



COLDWELL BANKER

AREA REPORT

ST. CROIX

APRIL 2023 | LOTS/ACRES



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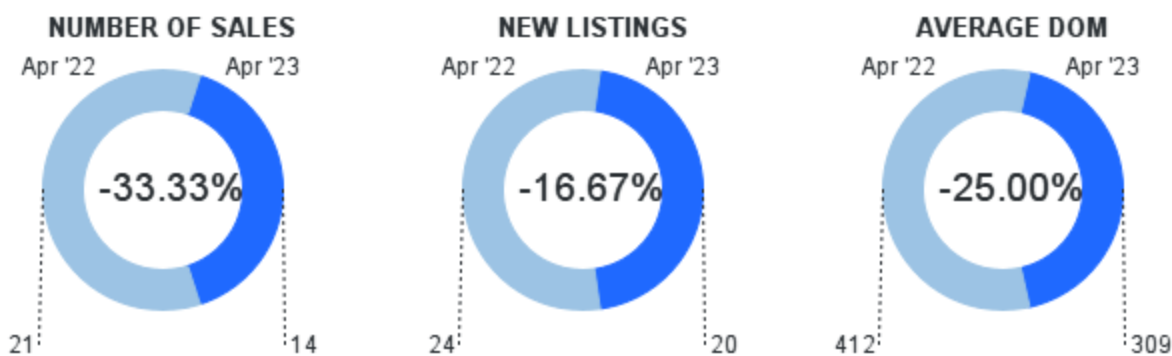


COLDWELL BANKER
ISLAND AFFILIATES

ST. CROIX | April 2023

REAL ESTATE SNAPSHOT - Change since this time last year

Lots/Acres



19.44% ↑

MEDIAN SALES PRICE
LOTS/ACRES

-56.05% ↓

AVERAGE SALES PRICE
LOTS/ACRES

20.60% ↑

MEDIAN LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

-58.21% ↓

AVERAGE LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

■ Apr '22 ■ Apr '23

AREA REPORT

ST. CROIX

FULL MARKET SUMMARY

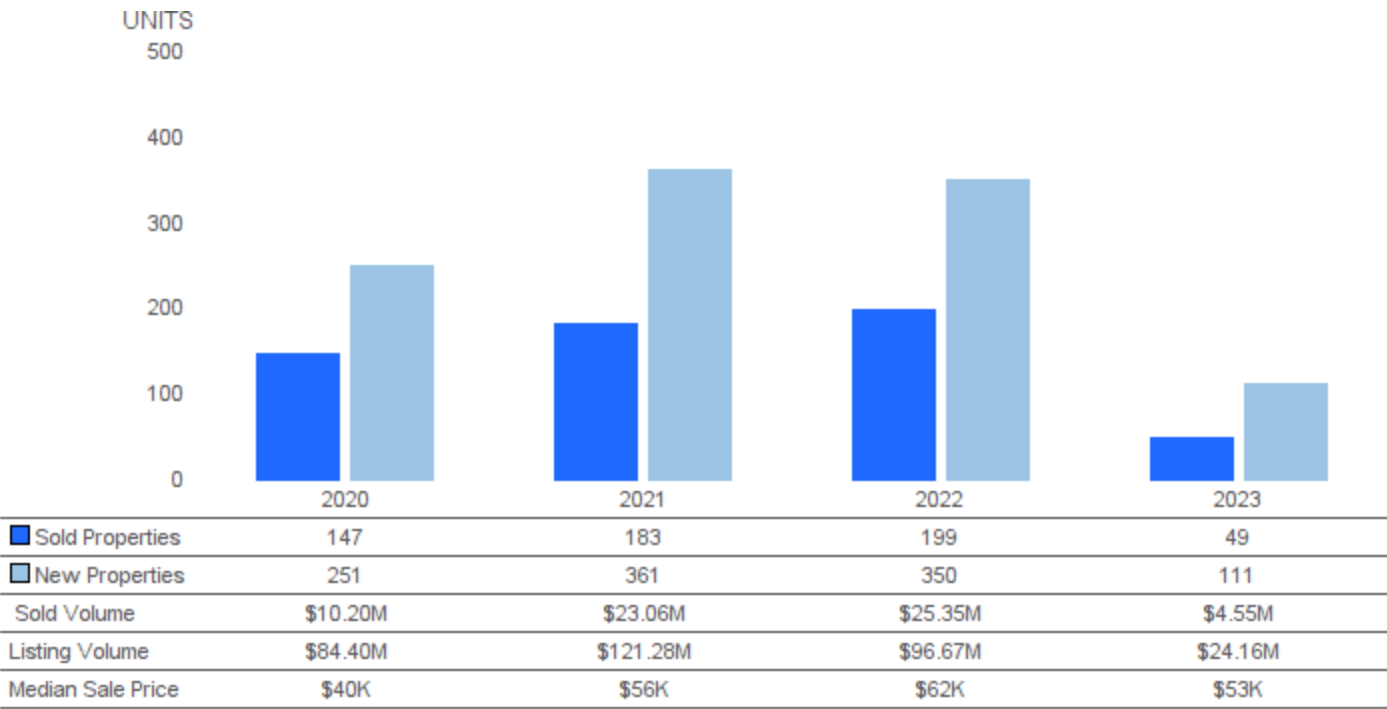
April 2023 | Lots/Acres ?

	Month to Date			Year to Date		
	April 2023	April 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	20	24	-16.67% ↓	111	115	-3.48% ↓
Sold Listings	14	21	-33.33% ↓	49	71	-30.99% ↓
Median List Price (Solds)	\$60,300	\$50,000	20.6% ↑	\$60,300	\$65,900	-8.5% ↓
Median Sold Price	\$53,750	\$45,000	19.44% ↑	\$52,500	\$57,000	-7.89% ↓
Median Days on Market	157	320	-50.94% ↓	168	223	-24.66% ↓
Average List Price (Solds)	\$82,578	\$197,609	-58.21% ↓	\$108,634	\$146,011	-25.6% ↓
Average Sold Price	\$72,500	\$164,964	-56.05% ↓	\$92,867	\$126,632	-26.66% ↓
Average Days on Market	309	412	-25% ↓	281	304	-7.57% ↓
List/Sold Price Ratio	87.4%	86.8%	0.77% ↑	88%	88.2%	-0.19% ↓

SOLD AND NEW PROPERTIES (UNITS)

April 2023 | Lots/Acres ?

Sold Properties | Number of properties sold during the year
New Properties | Number of properties listed during the year.

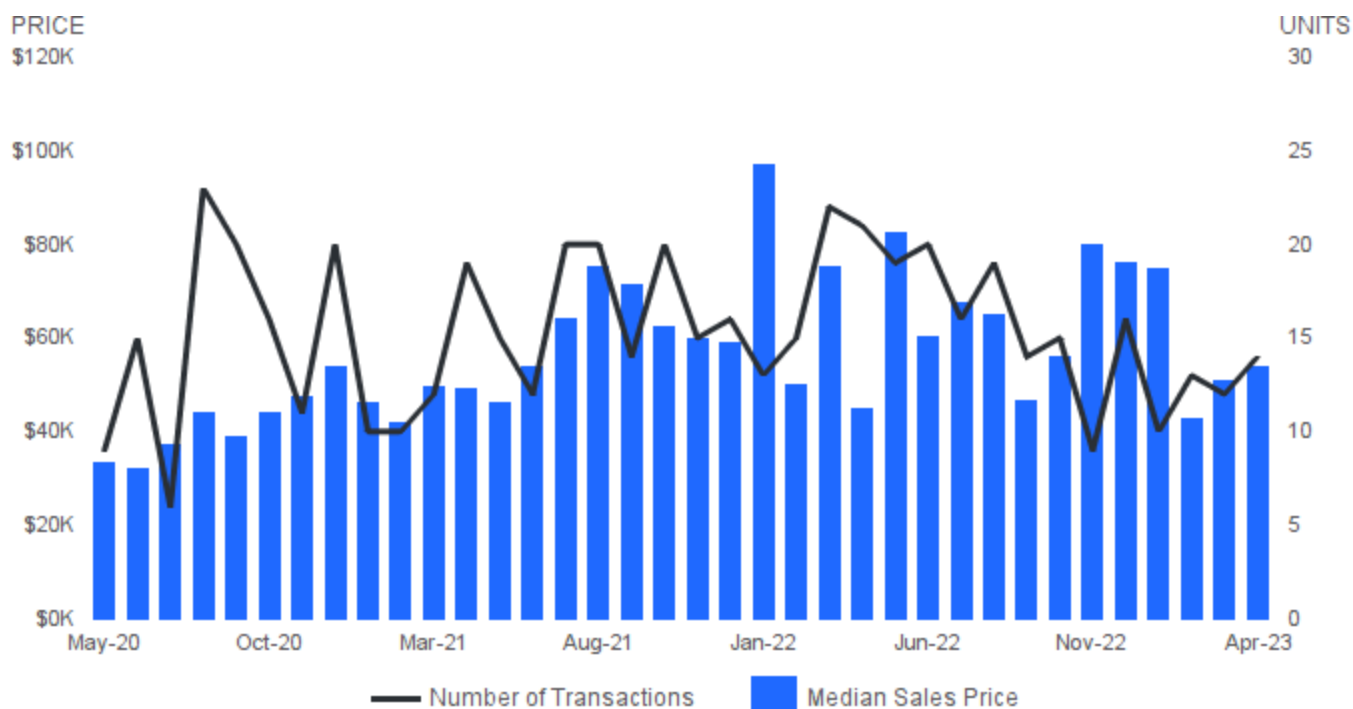


MEDIAN SALES PRICE AND NUMBER OF SALES

April 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

April 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

April 2023 | Lots/Acres ?

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

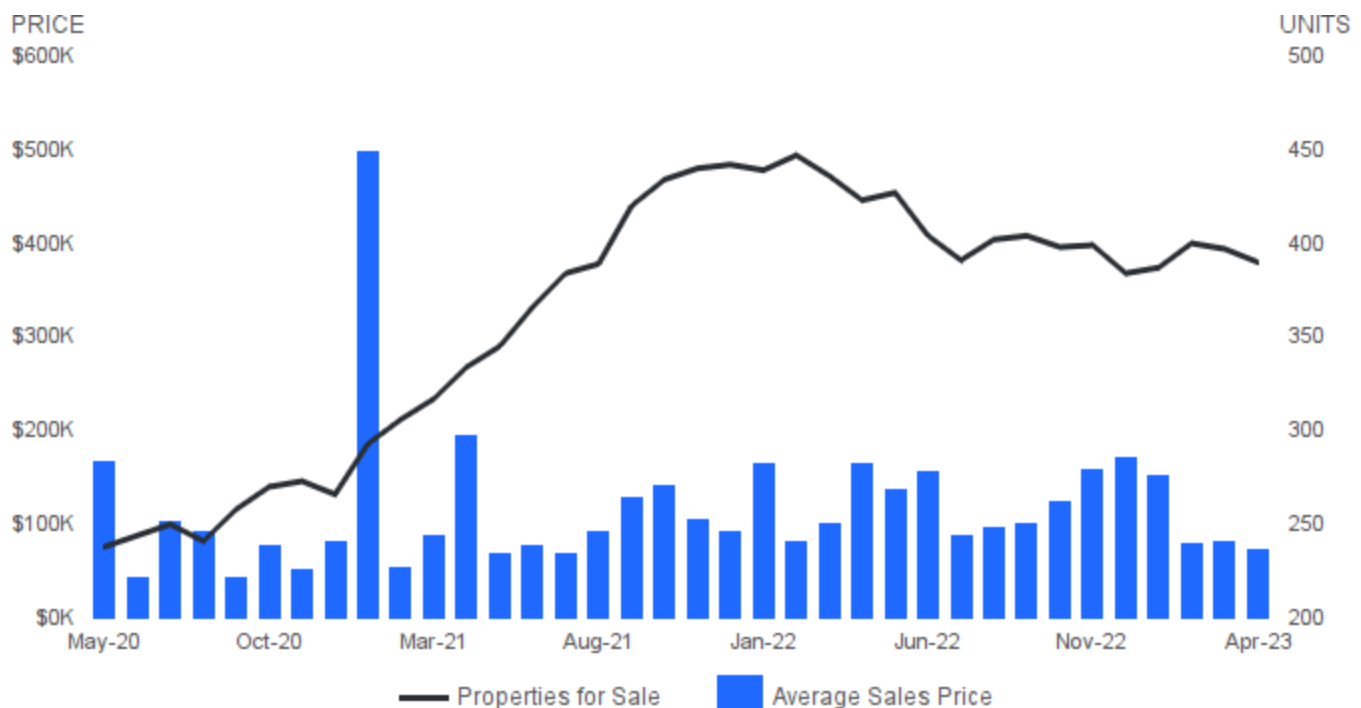


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

April 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.

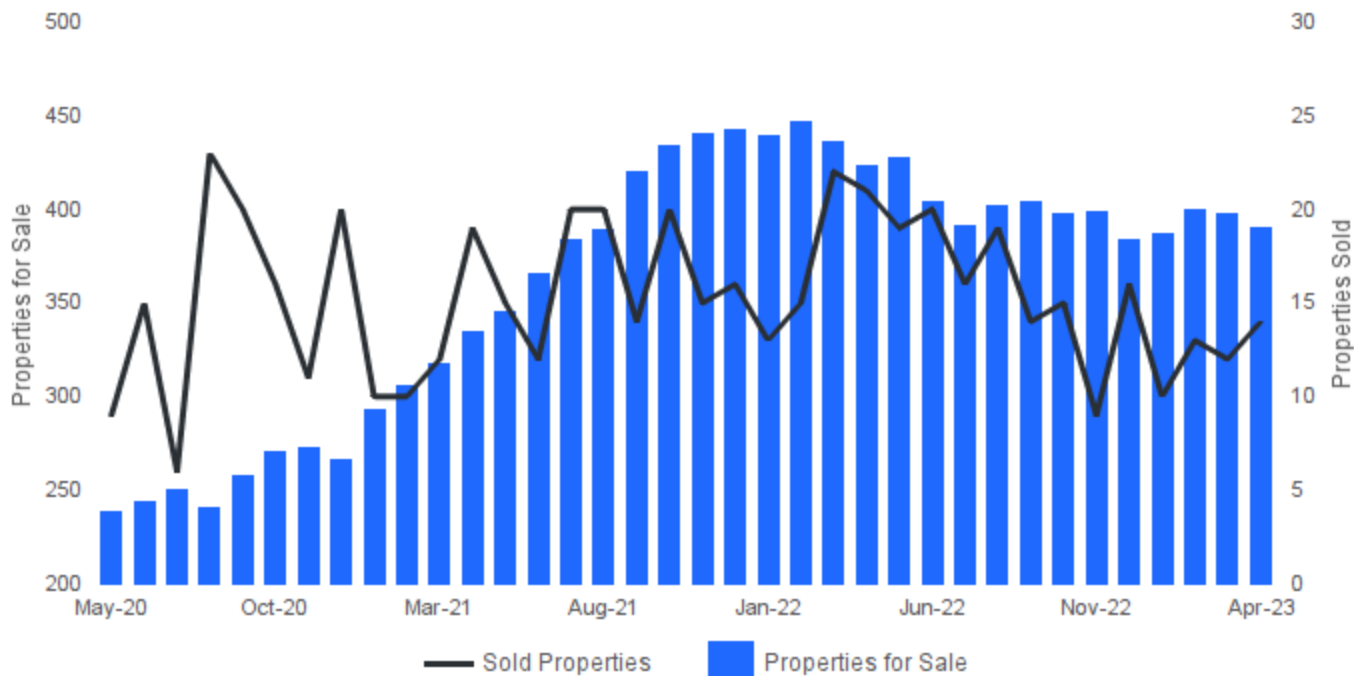


PROPERTIES FOR SALE AND SOLD PROPERTIES

April 2023 | Lots/Acres ?

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

Sold Properties | Number of properties sold.



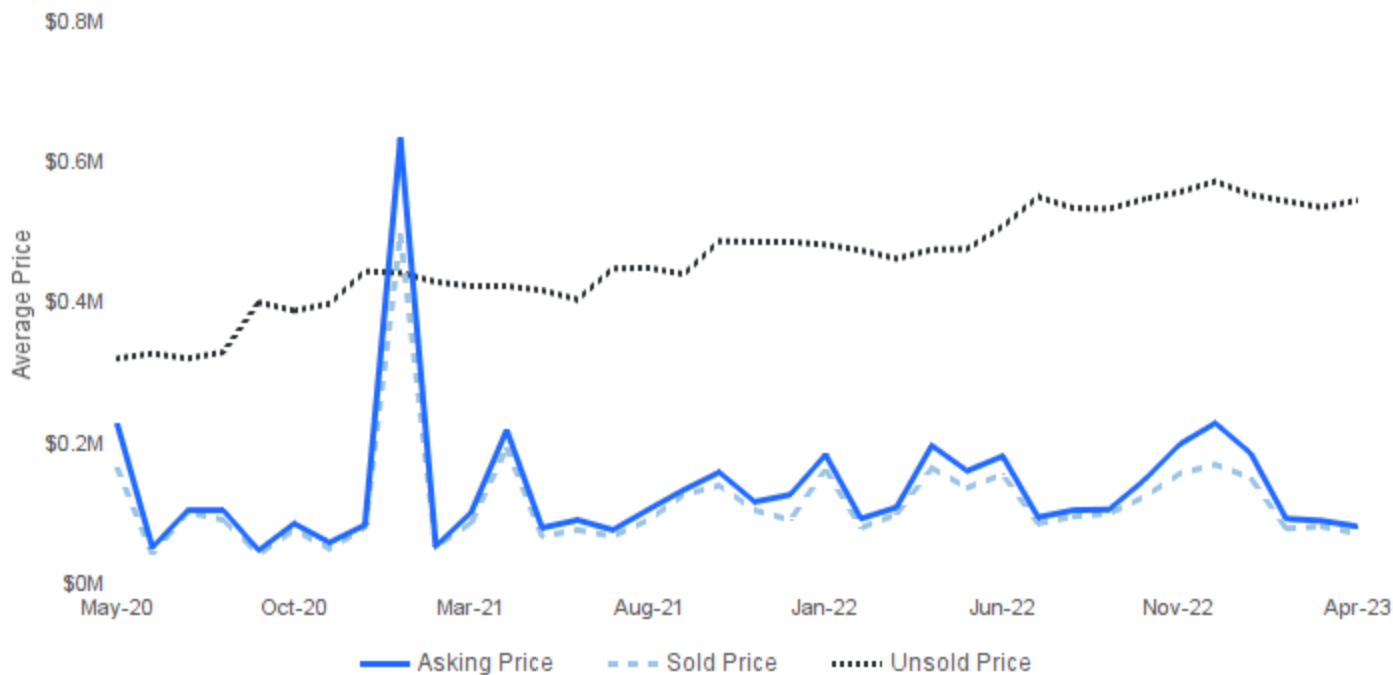
AVERAGE ASKING/SOLD/UNSOLD PRICE

April 2023 | Lots/Acres ?

Unsold Price | the average active list price

Asking Price | the average asking price of sold properties

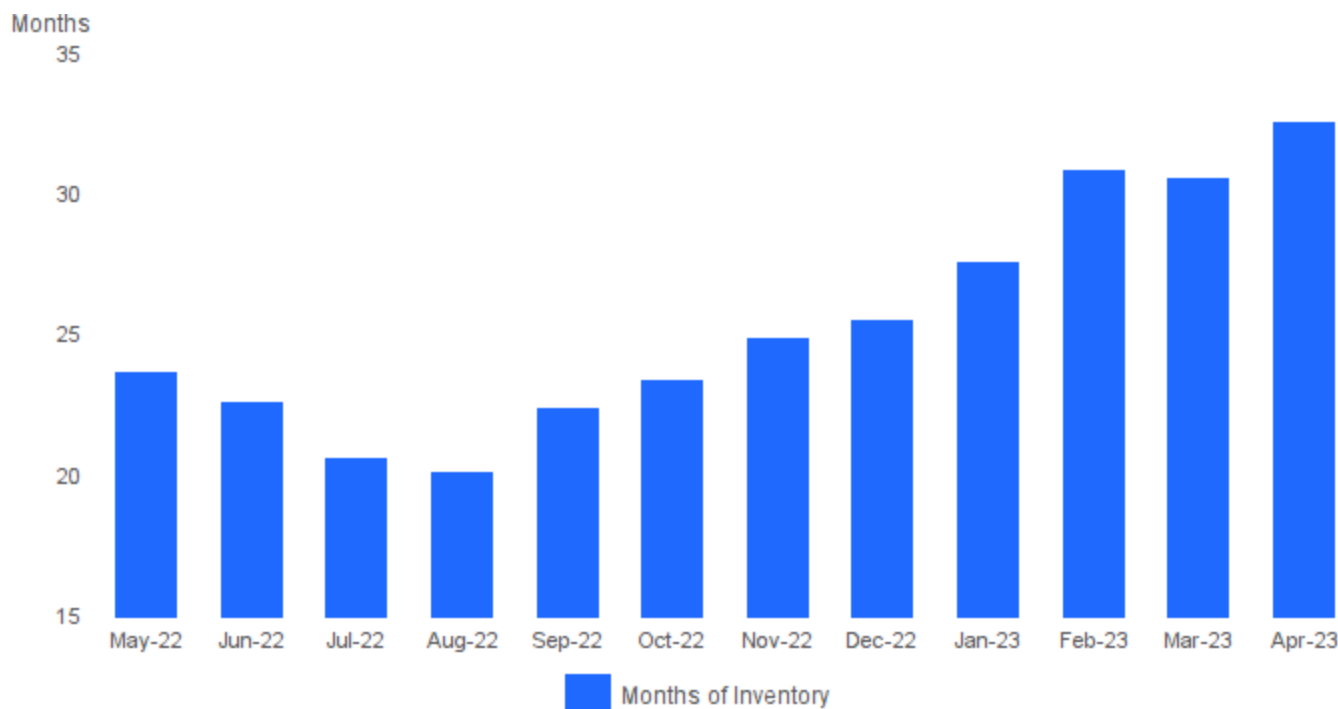
Sold Price | the average selling price



ABSORPTION RATE

April 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.



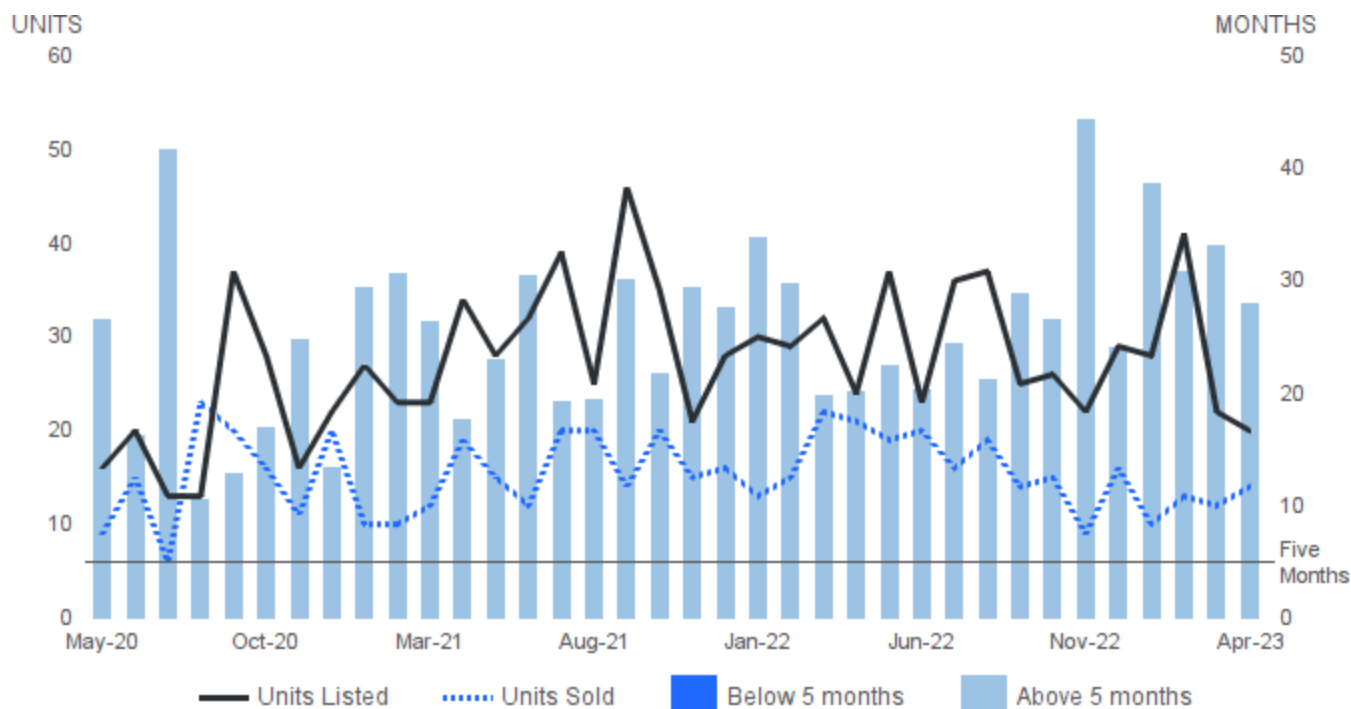
MONTHS SUPPLY OF INVENTORY

April 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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