



**COLDWELL BANKER**



# AREA REPORT

**ST. THOMAS**

AUGUST 2023 | CONDO



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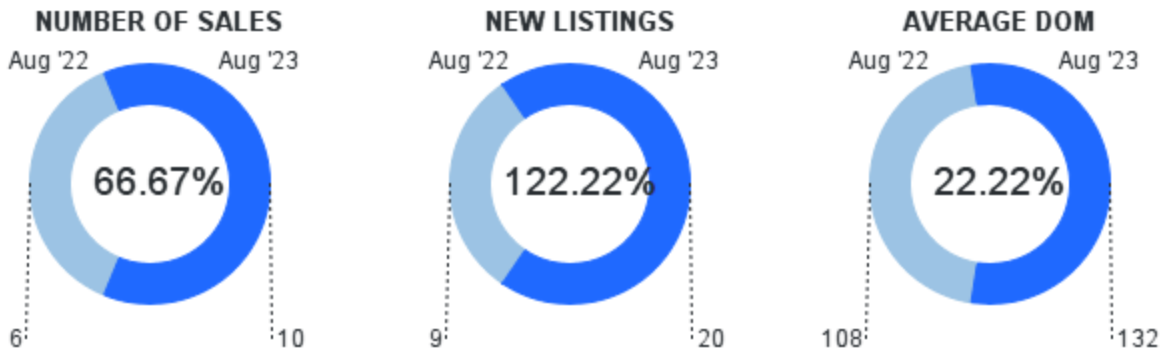



**COLDWELL BANKER**  
ISLAND AFFILIATES

# ST. THOMAS | August 2023

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

### Condo



16.04% 

MEDIAN SALES PRICE  
CONDO

35.22% 

AVERAGE SALES PRICE  
CONDO

25.00% 

MEDIAN LIST PRICE  
(SOLD LISTINGS)  
CONDO

41.59% 

AVERAGE LIST PRICE  
(SOLD LISTINGS)  
CONDO

 Aug '22  Aug '23

# AREA REPORT

## ST. THOMAS

### FULL MARKET SUMMARY

August 2023 | Condo ?

	Month to Date			Year to Date		
	August 2023	August 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	20	9	122.22% <span>↑</span>	122	95	28.42% <span>↑</span>
Sold Listings	10	6	66.67% <span>↑</span>	86	78	10.26% <span>↑</span>
Median List Price (Solds)	\$460,000	\$368,000	25% <span>↑</span>	\$422,500	\$329,500	28.22% <span>↑</span>
Median Sold Price	\$455,750	\$392,750	16.04% <span>↑</span>	\$399,500	\$322,500	23.88% <span>↑</span>
Median Days on Market	98	85	15.29% <span>↑</span>	82	77	6.49% <span>↑</span>
Average List Price (Solds)	\$526,249	\$371,666	41.59% <span>↑</span>	\$443,529	\$388,100	14.28% <span>↑</span>
Average Sold Price	\$511,700	\$378,416	35.22% <span>↑</span>	\$431,000	\$379,135	13.68% <span>↑</span>
Average Days on Market	132	108	22.22% <span>↑</span>	111	116	-4.31% <span>↓</span>
List/Sold Price Ratio	96.1%	100.8%	-4.69% <span>↓</span>	96.7%	97.7%	-1.04% <span>↓</span>

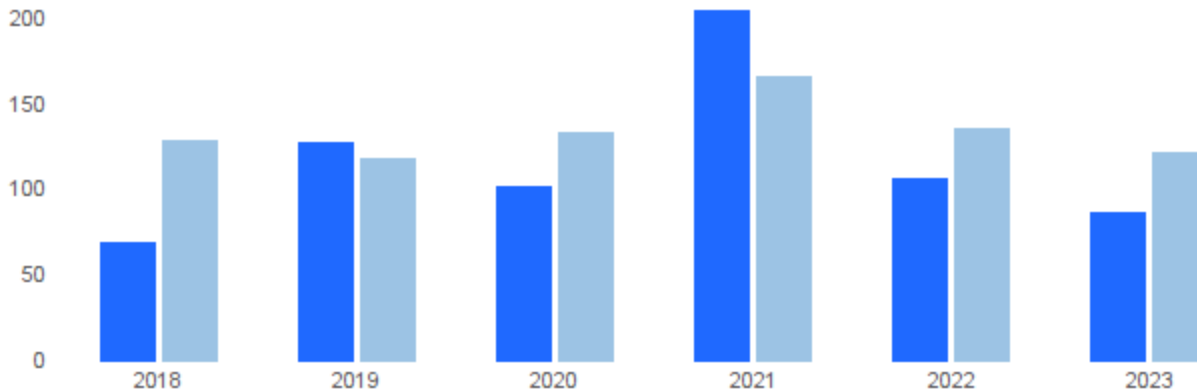
### SOLD AND NEW PROPERTIES (UNITS)

August 2023 | Condo ?

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

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

UNITS  
250



<span style="color: blue;">■</span> Sold Properties	69	127	102	204	106	86
<span style="color: lightblue;">■</span> New Properties	129	118	133	166	135	122
Sold Volume	\$16.19M	\$31.93M	\$29.32M	\$71.27M	\$41.48M	\$37.07M
Listing Volume	\$35.17M	\$31.83M	\$44.37M	\$65.33M	\$55.64M	\$58.58M
Median Sale Price	\$175K	\$225K	\$248K	\$300K	\$330K	\$400K

## MEDIAN SALES PRICE AND NUMBER OF SALES

August 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.

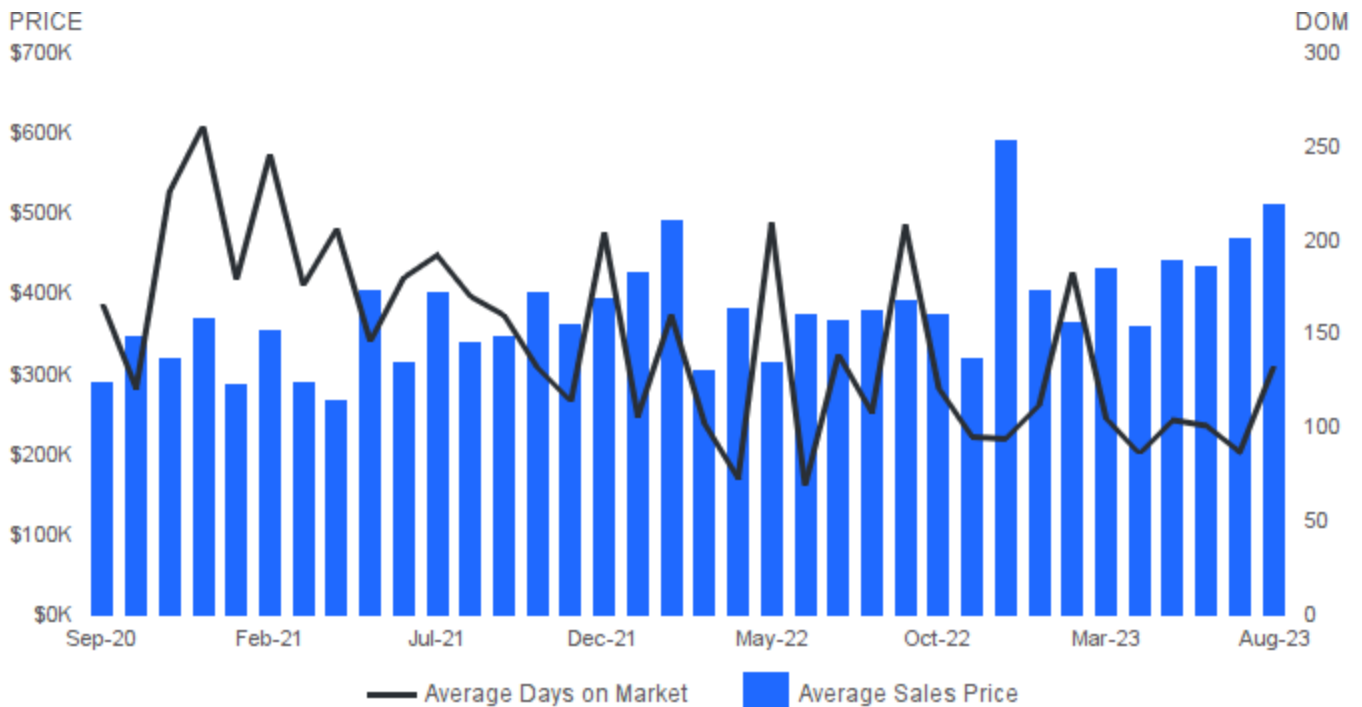


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

August 2023 | Condo ?

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

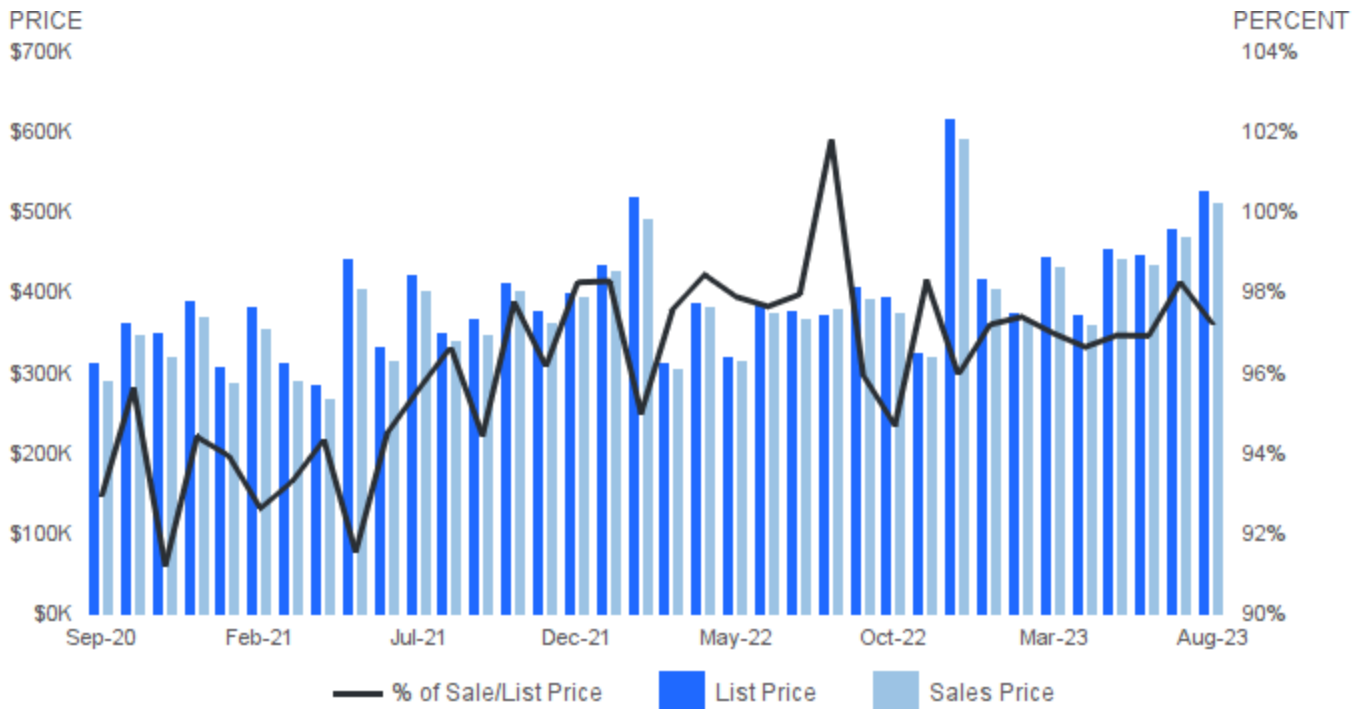
**Average Days on Market** | Average days on market for all properties sold.



# SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

August 2023 | Condo ?

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

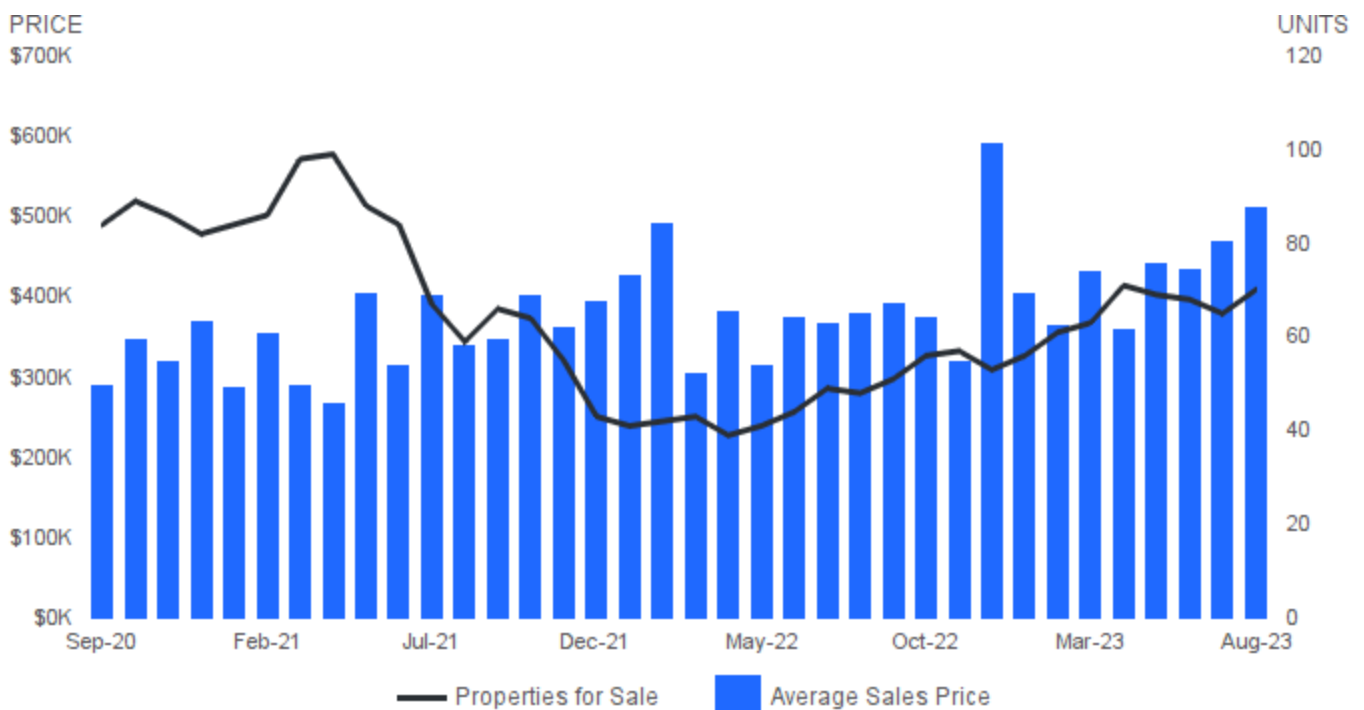


# AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

August 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.

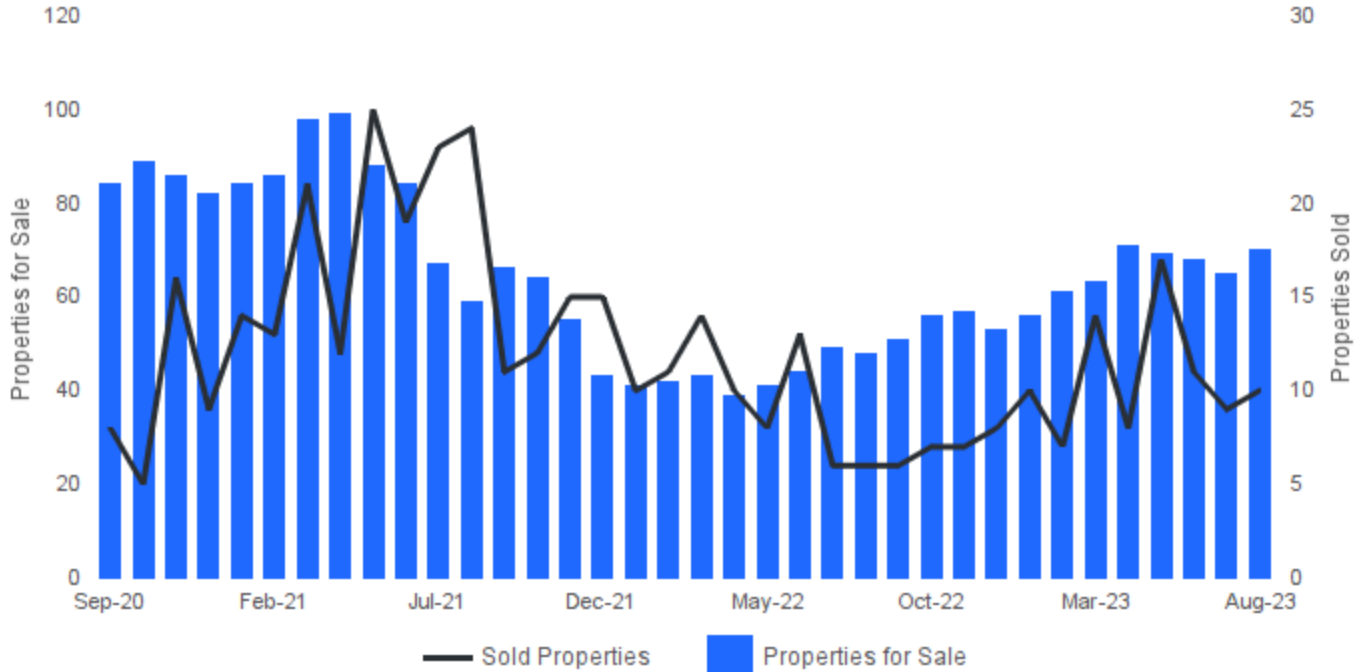


# PROPERTIES FOR SALE AND SOLD PROPERTIES

August 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

August 2023 | Condo ?

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

**Sold Price** | the average selling price

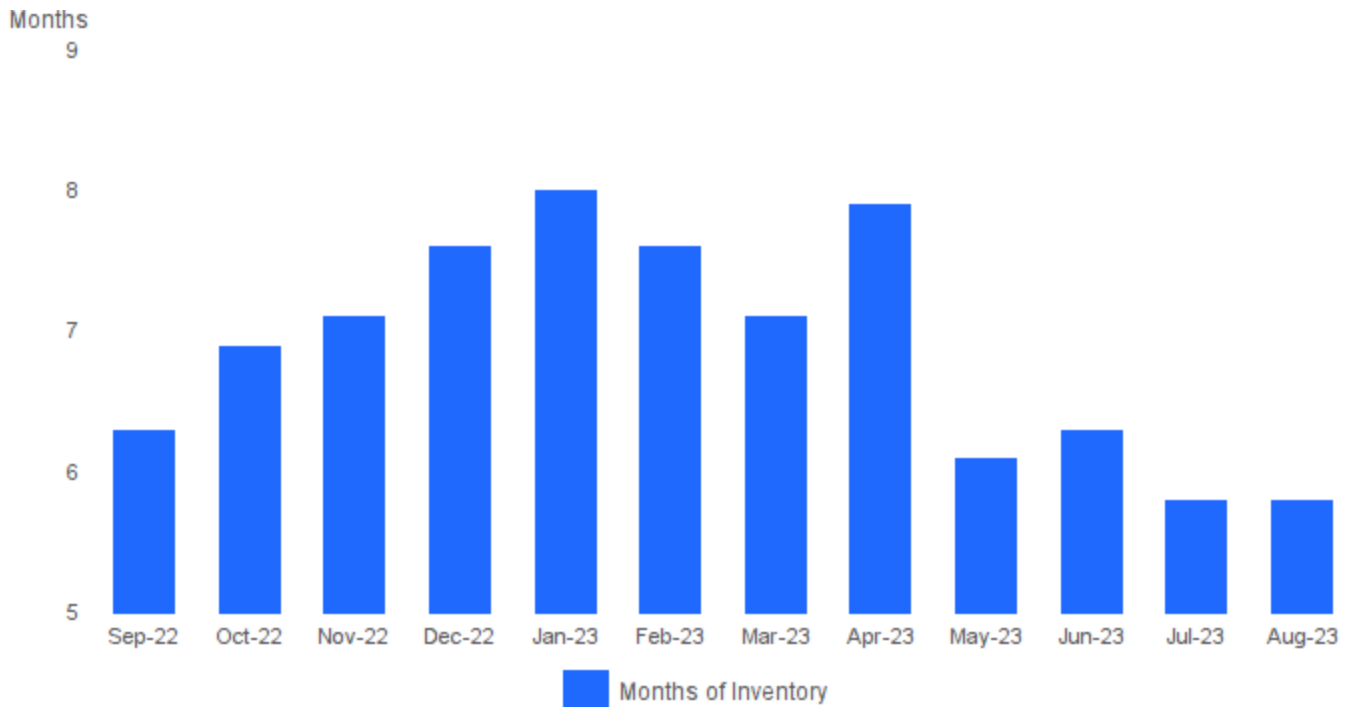
**Unsold Price** | the average active list price



# ABSORPTION RATE

August 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.



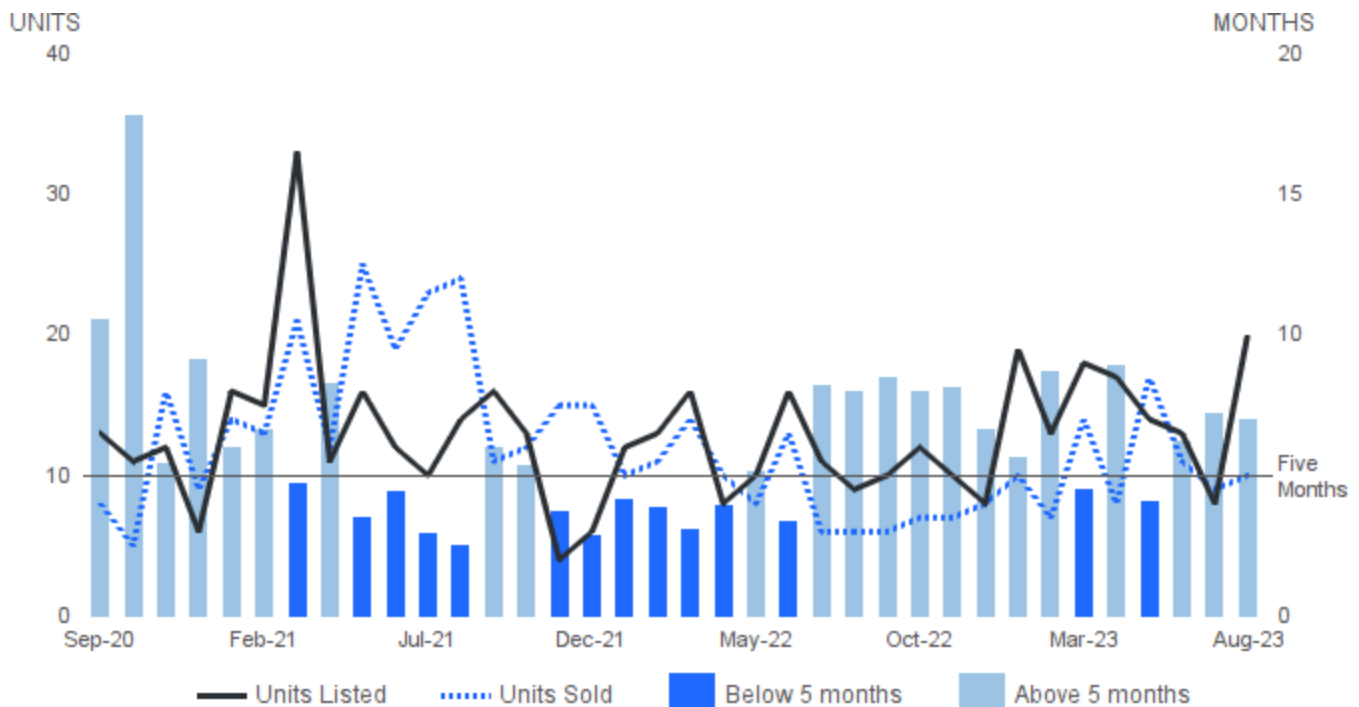
# MONTHS SUPPLY OF INVENTORY

August 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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