



COLDWELL BANKER
U.S. VIRGIN ISLANDS

**AREA
REPORT**

ST. THOMAS

DECEMBER 2023 | LOTS/ACRES



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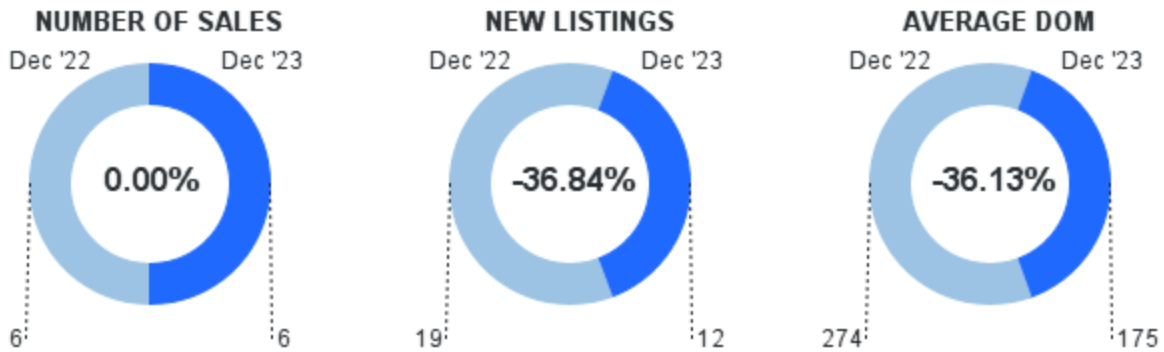


COLDWELL BANKER
ISLAND AFFILIATES

ST. THOMAS | December 2023

REAL ESTATE SNAPSHOT - Change since this time last year

Lots/Acres



31.29%

MEDIAN SALES PRICE
LOTS/ACRES

-8.23%

AVERAGE SALES PRICE
LOTS/ACRES

51.66%

MEDIAN LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

-4.24%

AVERAGE LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

Dec '22 Dec '23

AREA REPORT

ST. THOMAS

FULL MARKET SUMMARY

December 2023 | Lots/Acres ?

	Month to Date			Year to Date		
	December 2023	December 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	12	19	-36.84% ↓	126	158	-20.25% ↓
Sold Listings	6	6	0%	62	80	-22.5% ↓
Median List Price (Solds)	\$117,500	\$77,475	51.66% ↑	\$157,500	\$125,000	26% ↑
Median Sold Price	\$96,500	\$73,500	31.29% ↑	\$143,250	\$120,000	19.38% ↑
Median Days on Market	103	174	-40.8% ↓	163	217	-24.88% ↓
Average List Price (Solds)	\$114,500	\$119,575	-4.24% ↓	\$346,748	\$197,351	75.7% ↑
Average Sold Price	\$103,083	\$112,333	-8.23% ↓	\$270,381	\$181,248	49.18% ↑
Average Days on Market	175	274	-36.13% ↓	206	241	-14.52% ↓
List/Sold Price Ratio	91.2%	95.5%	-4.53% ↓	86.7%	91.9%	-5.58% ↓

SOLD AND NEW PROPERTIES (UNITS)

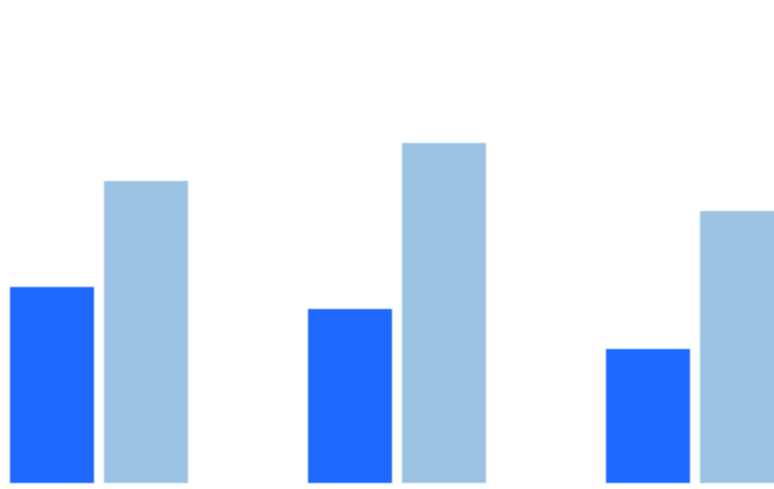
December 2023 | Lots/Acres ?

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.

UNITS
200

150
100
50
0



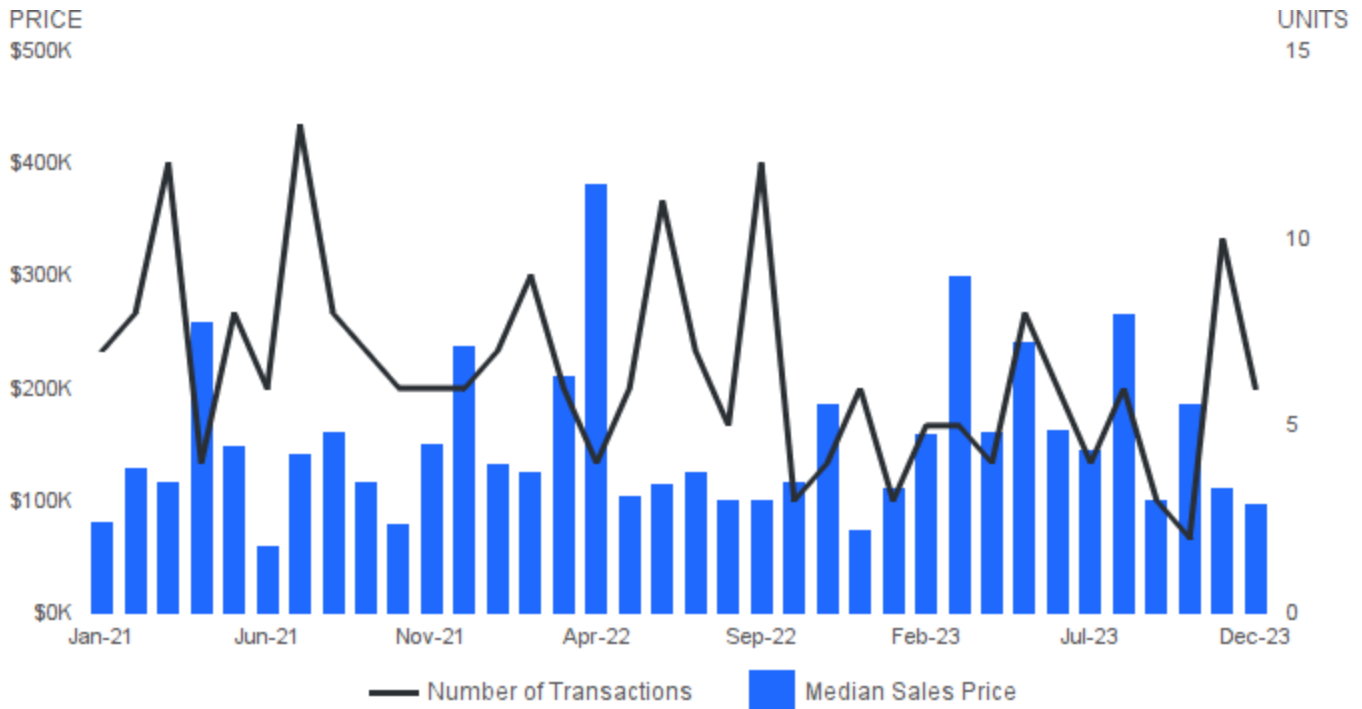
	2021	2022	2023	2024
Sold Properties	91	80	62	0
New Properties	140	158	126	0
Sold Volume	\$16.90M	\$14.50M	\$16.76M	\$0
Listing Volume	\$93.05M	\$98.89M	\$75.89M	\$0
Median Sale Price	\$120K	\$120K	\$143K	\$0

MEDIAN SALES PRICE AND NUMBER OF SALES

December 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.

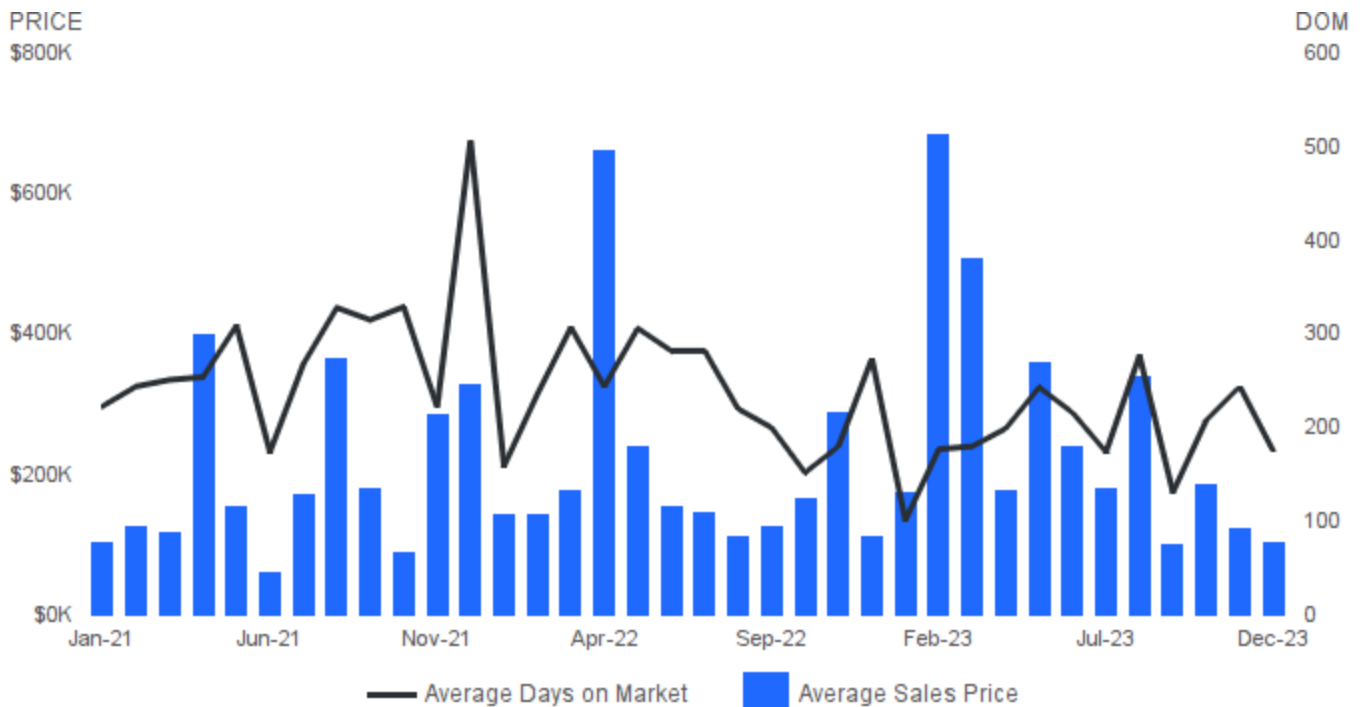


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2023 | Lots/Acres ?

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

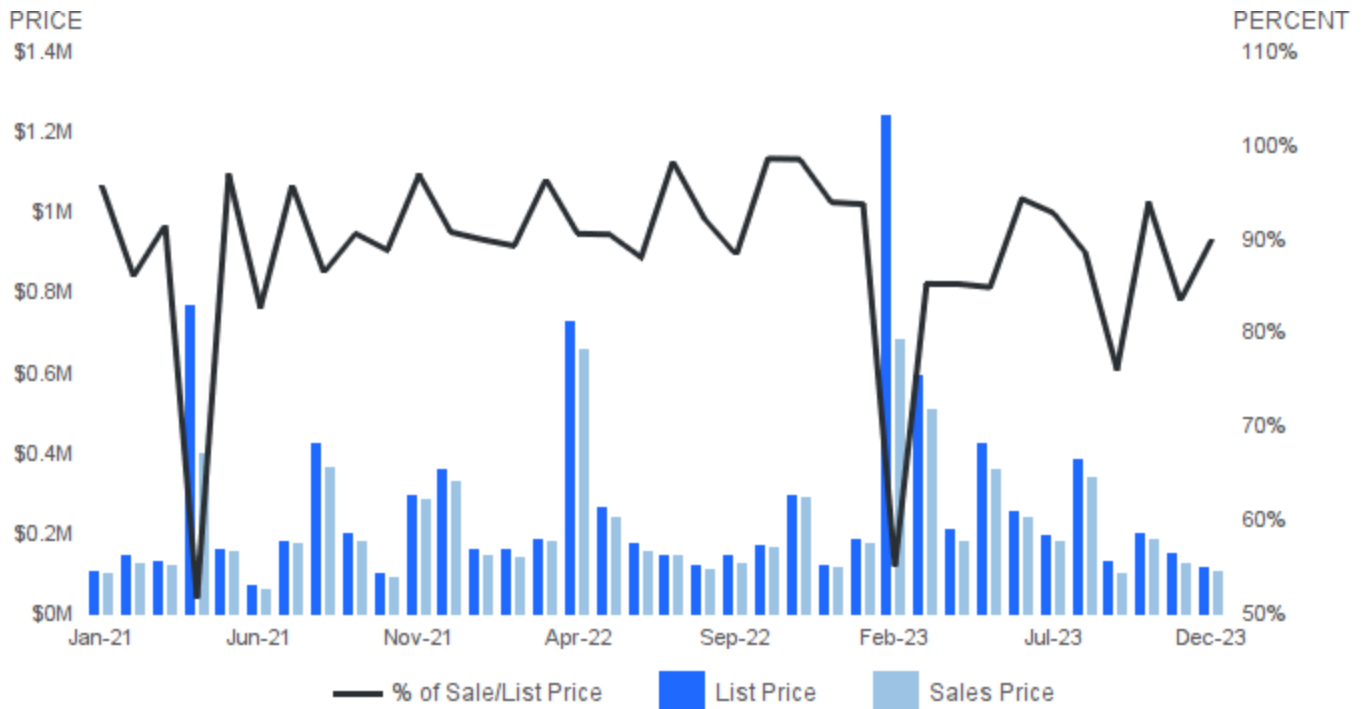
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

December 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

December 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.

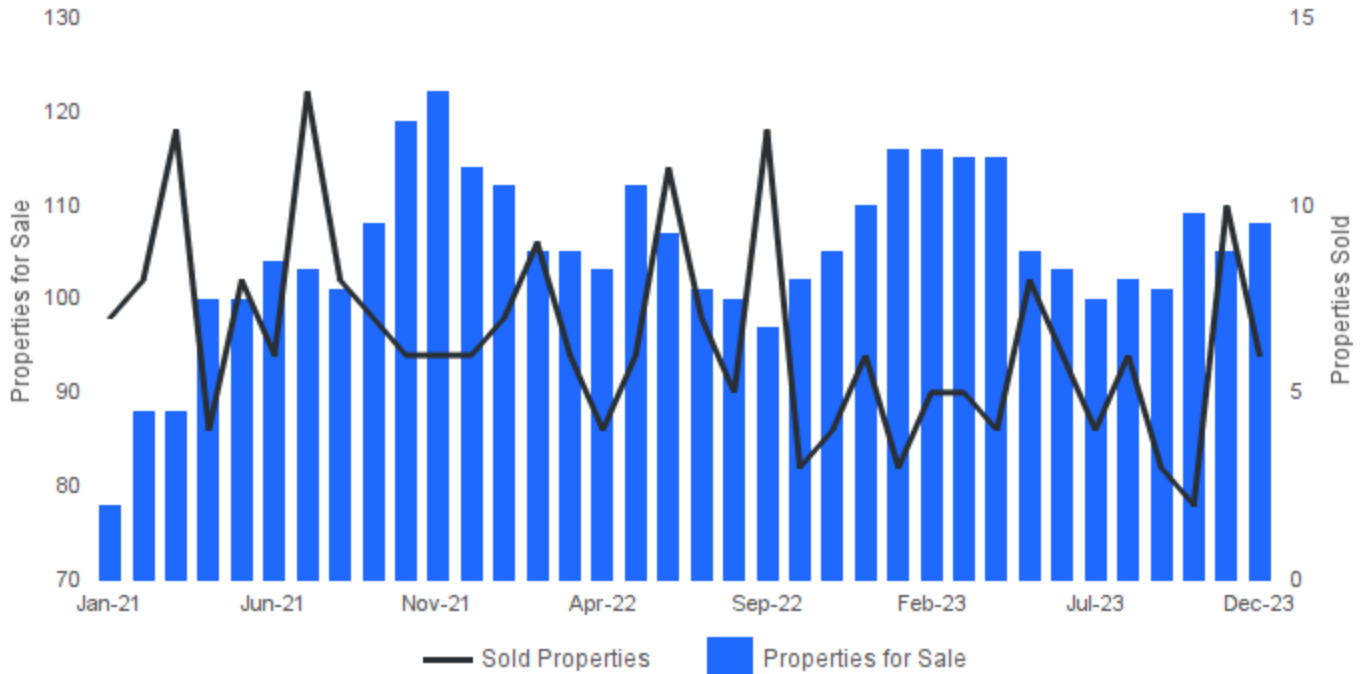


PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2023 | Lots/Acres ?

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

Sold Properties | Number of properties sold.



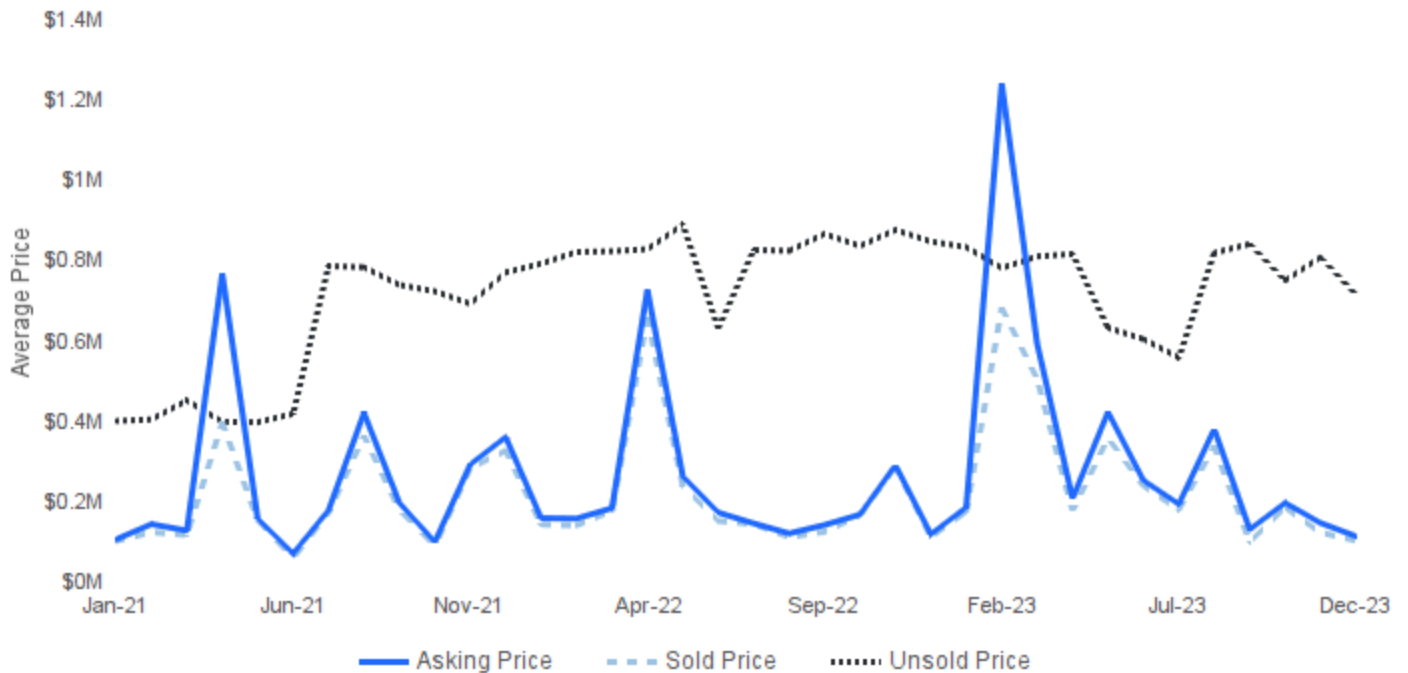
AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2023 | Lots/Acres ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

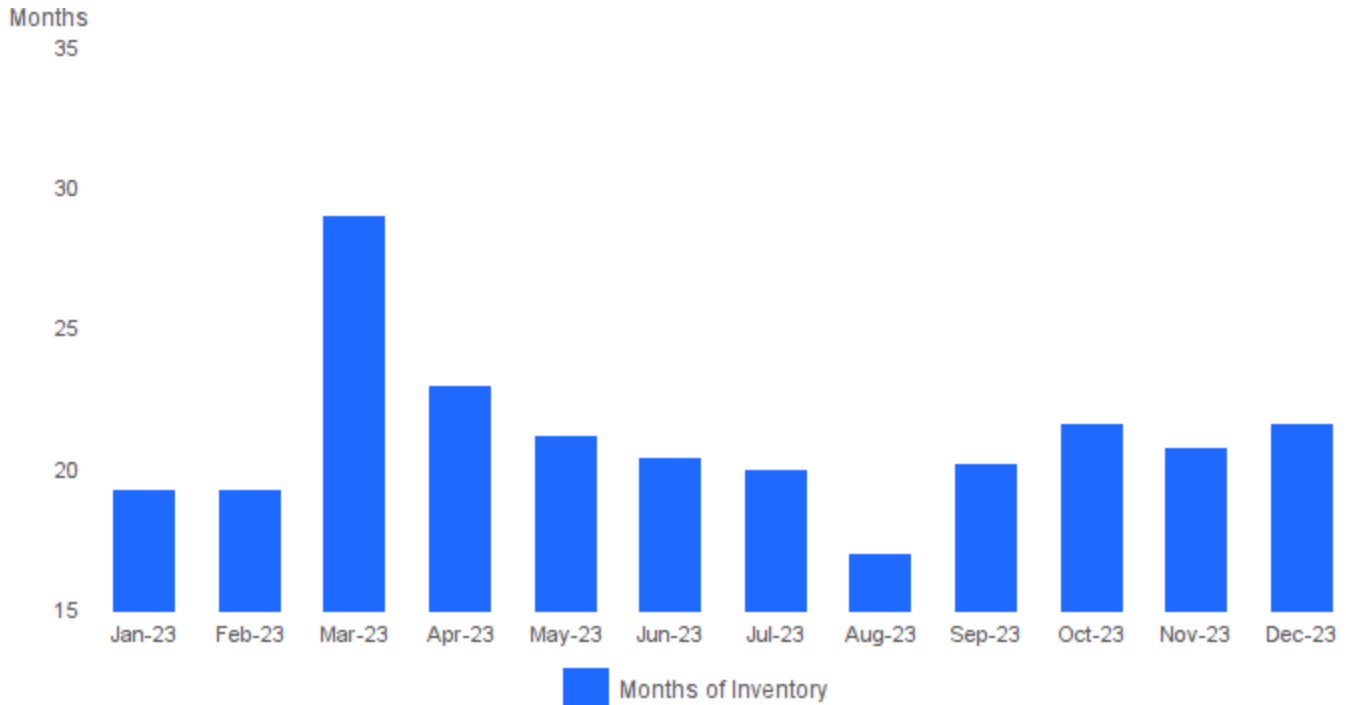
Unsold Price | the average active list price



ABSORPTION RATE

December 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.



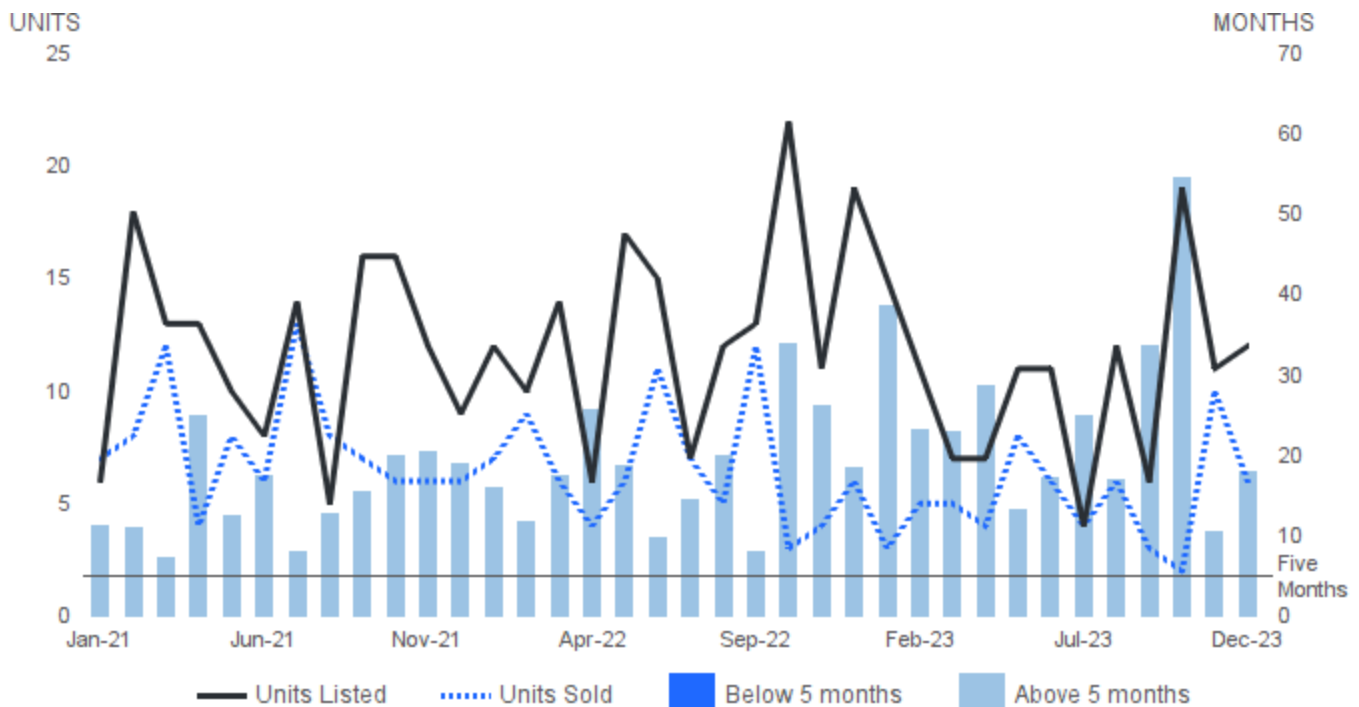
MONTHS SUPPLY OF INVENTORY

December 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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