



COLDWELL BANKER



AREA REPORT

ST. THOMAS

AUGUST 2023 | LOTS/ACRES



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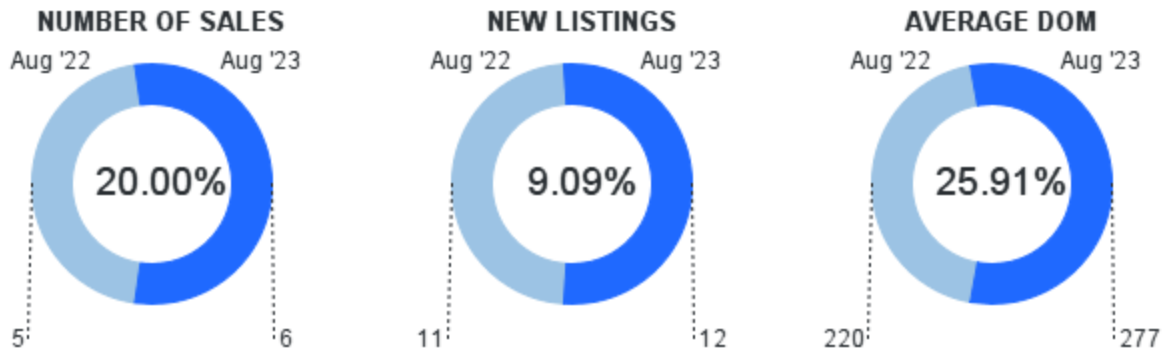


COLDWELL BANKER
ISLAND AFFILIATES

ST. THOMAS | August 2023

REAL ESTATE SNAPSHOT - Change since this time last year

Lots/Acres



166.00%

MEDIAN SALES PRICE
LOTS/ACRES

201.49%

AVERAGE SALES PRICE
LOTS/ACRES

159.09%

MEDIAN LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

213.72%

AVERAGE LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

Aug '22

Aug '23

AREA REPORT

ST. THOMAS

FULL MARKET SUMMARY

August 2023 | Lots/Acres ?

	Month to Date			Year to Date		
	August 2023	August 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	12	11	9.09% ↑	78	92	-15.22% ↓
Sold Listings	6	5	20% ↑	41	55	-25.45% ↓
Median List Price (Solds)	\$285,000	\$110,000	159.09% ↑	\$250,000	\$129,000	93.8% ↑
Median Sold Price	\$266,000	\$100,000	166% ↑	\$194,000	\$125,000	55.2% ↑
Median Days on Market	208	169	23.08% ↑	175	226	-22.57% ↓
Average List Price (Solds)	\$381,166	\$121,500	213.72% ↑	\$452,424	\$212,550	112.86% ↑
Average Sold Price	\$337,666	\$112,000	201.49% ↑	\$347,442	\$193,979	79.11% ↑
Average Days on Market	277	220	25.91% ↑	207	256	-19.14% ↓
List/Sold Price Ratio	87.3%	91.4%	-4.45% ↓	87.3%	91.3%	-4.38% ↓

SOLD AND NEW PROPERTIES (UNITS)

August 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

41

■ New Properties

68

100

140

158

78

Sold Volume

\$7.99M

\$9.12M

\$17.61M

\$14.50M

\$14.25M

Listing Volume

\$13.07M

\$34.71M

\$93.05M

\$98.98M

\$55.39M

Median Sale Price

\$80K

\$75K

\$120K

\$120K

\$194K

MEDIAN SALES PRICE AND NUMBER OF SALES

August 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

August 2023 | Lots/Acres ?

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

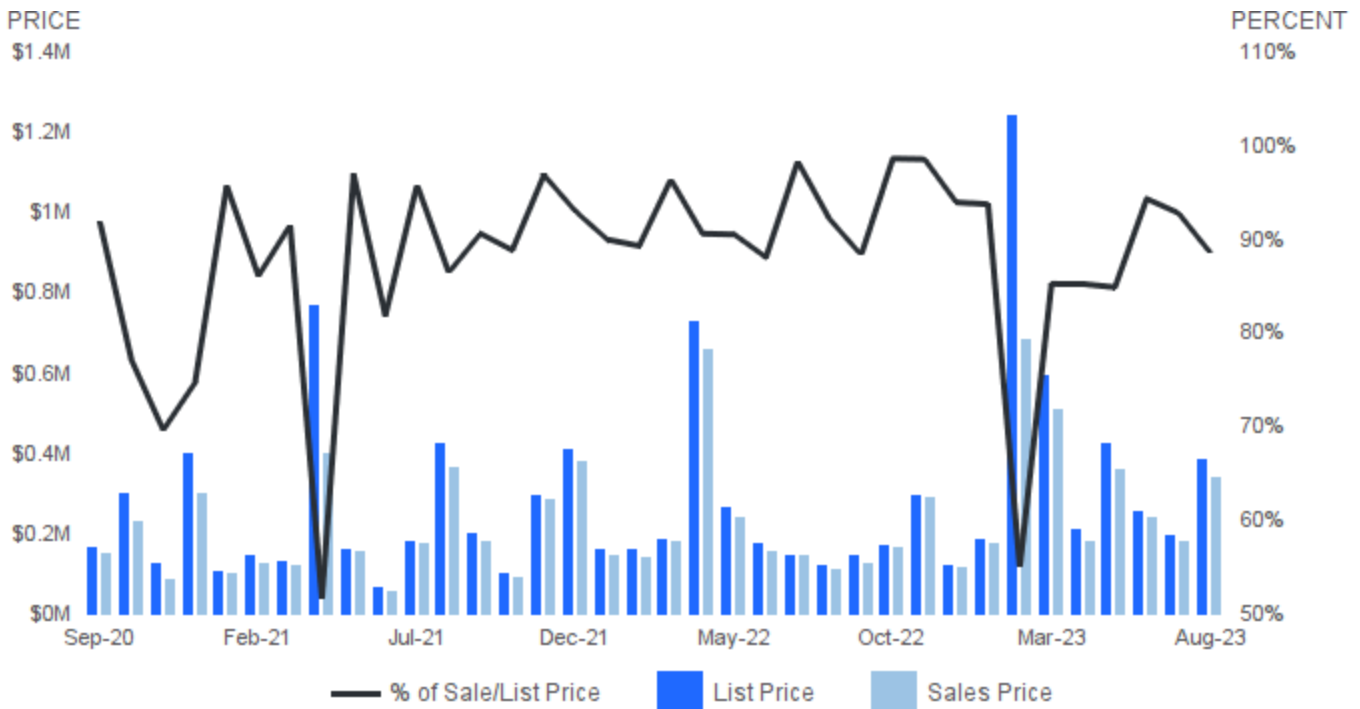
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

August 2023 | Lots/Acres ?

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

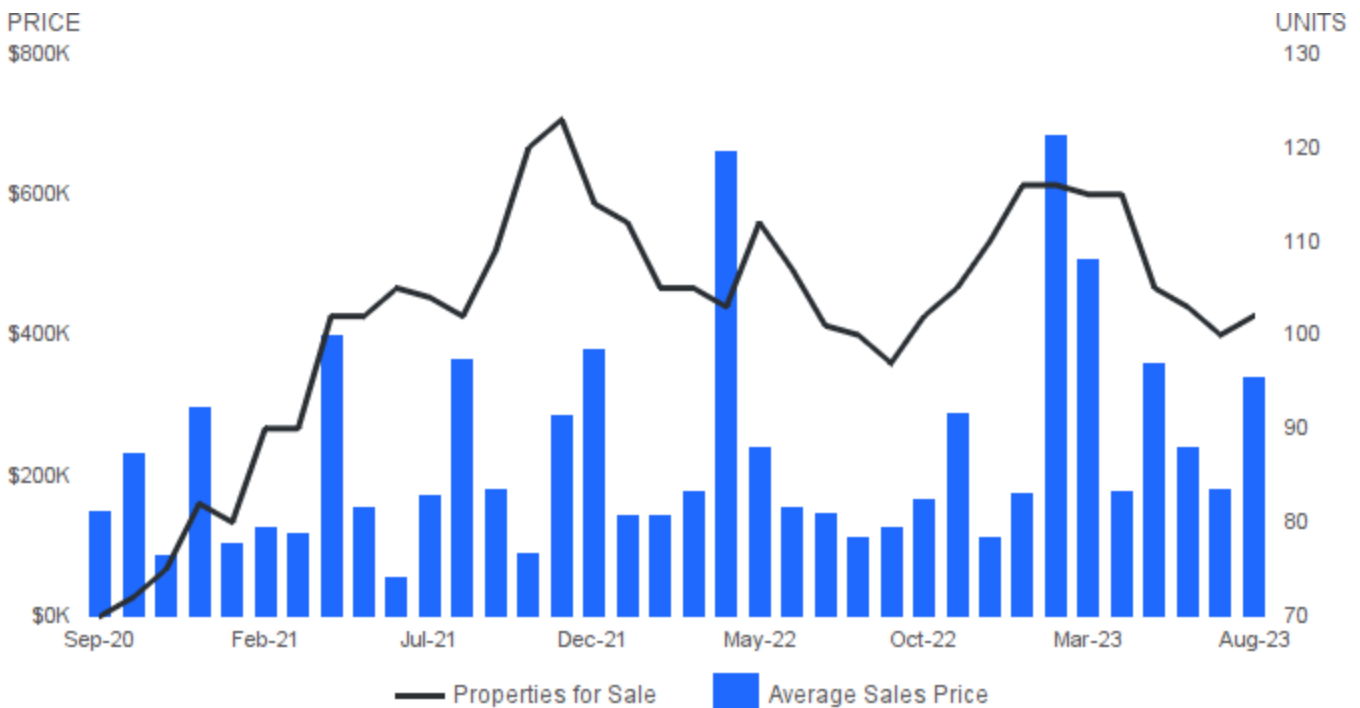


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

August 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.

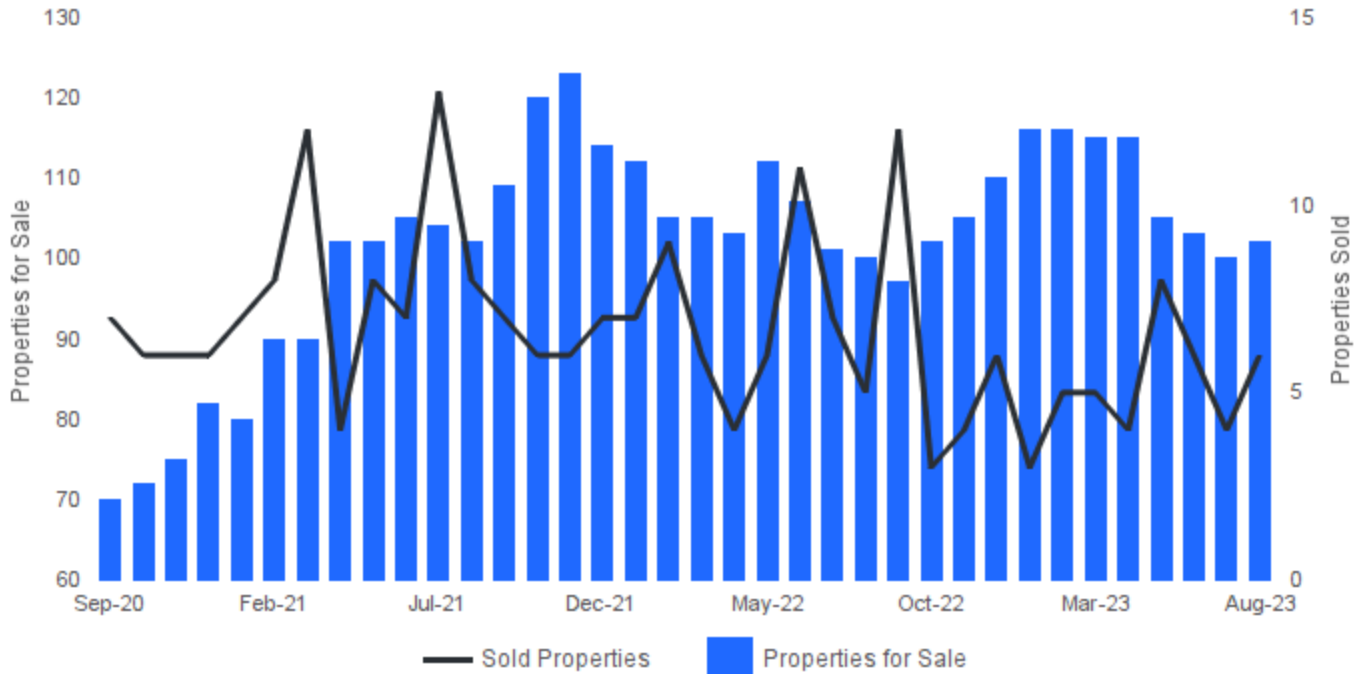


PROPERTIES FOR SALE AND SOLD PROPERTIES

August 2023 | Lots/Acres ?

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

Sold Properties | Number of properties sold.



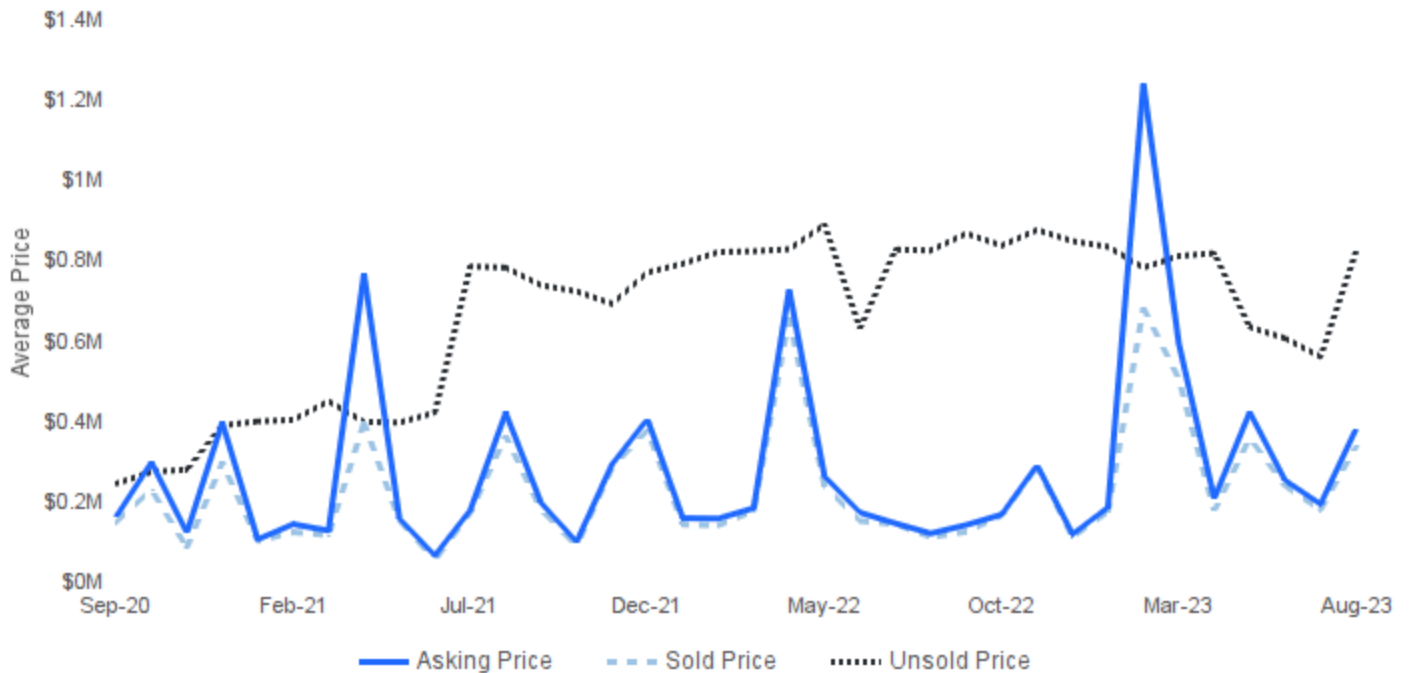
AVERAGE ASKING/SOLD/UNSOLD PRICE

August 2023 | Lots/Acres ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

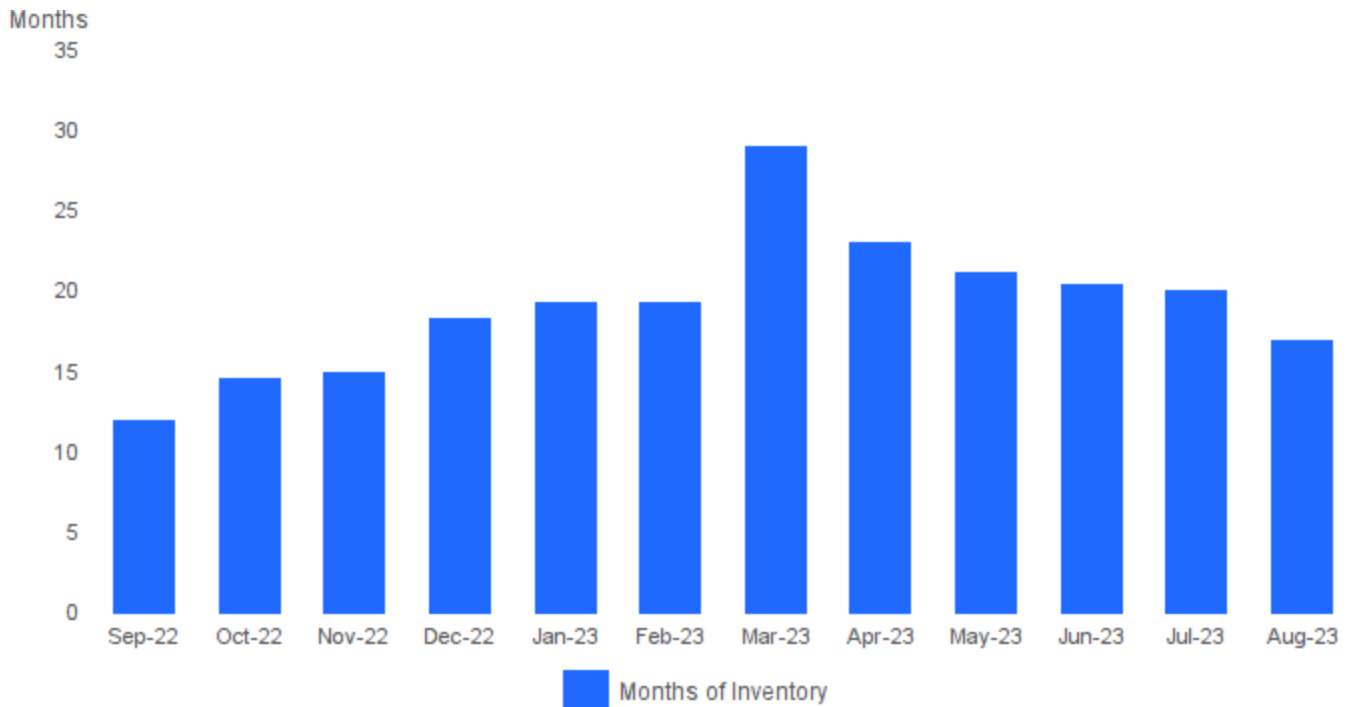
Unsold Price | the average active list price



ABSORPTION RATE

August 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.



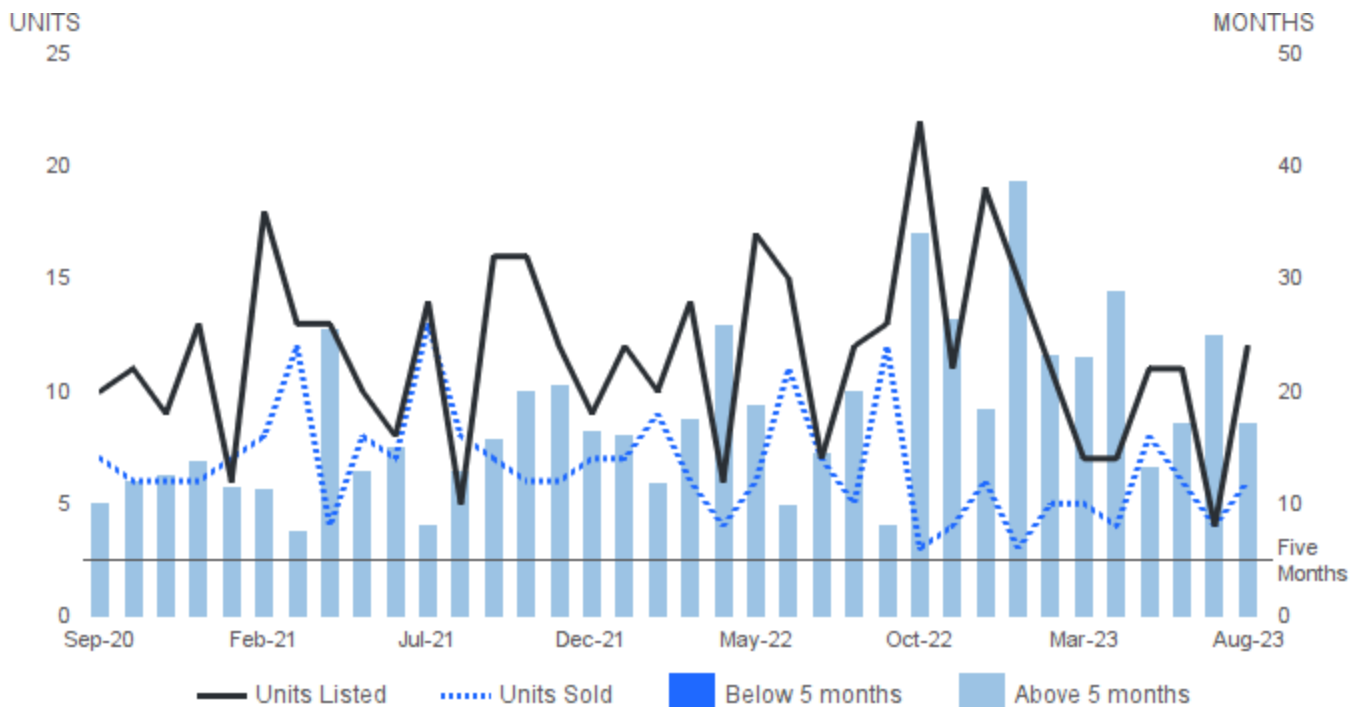
MONTHS SUPPLY OF INVENTORY

August 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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