



COLDWELL BANKER



AREA REPORT

ST. THOMAS

JULY 2023 | LOTS/ACRES



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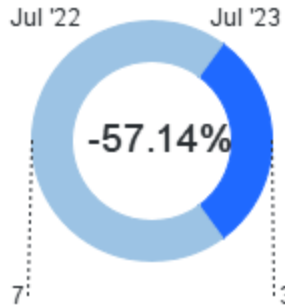
COLDWELL BANKER
ISLAND AFFILIATES

ST. THOMAS | July 2023

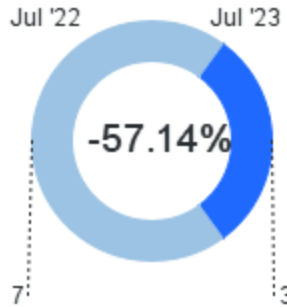
REAL ESTATE SNAPSHOT - Change since this time last year

Lots/Acres

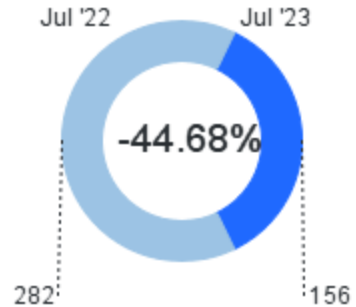
NUMBER OF SALES



NEW LISTINGS



AVERAGE DOM



16.00%

MEDIAN SALES PRICE
LOTS/ACRES

-13.56%

AVERAGE SALES PRICE
LOTS/ACRES

16.00%

MEDIAN LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

-2.30%

AVERAGE LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

Jul '22

Jul '23

AREA REPORT

ST. THOMAS

FULL MARKET SUMMARY

July 2023 | Lots/Acres ?

	Month to Date			Year to Date		
	July 2023	July 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	3	7	-57.14% ↓	65	81	-19.75% ↓
Sold Listings	3	7	-57.14% ↓	34	50	-32% ↓
Median List Price (Solds)	\$145,000	\$125,000	16% ↑	\$170,000	\$135,000	25.93% ↑
Median Sold Price	\$145,000	\$125,000	16% ↑	\$161,500	\$127,500	26.67% ↑
Median Days on Market	175	303	-42.24% ↓	167	227	-26.43% ↓
Average List Price (Solds)	\$143,333	\$146,714	-2.3% ↓	\$468,041	\$221,655	111.16% ↑
Average Sold Price	\$124,666	\$144,222	-13.56% ↓	\$349,122	\$202,177	72.68% ↑
Average Days on Market	156	282	-44.68% ↓	194	259	-25.1% ↓
List/Sold Price Ratio	86.3%	98.4%	-12.29% ↓	86.9%	91.3%	-4.8% ↓

SOLD AND NEW PROPERTIES (UNITS)

July 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

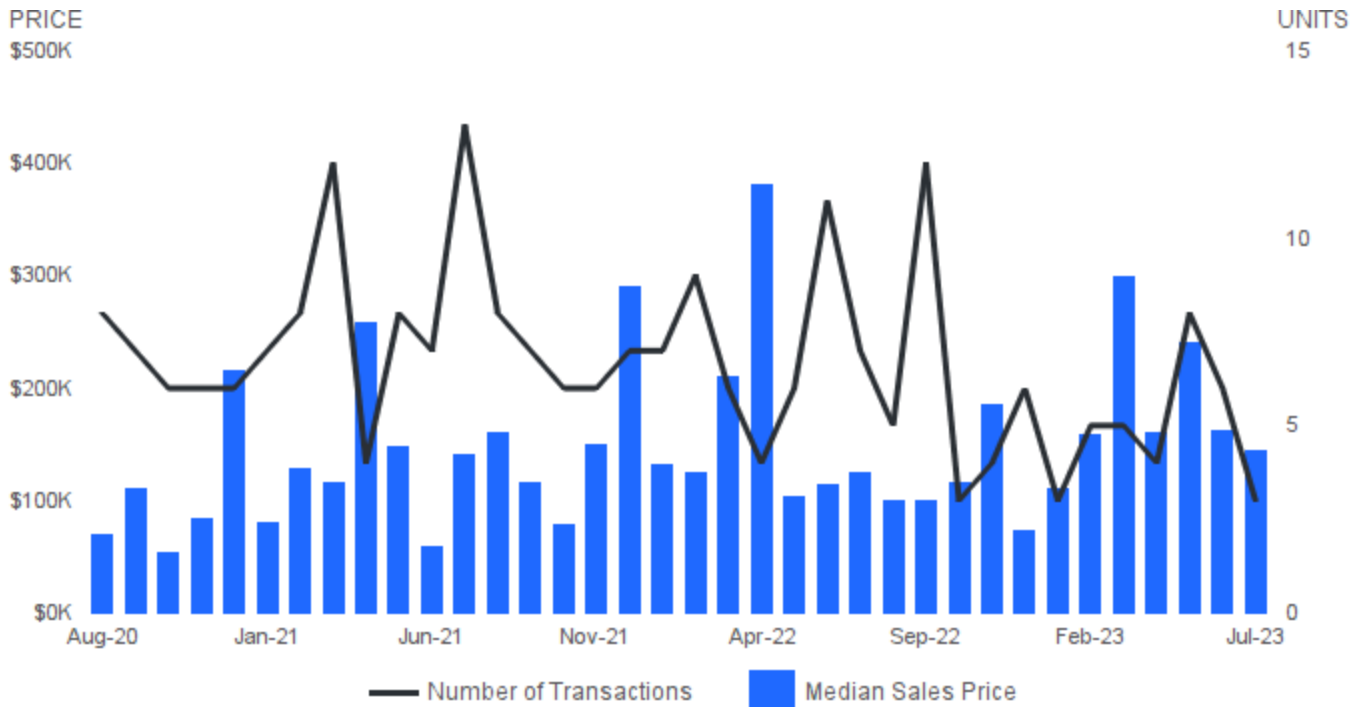
■ Sold Properties	51	65	93	80	34
■ New Properties	68	100	140	158	65
Sold Volume	\$7.99M	\$9.12M	\$17.61M	\$14.50M	\$11.87M
Listing Volume	\$13.07M	\$34.71M	\$93.05M	\$99.03M	\$24.58M
Median Sale Price	\$80K	\$75K	\$120K	\$120K	\$162K

MEDIAN SALES PRICE AND NUMBER OF SALES

July 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.

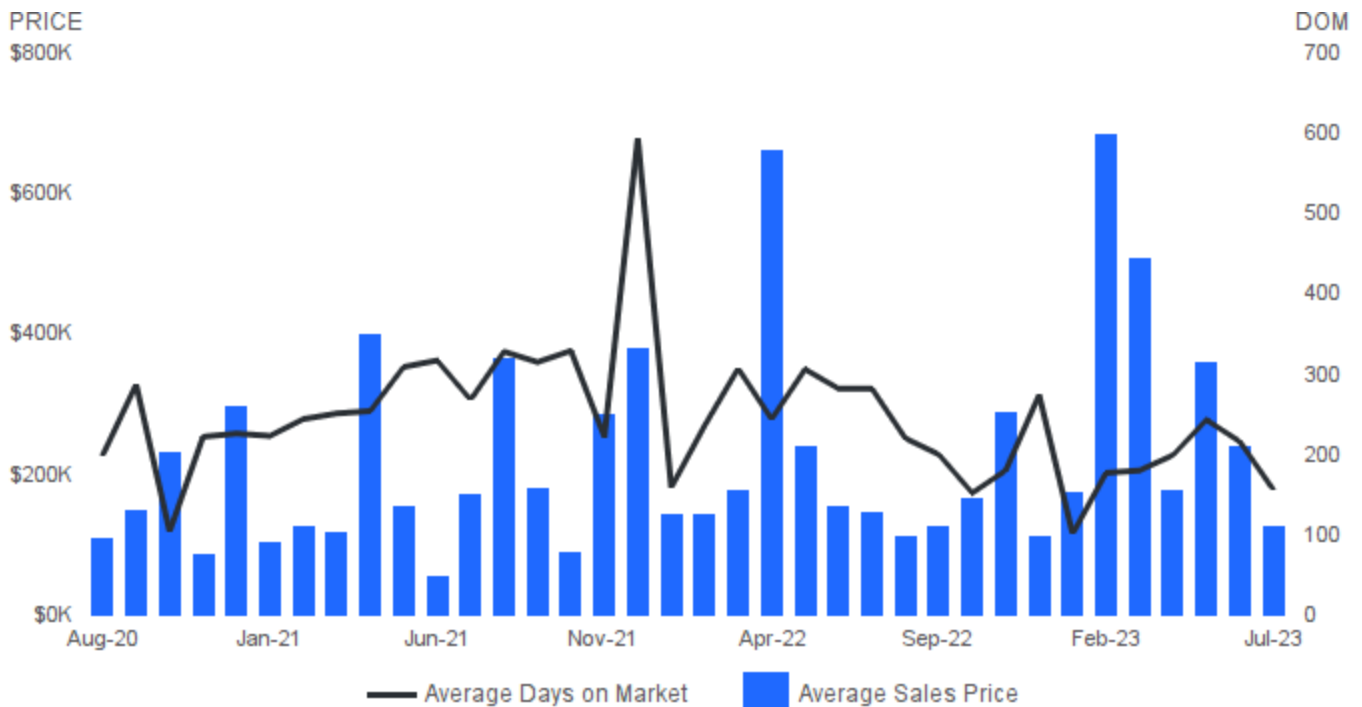


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

July 2023 | Lots/Acres ?

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

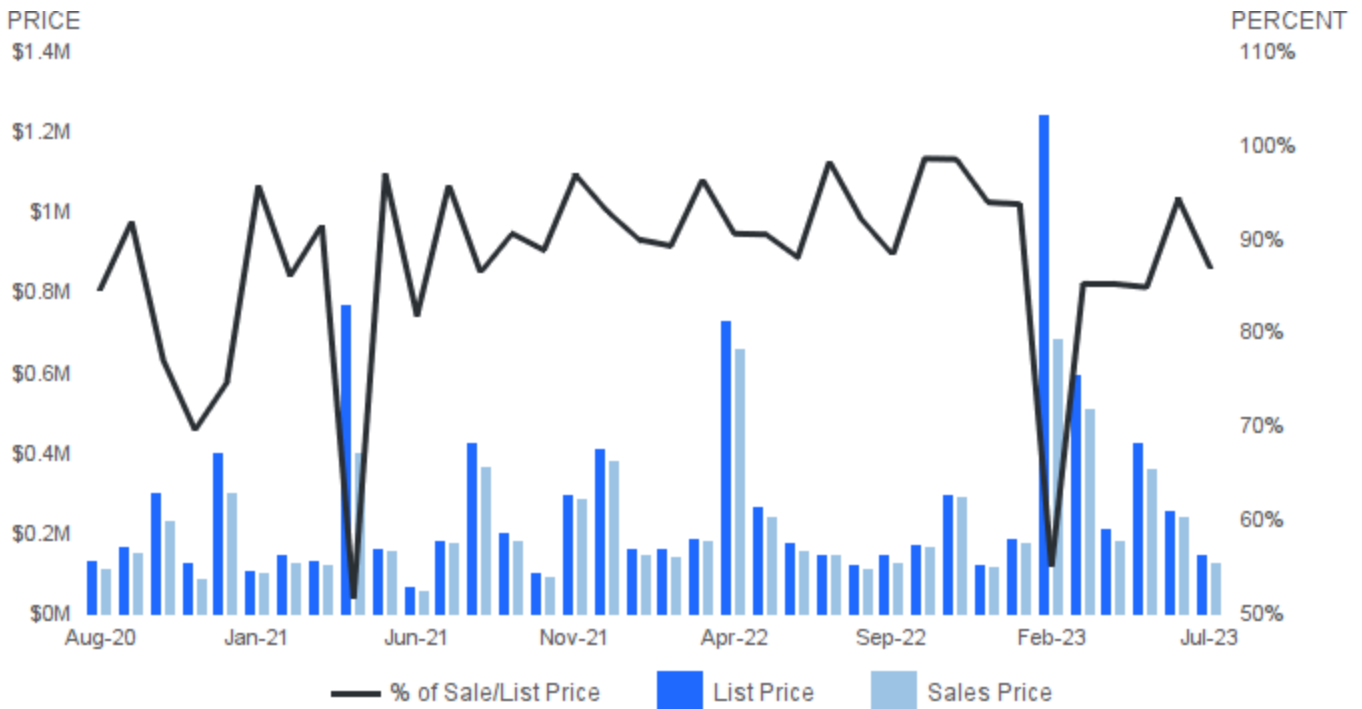
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

July 2023 | Lots/Acres ?

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

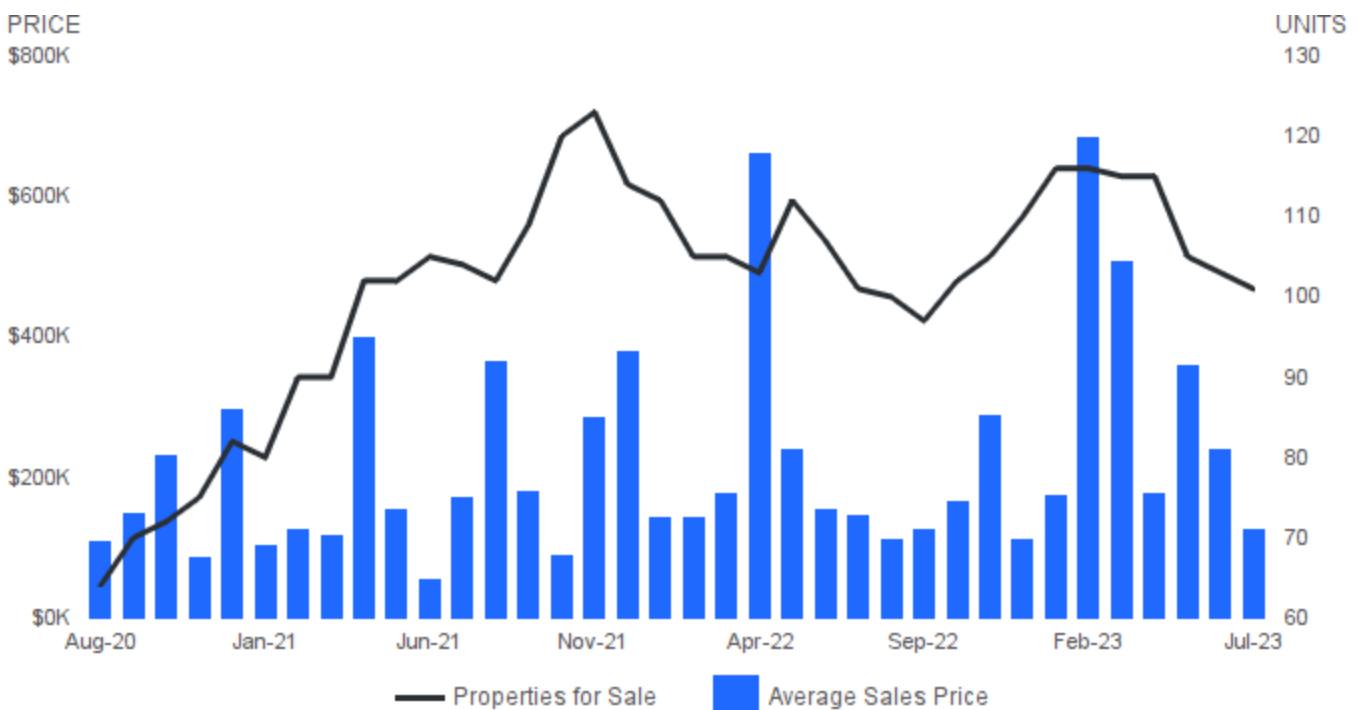


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

July 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.

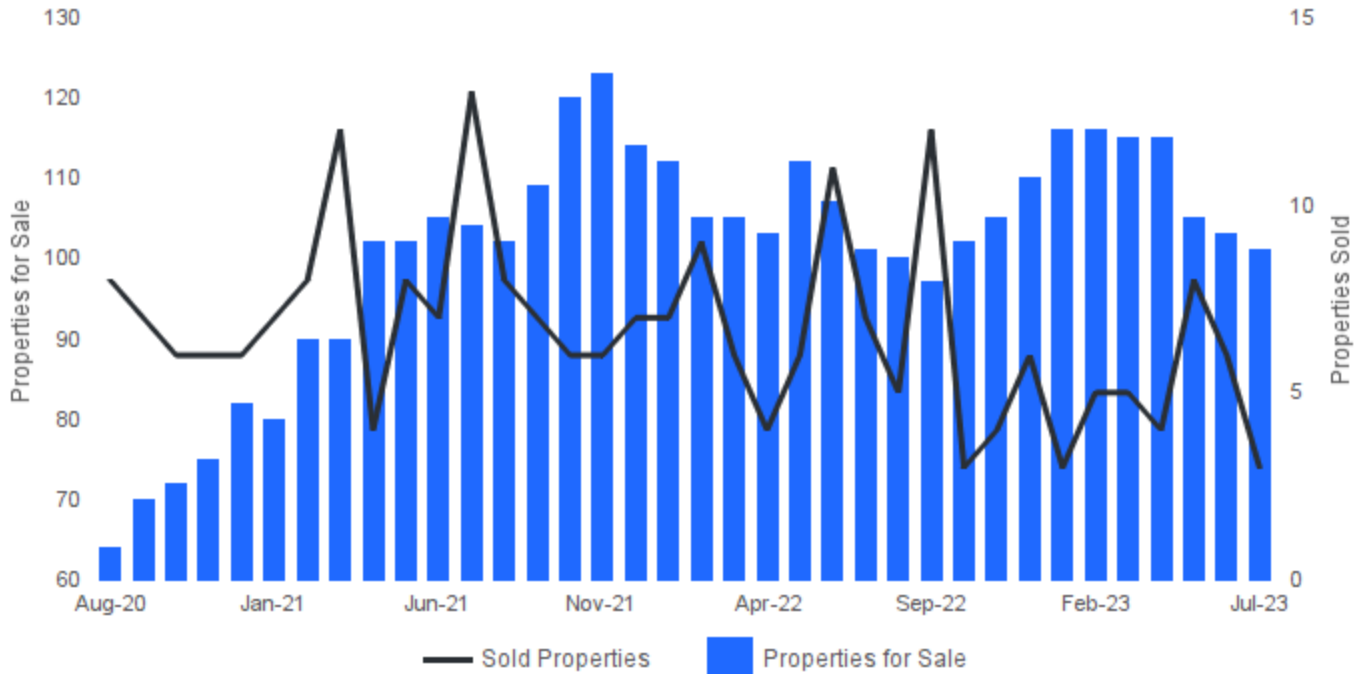


PROPERTIES FOR SALE AND SOLD PROPERTIES

July 2023 | Lots/Acres ?

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

Sold Properties | Number of properties sold.



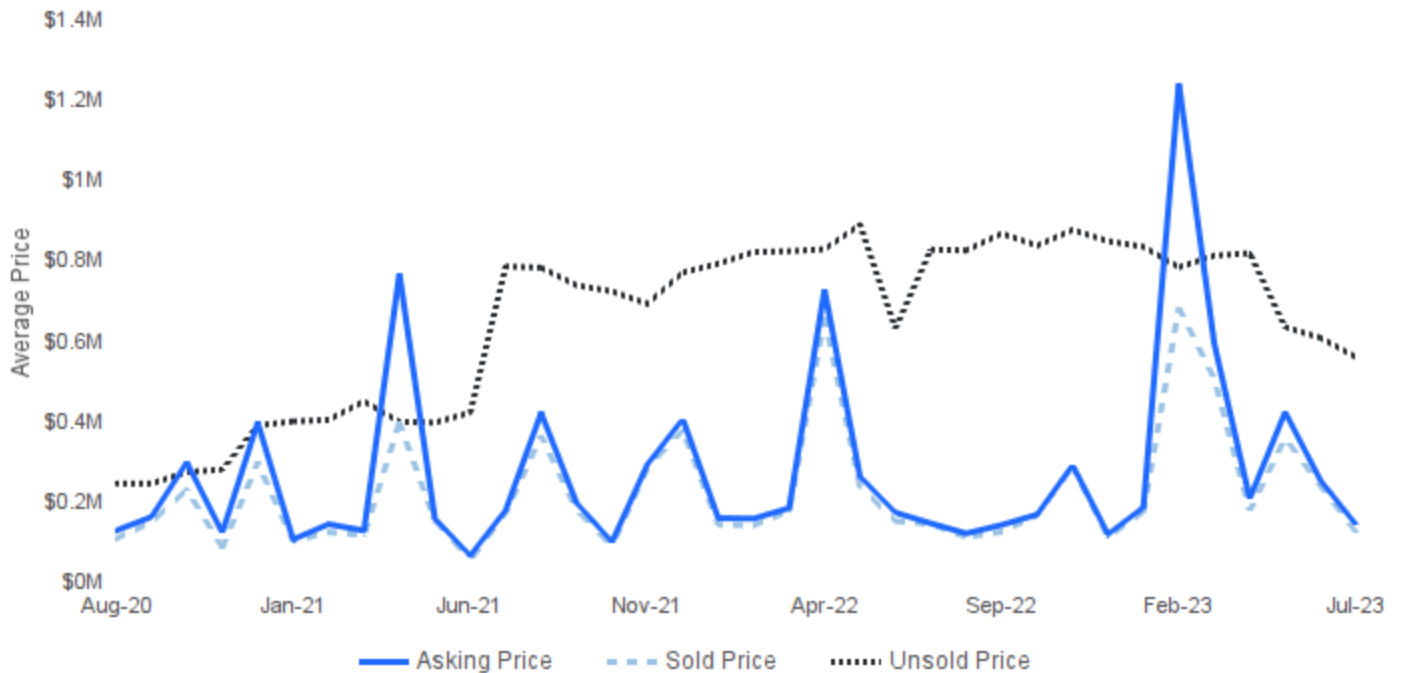
AVERAGE ASKING/SOLD/UNSOLD PRICE

July 2023 | Lots/Acres ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

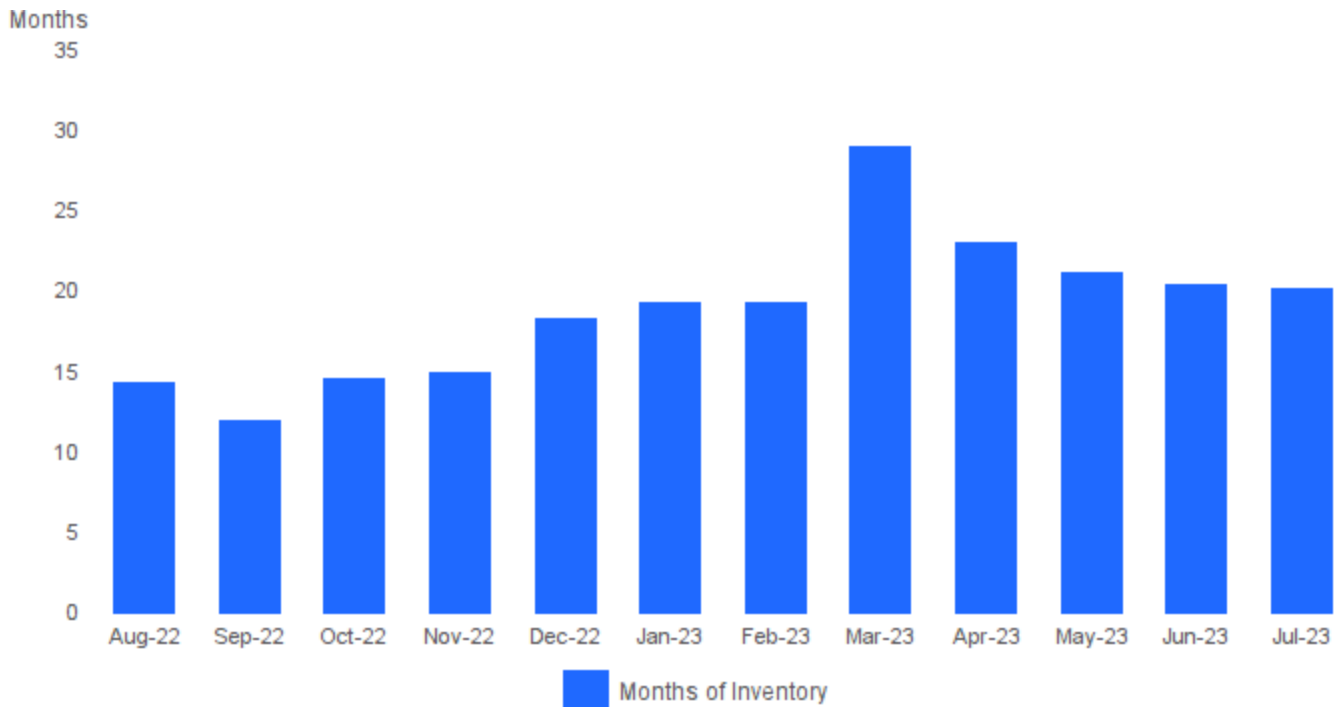
Unsold Price | the average active list price



ABSORPTION RATE

July 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.



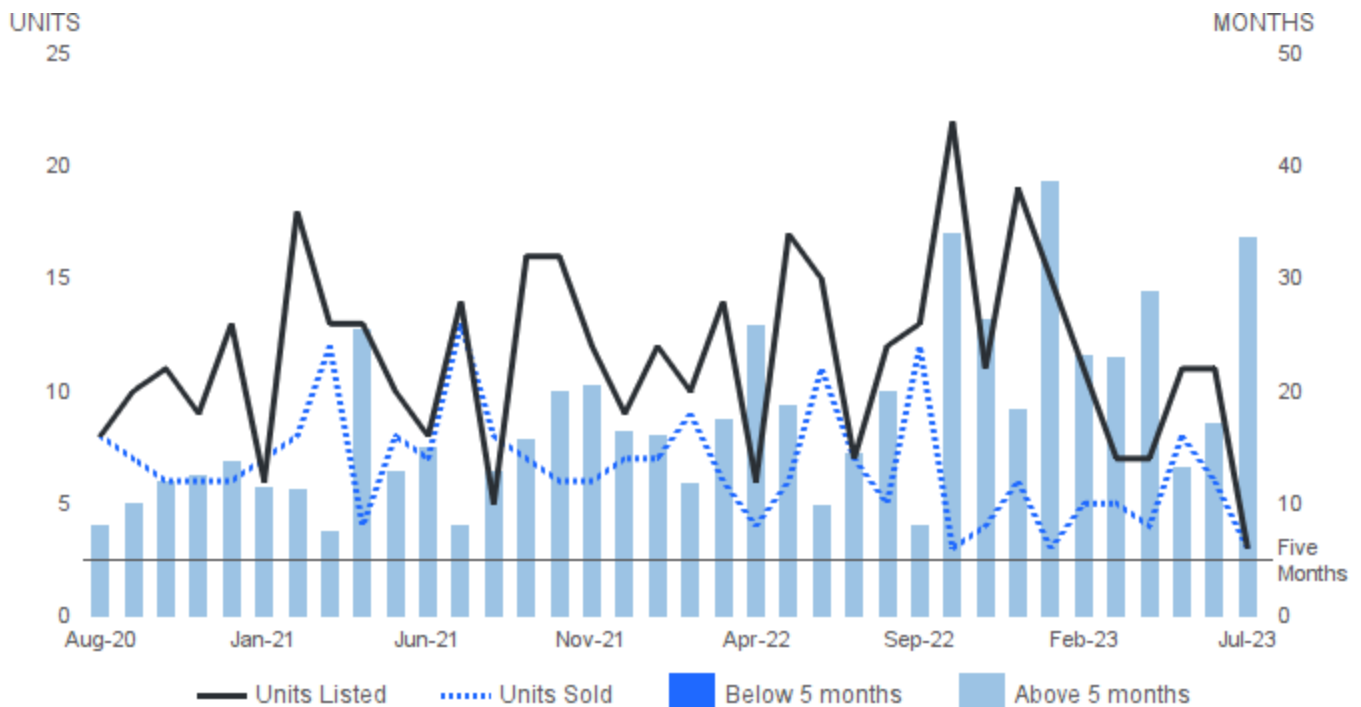
MONTHS SUPPLY OF INVENTORY

July 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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