



**COLDWELL BANKER**



# AREA REPORT

**ST. CROIX**

JUNE 2023 | LOTS/ACRES



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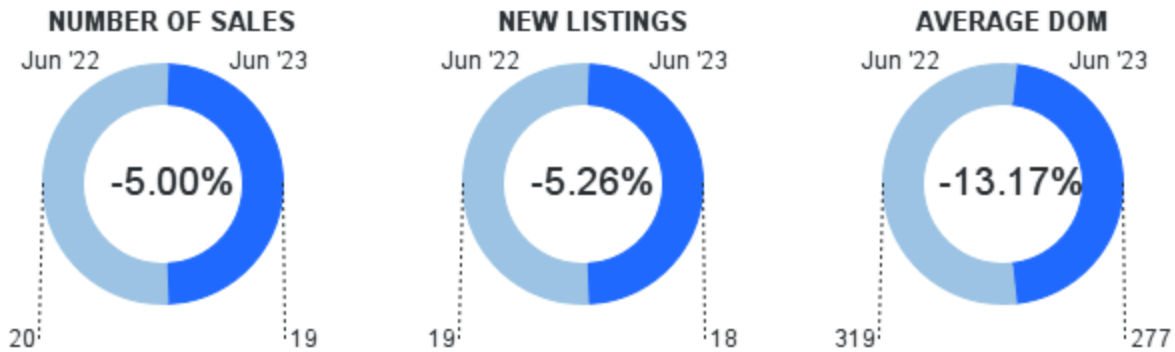


**COLDWELL BANKER**  
ISLAND AFFILIATES

# ST. CROIX | June 2023

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

Lots/Acres



16.18%

MEDIAN SALES PRICE  
LOTS/ACRES

45.05%

AVERAGE SALES PRICE  
LOTS/ACRES

30.86%

MEDIAN LIST PRICE  
(SOLD LISTINGS)  
LOTS/ACRES

31.27%

AVERAGE LIST PRICE  
(SOLD LISTINGS)  
LOTS/ACRES

Jun '22    Jun '23

# AREA REPORT

## ST. CROIX

### FULL MARKET SUMMARY

June 2023 | Lots/Acres ?

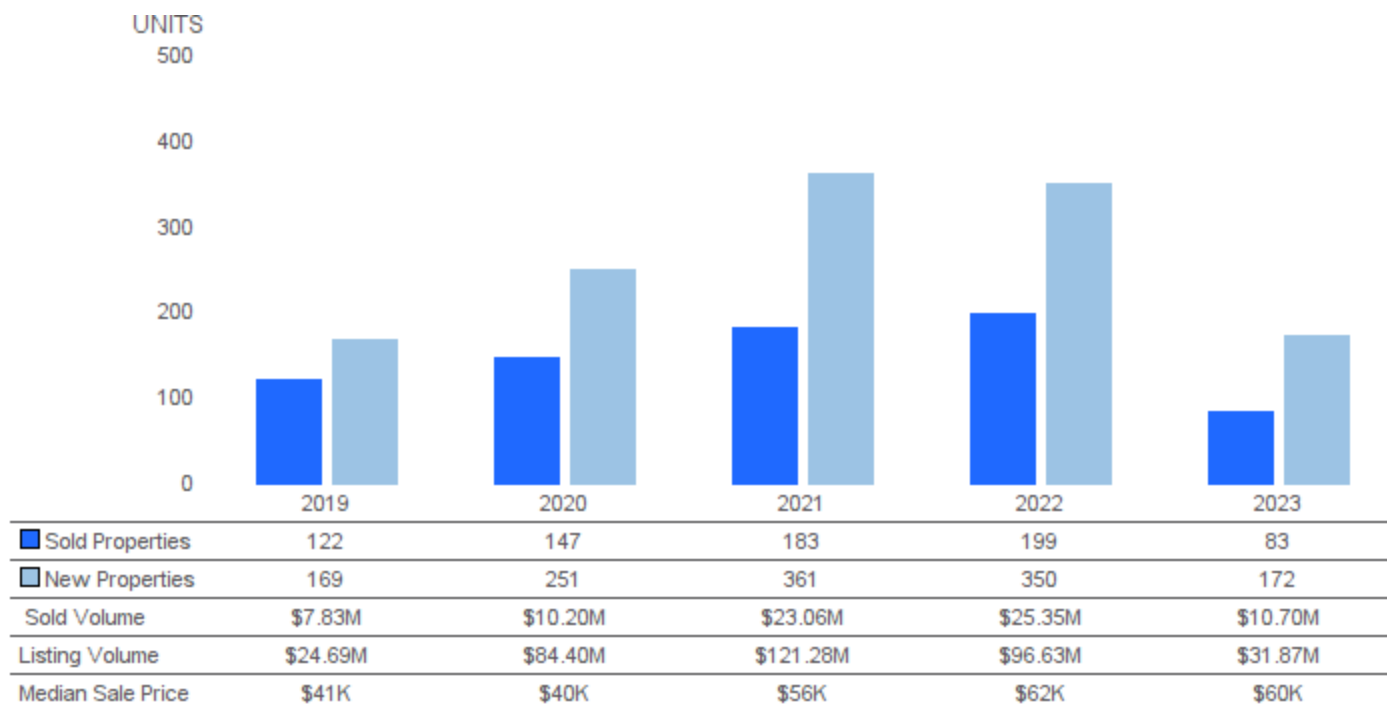
|                            | Month to Date |           |                        | Year to Date |           |                        |
|----------------------------|---------------|-----------|------------------------|--------------|-----------|------------------------|
|                            | June 2023     | June 2022 | % Change               | YTD 2023     | YTD 2022  | % Change               |
| New Listings               | 18            | 19        | -5.26% <span>↓</span>  | 172          | 171       | 0.58% <span>↑</span>   |
| Sold Listings              | 19            | 20        | -5% <span>↓</span>     | 83           | 110       | -24.55% <span>↓</span> |
| Median List Price (Solds)  | \$79,500      | \$60,750  | 30.86% <span>↑</span>  | \$70,000     | \$65,950  | 6.14% <span>↑</span>   |
| Median Sold Price          | \$70,000      | \$60,250  | 16.18% <span>↑</span>  | \$60,000     | \$61,500  | -2.44% <span>↓</span>  |
| Median Days on Market      | 197           | 268       | -26.49% <span>↓</span> | 168          | 255       | -34.12% <span>↓</span> |
| Average List Price (Solds) | \$239,626     | \$182,550 | 31.27% <span>↑</span>  | \$148,888    | \$155,320 | -4.14% <span>↓</span>  |
| Average Sold Price         | \$226,526     | \$156,172 | 45.05% <span>↑</span>  | \$128,918    | \$133,789 | -3.64% <span>↓</span>  |
| Average Days on Market     | 277           | 319       | -13.17% <span>↓</span> | 293          | 314       | -6.69% <span>↓</span>  |
| List/Sold Price Ratio      | 89.9%         | 90.8%     | -0.95% <span>↓</span>  | 87.5%        | 89.4%     | -2.13% <span>↓</span>  |

### SOLD AND NEW PROPERTIES (UNITS)

June 2023 | Lots/Acres ?

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

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

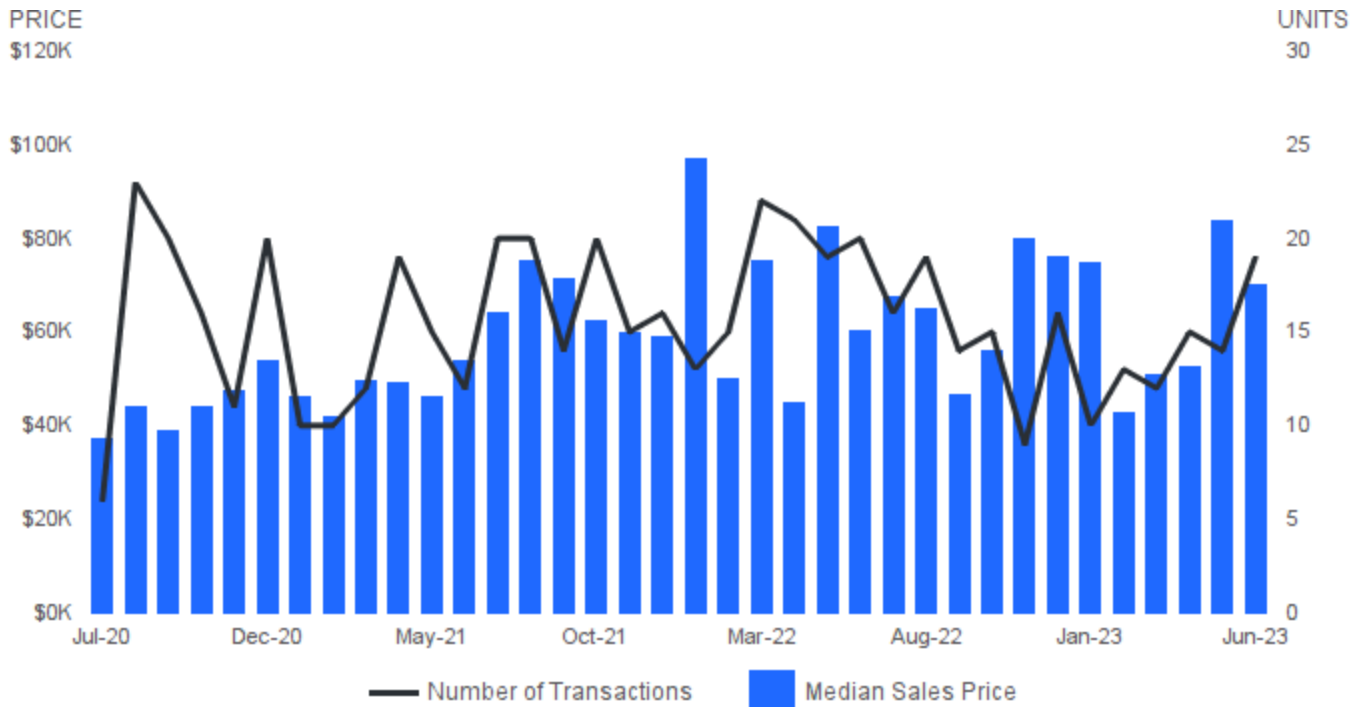


## MEDIAN SALES PRICE AND NUMBER OF SALES

June 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.

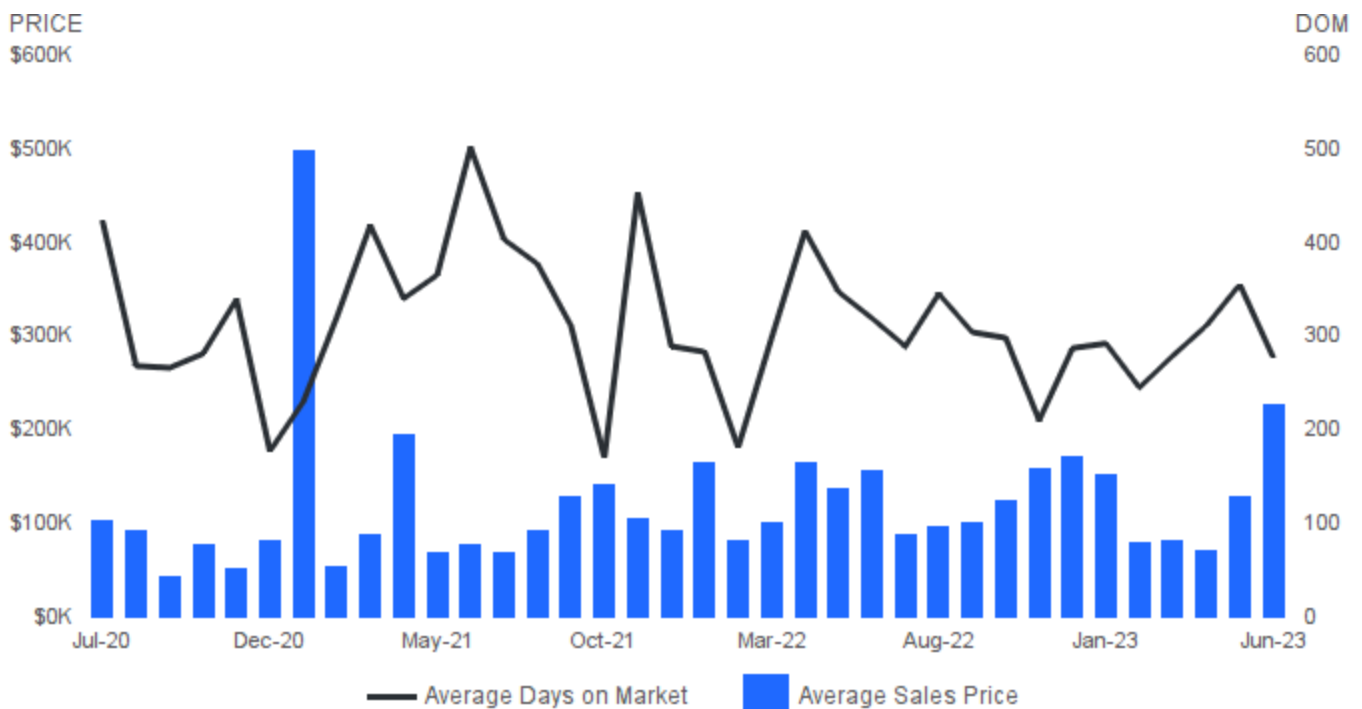


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

June 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

June 2023 | Lots/Acres ?

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

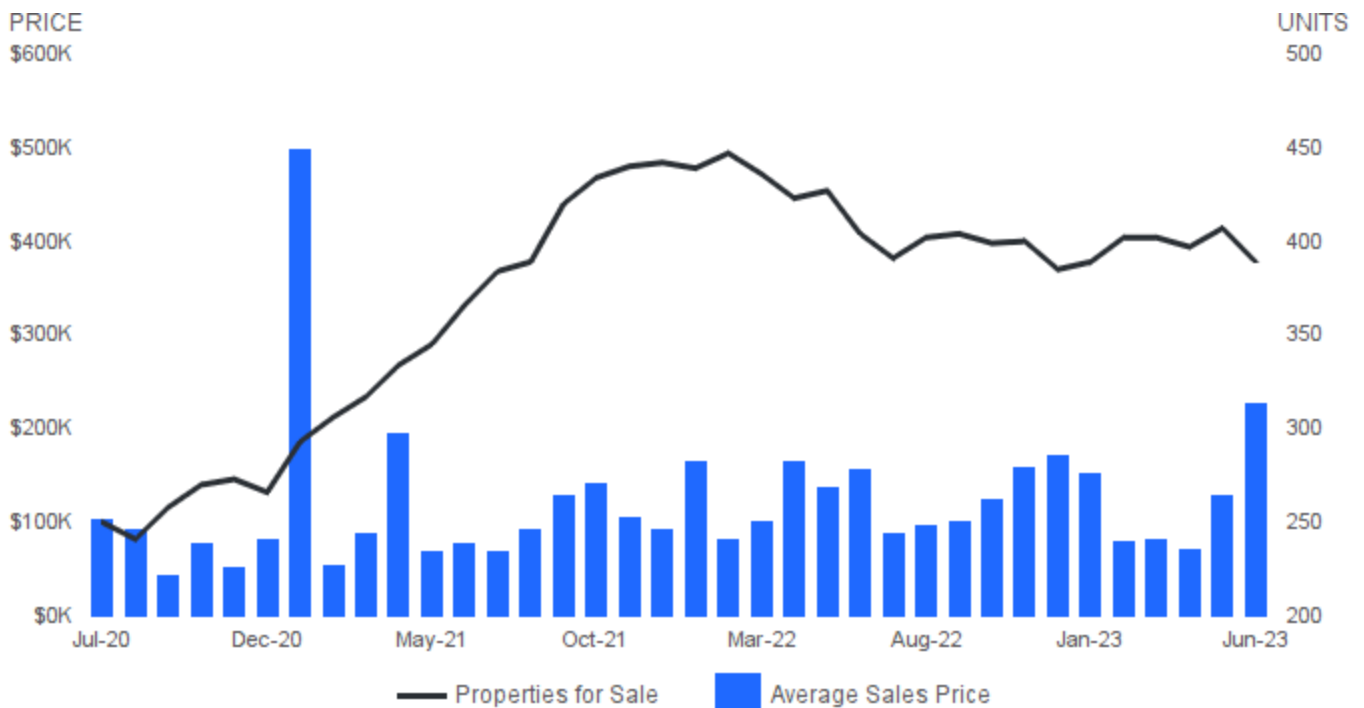


## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

June 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.

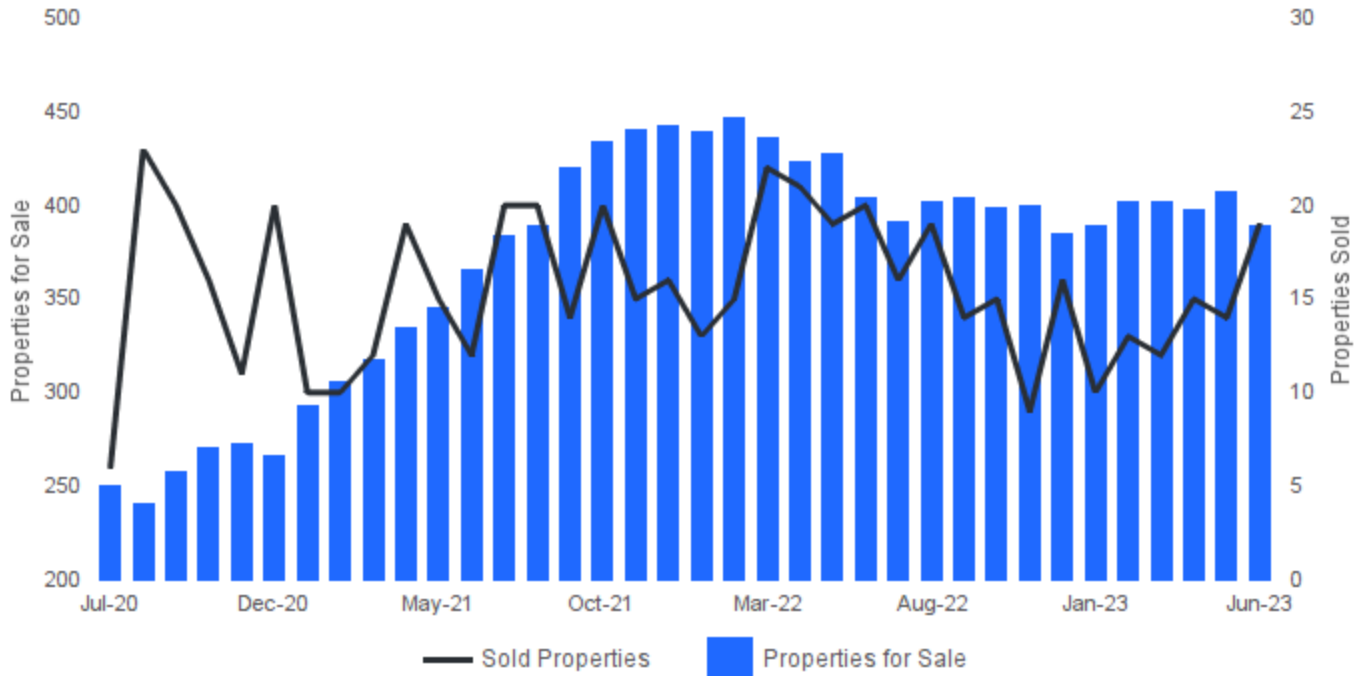


# PROPERTIES FOR SALE AND SOLD PROPERTIES

June 2023 | Lots/Acres ?

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

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



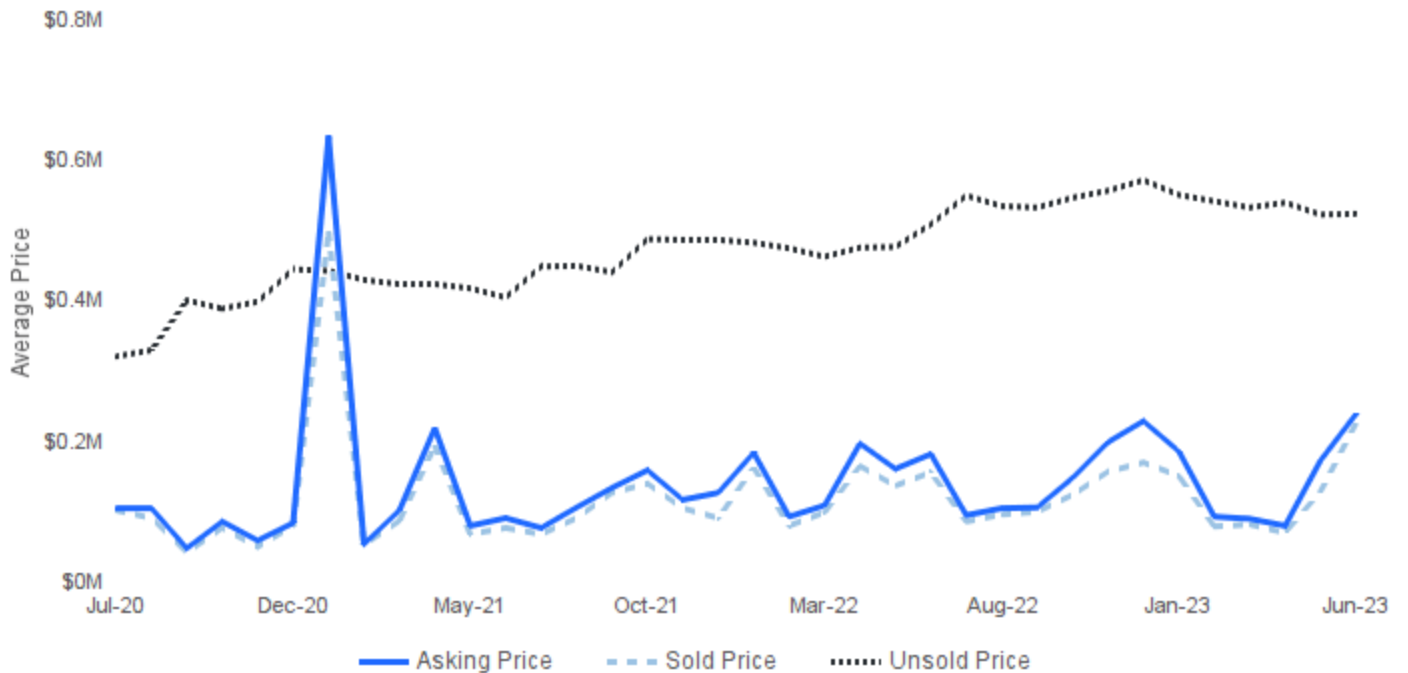
# AVERAGE ASKING/SOLD/UNSOLD PRICE

June 2023 | Lots/Acres ?

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

**Sold Price** | the average selling price

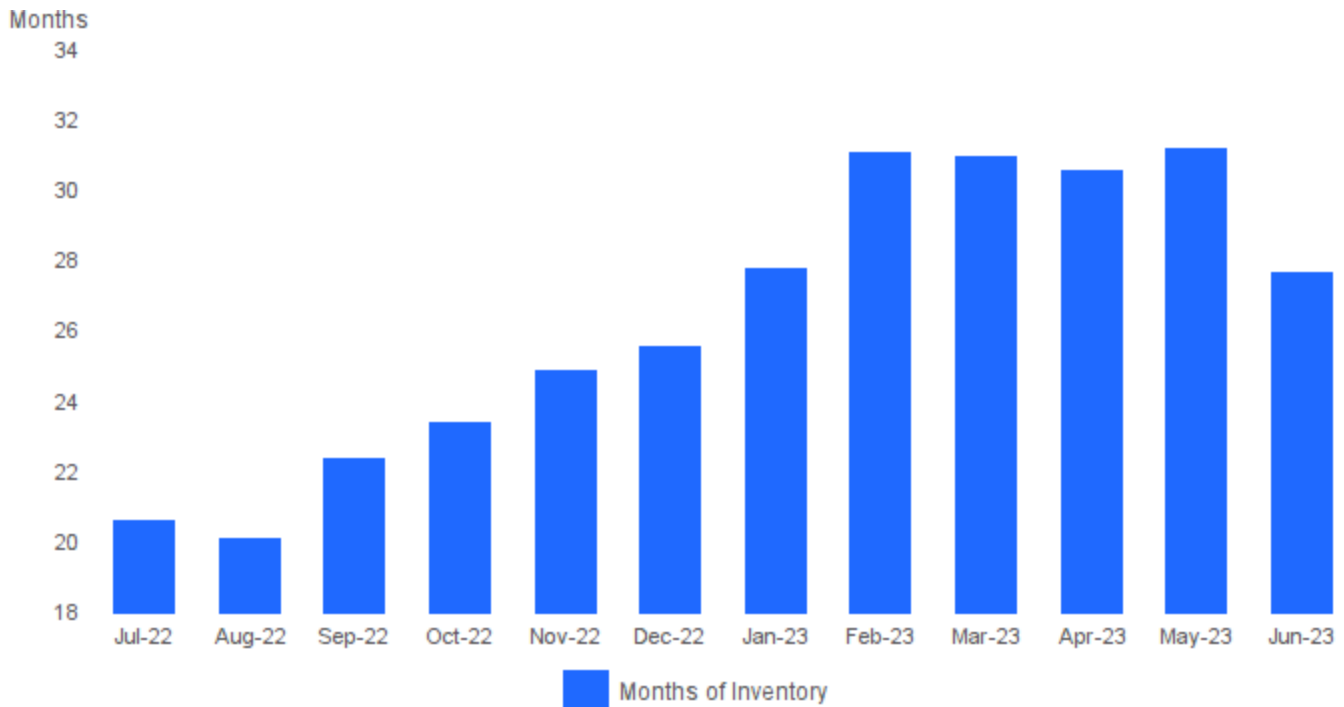
**Unsold Price** | the average active list price



# ABSORPTION RATE

June 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.



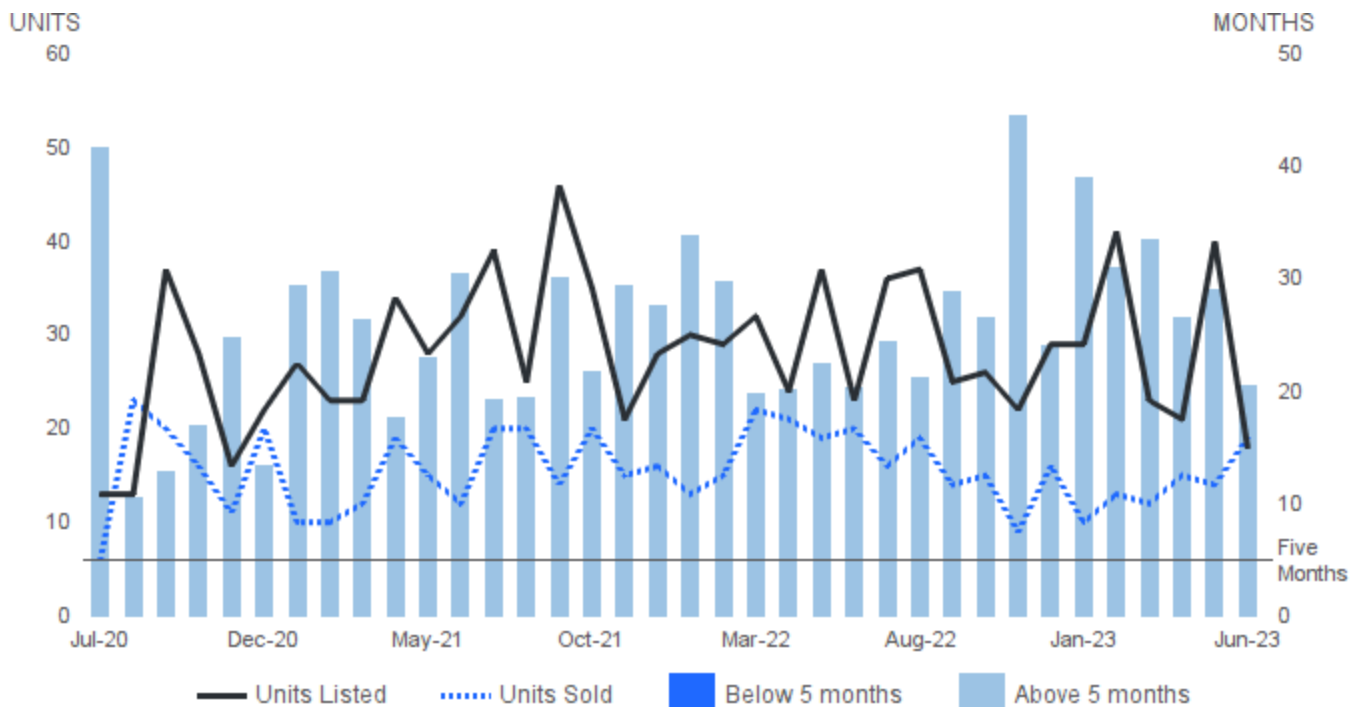
# MONTHS SUPPLY OF INVENTORY

June 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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