



COLDWELL BANKER



AREA REPORT

ST. CROIX

MAY 2023 | LOTS/ACRES



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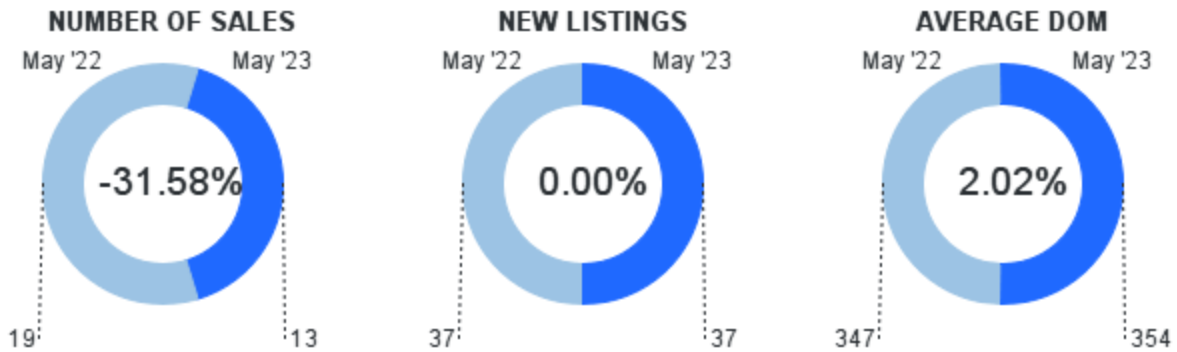


COLDWELL BANKER
ISLAND AFFILIATES

ST. CROIX | May 2023

REAL ESTATE SNAPSHOT - Change since this time last year

Lots/Acres



6.06%

MEDIAN SALES PRICE
LOTS/ACRES

-1.59%

AVERAGE SALES PRICE
LOTS/ACRES

26.14%

MEDIAN LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

12.38%

AVERAGE LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

May '22 May '23

AREA REPORT

ST. CROIX

FULL MARKET SUMMARY

May 2023 | Lots/Acres ?

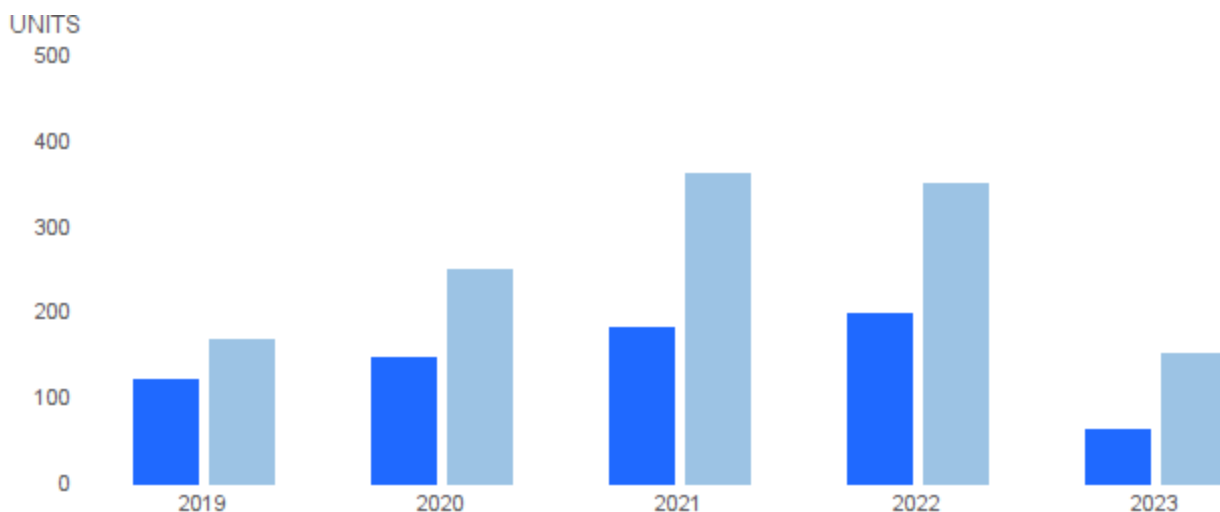
| | Month to Date | | | Year to Date | | |
|----------------------------|---------------|-----------|-----------|--------------|-----------|-----------|
| | May 2023 | May 2022 | % Change | YTD 2023 | YTD 2022 | % Change |
| New Listings | 37 | 37 | 0% | 151 | 152 | -0.66% ↓ |
| Sold Listings | 13 | 19 | -31.58% ↓ | 63 | 90 | -30% ↓ |
| Median List Price (Solds) | \$111,000 | \$88,000 | 26.14% ↑ | \$69,000 | \$67,500 | 2.22% ↑ |
| Median Sold Price | \$87,500 | \$82,500 | 6.06% ↑ | \$60,000 | \$62,000 | -3.23% ↓ |
| Median Days on Market | 149 | 272 | -45.22% ↓ | 163 | 228 | -28.51% ↓ |
| Average List Price (Solds) | \$181,440 | \$161,447 | 12.38% ↑ | \$122,774 | \$149,270 | -17.75% ↓ |
| Average Sold Price | \$134,789 | \$136,973 | -1.59% ↓ | \$100,654 | \$128,815 | -21.86% ↓ |
| Average Days on Market | 354 | 347 | 2.02% ↑ | 297 | 313 | -5.11% ↓ |
| List/Sold Price Ratio | 83.6% | 92.3% | -9.42% ↓ | 86.9% | 89.1% | -2.46% ↓ |

SOLD AND NEW PROPERTIES (UNITS)

May 2023 | Lots/Acres ?

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.



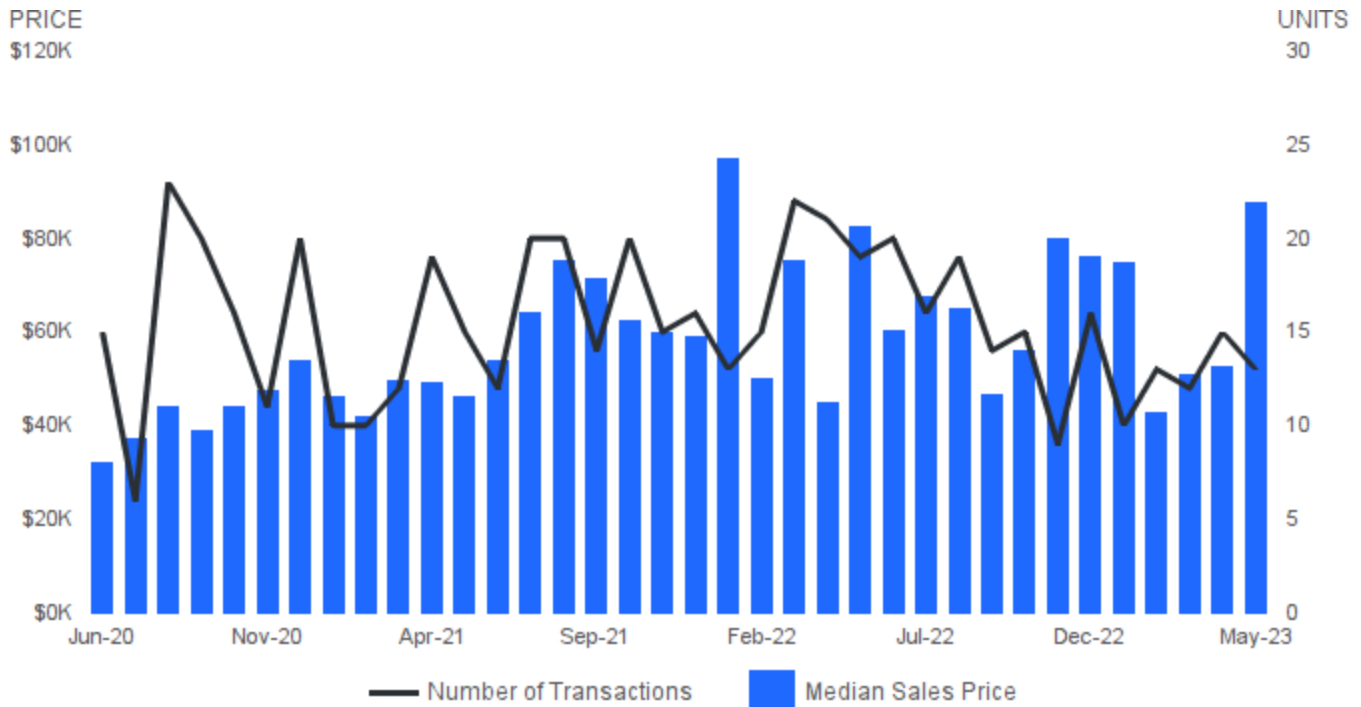
| | | | | | |
|-------------------|----------|----------|-----------|----------|----------|
| Sold Properties | 122 | 147 | 183 | 199 | 63 |
| New Properties | 169 | 251 | 361 | 350 | 151 |
| Sold Volume | \$7.83M | \$10.20M | \$23.06M | \$25.35M | \$6.34M |
| Listing Volume | \$24.69M | \$84.40M | \$121.28M | \$96.66M | \$27.75M |
| Median Sale Price | \$41K | \$40K | \$56K | \$62K | \$60K |

MEDIAN SALES PRICE AND NUMBER OF SALES

May 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

May 2023 | Lots/Acres ?

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

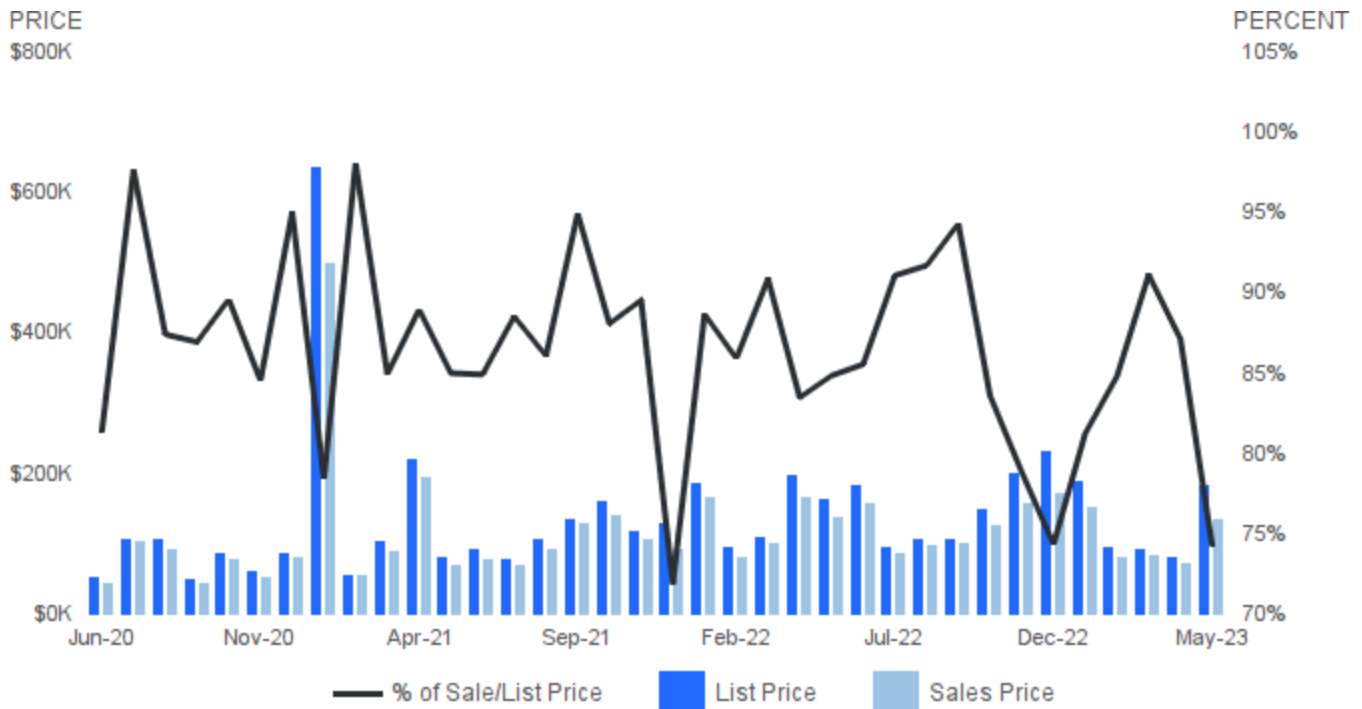
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

May 2023 | Lots/Acres ?

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

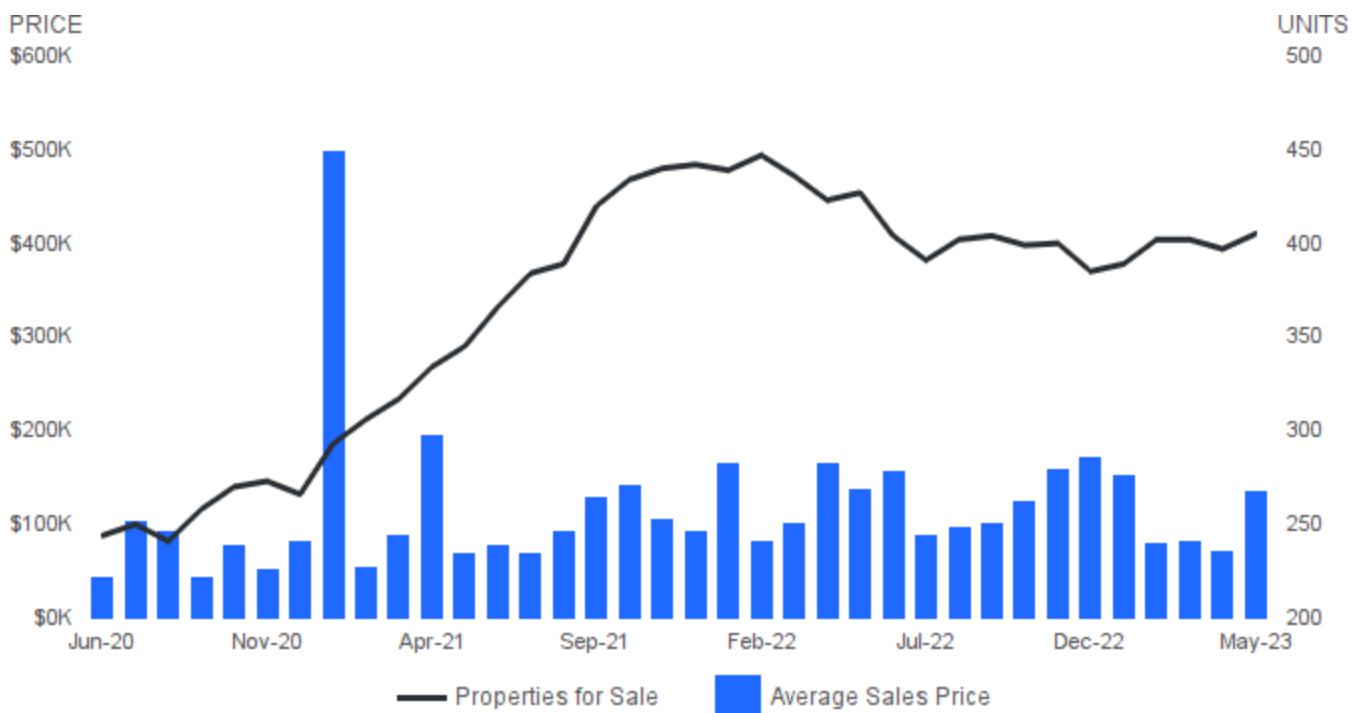


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

May 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.

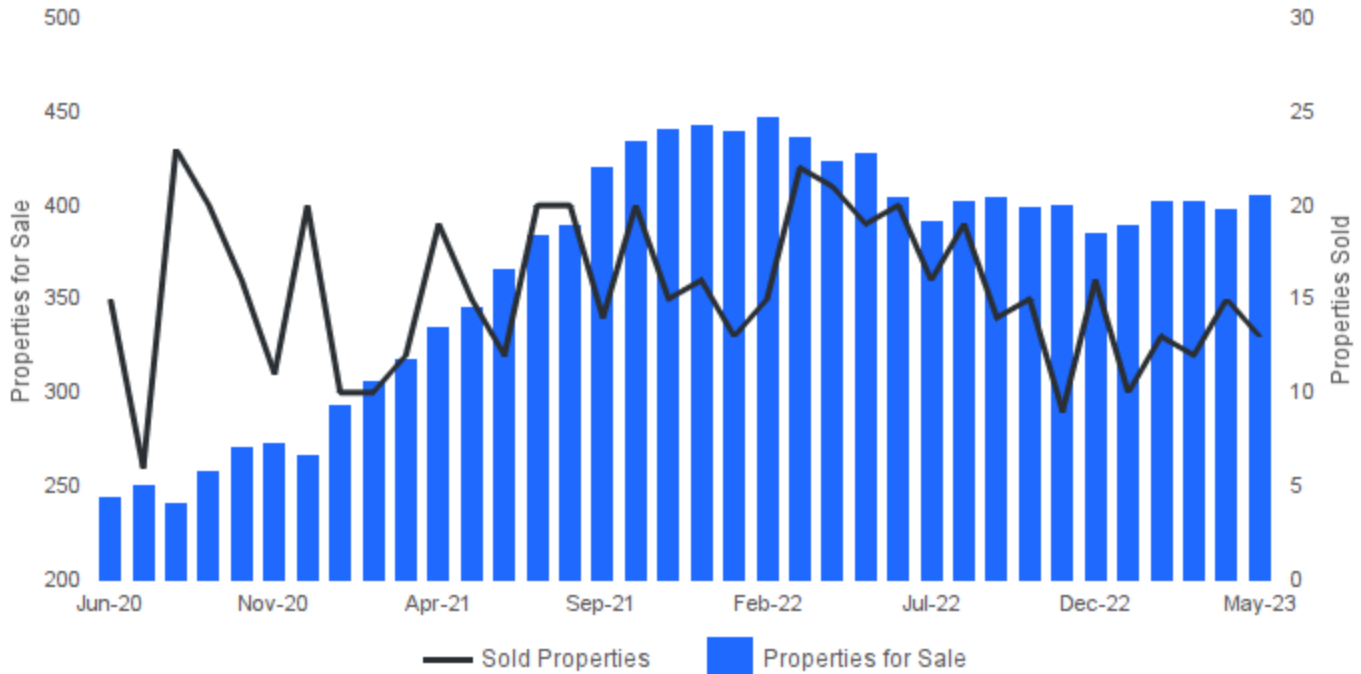


PROPERTIES FOR SALE AND SOLD PROPERTIES

May 2023 | Lots/Acres ?

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

Sold Properties | Number of properties sold.



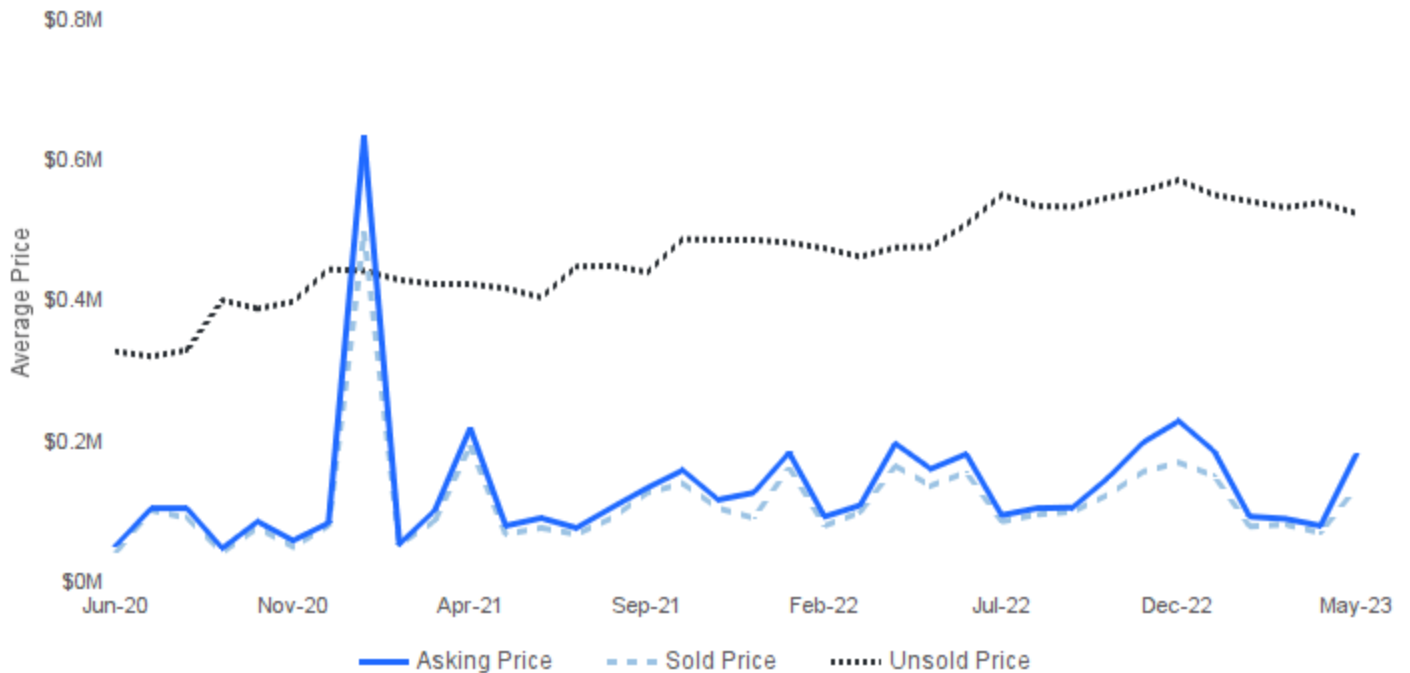
AVERAGE ASKING/SOLD/UNSOLD PRICE

May 2023 | Lots/Acres ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

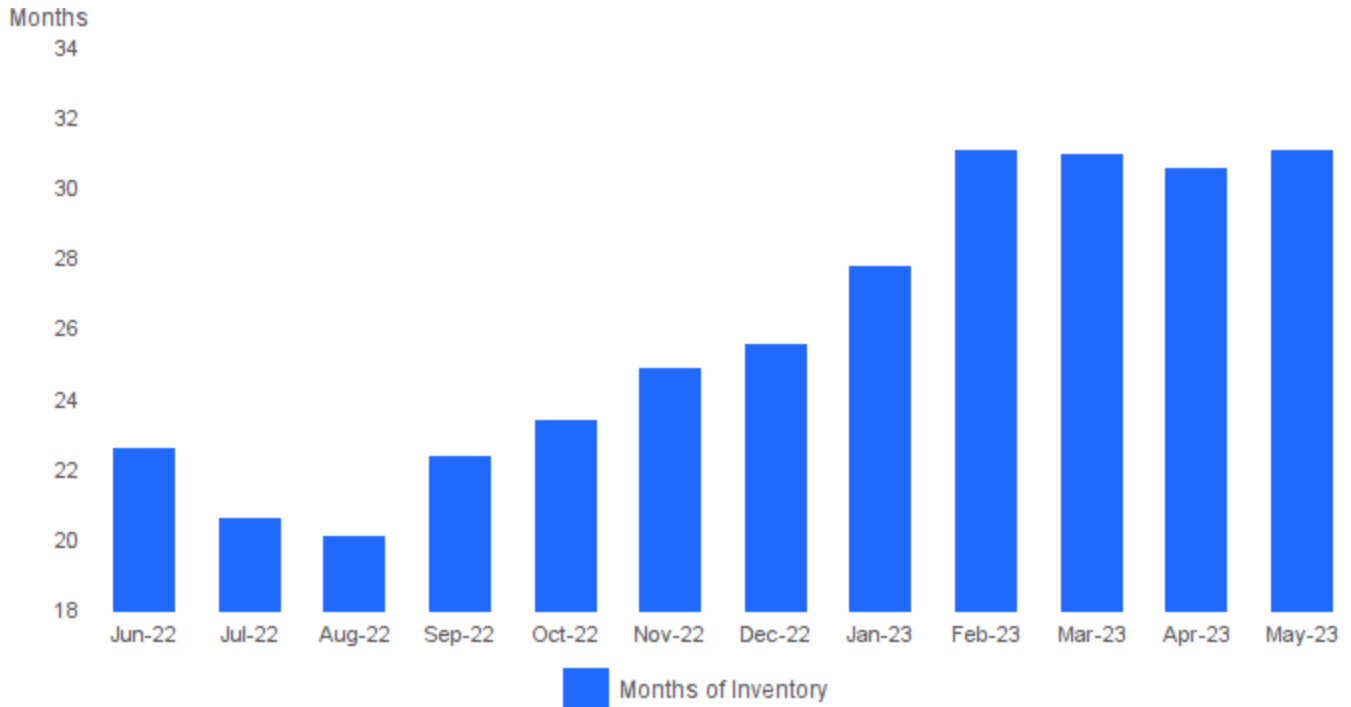
Unsold Price | the average active list price



ABSORPTION RATE

May 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.



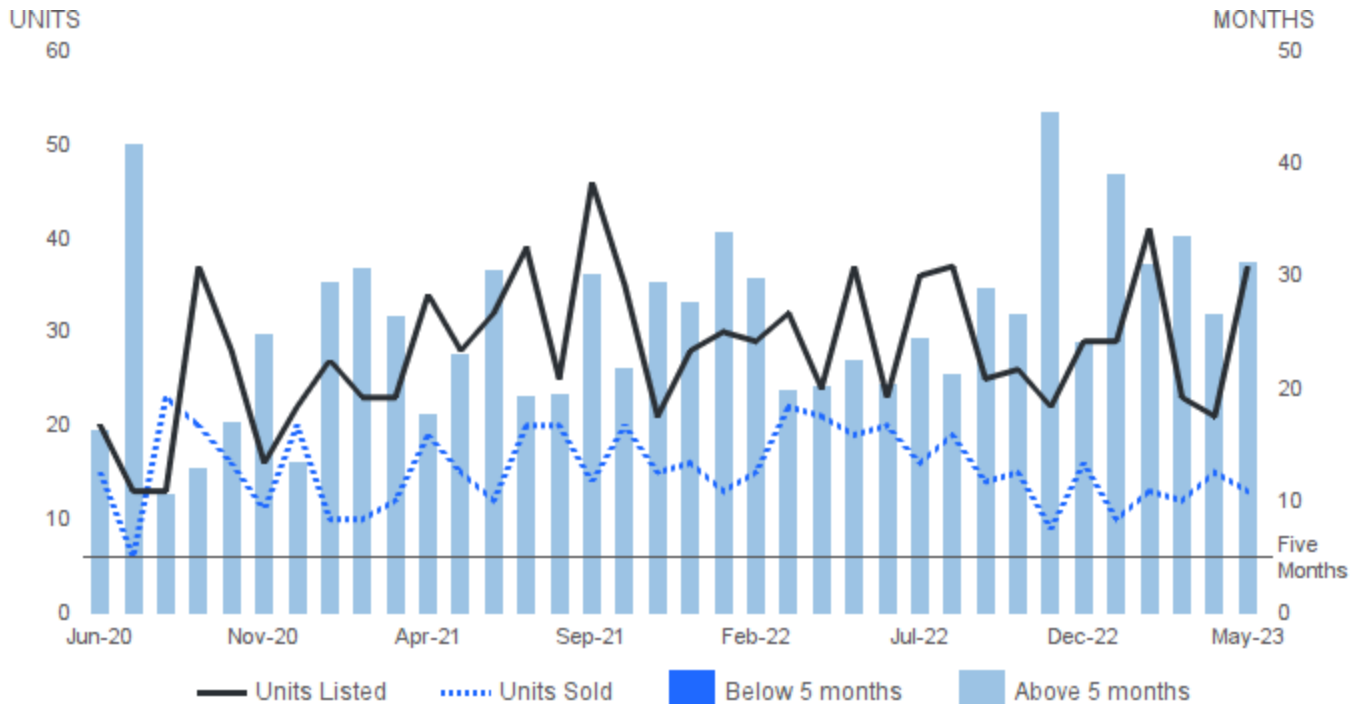
MONTHS SUPPLY OF INVENTORY

May 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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