



**COLDWELL BANKER**



# AREA REPORT

**ST. CROIX**

MARCH 2023 | LOTS/ACRES



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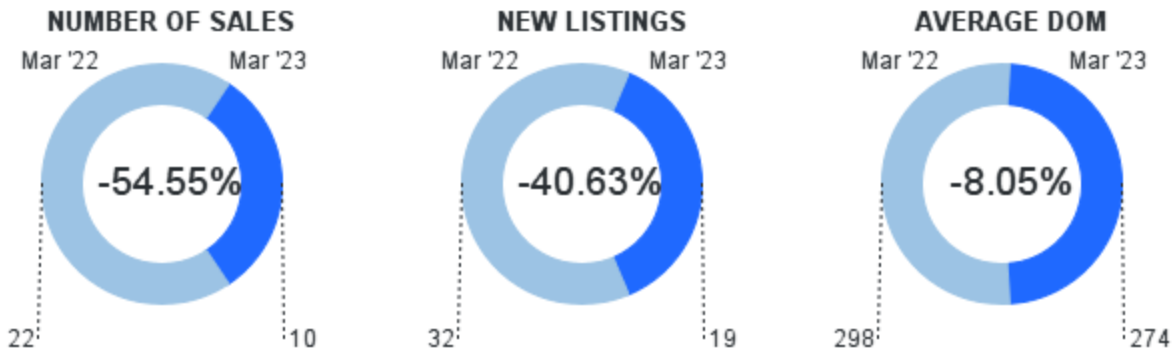


**COLDWELL BANKER**  
ISLAND AFFILIATES

# ST. CROIX | March 2023

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

Lots/Acres



**-32.00%** ↓

**MEDIAN SALES PRICE**  
LOTS/ACRES

**-12.99%** ↓

**AVERAGE SALES PRICE**  
LOTS/ACRES

**-30.14%** ↓

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

**-12.62%** ↓

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

■ Mar '22    ■ Mar '23

# AREA REPORT

## ST. CROIX

### FULL MARKET SUMMARY

March 2023 | Lots/Acres ?

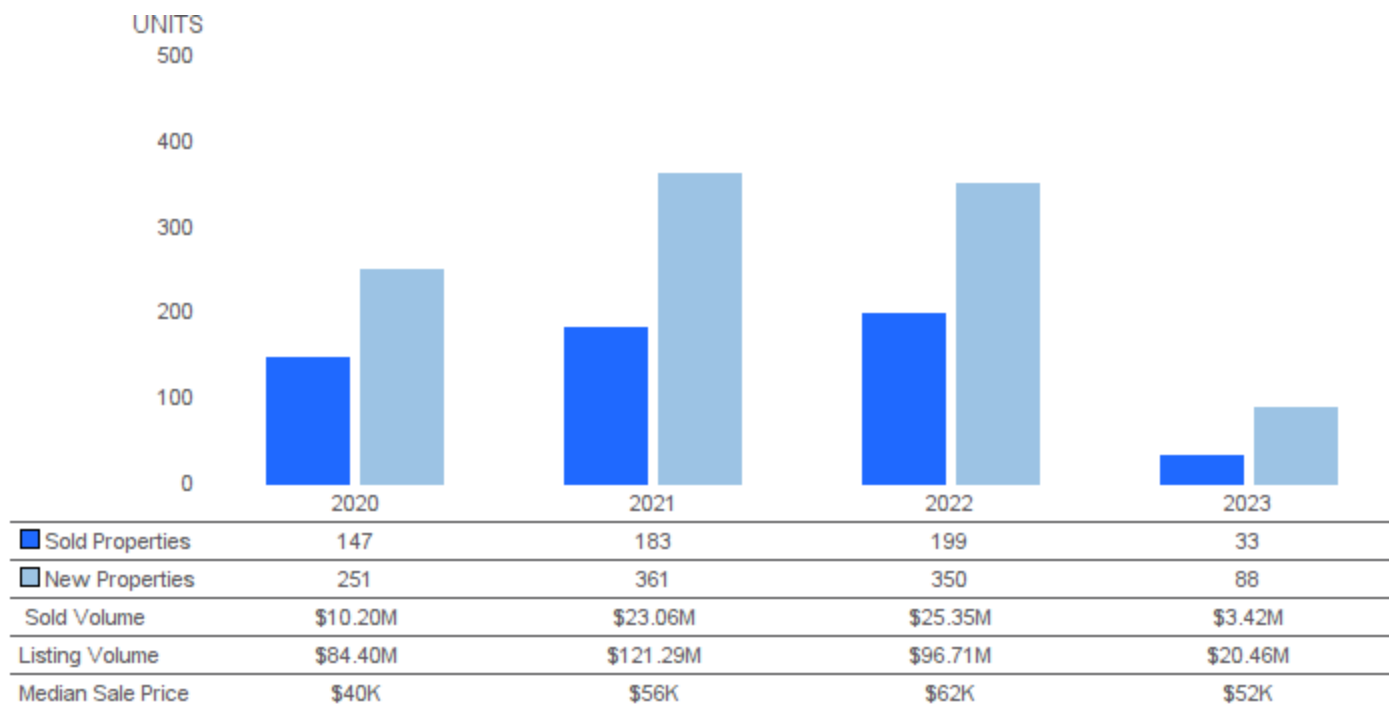
	Month to Date			Year to Date		
	March 2023	March 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	19	32	-40.63% ↓	88	91	-3.3% ↓
Sold Listings	10	22	-54.55% ↓	33	50	-34% ↓
Median List Price (Solds)	\$59,000	\$84,450	-30.14% ↓	\$65,000	\$73,500	-11.56% ↓
Median Sold Price	\$51,000	\$75,000	-32% ↓	\$52,000	\$69,500	-25.18% ↓
Median Days on Market	202	228	-11.4% ↓	173	176	-1.7% ↓
Average List Price (Solds)	\$95,650	\$109,463	-12.62% ↓	\$122,484	\$124,340	-1.49% ↓
Average Sold Price	\$86,550	\$99,472	-12.99% ↓	\$103,500	\$110,532	-6.36% ↓
Average Days on Market	274	298	-8.05% ↓	268	259	3.47% ↑
List/Sold Price Ratio	91.6%	90.2%	1.57% ↑	87.8%	88.8%	-1.16% ↓

### SOLD AND NEW PROPERTIES (UNITS)

March 2023 | Lots/Acres ?

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

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



## MEDIAN SALES PRICE AND NUMBER OF SALES

March 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.

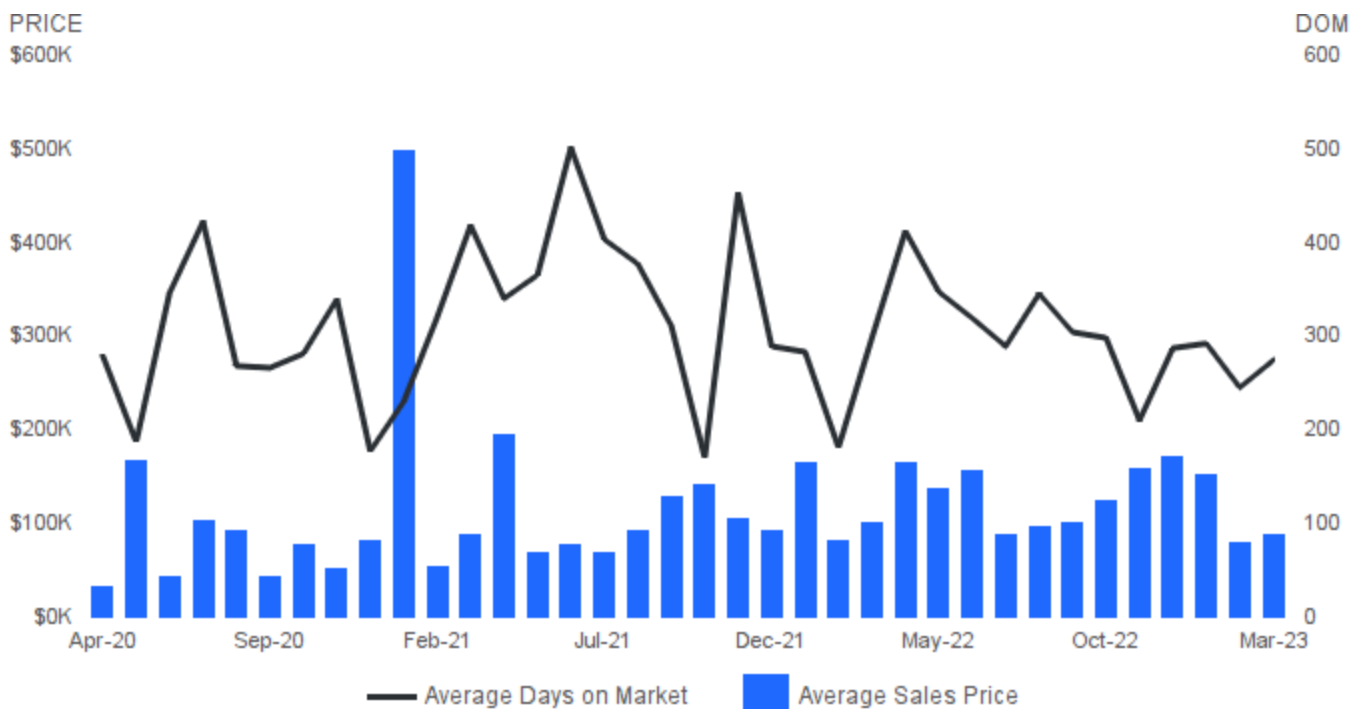


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2023 | Lots/Acres ?

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

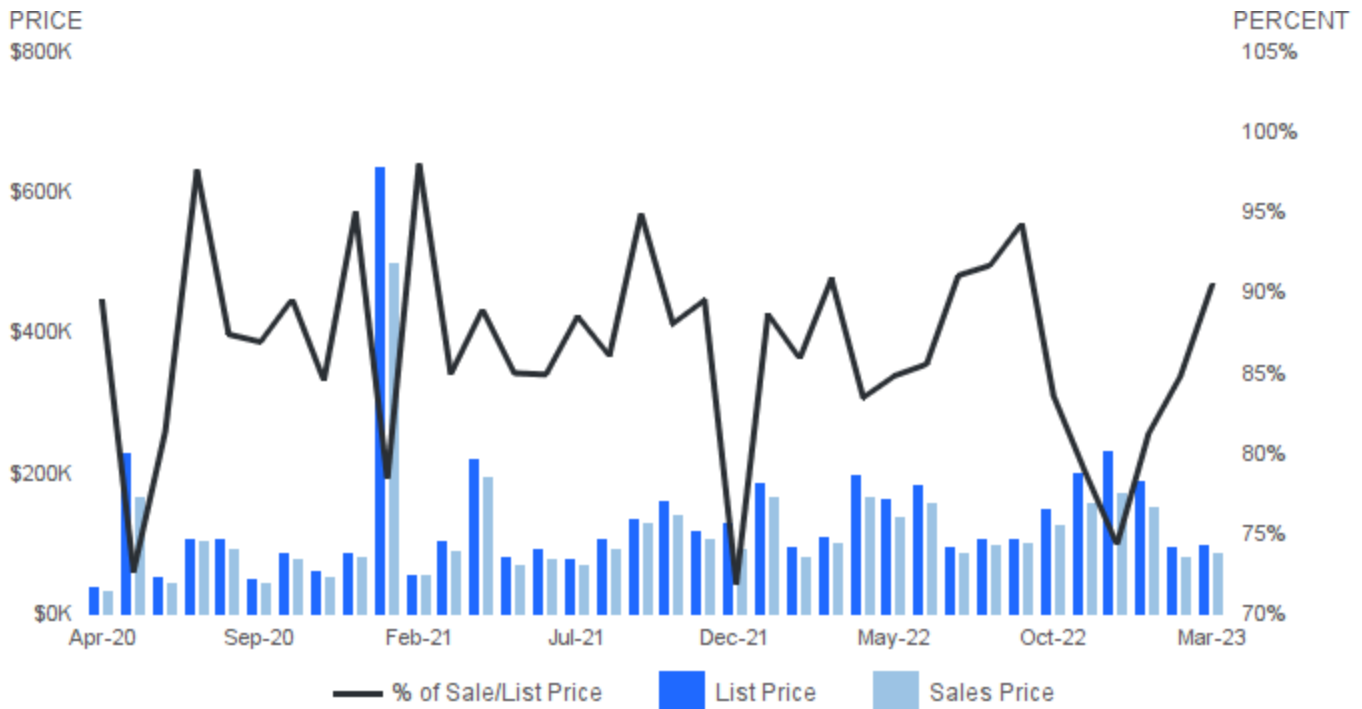
**Average Days on Market** | Average days on market for all properties sold.



# SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

March 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

March 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.

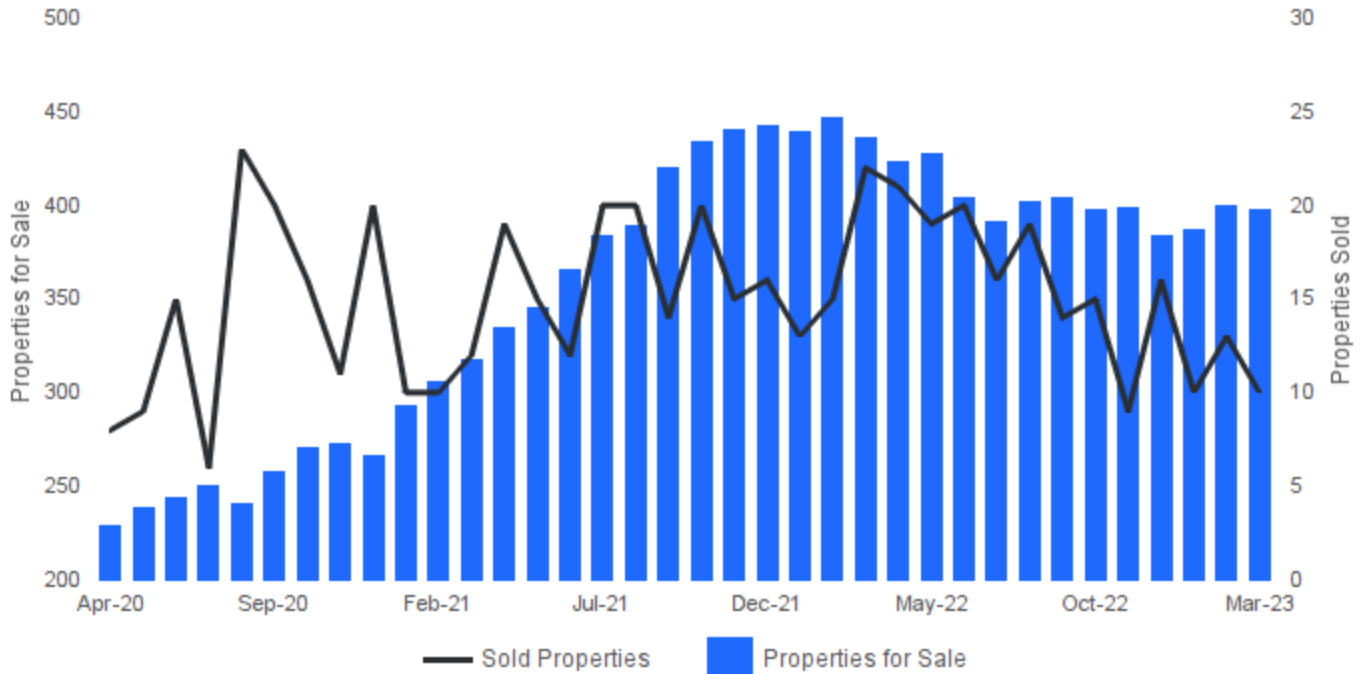


# PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2023 | Lots/Acres ?

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

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



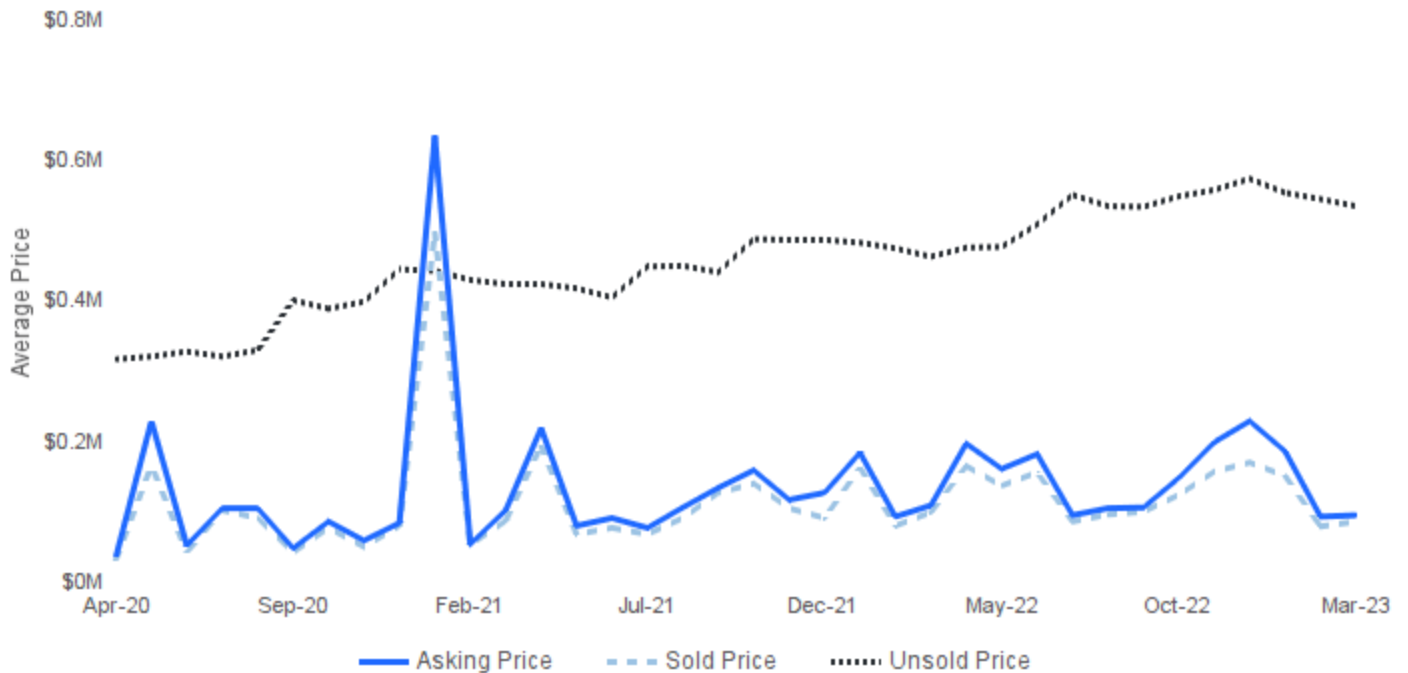
# AVERAGE ASKING/SOLD/UNSOLD PRICE

March 2023 | Lots/Acres ?

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

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

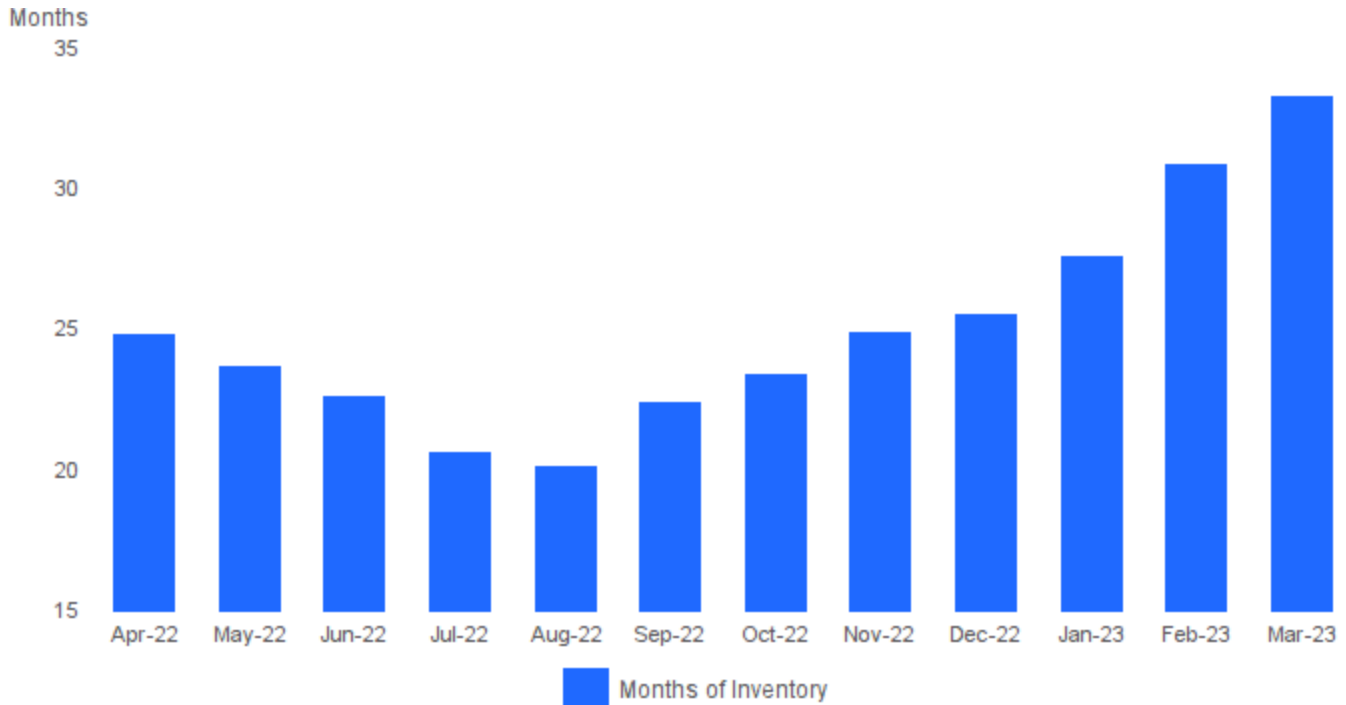
**Sold Price** | the average selling price



# ABSORPTION RATE

March 2023 | 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.



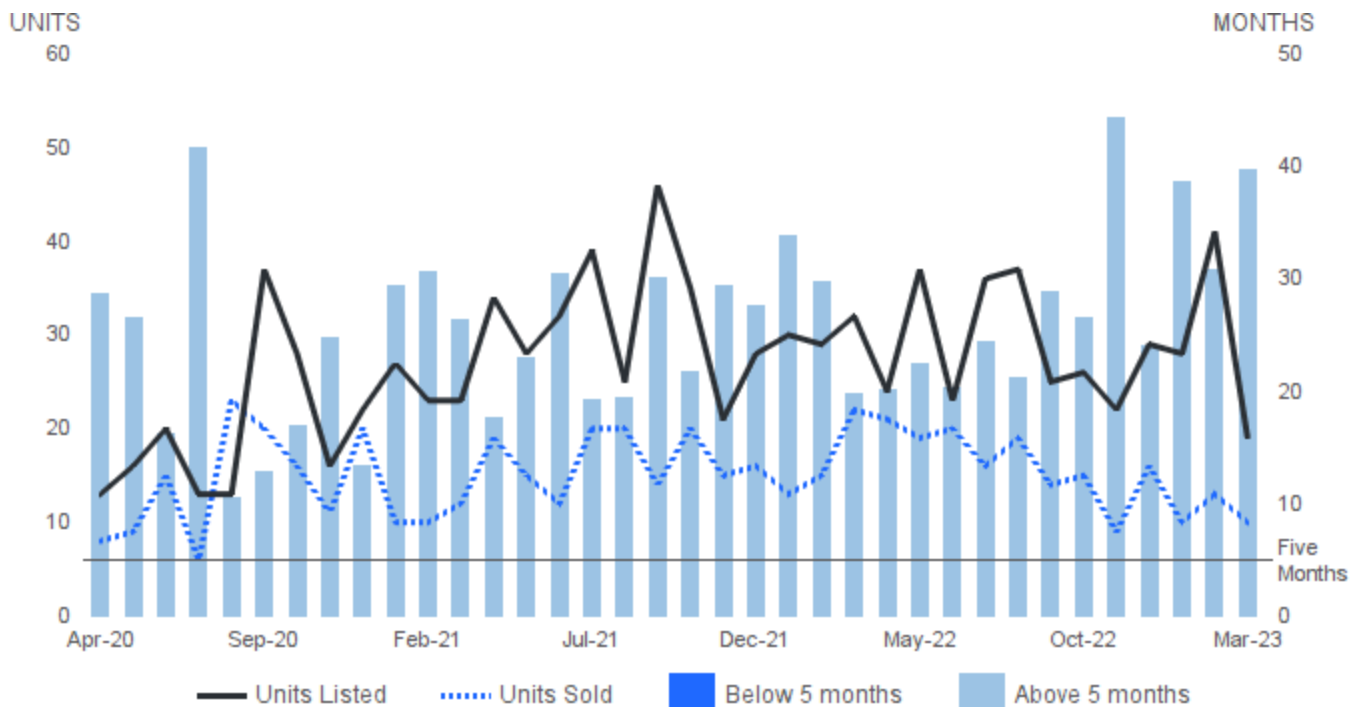
# MONTHS SUPPLY OF INVENTORY

March 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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