



www.ChrisAndChristiePowers.com
christiepowersrealtor@gmail.com



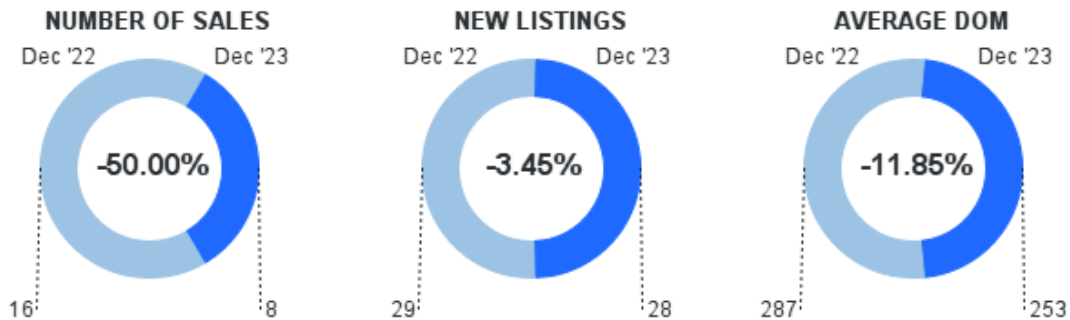
LAND

DECEMBER 2023
COLDWELL BANKER AREA REPORTS
ST CROIX, USVI

ST. CROIX | December 2023

REAL ESTATE SNAPSHOT - Change since this time last year

Lots/Acres



-37.50% ↓

MEDIAN SALES PRICE
LOTS/ACRES

-62.34% ↓

AVERAGE SALES PRICE
LOTS/ACRES

-37.50% ↓

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

-68.50% ↓

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

■ Dec '22 ■ Dec '23

AREA REPORT

ST. CROIX

FULL MARKET SUMMARY

December 2023 | Lots/Acres ?

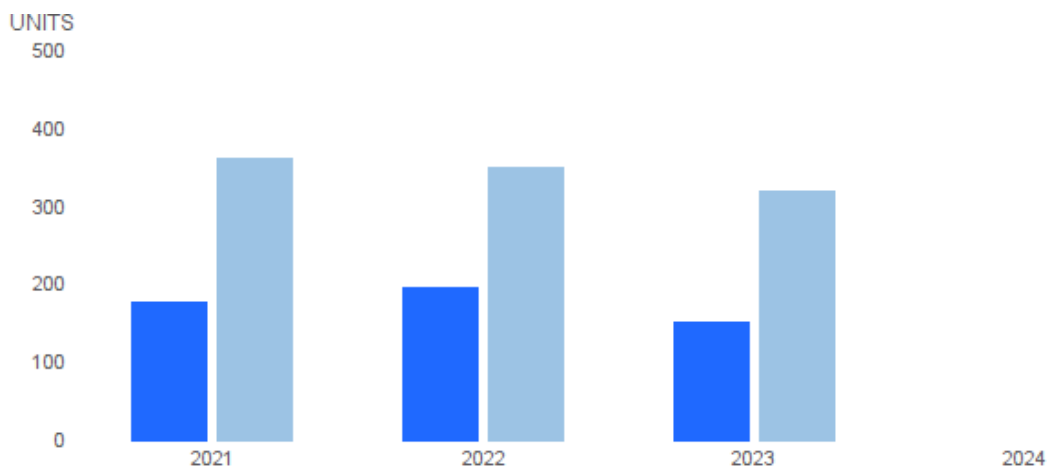
	Month to Date			Year to Date		
	December 2023	December 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	28	29	-3.45% ↓	319	351	-9.12% ↓
Sold Listings	8	16	-50% ↓	152	197	-22.84% ↓
Median List Price (Solds)	\$51,250	\$82,000	-37.5% ↓	\$66,500	\$69,000	-3.62% ↓
Median Sold Price	\$47,500	\$76,000	-37.5% ↓	\$55,000	\$62,000	-11.29% ↓
Median Days on Market	264	227	16.3% ↑	162	229	-29.26% ↓
Average List Price (Solds)	\$72,312	\$229,556	-68.5% ↓	\$125,492	\$146,356	-14.26% ↓
Average Sold Price	\$64,250	\$170,625	-62.34% ↓	\$107,996	\$125,403	-13.88% ↓
Average Days on Market	253	287	-11.85% ↓	296	295	0.34% ↑
List/Sold Price Ratio	90.1%	87.9%	2.56% ↑	86.6%	89.9%	-3.65% ↓

SOLD AND NEW PROPERTIES (UNITS)

December 2023 | Lots/Acres ?

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.

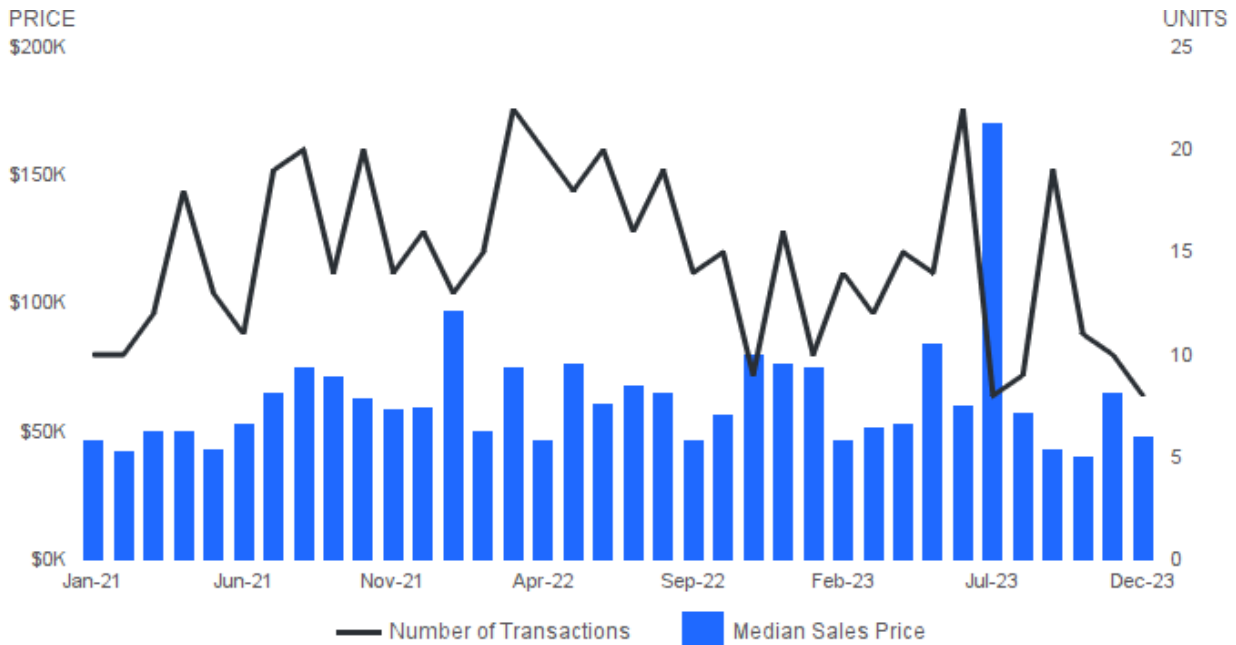


Sold Properties	177	197	152	0
New Properties	361	351	320	0
Sold Volume	\$22.43M	\$24.70M	\$16.42M	\$0
Listing Volume	\$121.23M	\$95.60M	\$63.93M	\$0
Median Sale Price	\$55K	\$62K	\$55K	\$0

MEDIAN SALES PRICE AND NUMBER OF SALES

December 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

December 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

December 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

December 2023 | Lots/Acres ?

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

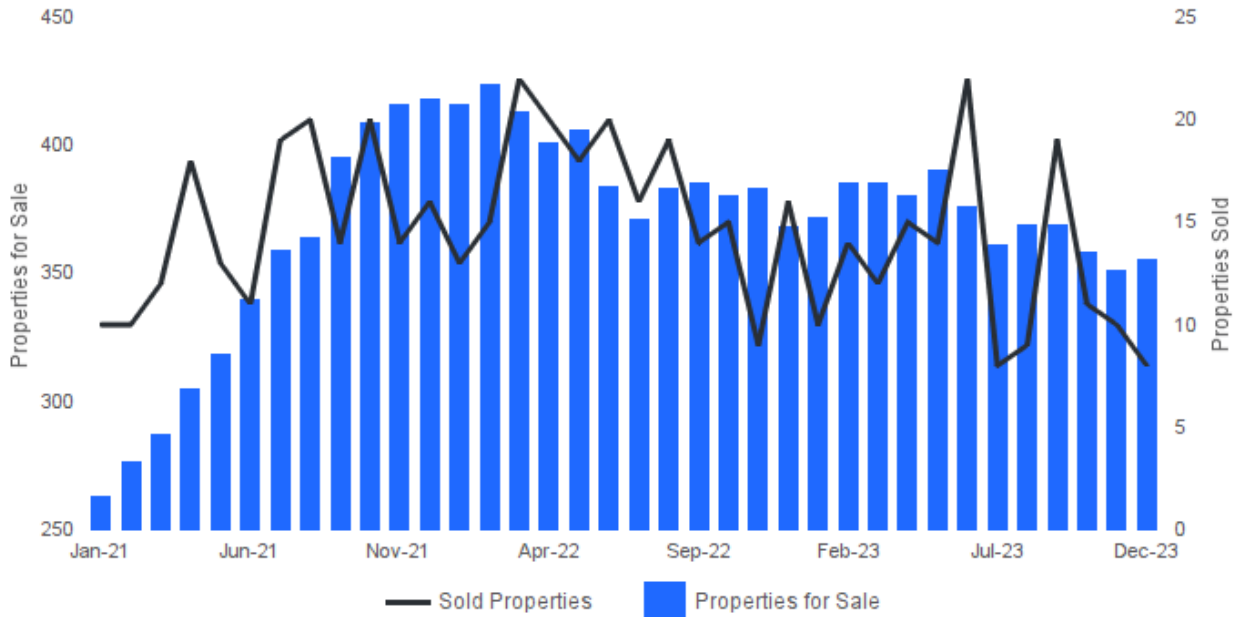
Properties for Sale | Number of properties listed for sale at the end of month.



PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2023 | Lots/Acres ?

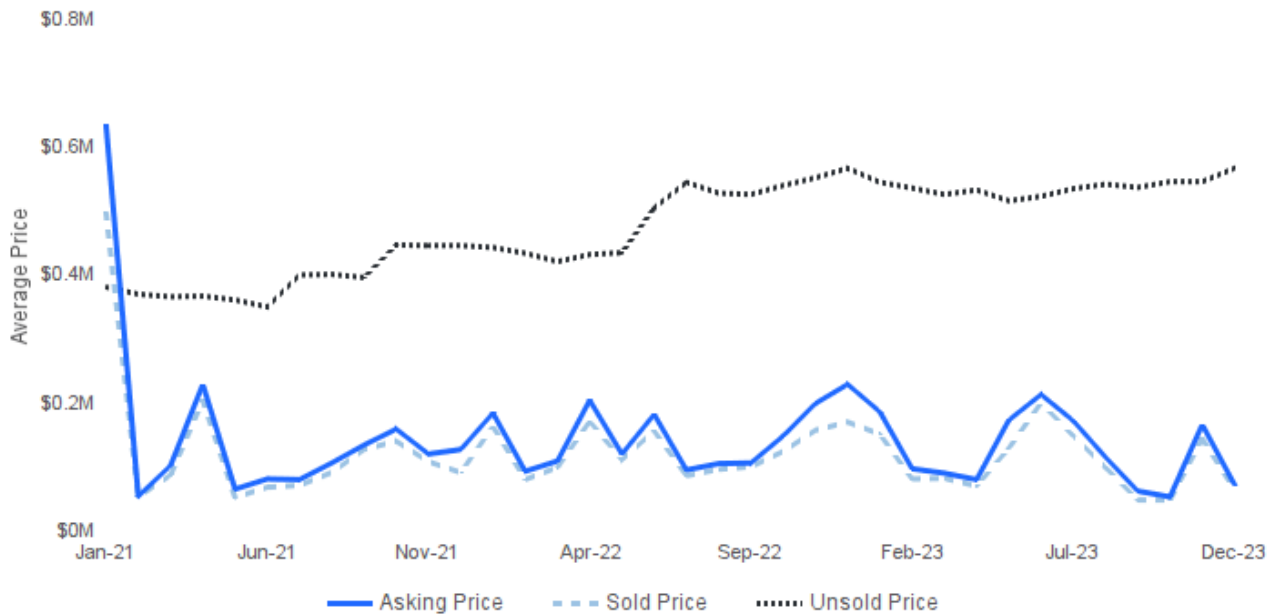
Properties for Sale | Number of properties listed for sale at the end of month.
Sold Properties | Number of properties sold.



AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2023 | Lots/Acres ?

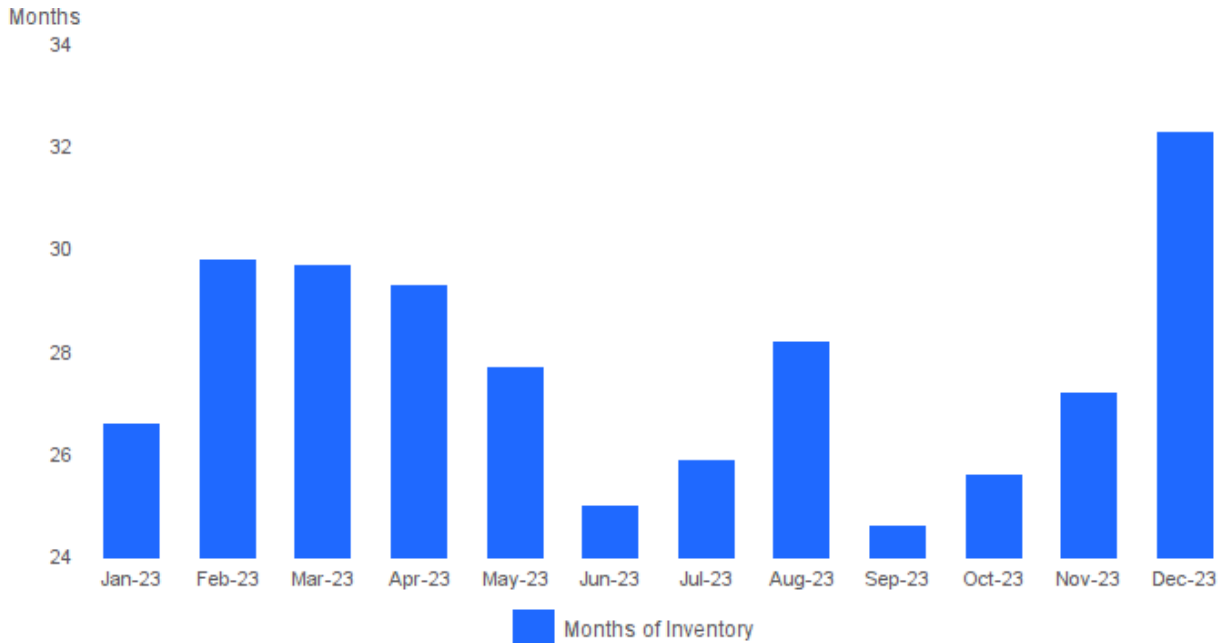
Asking Price | the average asking price of sold properties
Sold Price | the average selling price
Unsold Price | the average active list price



ABSORPTION RATE

December 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.



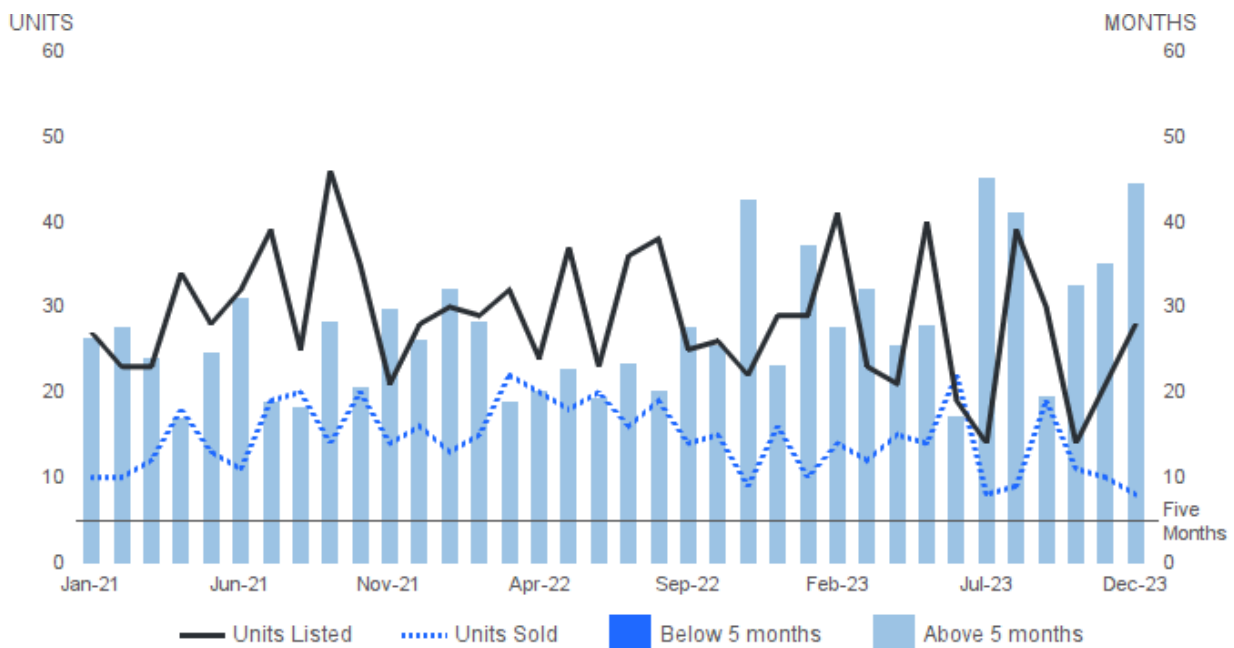
MONTHS SUPPLY OF INVENTORY

December 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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