



**COLDWELL BANKER**



# AREA REPORT

**ST. THOMAS**

SEPTEMBER 2023 | ALL PROPERTY TYPES



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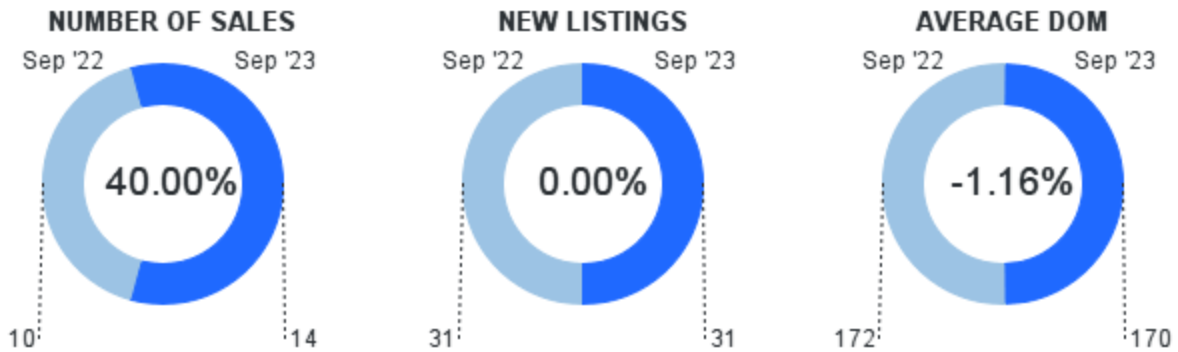



**COLDWELL BANKER**  
ISLAND AFFILIATES

# ST. THOMAS | September 2023

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


### All Property Types



**1.05%**   
**MEDIAN SALES PRICE**  
ALL PROPERTY TYPES

**-8.98%**   
**AVERAGE SALES PRICE**  
ALL PROPERTY TYPES

**1.67%**   
**MEDIAN LIST PRICE**  
**(SOLD LISTINGS)**  
ALL PROPERTY TYPES

**-12.38%**   
**AVERAGE LIST PRICE**  
**(SOLD LISTINGS)**  
ALL PROPERTY TYPES

 Sep '22  Sep '23

# AREA REPORT

## St. Thomas

### FULL MARKET SUMMARY

September 2023 | All Property Types ?

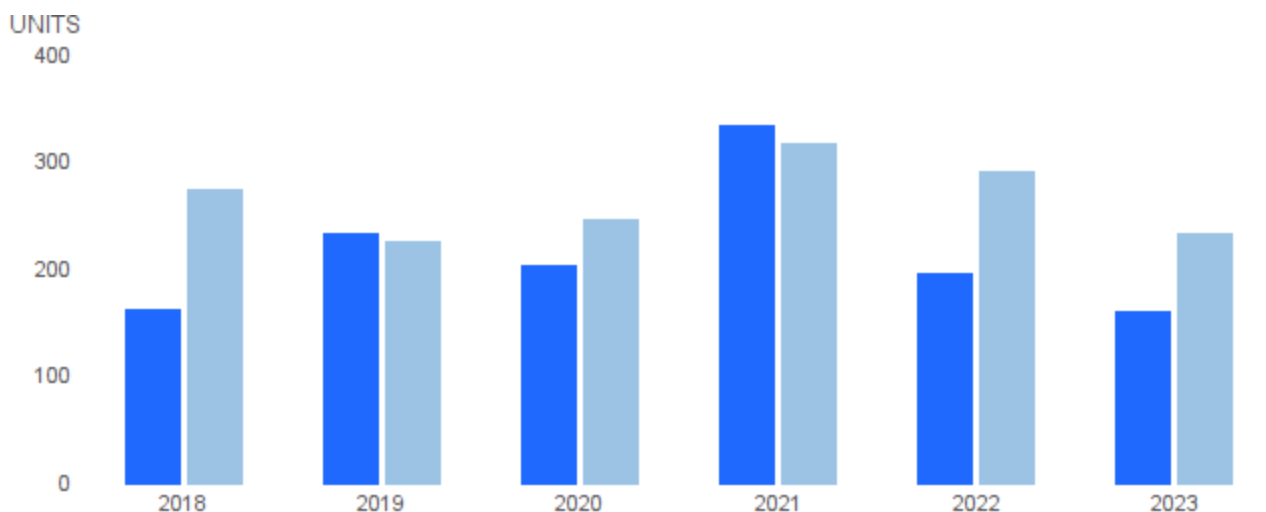
	Month to Date			Year to Date		
	September 2023	September 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	31	31	0%	233	223	4.48% <span>↑</span>
Sold Listings	14	10	40% <span>↑</span>	160	158	1.27% <span>↑</span>
Median List Price (Solds)	\$487,500	\$479,500	1.67% <span>↑</span>	\$549,999	\$497,000	10.66% <span>↑</span>
Median Sold Price	\$480,000	\$475,000	1.05% <span>↑</span>	\$525,000	\$480,000	9.38% <span>↑</span>
Median Days on Market	97	178	-45.51% <span>↓</span>	95	104	-8.65% <span>↓</span>
Average List Price (Solds)	\$546,142	\$623,290	-12.38% <span>↓</span>	\$779,400	\$746,719	4.38% <span>↑</span>
Average Sold Price	\$524,821	\$576,600	-8.98% <span>↓</span>	\$714,122	\$708,556	0.79% <span>↑</span>
Average Days on Market	170	172	-1.16% <span>↓</span>	139	136	2.21% <span>↑</span>
List/Sold Price Ratio	96.5%	94%	2.66% <span>↑</span>	94.5%	96.3%	-1.84% <span>↓</span>

### SOLD AND NEW PROPERTIES (UNITS)

September 2023 | All Property Types ?

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

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



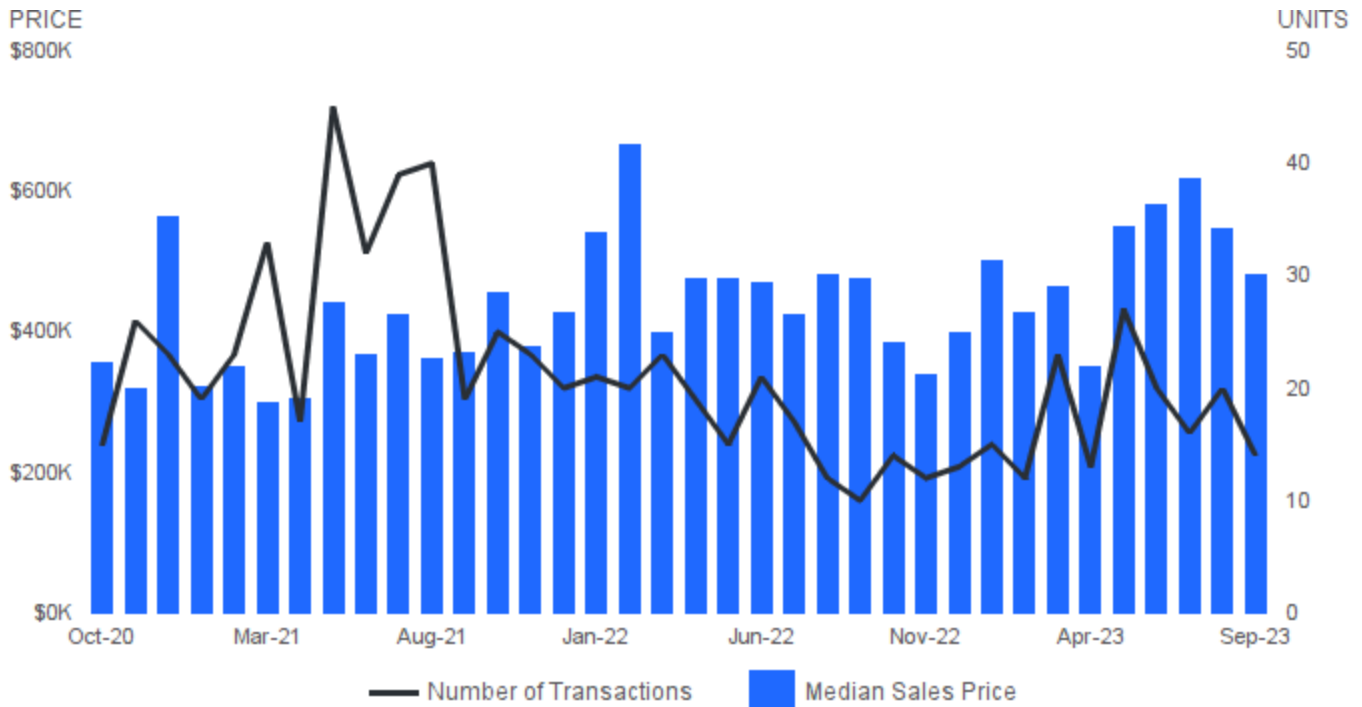
Sold Properties	162	233	204	335	197	160
New Properties	275	226	247	317	291	233
Sold Volume	\$72.64M	\$100.68M	\$104.91M	\$189.60M	\$138.18M	\$114.26M
Listing Volume	\$128.92M	\$115.92M	\$144.13M	\$244.83M	\$268.94M	\$199.20M
Median Sale Price	\$299K	\$280K	\$330K	\$380K	\$460K	\$525K

## MEDIAN SALES PRICE AND NUMBER OF SALES

September 2023 | All Property Types ?

**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.

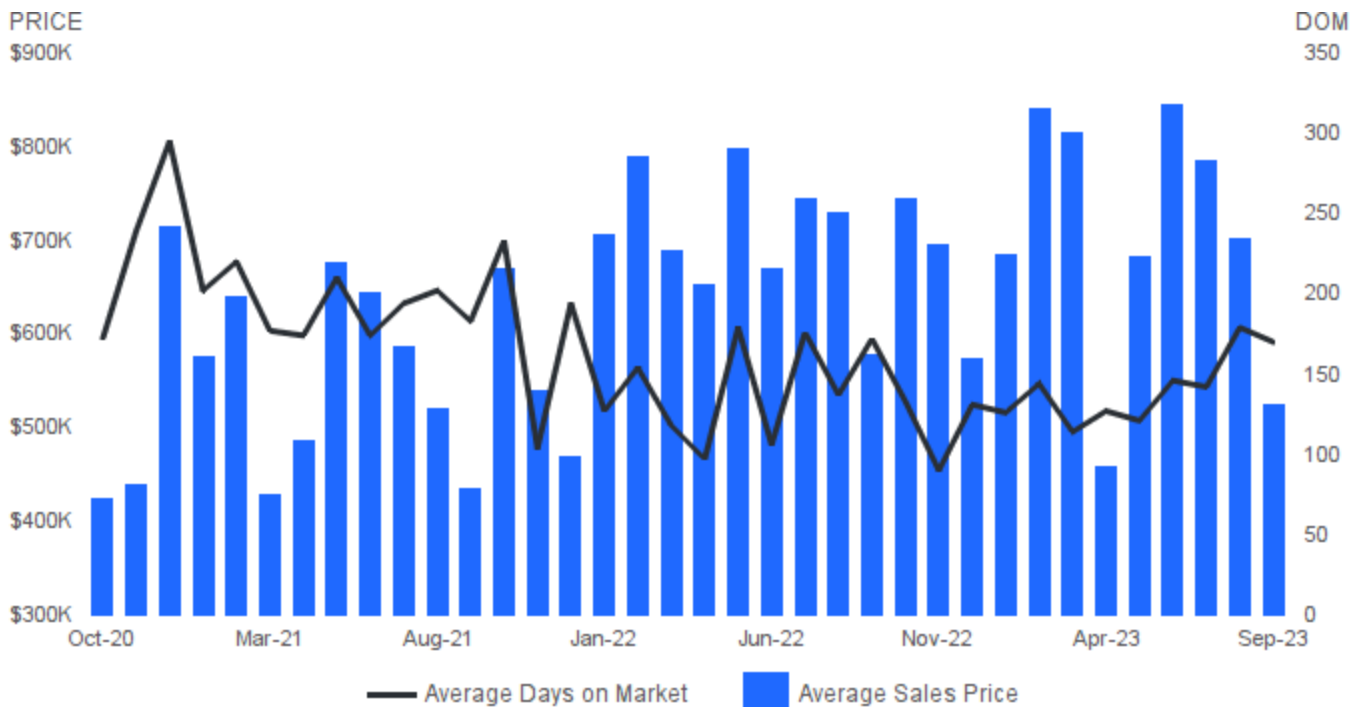


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

September 2023 | All Property Types ?

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

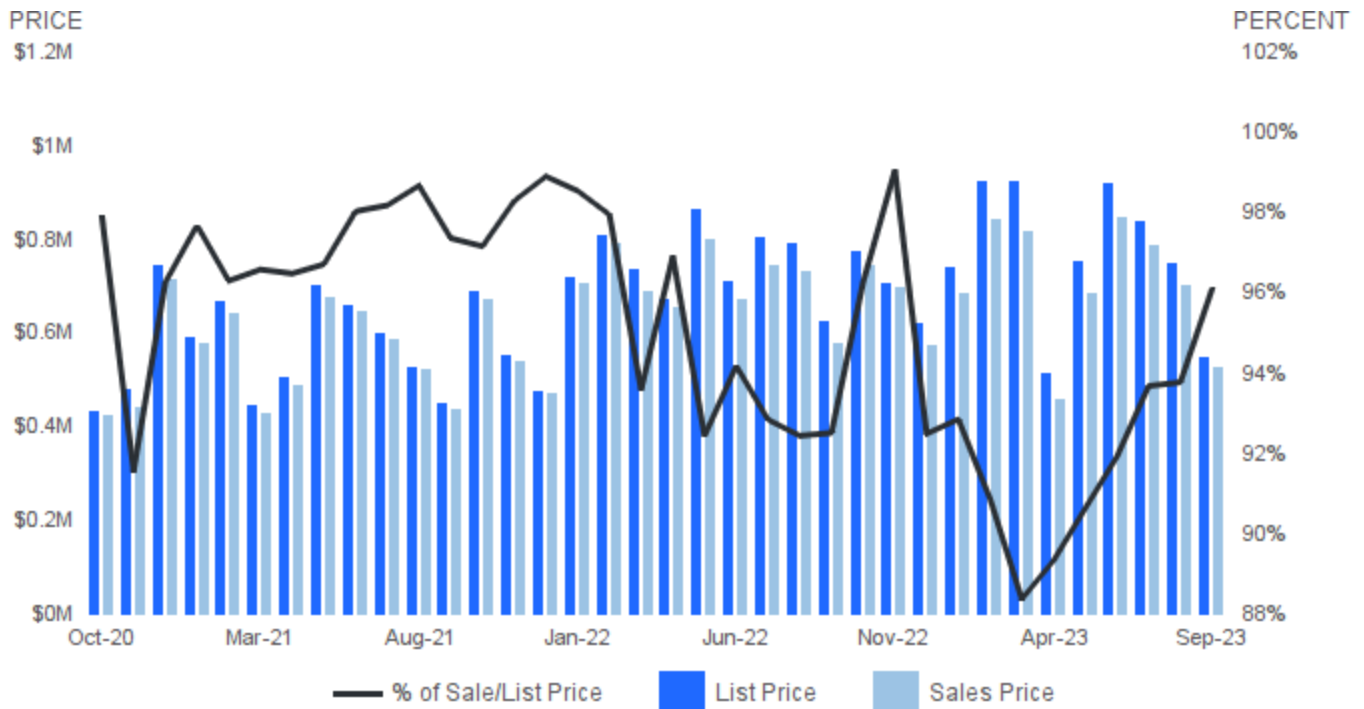
**Average Days on Market** | Average days on market for all properties sold.



# SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

September 2023 | All Property Types ?

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

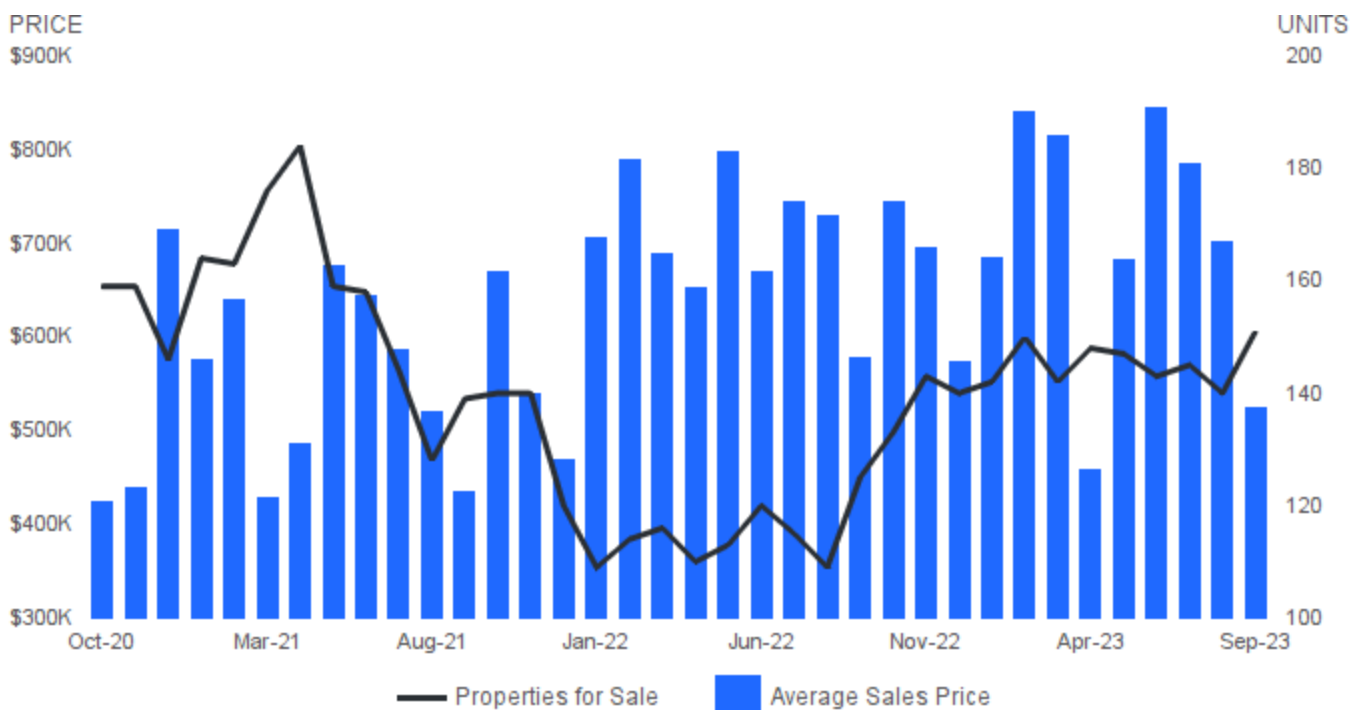


# AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

September 2023 | All Property Types ?

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 | All Property Types ?

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

**Sold Properties** | Number of properties sold.



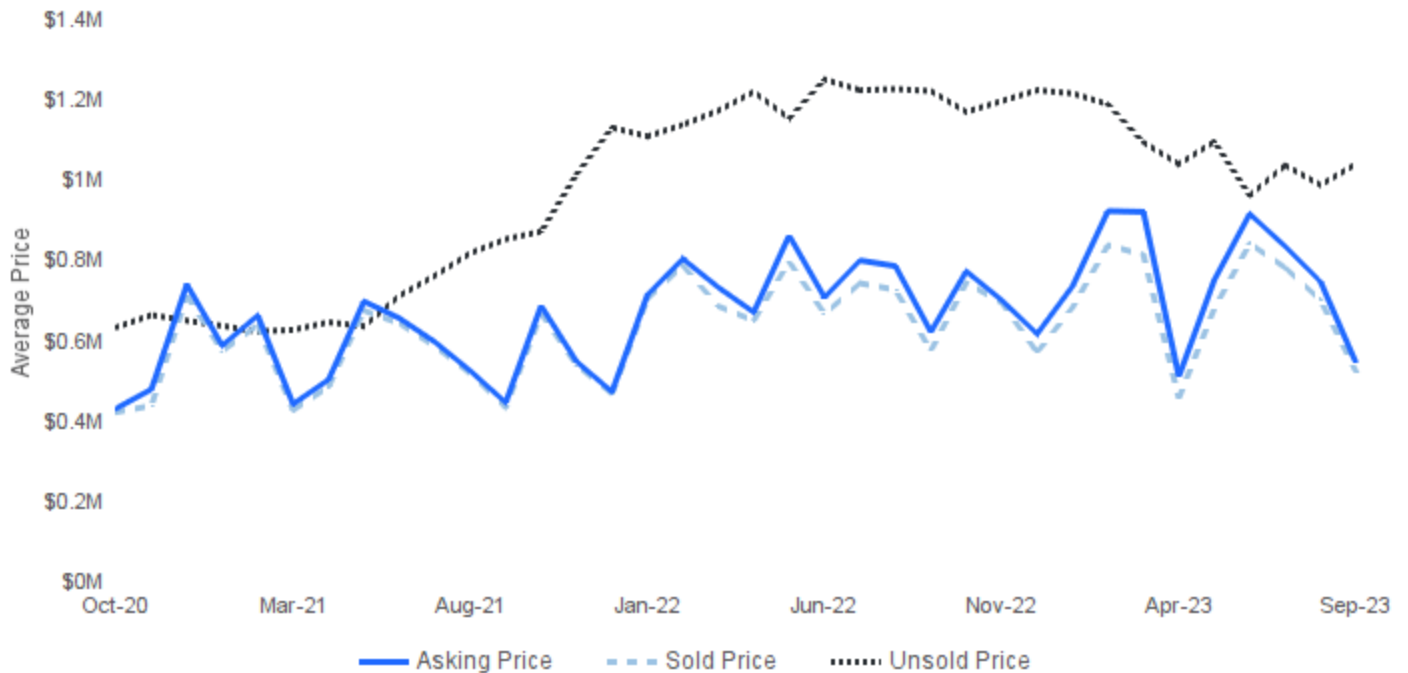
# AVERAGE ASKING/SOLD/UNSOLD PRICE

September 2023 | All Property Types ?

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

**Sold Price** | the average selling price

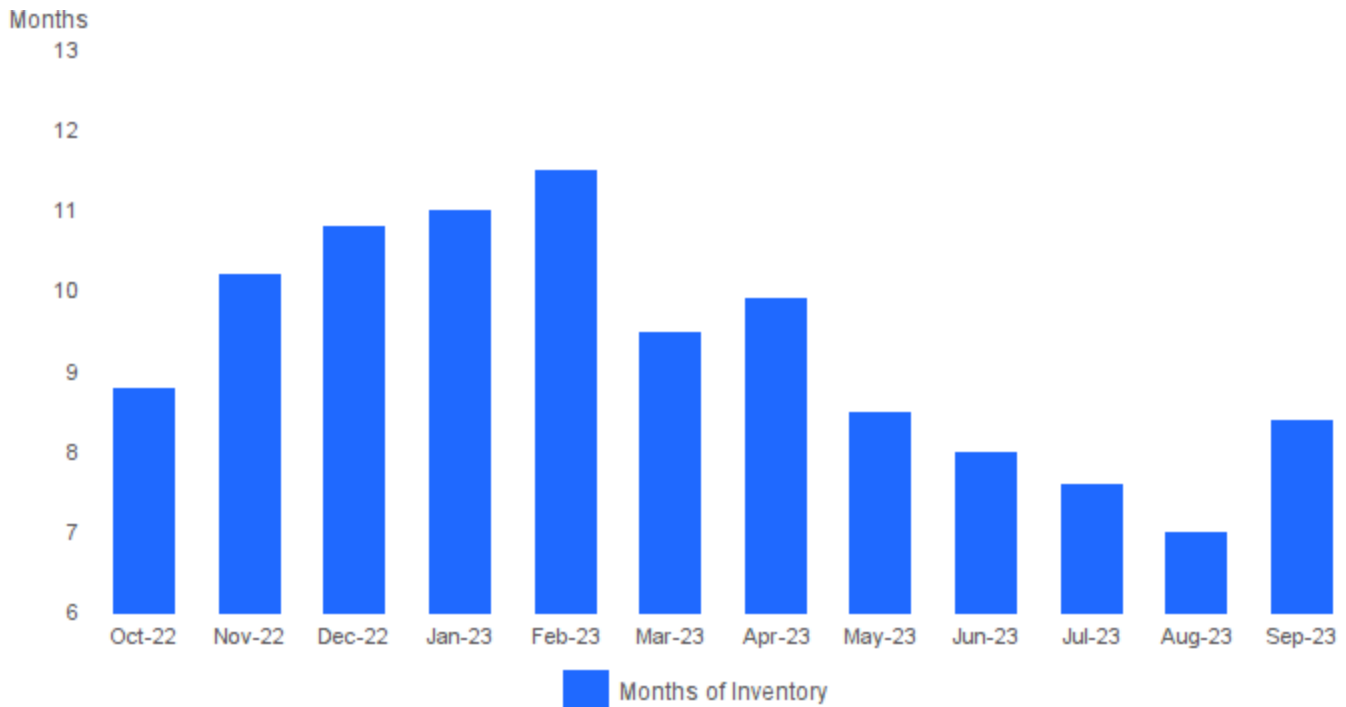
**Unsold Price** | the average active list price



# ABSORPTION RATE

September 2023 | All Property Types ?

**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.



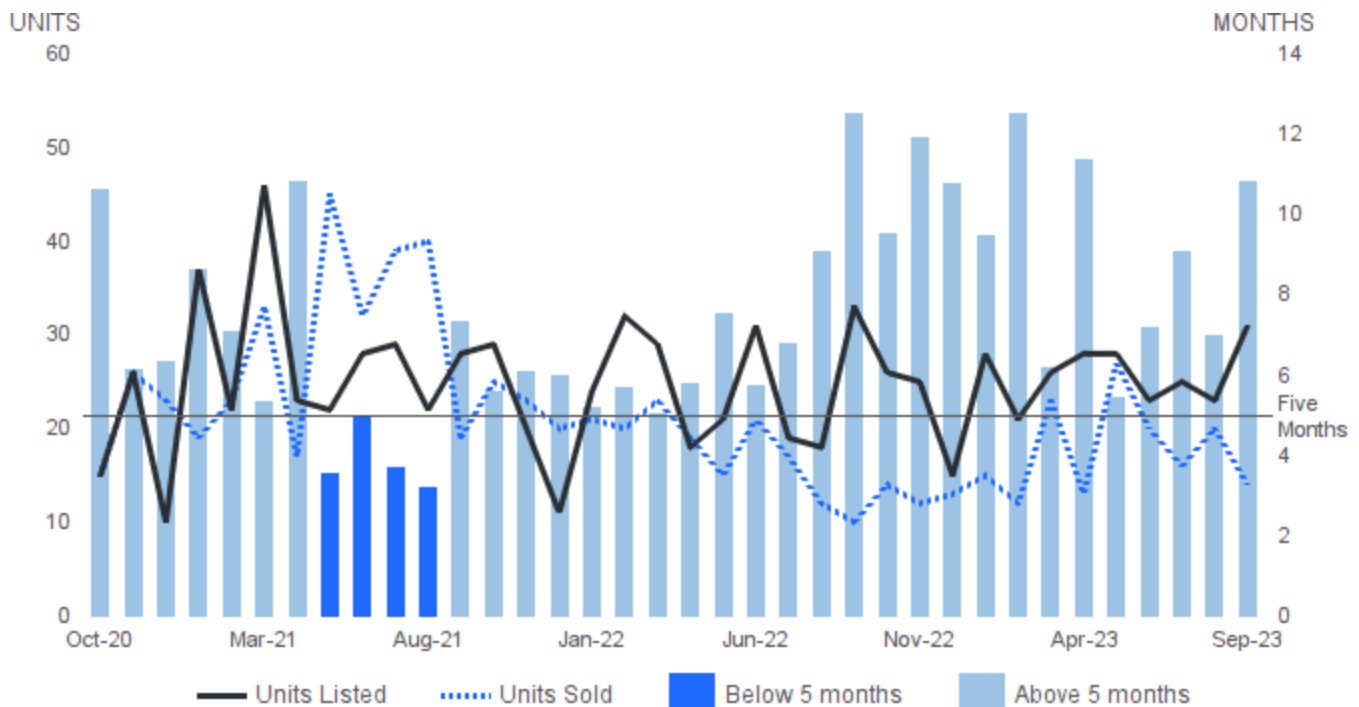
# MONTHS SUPPLY OF INVENTORY

September 2023 | All Property Types ?

**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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