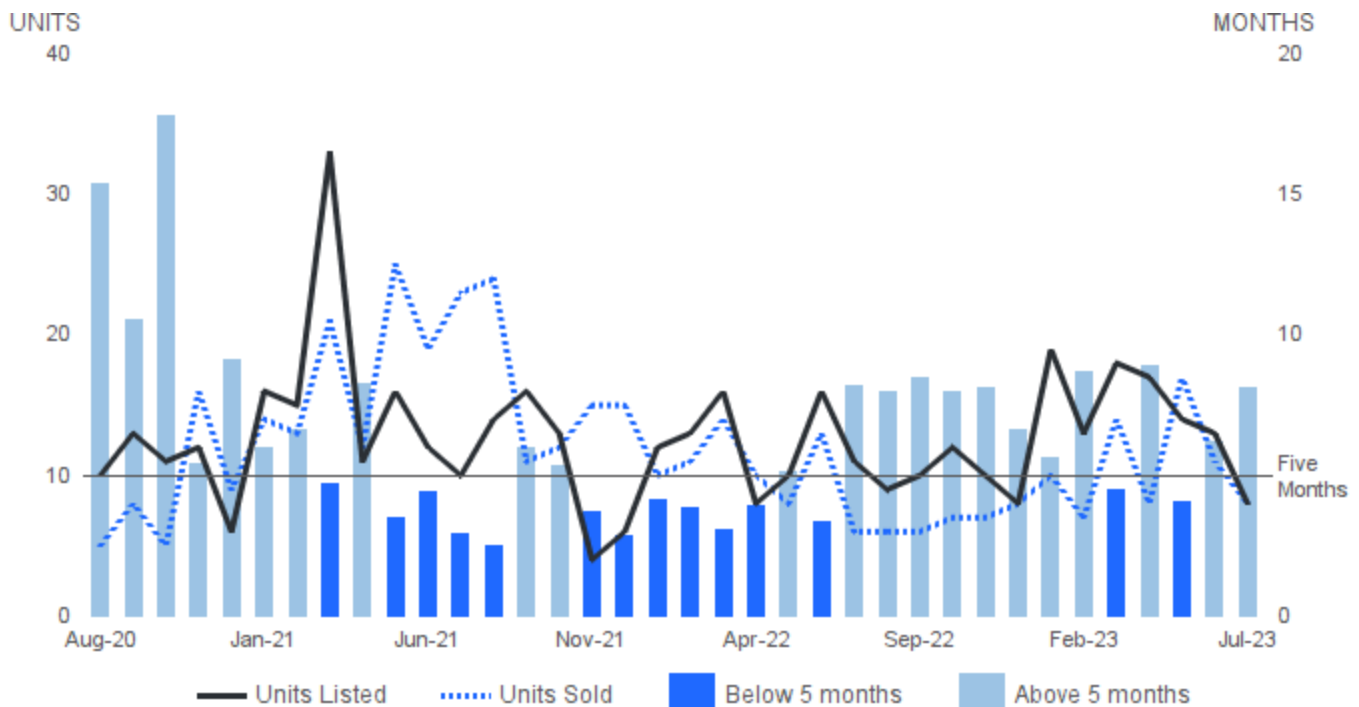
# MONTHS SUPPLY OF INVENTORY

July 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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