



COLDWELL BANKER
U.S. VIRGIN ISLANDS

AREA REPORT

ST. THOMAS

OCTOBER 2023 | LOTS/ACRES



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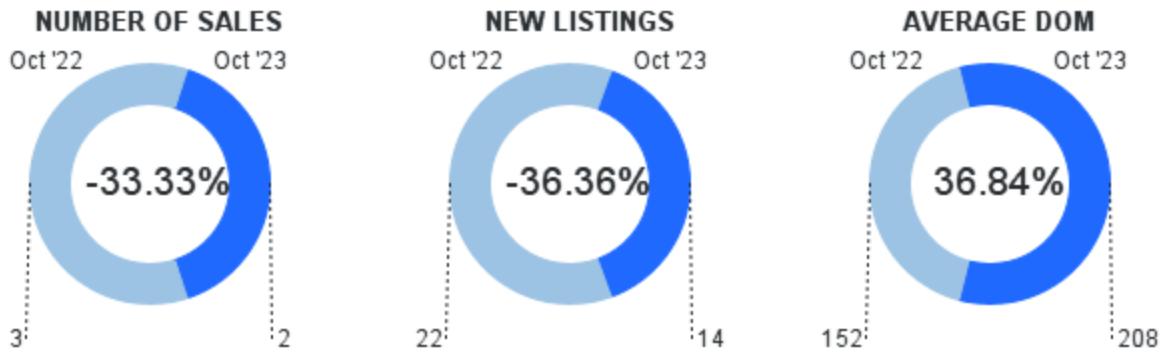


COLDWELL BANKER
ISLAND AFFILIATES

ST. THOMAS | October 2023

REAL ESTATE SNAPSHOT - Change since this time last year

Lots/Acres



60.87%

MEDIAN SALES PRICE
LOTS/ACRES

11.45%

AVERAGE SALES PRICE
LOTS/ACRES

64.17%

MEDIAN LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

17.03%

AVERAGE LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

Oct '22 Oct '23

AREA REPORT

ST. THOMAS

FULL MARKET SUMMARY

October 2023 | Lots/Acres ?

	Month to Date			Year to Date		
	October 2023	October 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	14	22	-36.36% ↓	98	128	-23.44% ↓
Sold Listings	2	3	-33.33% ↓	46	70	-34.29% ↓
Median List Price (Solds)	\$197,000	\$120,000	64.17% ↑	\$200,000	\$125,000	60% ↑
Median Sold Price	\$185,000	\$115,000	60.87% ↑	\$165,000	\$122,450	34.75% ↑
Median Days on Market	208	46	352.17% ↑	169	222	-23.87% ↓
Average List Price (Solds)	\$197,000	\$168,333	17.03% ↑	\$420,378	\$198,639	111.63% ↑
Average Sold Price	\$185,000	\$166,000	11.45% ↑	\$324,242	\$181,097	79.04% ↑
Average Days on Market	208	152	36.84% ↑	202	242	-16.53% ↓
List/Sold Price Ratio	94.5%	100.7%	-6.13% ↓	87.1%	91.5%	-4.79% ↓

SOLD AND NEW PROPERTIES (UNITS)

October 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	46
■ New Properties	68	100	140	158	98
Sold Volume	\$7.99M	\$9.12M	\$17.61M	\$14.50M	\$14.92M
Listing Volume	\$13.07M	\$34.71M	\$93.05M	\$98.89M	\$61.63M
Median Sale Price	\$80K	\$75K	\$120K	\$120K	\$165K

MEDIAN SALES PRICE AND NUMBER OF SALES

October 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.

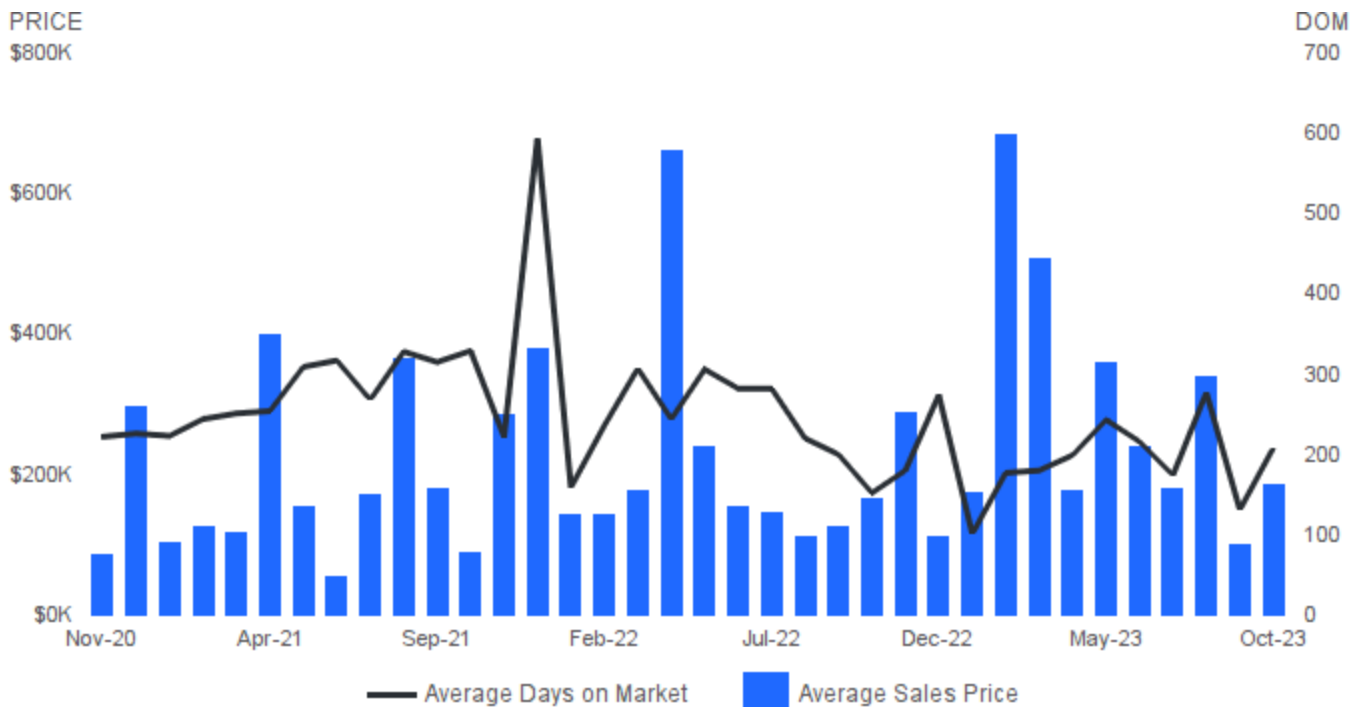


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

October 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

October 2023 | Lots/Acres ?

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

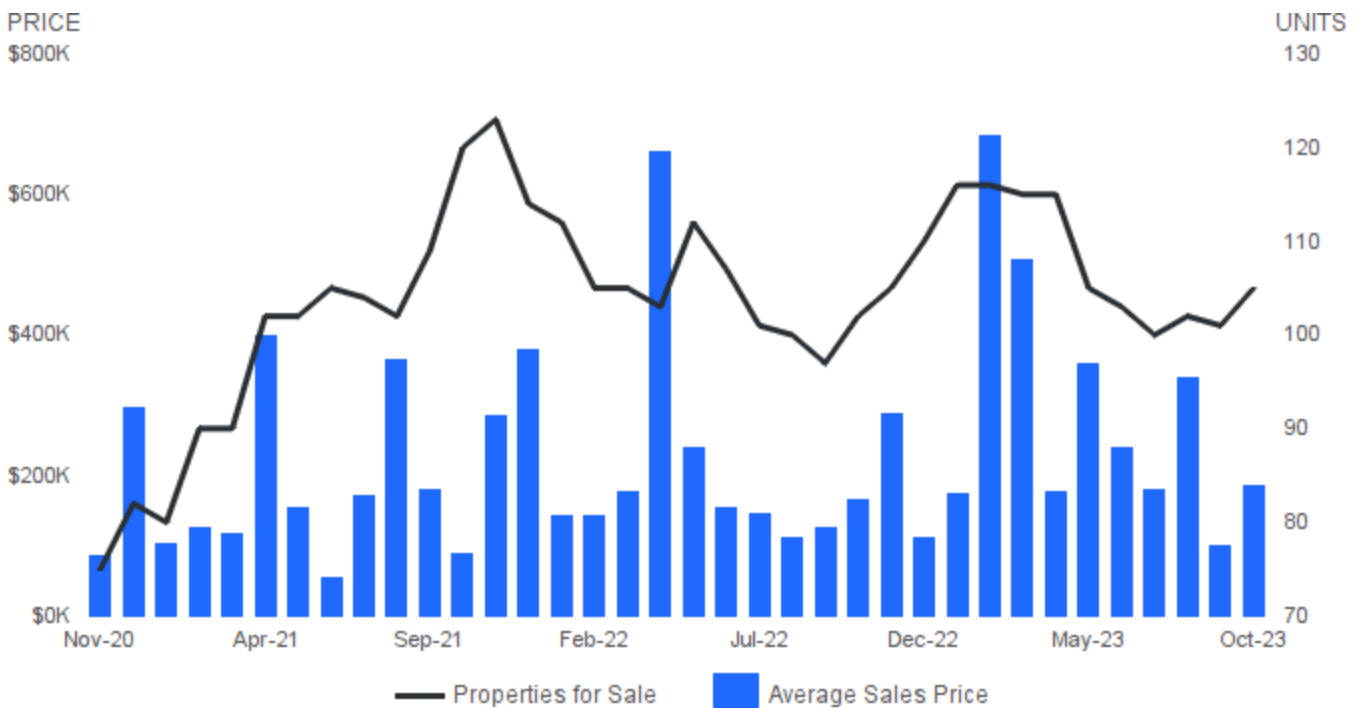


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

October 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.

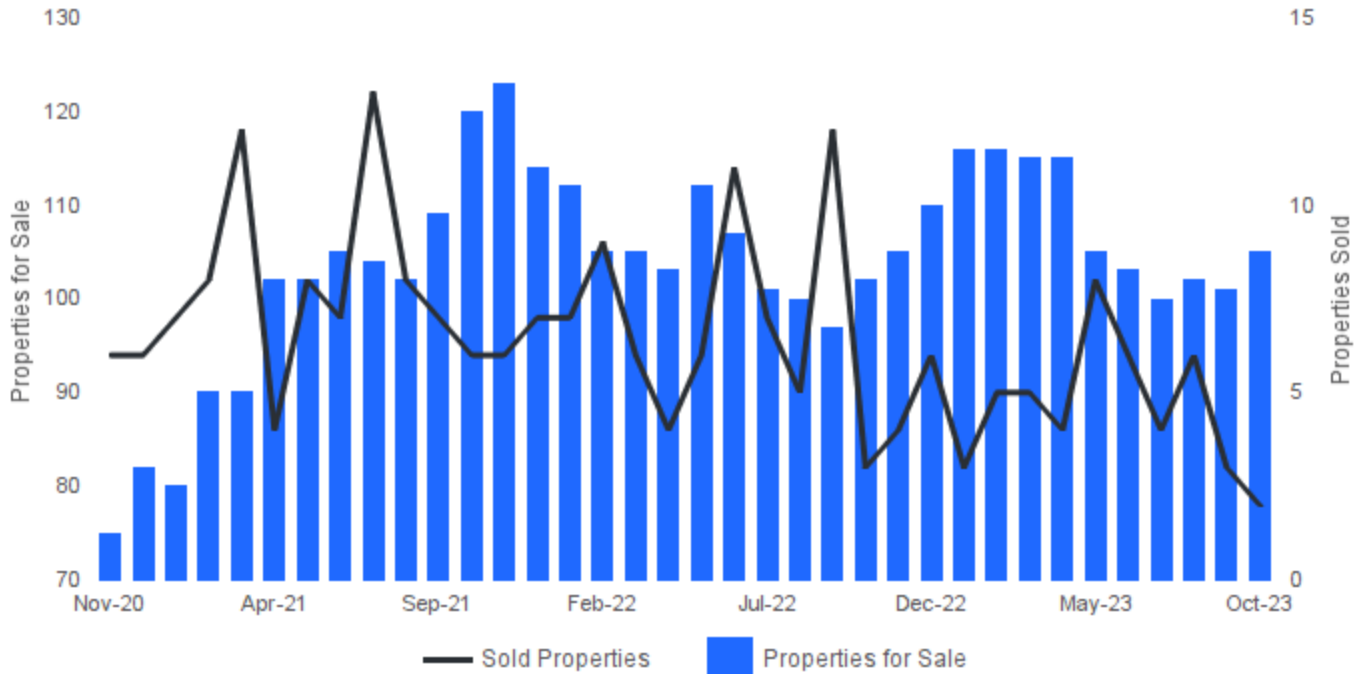


PROPERTIES FOR SALE AND SOLD PROPERTIES

October 2023 | Lots/Acres ?

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

Sold Properties | Number of properties sold.



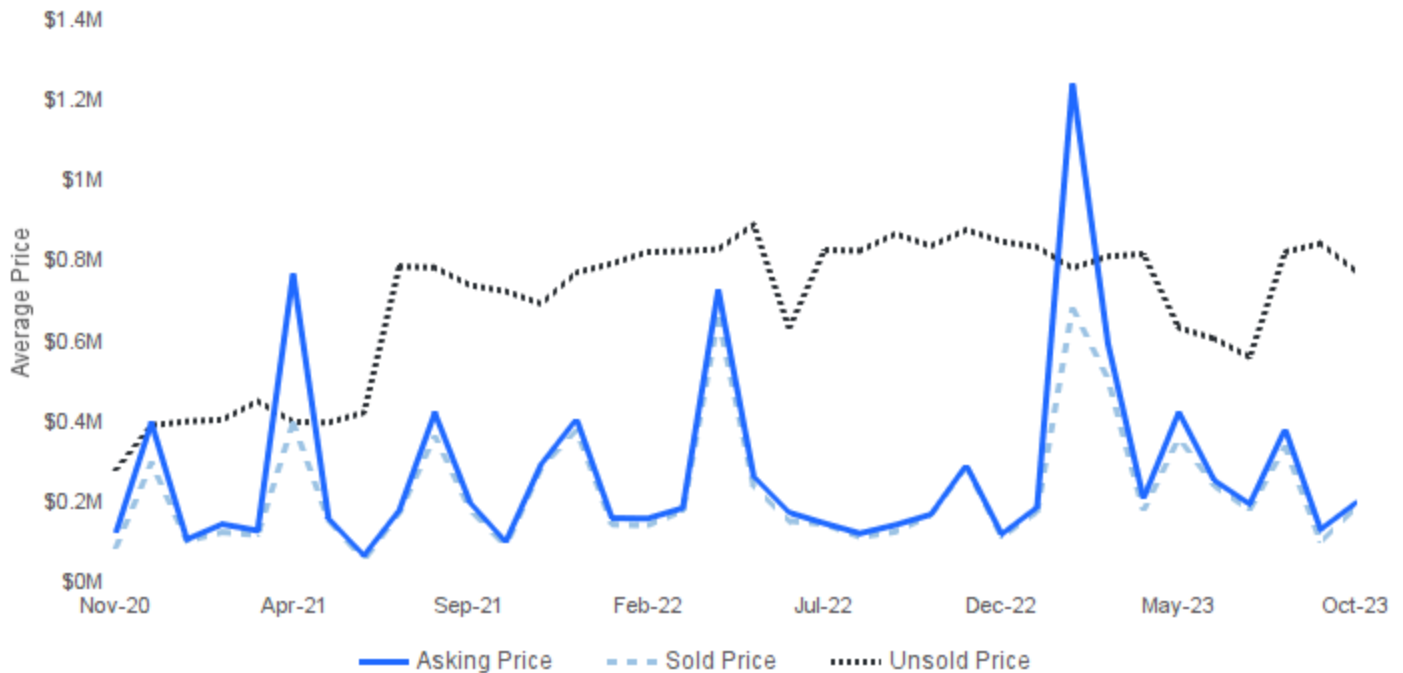
AVERAGE ASKING/SOLD/UNSOLD PRICE

October 2023 | Lots/Acres ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

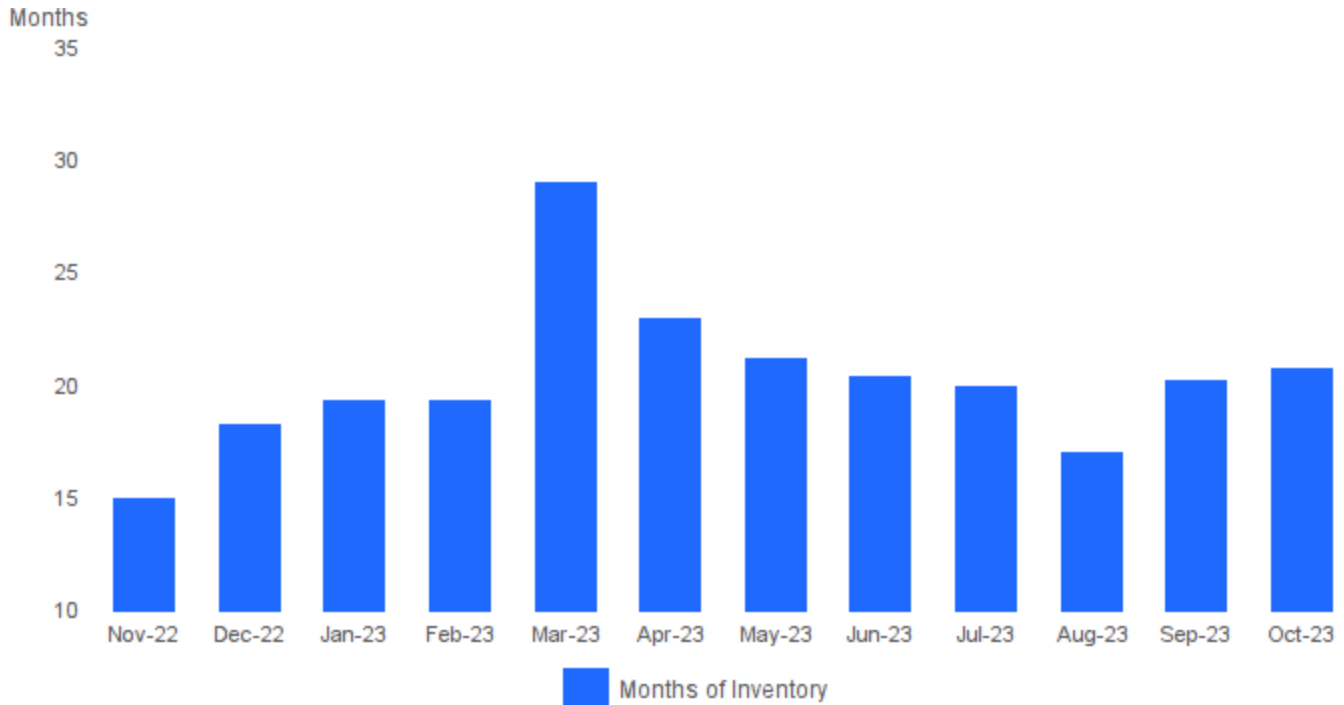
Unsold Price | the average active list price



ABSORPTION RATE

October 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.



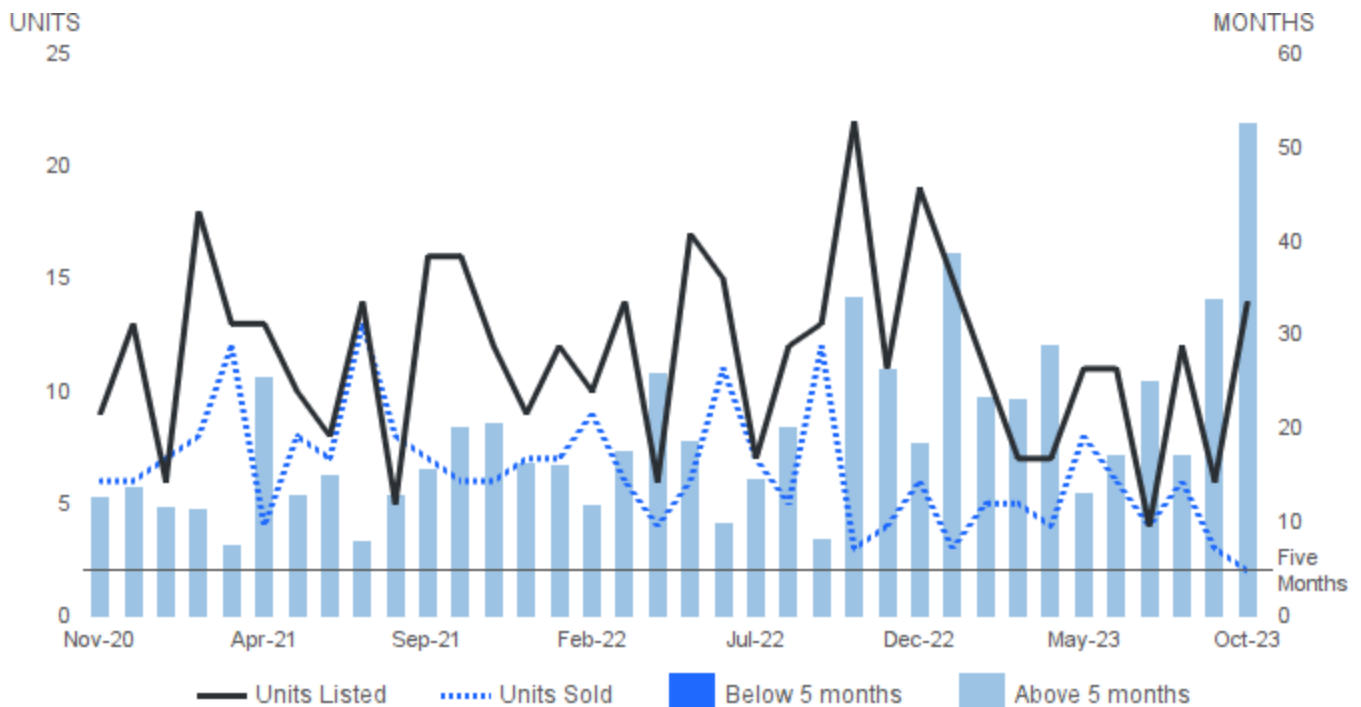
MONTHS SUPPLY OF INVENTORY

October 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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