



COLDWELL BANKER
U.S. VIRGIN ISLANDS

**AREA
REPORT**

ST. THOMAS

NOVEMBER 2023 | LOTS/ACRES



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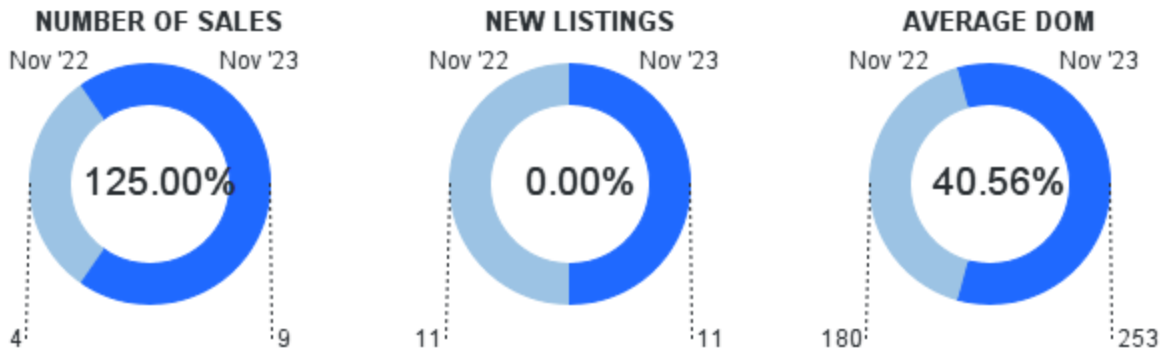


COLDWELL BANKER
ISLAND AFFILIATES

ST. THOMAS | November 2023

REAL ESTATE SNAPSHOT - Change since this time last year

Lots/Acres



-40.54% ↓

MEDIAN SALES PRICE
LOTS/ACRES

-58.61% ↓

AVERAGE SALES PRICE
LOTS/ACRES

-29.34% ↓

**MEDIAN LIST PRICE
(SOLD LISTINGS)**
LOTS/ACRES

-50.48% ↓

**AVERAGE LIST PRICE
(SOLD LISTINGS)**
LOTS/ACRES

■ Nov '22 ■ Nov '23

AREA REPORT

ST. THOMAS

FULL MARKET SUMMARY

November 2023 | Lots/Acres ?

| | Month to Date | | | Year to Date | | |
|----------------------------|---------------|---------------|-----------|--------------|-----------|-----------|
| | November 2023 | November 2022 | % Change | YTD 2023 | YTD 2022 | % Change |
| New Listings | 11 | 11 | 0% | 114 | 139 | -17.99% ↓ |
| Sold Listings | 9 | 4 | 125% ↑ | 55 | 74 | -25.68% ↓ |
| Median List Price (Solds) | \$142,000 | \$200,950 | -29.34% ↓ | \$162,000 | \$125,000 | 29.6% ↑ |
| Median Sold Price | \$110,000 | \$185,000 | -40.54% ↓ | \$150,000 | \$122,450 | 22.5% ↑ |
| Median Days on Market | 173 | 128 | 35.16% ↑ | 173 | 217 | -20.28% ↓ |
| Average List Price (Solds) | \$144,333 | \$291,475 | -50.48% ↓ | \$375,207 | \$203,658 | 84.23% ↑ |
| Average Sold Price | \$118,888 | \$287,250 | -58.61% ↓ | \$290,639 | \$186,835 | 55.56% ↑ |
| Average Days on Market | 253 | 180 | 40.56% ↑ | 210 | 238 | -11.76% ↓ |
| List/Sold Price Ratio | 81.3% | 93% | -12.55% ↓ | 86.2% | 91.6% | -5.91% ↓ |

SOLD AND NEW PROPERTIES (UNITS)

November 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 | 55 |
| ■ New Properties | 68 | 100 | 140 | 158 | 114 |
| Sold Volume | \$7.99M | \$9.12M | \$17.61M | \$14.50M | \$15.99M |
| Listing Volume | \$13.07M | \$34.71M | \$93.05M | \$98.89M | \$70.92M |
| Median Sale Price | \$80K | \$75K | \$120K | \$120K | \$150K |

MEDIAN SALES PRICE AND NUMBER OF SALES

November 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.

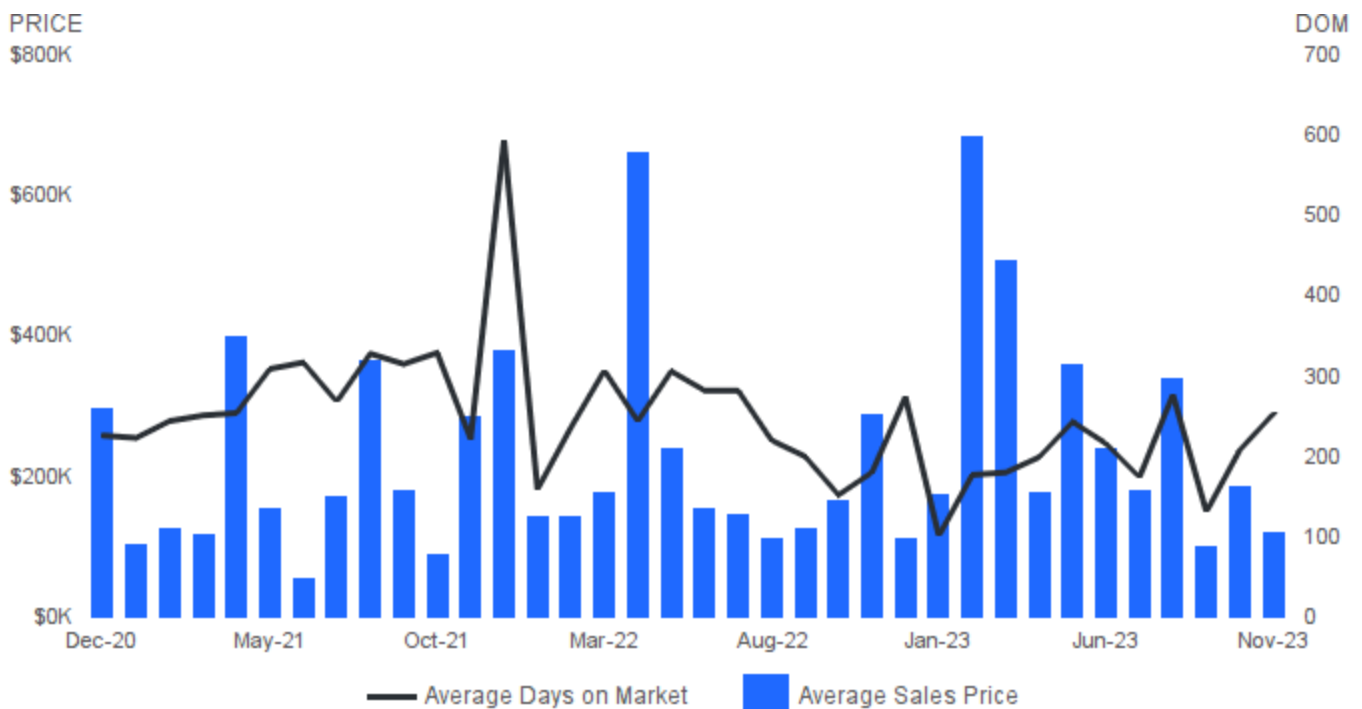


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

November 2023 | Lots/Acres ?

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

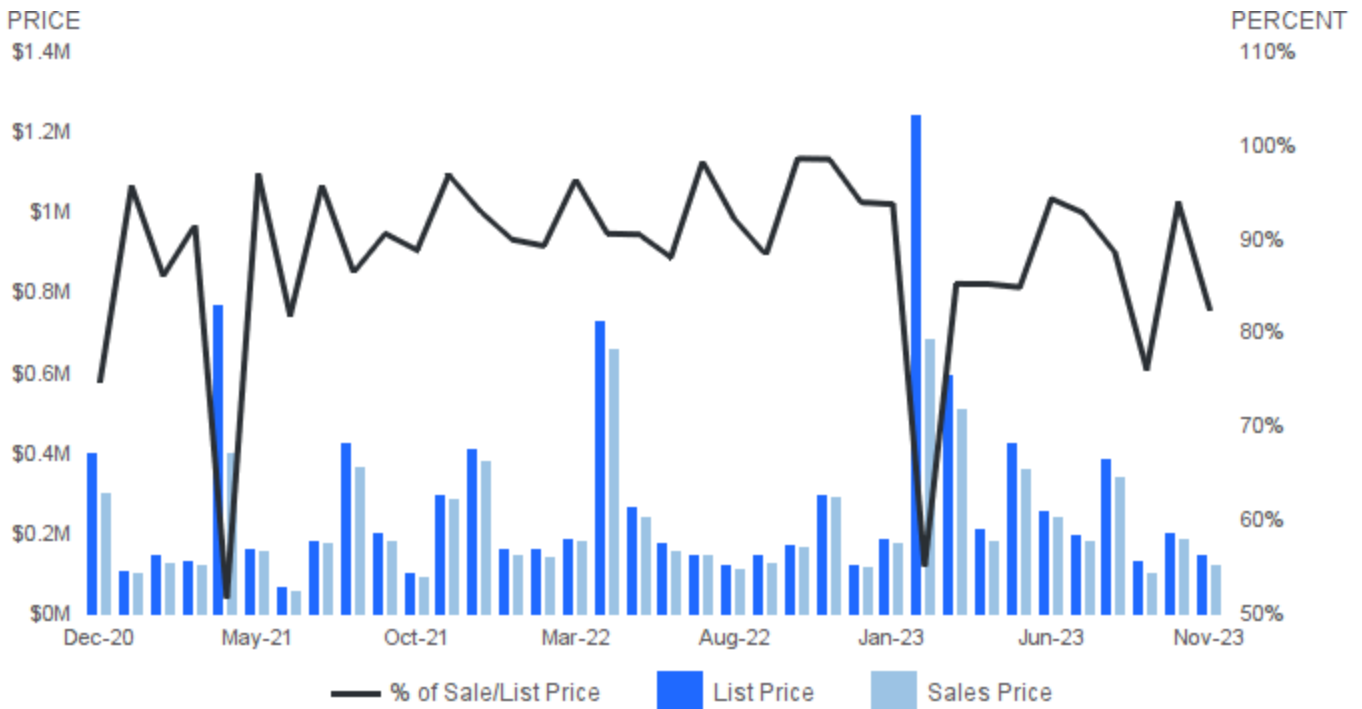
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

November 2023 | Lots/Acres ?

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

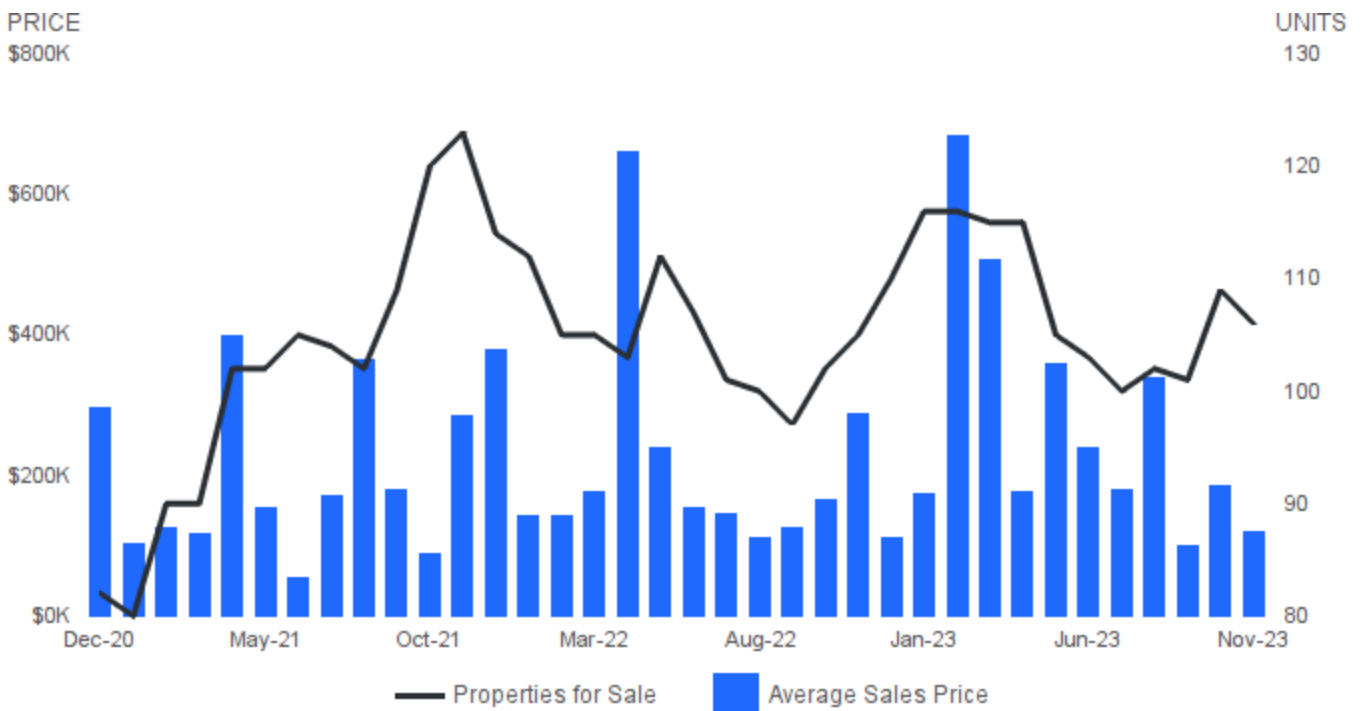


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

November 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.

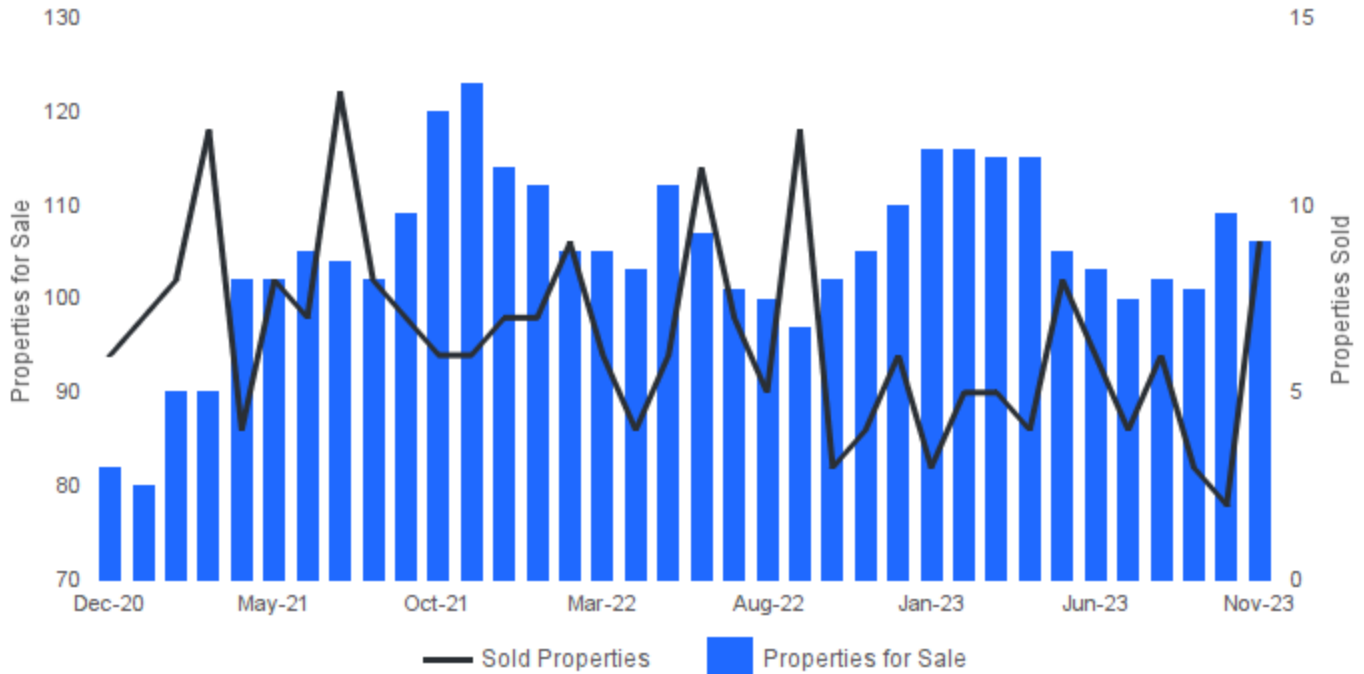


PROPERTIES FOR SALE AND SOLD PROPERTIES

November 2023 | Lots/Acres ?

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

Sold Properties | Number of properties sold.



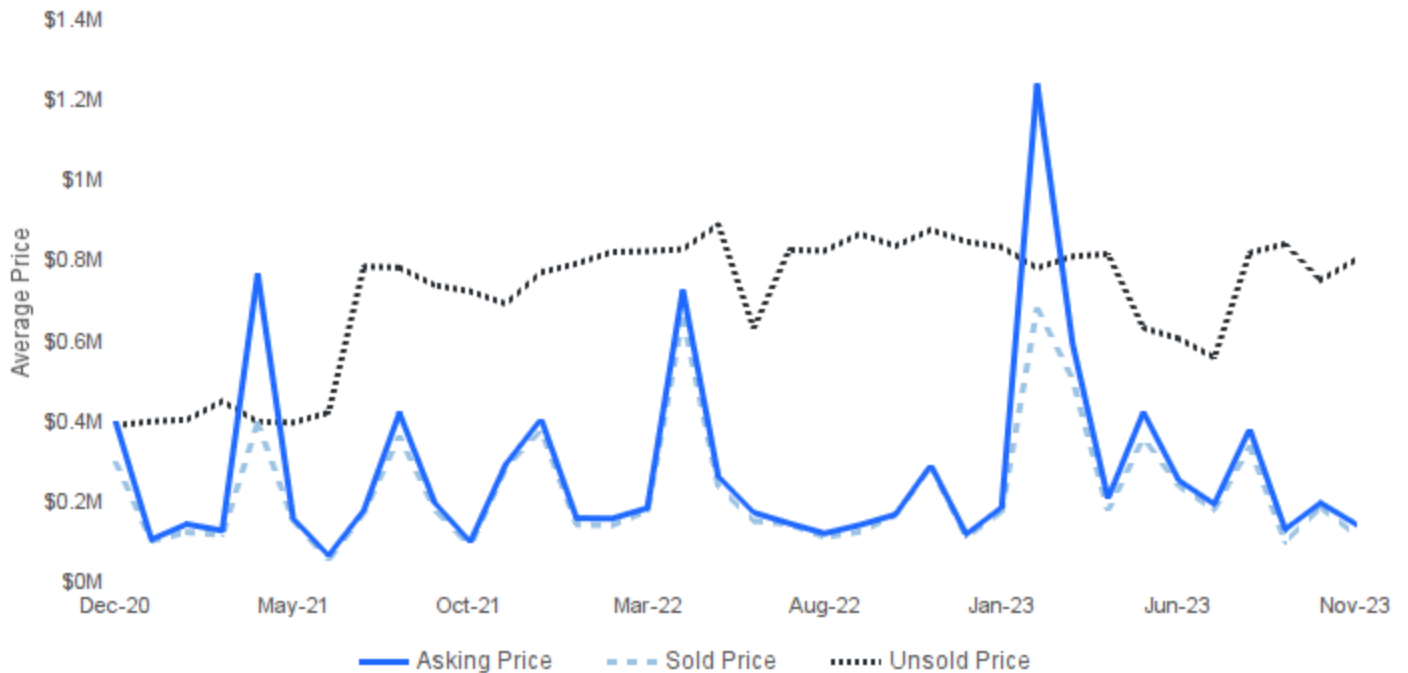
AVERAGE ASKING/SOLD/UNSOLD PRICE

November 2023 | Lots/Acres ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

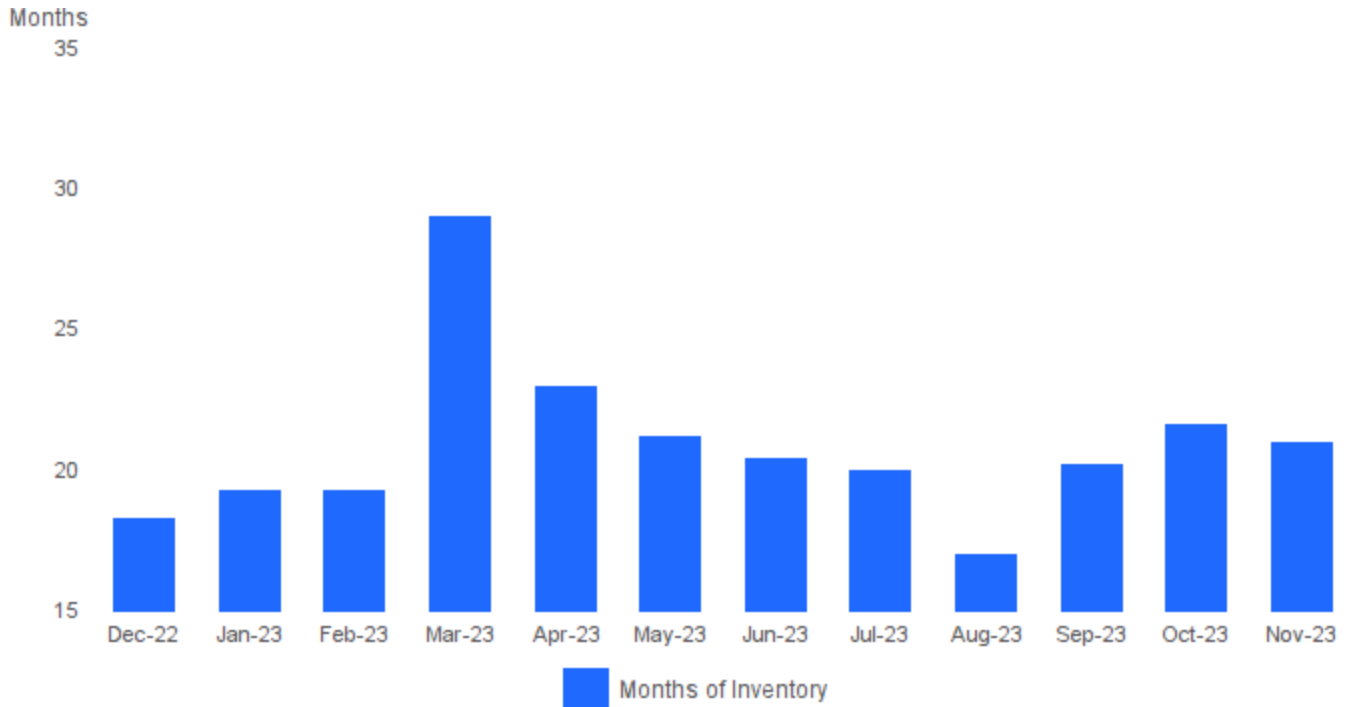
Unsold Price | the average active list price



ABSORPTION RATE

November 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.



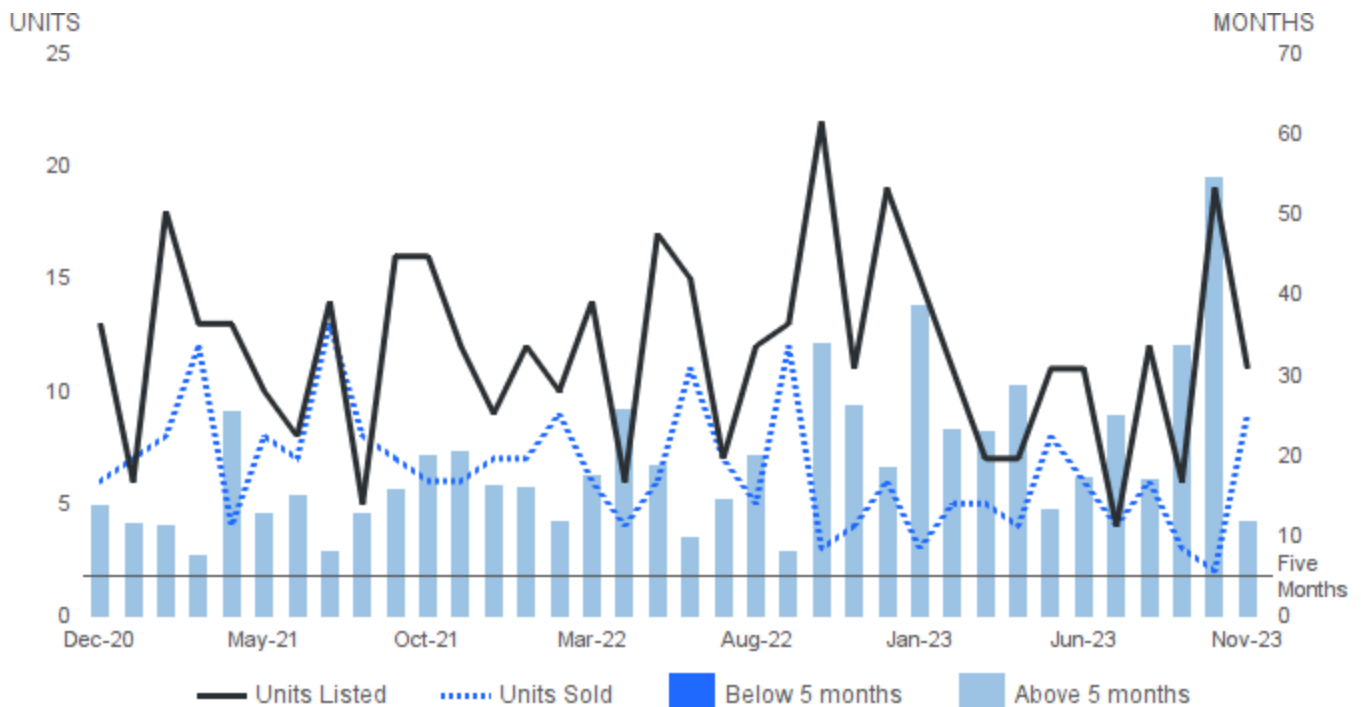
MONTHS SUPPLY OF INVENTORY

November 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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