



COLDWELL BANKER



AREA REPORT

ST. THOMAS

SEPTEMBER 2023 | SINGLE FAMILY



BRYONY LOCHER

Direct: 340-778-7000

Cell: 340-227-7657

bry@coldwellbankervi.com

www.coldwellbanker.com

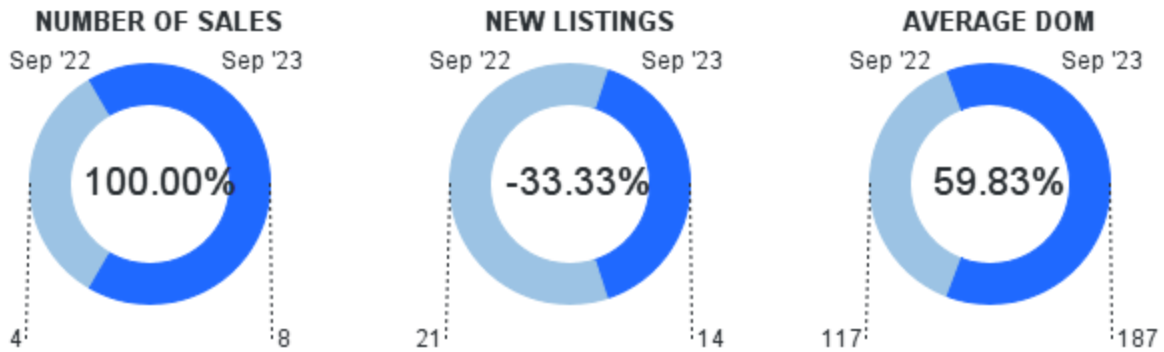


COLDWELL BANKER
ISLAND AFFILIATES

ST. THOMAS | September 2023

REAL ESTATE SNAPSHOT - Change since this time last year

Single Family



-36.45% ↓

MEDIAN SALES PRICE
SINGLE FAMILY

-29.79% ↓

AVERAGE SALES PRICE
SINGLE FAMILY

-37.70% ↓

**MEDIAN LIST PRICE
(SOLD LISTINGS)**
SINGLE FAMILY

-34.46% ↓

**AVERAGE LIST PRICE
(SOLD LISTINGS)**
SINGLE FAMILY

■ Sep '22 ■ Sep '23

AREA REPORT

ST. THOMAS

FULL MARKET SUMMARY

September 2023 | Single Family ?

	Month to Date			Year to Date		
	September 2023	September 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	14	21	-33.33% ↓	94	118	-20.34% ↓
Sold Listings	8	4	100% ↑	67	74	-9.46% ↓
Median List Price (Solds)	\$649,500	\$1,042,500	-37.7% ↓	\$897,000	\$975,000	-8% ↓
Median Sold Price	\$607,500	\$956,000	-36.45% ↓	\$835,000	\$890,000	-6.18% ↓
Median Days on Market	97	81	19.75% ↑	124	120	3.33% ↑
Average List Price (Solds)	\$620,999	\$947,500	-34.46% ↓	\$1,243,038	\$1,152,256	7.88% ↑
Average Sold Price	\$600,625	\$855,500	-29.79% ↓	\$1,105,611	\$1,081,557	2.22% ↑
Average Days on Market	187	117	59.83% ↑	170	152	11.84% ↑
List/Sold Price Ratio	98%	92.5%	5.95% ↑	91.7%	94.9%	-3.35% ↓

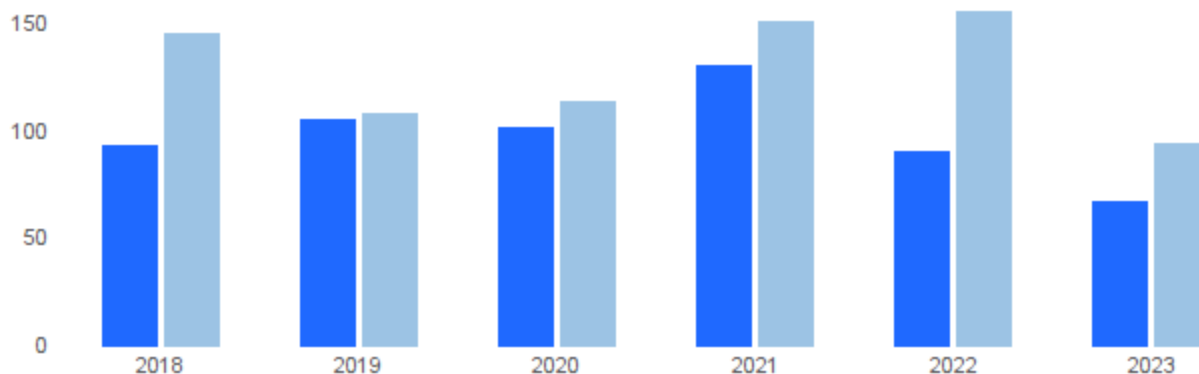
SOLD AND NEW PROPERTIES (UNITS)

September 2023 | Single Family ?

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.

UNITS
200



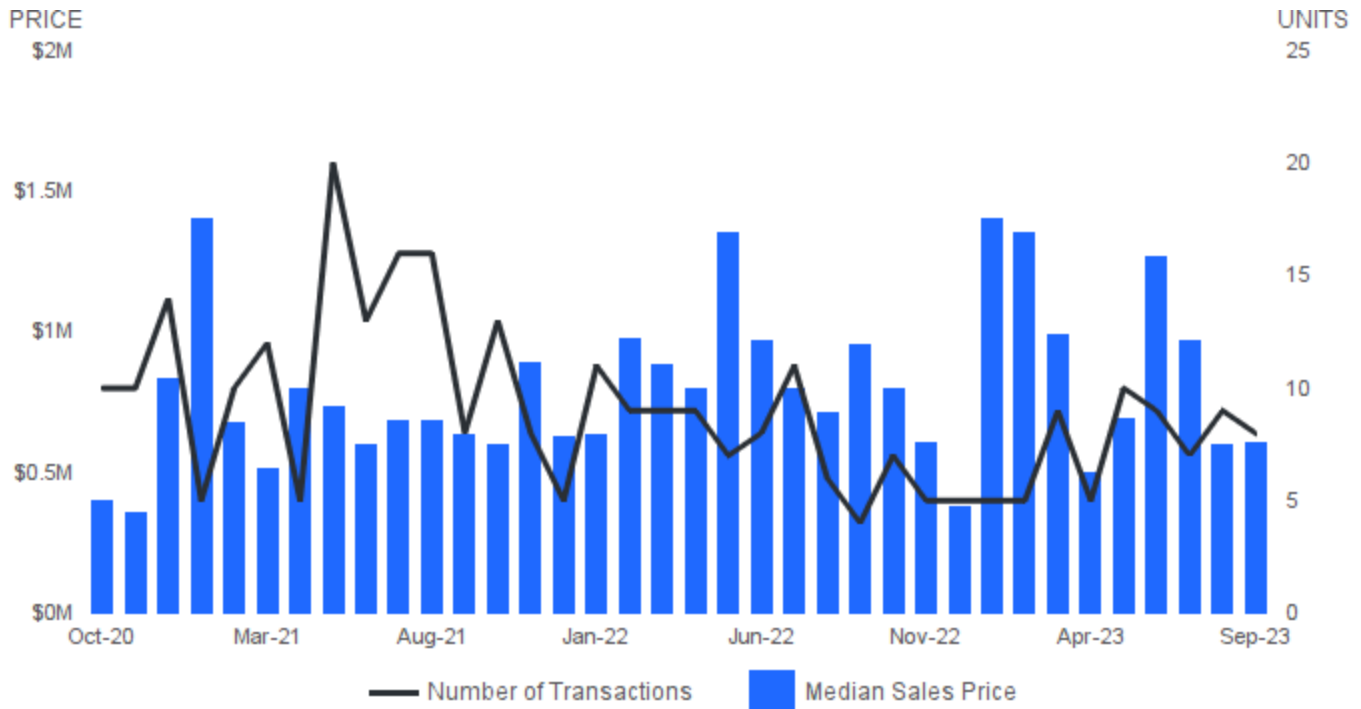
Sold Properties	93	106	102	131	91	67
New Properties	146	108	114	151	156	94
Sold Volume	\$56.45M	\$68.75M	\$75.60M	\$118.34M	\$96.69M	\$74.08M
Listing Volume	\$93.75M	\$84.09M	\$99.75M	\$179.50M	\$213.30M	\$132.27M
Median Sale Price	\$395K	\$430K	\$594K	\$675K	\$860K	\$835K

MEDIAN SALES PRICE AND NUMBER OF SALES

September 2023 | Single Family ?

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.

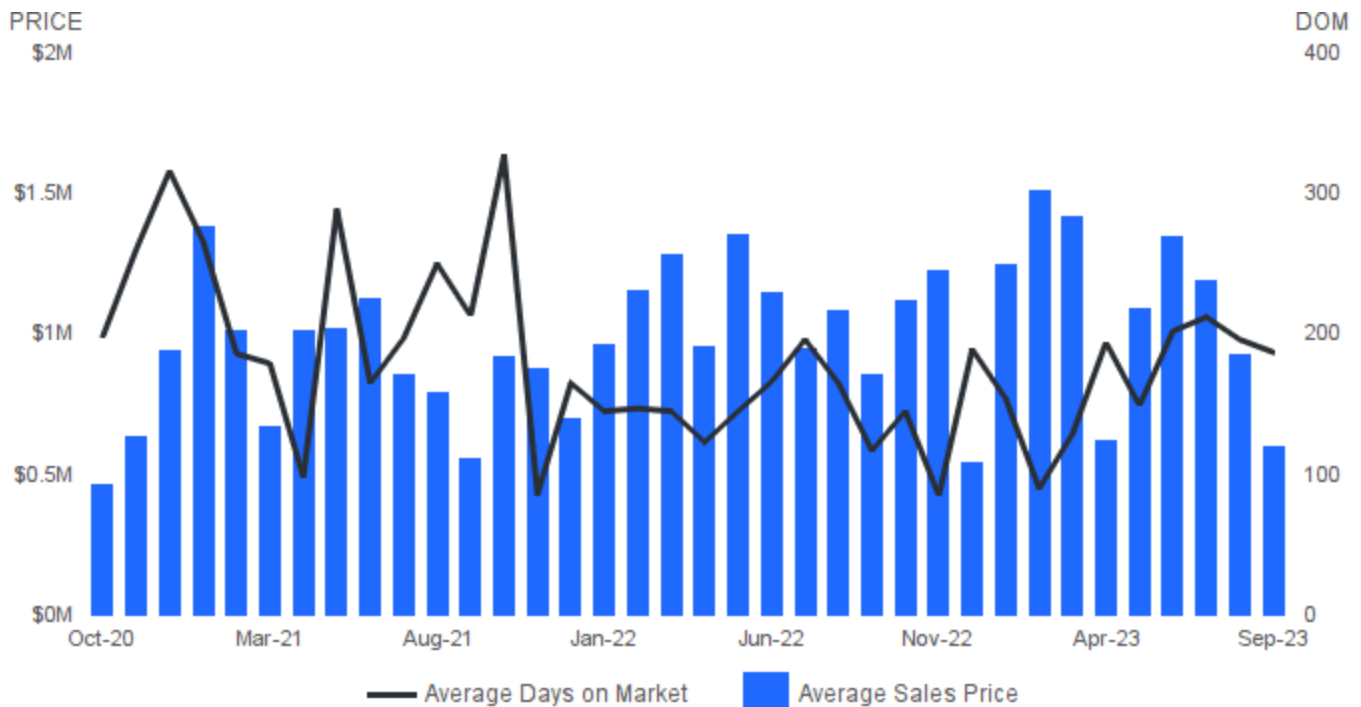


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

September 2023 | Single Family ?

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 | Single Family ?

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

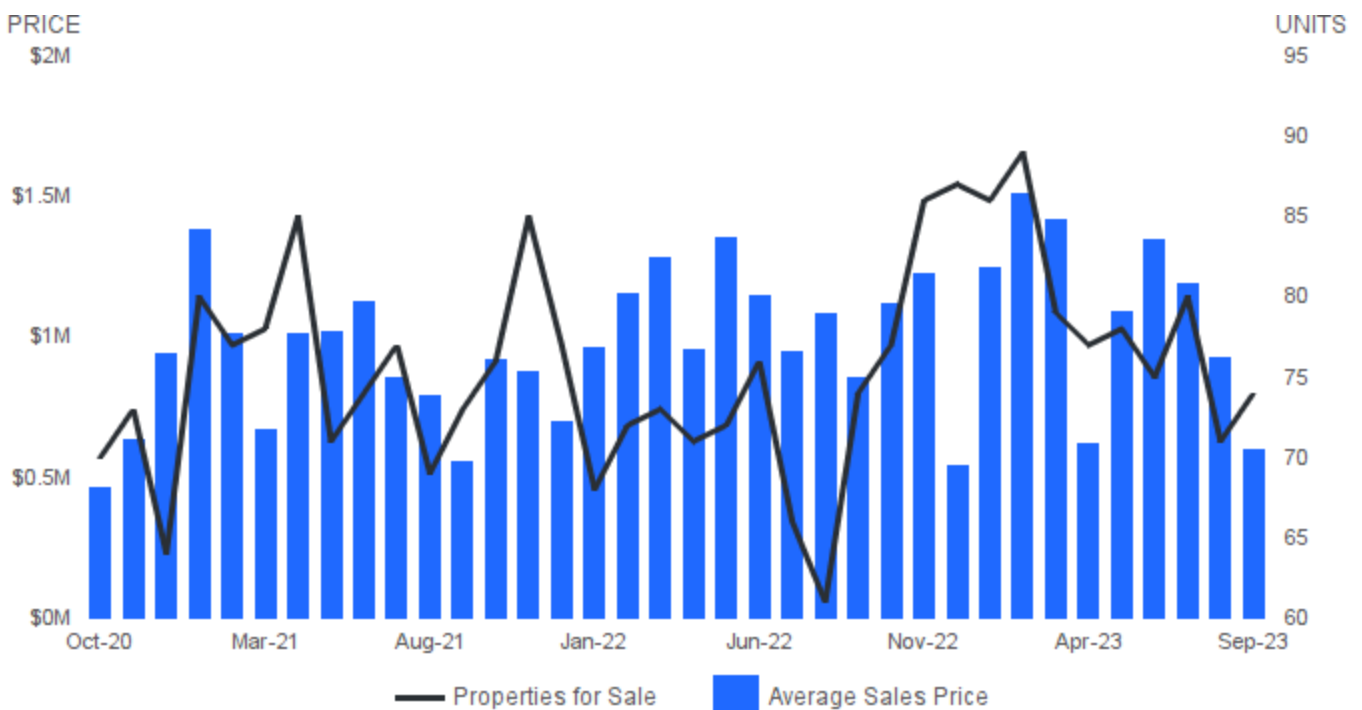


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

September 2023 | Single Family ?

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

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

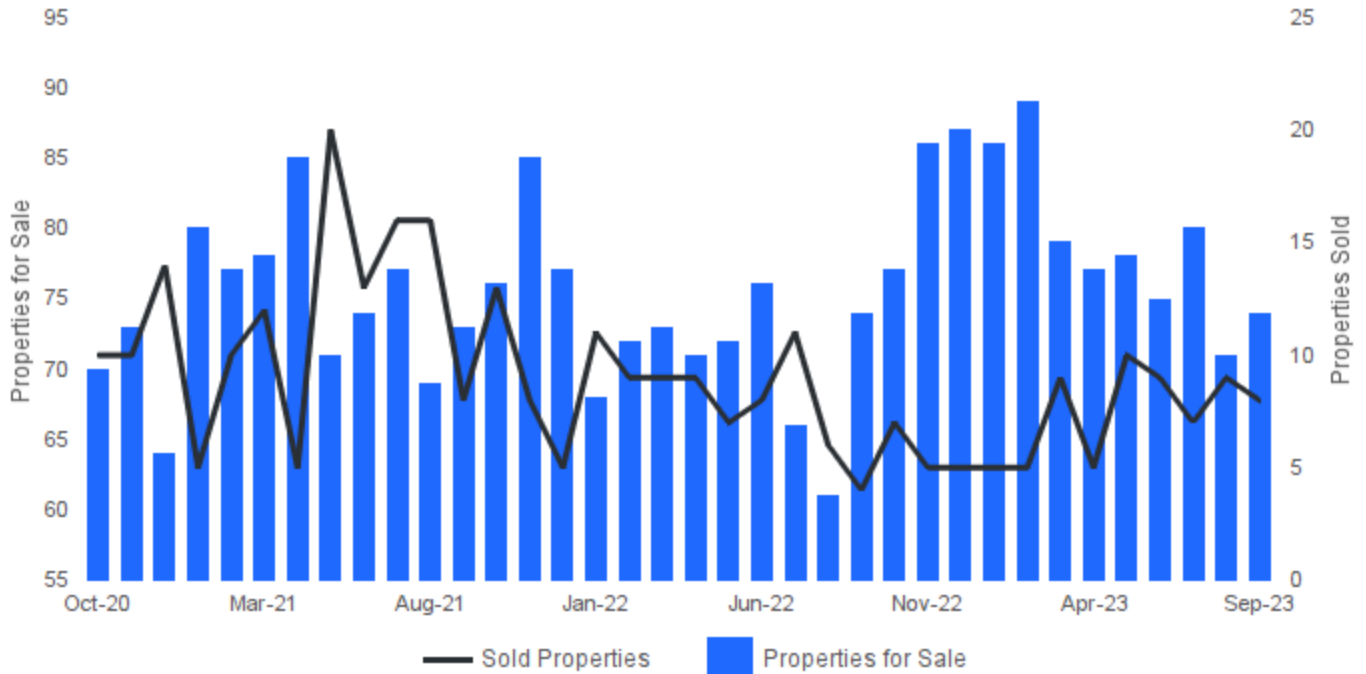


PROPERTIES FOR SALE AND SOLD PROPERTIES

September 2023 | Single Family ?

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

Sold Properties | Number of properties sold.



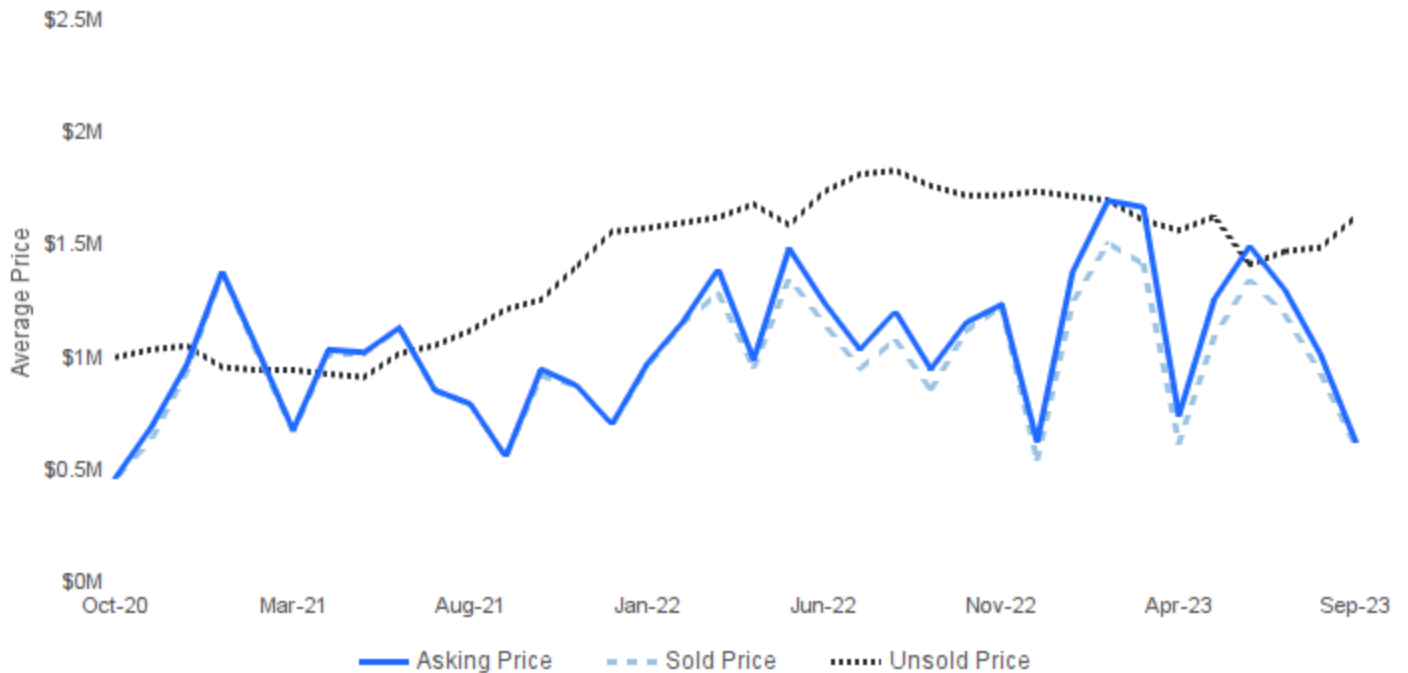
AVERAGE ASKING/SOLD/UNSOLD PRICE

September 2023 | Single Family ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

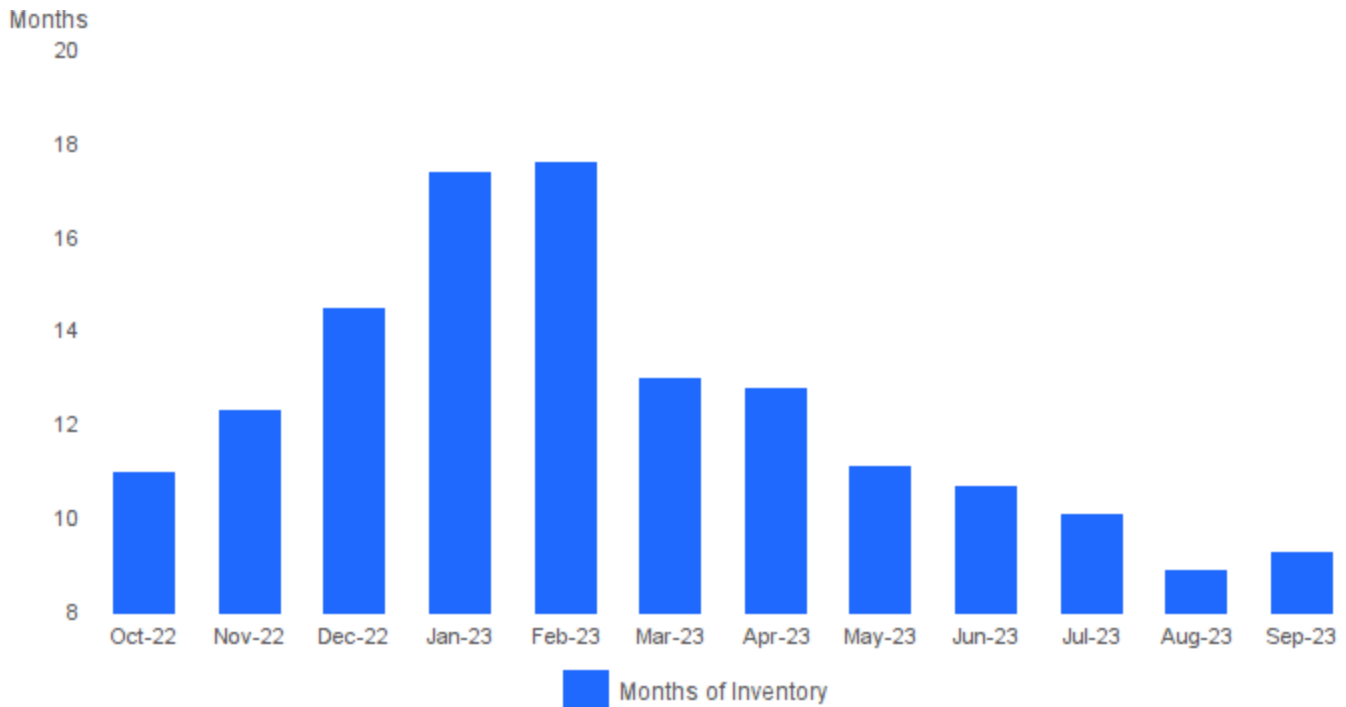
Unsold Price | the average active list price



ABSORPTION RATE

September 2023 | Single Family ?

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.



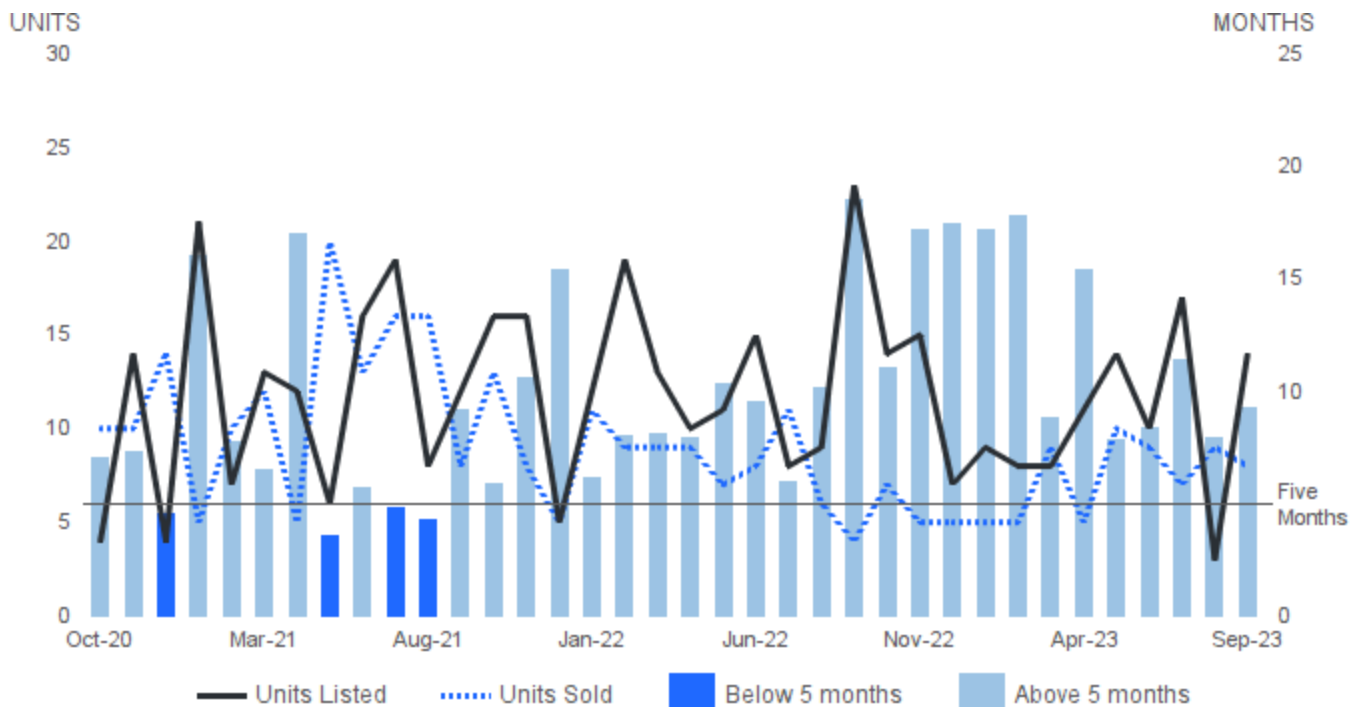
MONTHS SUPPLY OF INVENTORY

September 2023 | Single Family ?

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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