



COLDWELL BANKER

U.S. VIRGIN ISLANDS

AREA REPORT

ST. CROIX

SEPTEMBER 2024 | LOTS/ACRES



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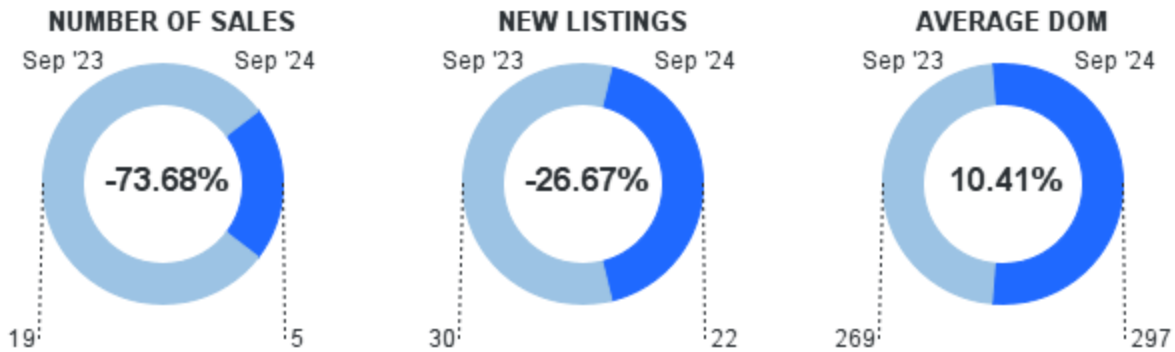


COLDWELL BANKER
ISLAND AFFILIATES

ST. CROIX | September 2024

REAL ESTATE SNAPSHOT - Change since this time last year

Lots/Acres



-11.63% ↓

MEDIAN SALES PRICE
LOTS/ACRES

-4.13% ↓

AVERAGE SALES PRICE
LOTS/ACRES

-42.03% ↓

MEDIAN LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

-19.07% ↓

AVERAGE LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

■ Sep '23 ■ Sep '24

AREA REPORT

ST. CROIX

FULL MARKET SUMMARY

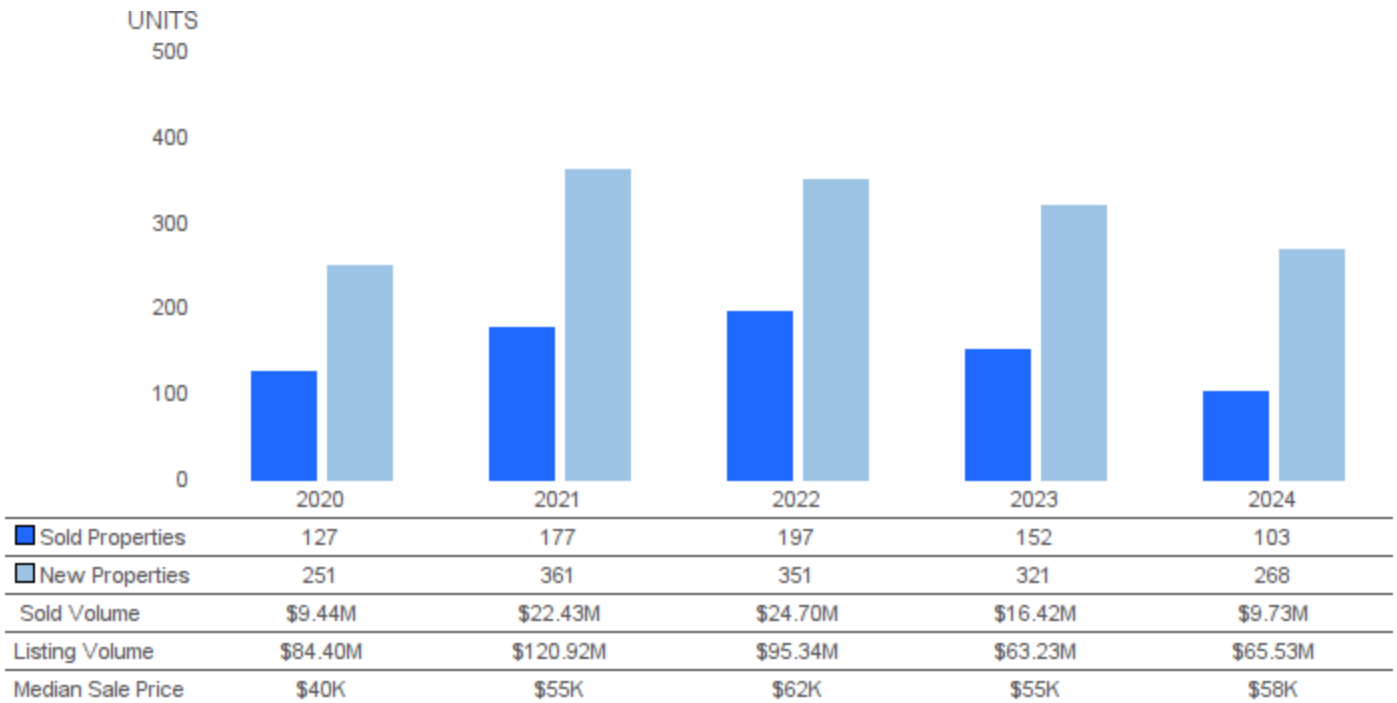
September 2024 | Lots/Acres ?

| | Month to Date | | | Year to Date | | |
|----------------------------|----------------|----------------|------------------------|--------------|-----------|------------------------|
| | September 2024 | September 2023 | % Change | YTD 2024 | YTD 2023 | % Change |
| New Listings | 22 | 30 | -26.67% ↓ | 268 | 256 | 4.69% ↑ |
| Sold Listings | 5 | 19 | -73.68% ↓ | 103 | 123 | -16.26% ↓ |
| Median List Price (Solds) | \$40,000 | \$69,000 | -42.03% ↓ | \$65,000 | \$69,000 | -5.8% ↓ |
| Median Sold Price | \$38,000 | \$43,000 | -11.63% ↓ | \$58,000 | \$57,000 | 1.75% ↑ |
| Median Days on Market | 193 | 132 | 46.21% ↑ | 194 | 156 | 24.36% ↑ |
| Average List Price (Solds) | \$50,200 | \$62,026 | -19.07% ↓ | \$112,662 | \$132,073 | -14.7% ↓ |
| Average Sold Price | \$46,900 | \$48,921 | -4.13% ↓ | \$94,437 | \$113,252 | -16.61% ↓ |
| Average Days on Market | 297 | 269 | 10.41% ↑ | 324 | 287 | 12.89% ↑ |
| List/Sold Price Ratio | 94.4% | 77.5% | 21.76% ↑ | 86.9% | 85.6% | 1.54% ↑ |

SOLD AND NEW PROPERTIES (UNITS)

September 2024 | Lots/Acres ?

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

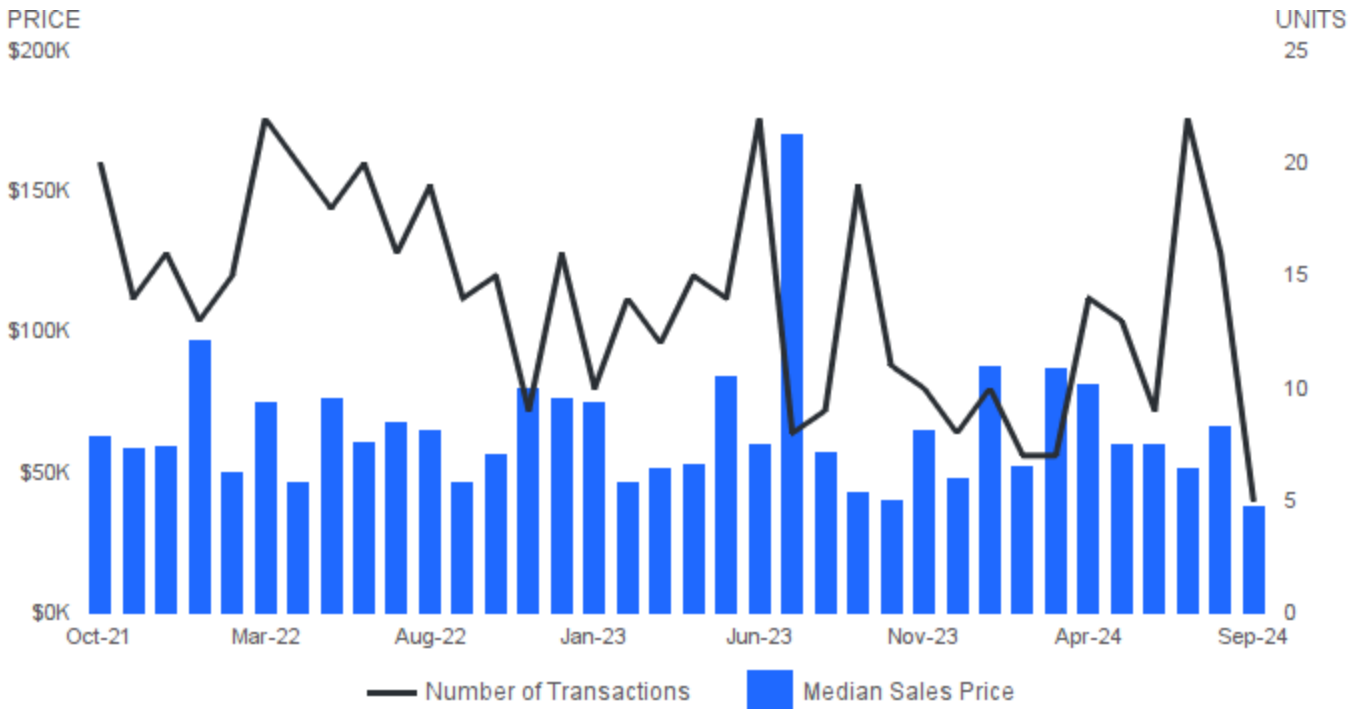


MEDIAN SALES PRICE AND NUMBER OF SALES

September 2024 | 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.

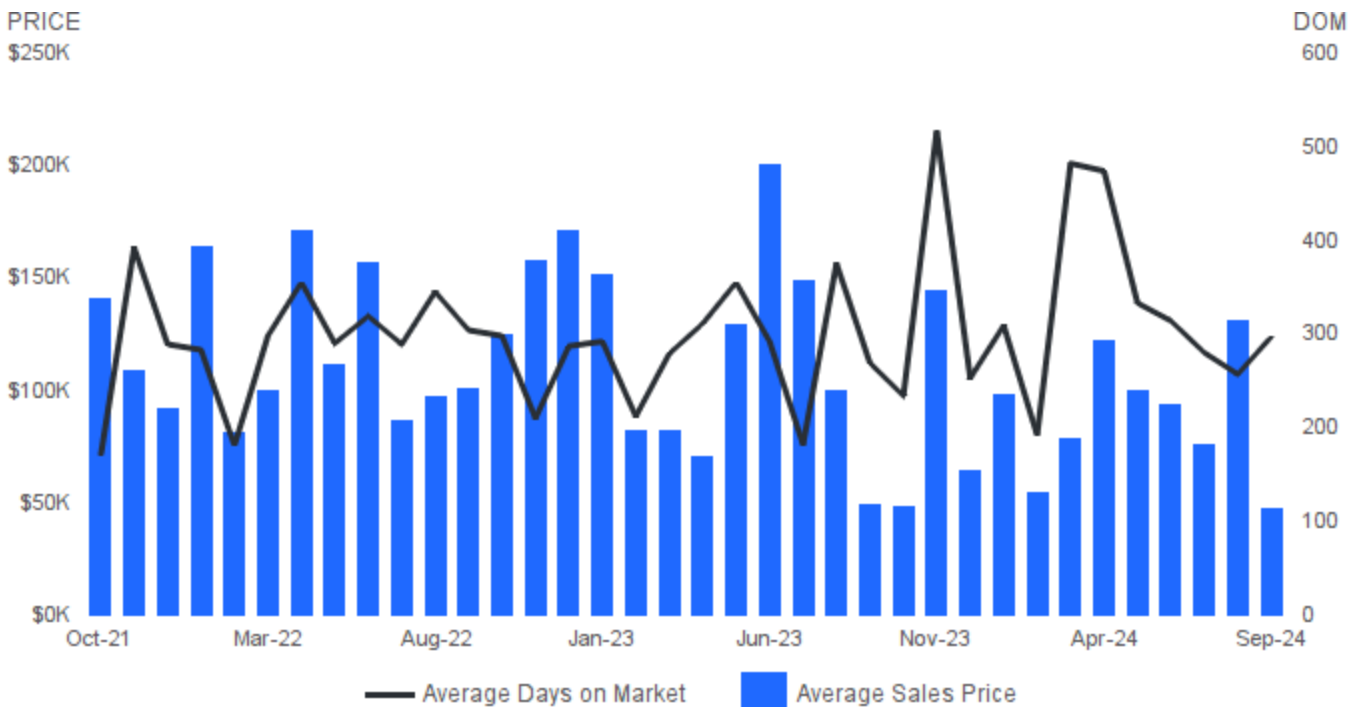


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

September 2024 | Lots/Acres ?

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

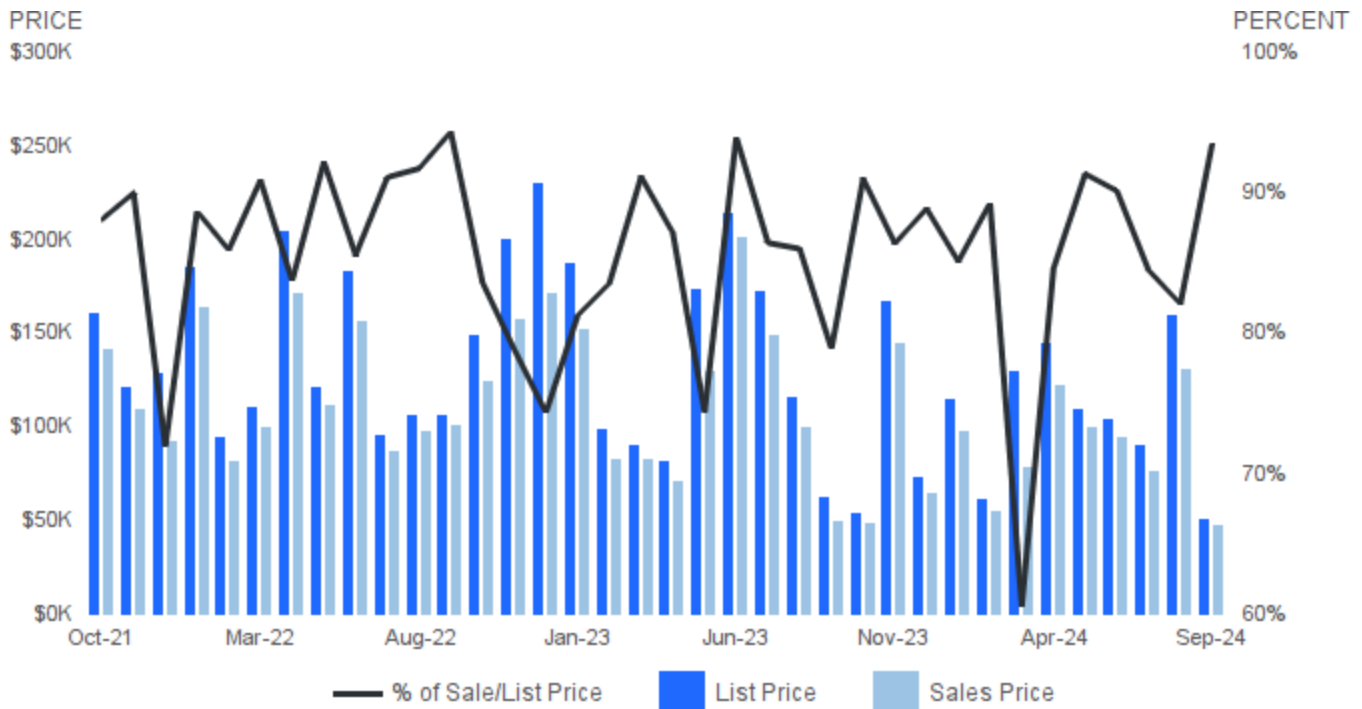
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

September 2024 | Lots/Acres ?

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

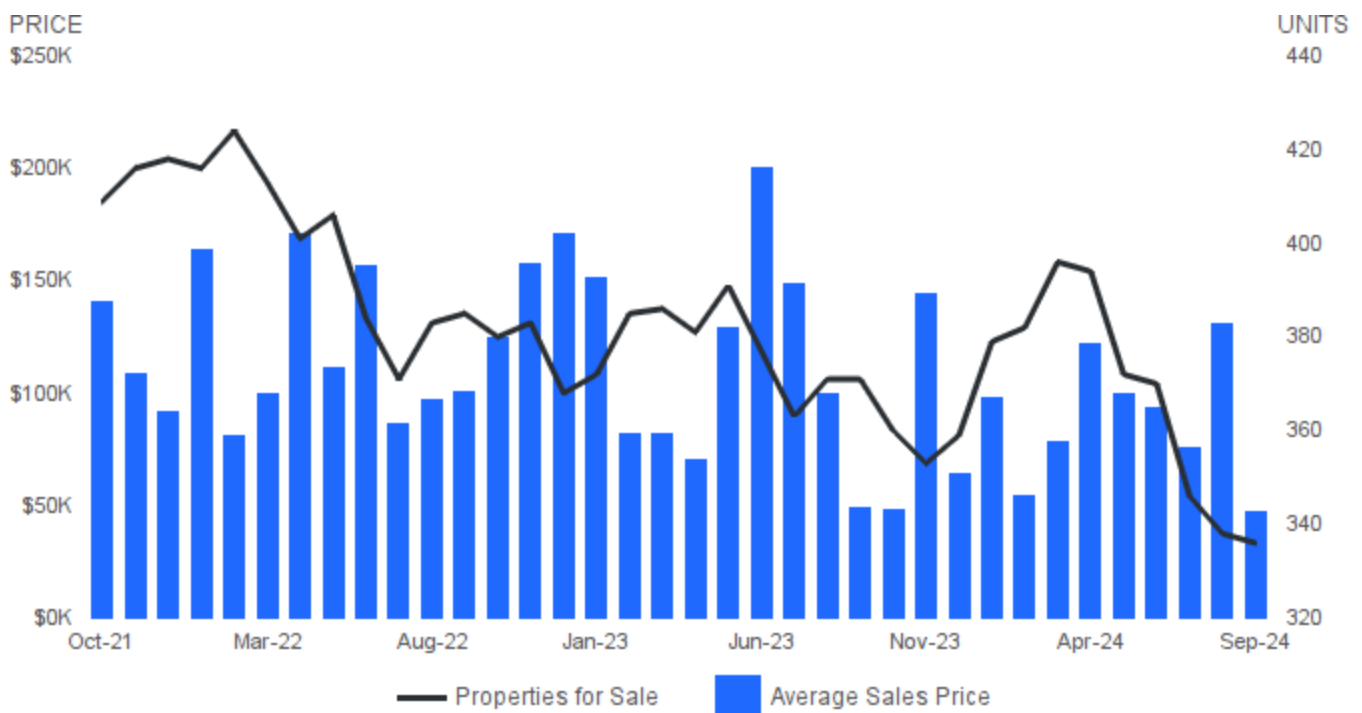


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

September 2024 | 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.

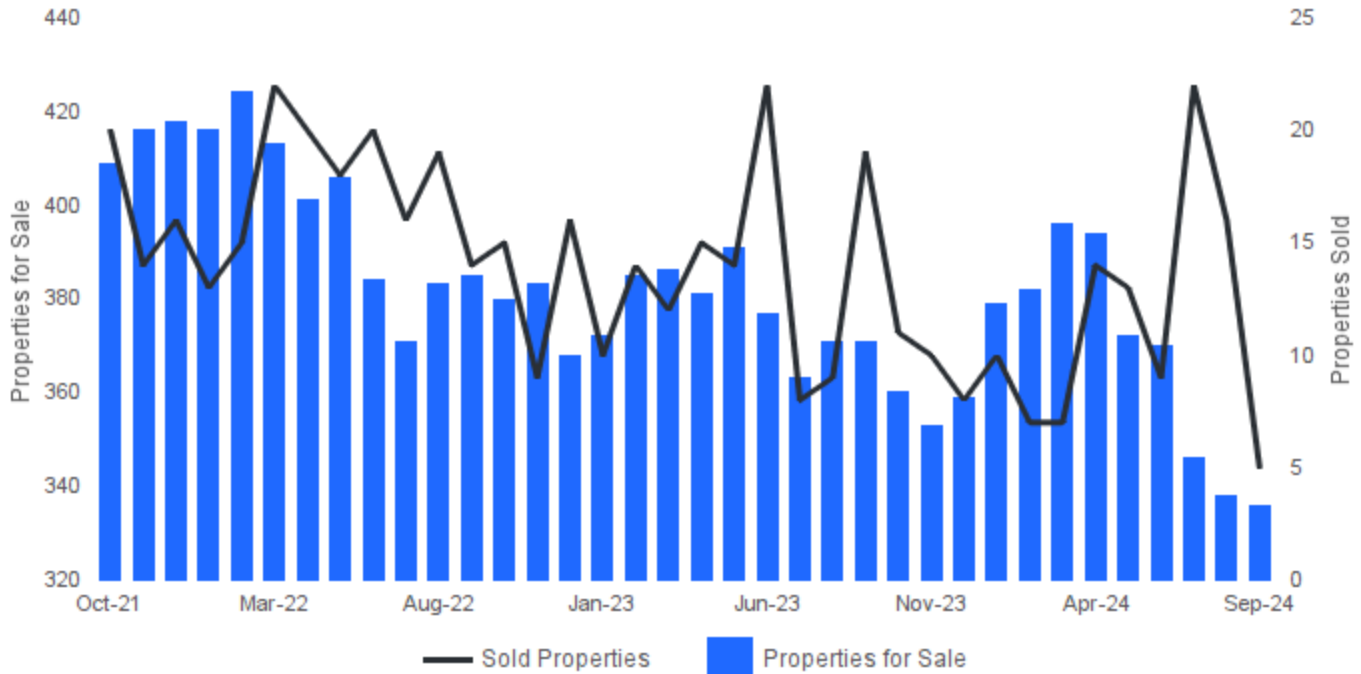


PROPERTIES FOR SALE AND SOLD PROPERTIES

September 2024 | Lots/Acres ?

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

Sold Properties | Number of properties sold.



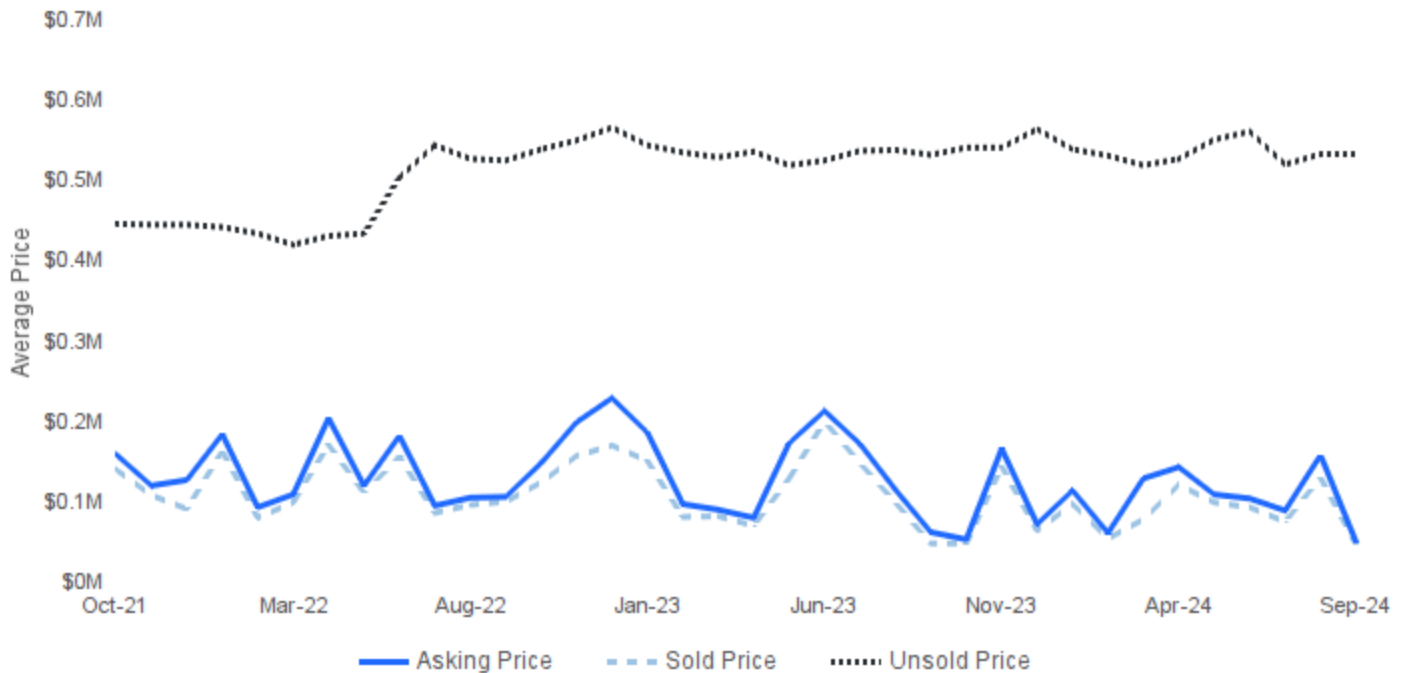
AVERAGE ASKING/SOLD/UNSOLD PRICE

September 2024 | Lots/Acres ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

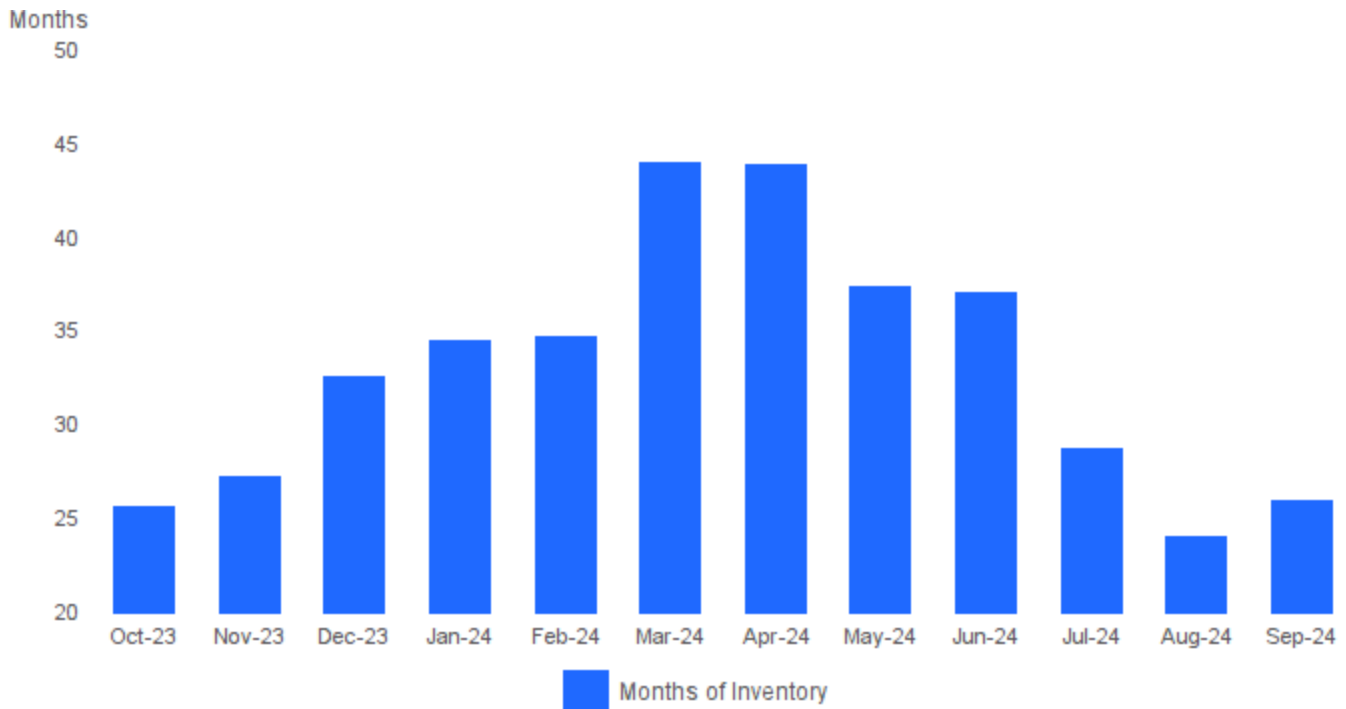
Unsold Price | the average active list price



ABSORPTION RATE

September 2024 | 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.



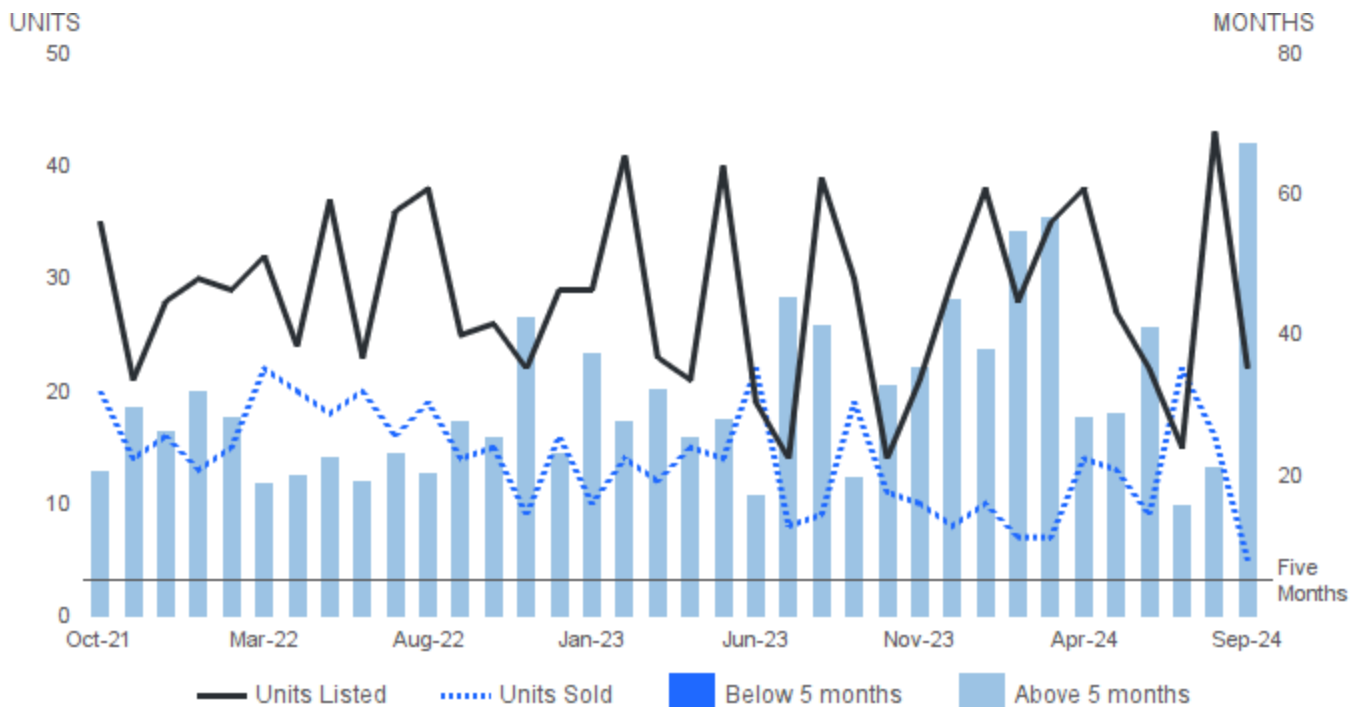
MONTHS SUPPLY OF INVENTORY

September 2024 | 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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