



**COLDWELL BANKER**



# AREA REPORT

**ST. CROIX**

MARCH 2023 | CONDO



**BRYONY LOCHER**

Direct: 340-778-7000

Cell: 340-227-7657

[bry@coldwellbankervi.com](mailto:bry@coldwellbankervi.com)

[www.coldwellbanker.com](http://www.coldwellbanker.com)

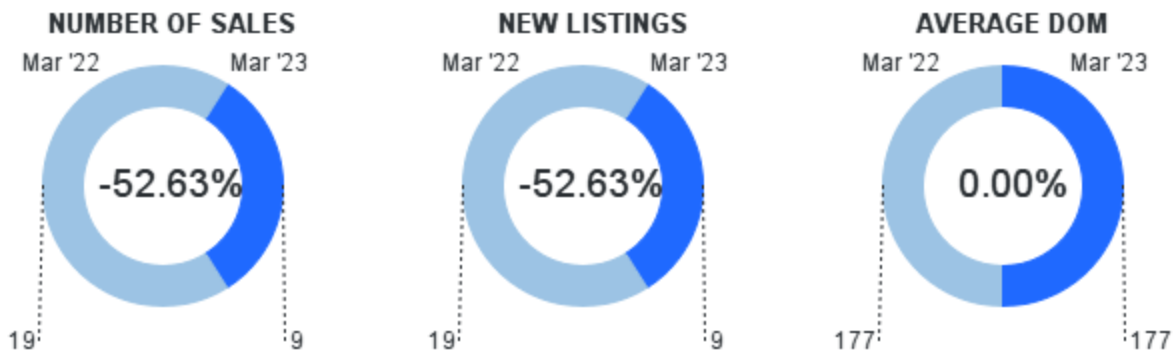


**COLDWELL BANKER**  
ISLAND AFFILIATES

# ST. CROIX | March 2023

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

### Condo



**-35.00%** ↓  
MEDIAN SALES PRICE  
CONDO

**-19.96%** ↓  
AVERAGE SALES PRICE  
CONDO

**-32.89%** ↓  
MEDIAN LIST PRICE  
(SOLD LISTINGS)  
CONDO

**-17.35%** ↓  
AVERAGE LIST PRICE  
(SOLD LISTINGS)  
CONDO

■ Mar '22    ■ Mar '23

# AREA REPORT

## ST. CROIX

### FULL MARKET SUMMARY

March 2023 | Condo ?

	Month to Date			Year to Date		
	March 2023	March 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	9	19	-52.63% ↓	32	38	-15.79% ↓
Sold Listings	9	19	-52.63% ↓	20	38	-47.37% ↓
Median List Price (Solds)	\$200,000	\$298,000	-32.89% ↓	\$224,500	\$306,500	-26.75% ↓
Median Sold Price	\$195,000	\$300,000	-35% ↓	\$220,000	\$298,000	-26.17% ↓
Median Days on Market	182	113	61.06% ↑	110	113	-2.65% ↓
Average List Price (Solds)	\$237,077	\$286,857	-17.35% ↓	\$259,630	\$280,584	-7.47% ↓
Average Sold Price	\$225,000	\$281,105	-19.96% ↓	\$251,200	\$272,421	-7.79% ↓
Average Days on Market	177	177	0%	149	186	-19.89% ↓
List/Sold Price Ratio	94.9%	97.5%	-2.65% ↓	95.6%	96.1%	-0.6% ↓

### SOLD AND NEW PROPERTIES (UNITS)

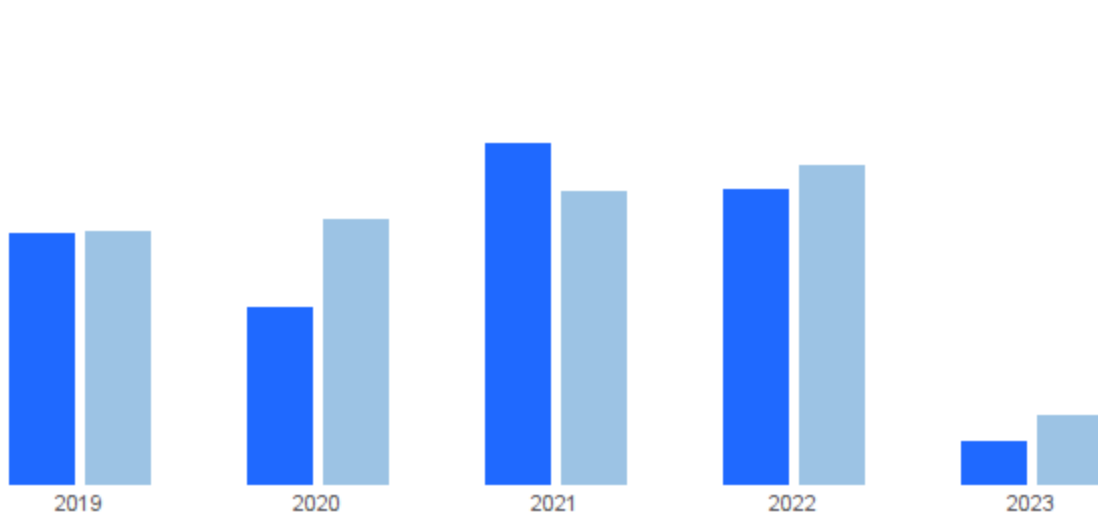
March 2023 | Condo ?

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

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

UNITS  
200

150  
100  
50  
0



Sold Properties	117	82	159	137	20
New Properties	118	123	136	149	32
Sold Volume	\$24.93M	\$20.36M	\$44.31M	\$39.37M	\$5.02M
Listing Volume	\$29.25M	\$34.41M	\$39.19M	\$47.35M	\$11.33M
Median Sale Price	\$180K	\$235K	\$250K	\$254K	\$220K

## MEDIAN SALES PRICE AND NUMBER OF SALES

March 2023 | Condo ?

**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.

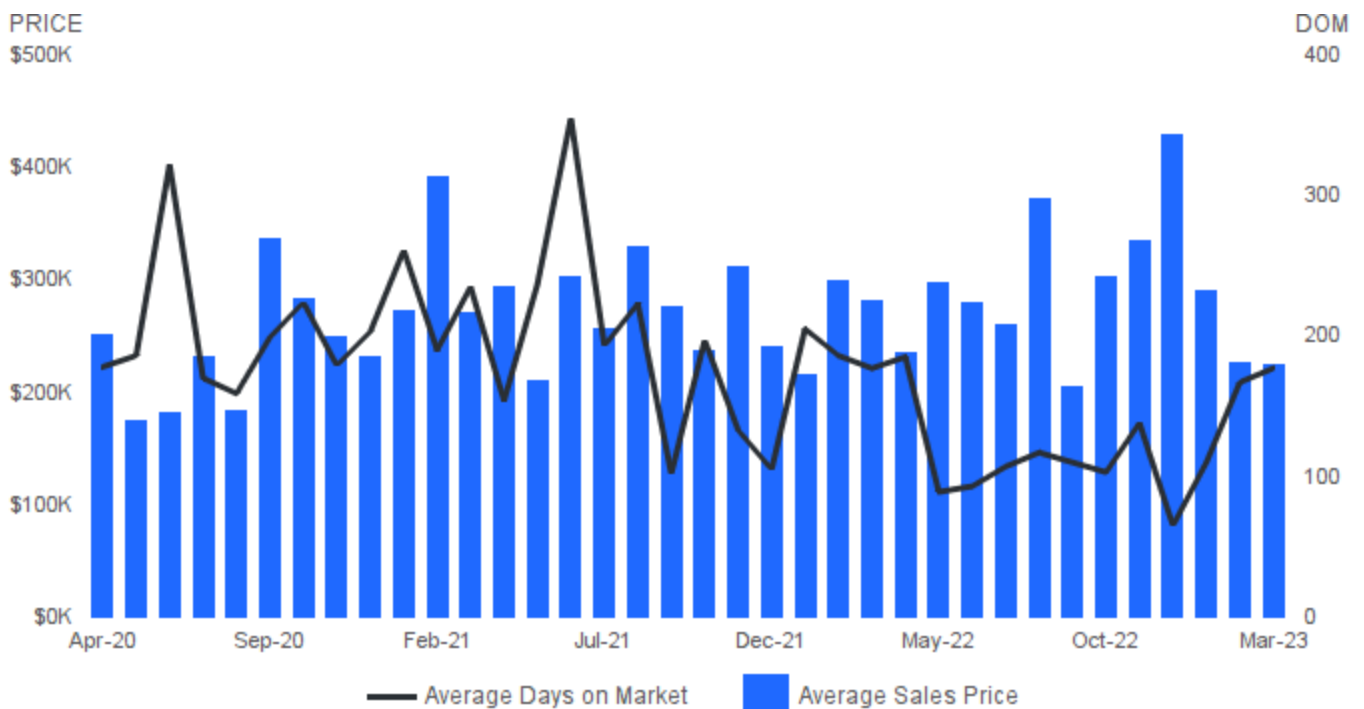


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2023 | Condo ?

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

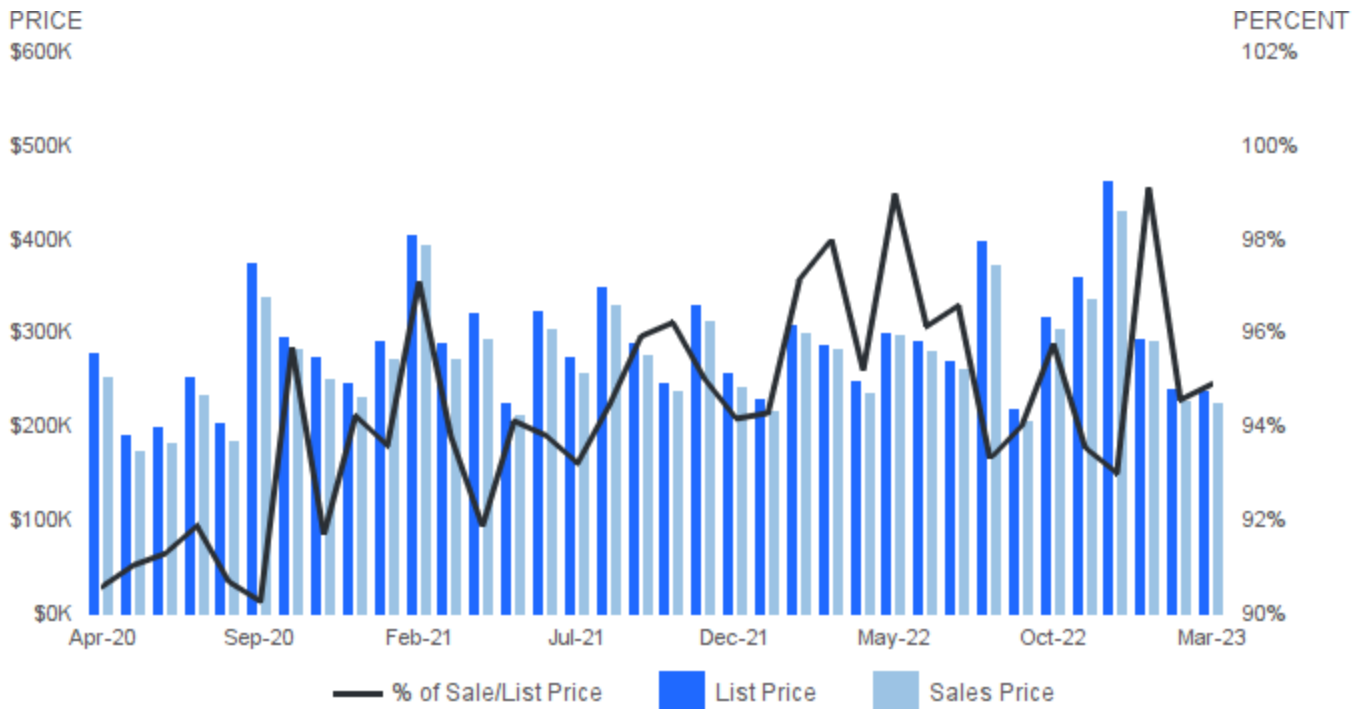
**Average Days on Market** | Average days on market for all properties sold.



# SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

March 2023 | Condo ?

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

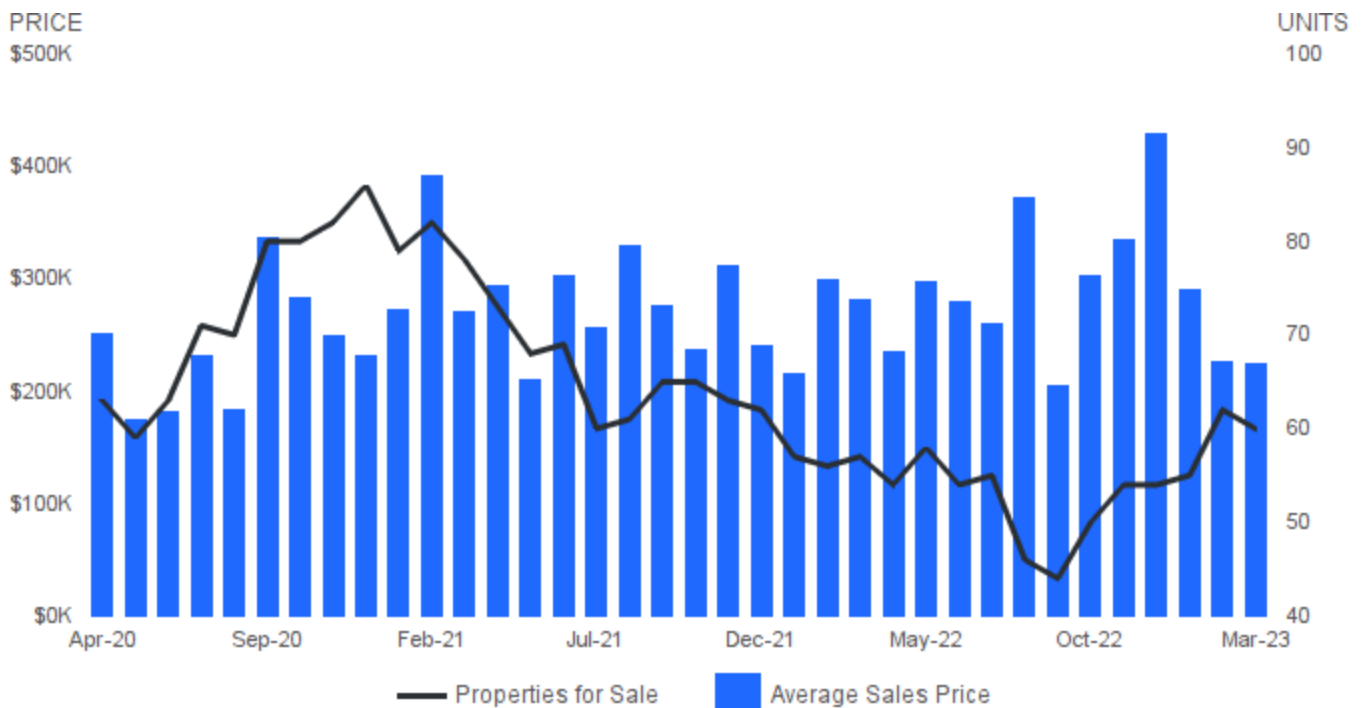


# AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

March 2023 | Condo ?

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

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

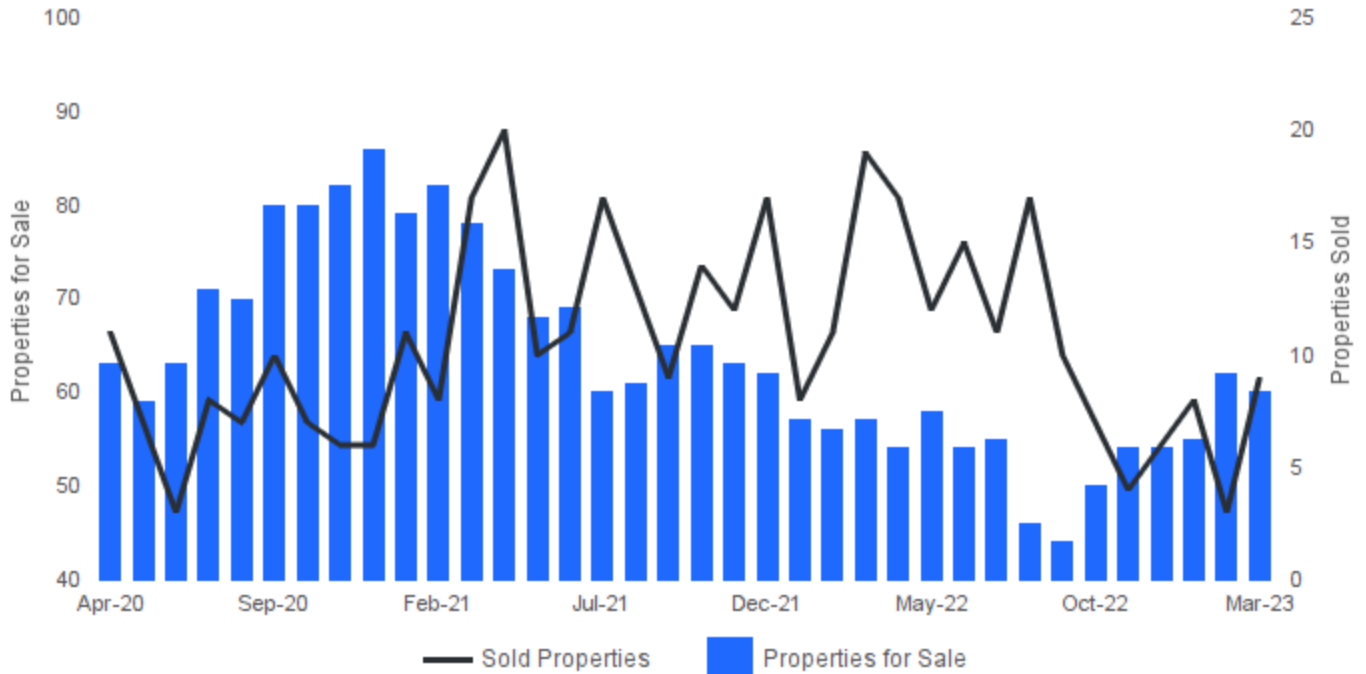


# PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2023 | Condo ?

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

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



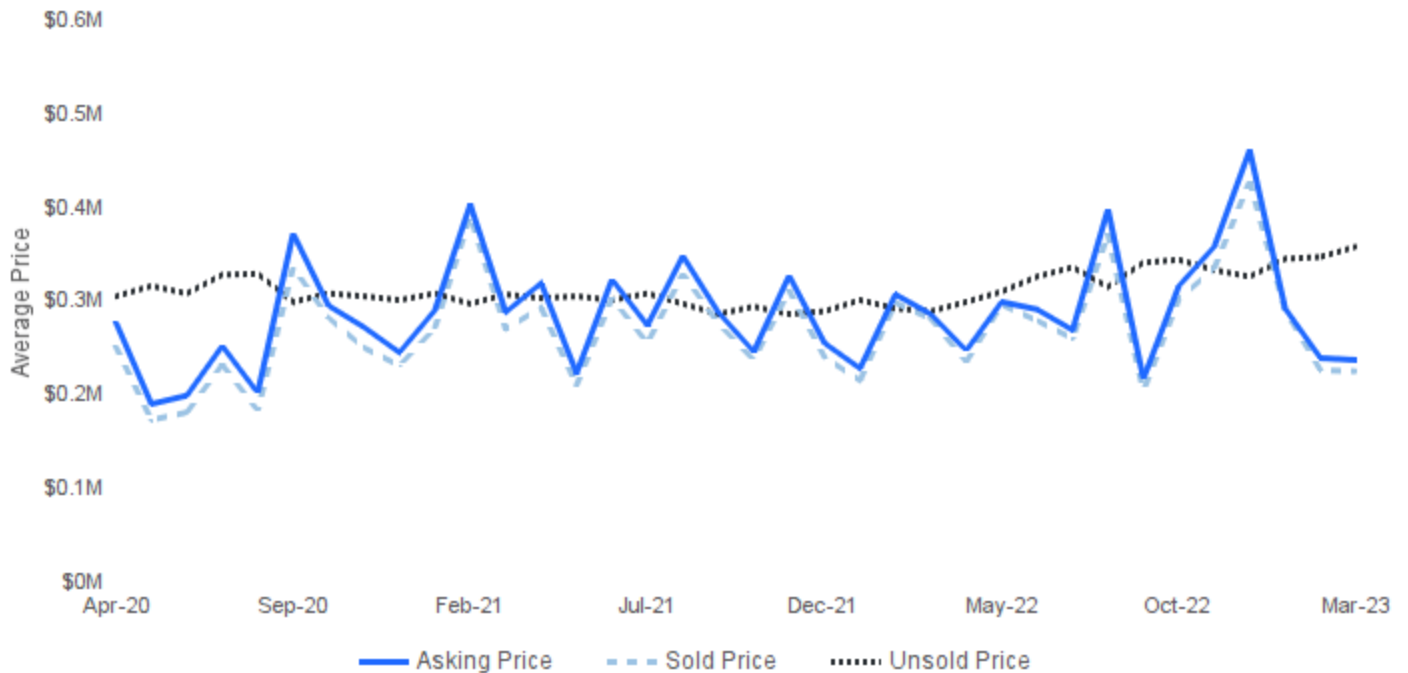
# AVERAGE ASKING/SOLD/UNSOLD PRICE

March 2023 | Condo ?

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

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

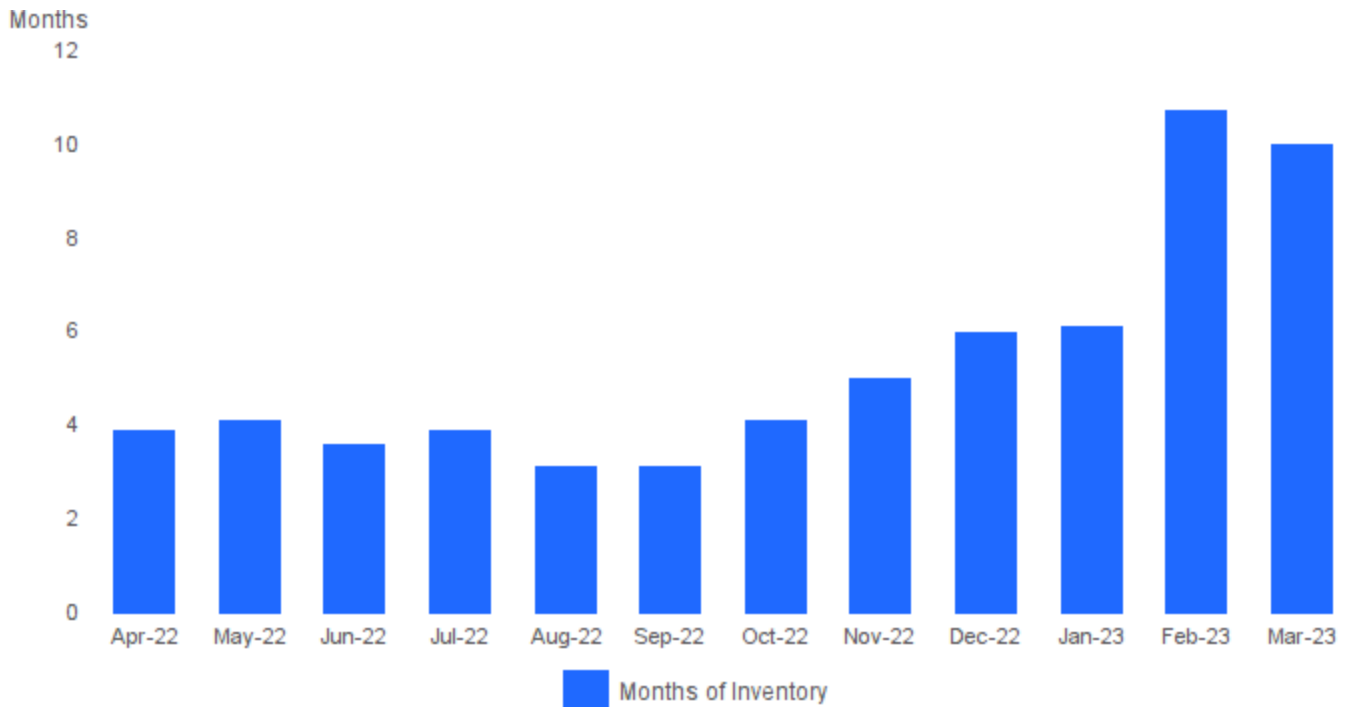
**Sold Price** | the average selling price



# ABSORPTION RATE

March 2023 | Condo ?

**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.



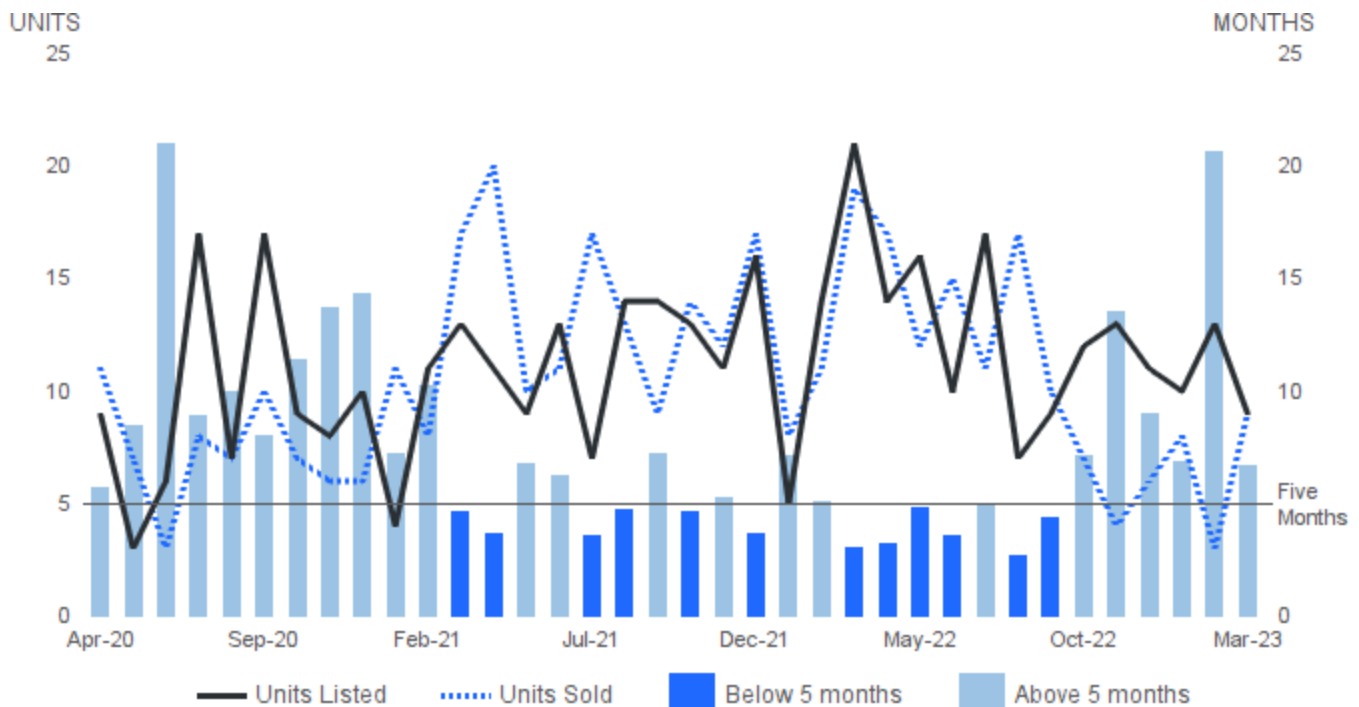
# MONTHS SUPPLY OF INVENTORY

March 2023 | Condo ?

**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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