



**COLDWELL BANKER**



# AREA REPORT

**ST. THOMAS**

SEPTEMBER 2023 | LOTS/ACRES



**BRYONY LOCHER**

Direct: 340-778-7000

Cell: 340-227-7657

[bry@coldwellbankervi.com](mailto:bry@coldwellbankervi.com)

[www.coldwellbanker.com](http://www.coldwellbanker.com)

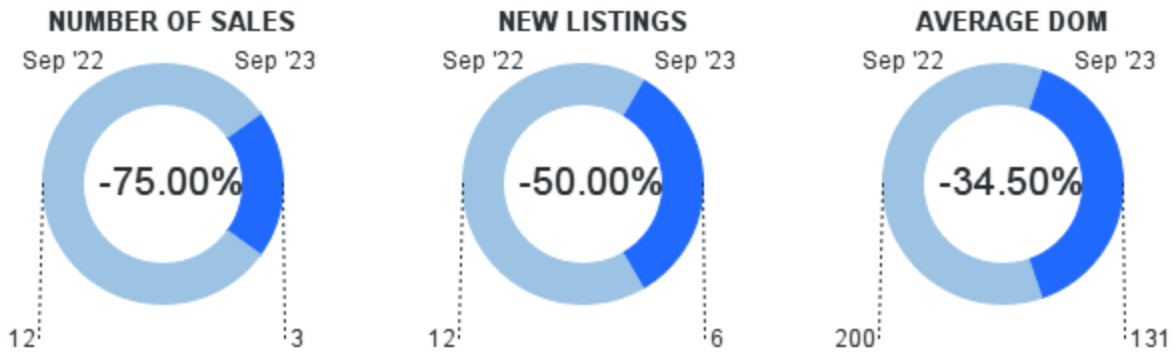


**COLDWELL BANKER**  
ISLAND AFFILIATES

# ST. THOMAS | September 2023

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

Lots/Acres



1.01%

MEDIAN SALES PRICE  
LOTS/ACRES

-20.53%

AVERAGE SALES PRICE  
LOTS/ACRES

2.13%

MEDIAN LIST PRICE  
(SOLD LISTINGS)  
LOTS/ACRES

-7.81%

AVERAGE LIST PRICE  
(SOLD LISTINGS)  
LOTS/ACRES

Sep '22 Sep '23

# AREA REPORT

## ST. THOMAS

### FULL MARKET SUMMARY

September 2023 | Lots/Acres ?

	Month to Date			Year to Date		
	September 2023	September 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	6	12	-50% ↓	84	105	-20% ↓
Sold Listings	3	12	-75% ↓	44	67	-34.33% ↓
Median List Price (Solds)	\$120,000	\$117,500	2.13% ↑	\$200,000	\$125,000	60% ↑
Median Sold Price	\$100,000	\$99,000	1.01% ↑	\$165,000	\$124,900	32.11% ↑
Median Days on Market	148	189	-21.69% ↓	169	224	-24.55% ↓
Average List Price (Solds)	\$131,333	\$142,458	-7.81% ↓	\$430,531	\$199,996	115.27% ↑
Average Sold Price	\$100,000	\$125,833	-20.53% ↓	\$330,571	\$181,774	81.86% ↑
Average Days on Market	131	200	-34.5% ↓	202	246	-17.89% ↓
List/Sold Price Ratio	80%	90.2%	-11.28% ↓	86.8%	91.1%	-4.72% ↓

### SOLD AND NEW PROPERTIES (UNITS)

September 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

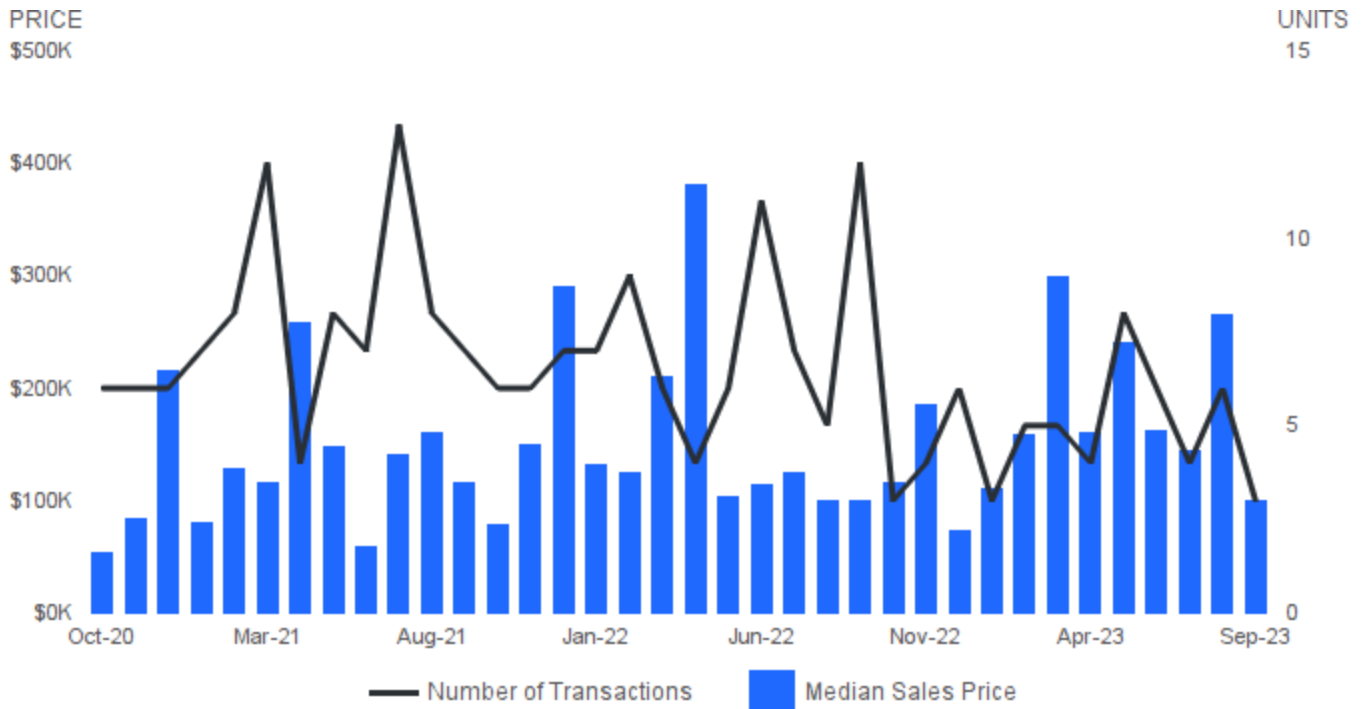
<span style="color: blue;">■</span> Sold Properties	51	65	93	80	44
<span style="color: lightblue;">■</span> New Properties	68	100	140	158	84
Sold Volume	\$7.99M	\$9.12M	\$17.61M	\$14.50M	\$14.55M
Listing Volume	\$13.07M	\$34.71M	\$93.05M	\$98.68M	\$58.44M
Median Sale Price	\$80K	\$75K	\$120K	\$120K	\$165K

## MEDIAN SALES PRICE AND NUMBER OF SALES

September 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

September 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

September 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

September 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.

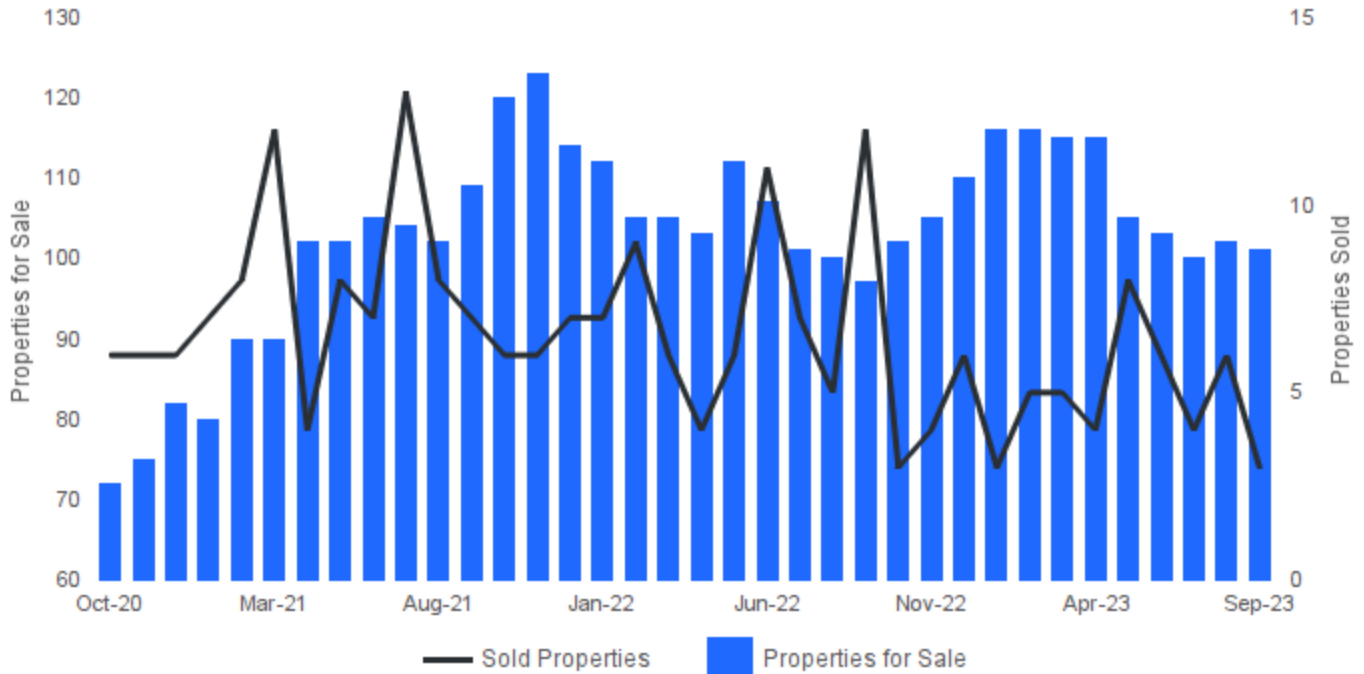


# PROPERTIES FOR SALE AND SOLD PROPERTIES

September 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

September 2023 | Lots/Acres ?

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

**Sold Price** | the average selling price

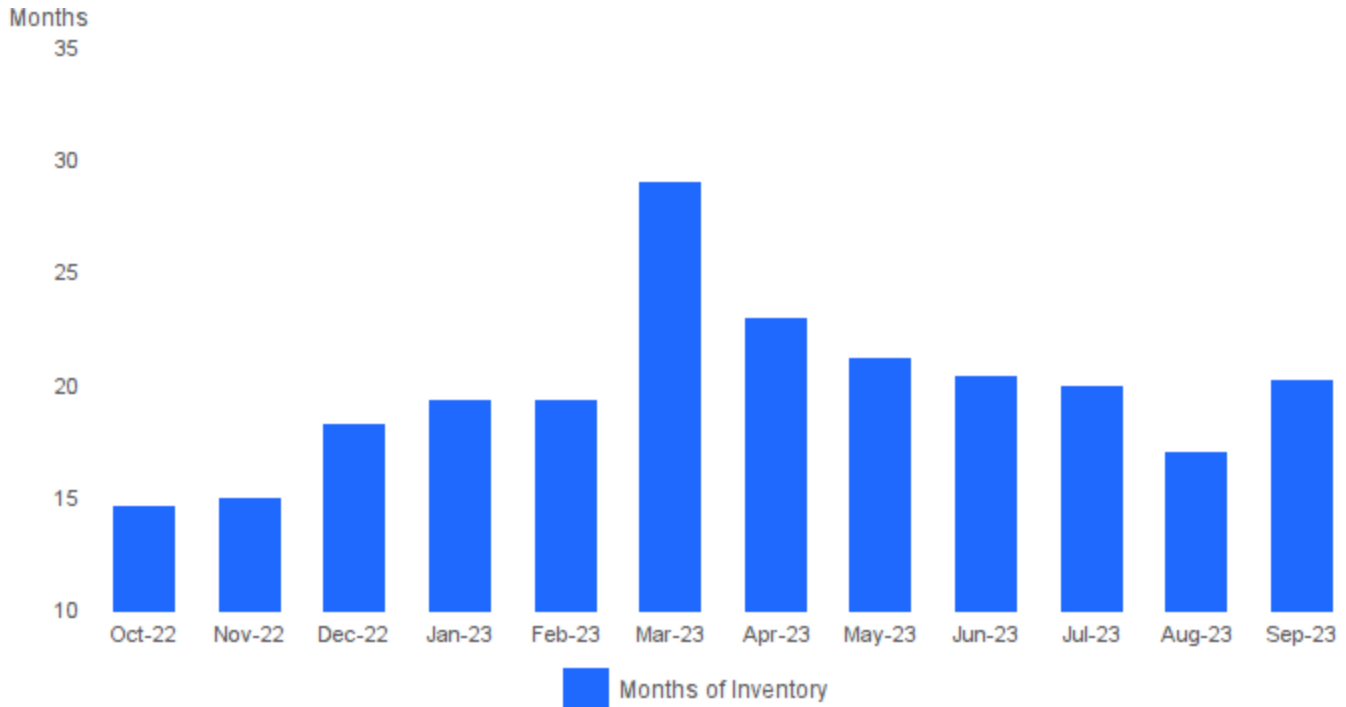
**Unsold Price** | the average active list price



# ABSORPTION RATE

September 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.



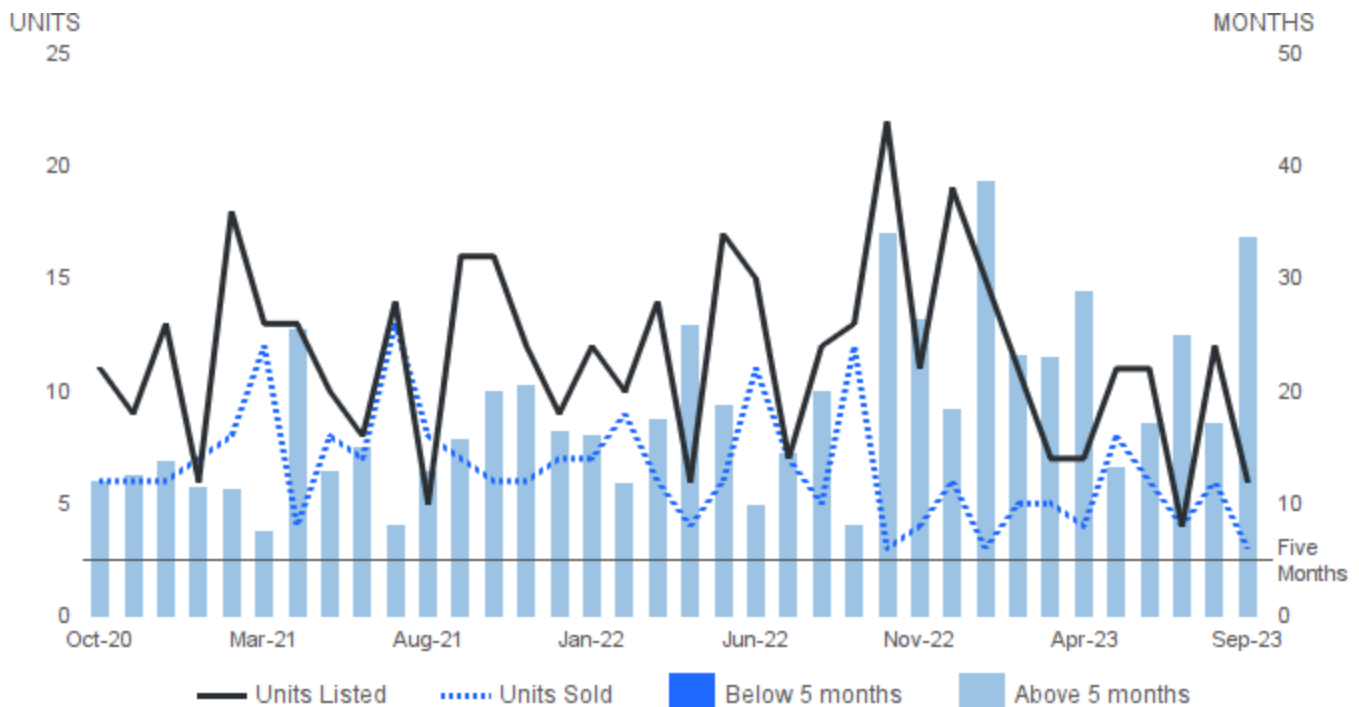
# MONTHS SUPPLY OF INVENTORY

September 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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