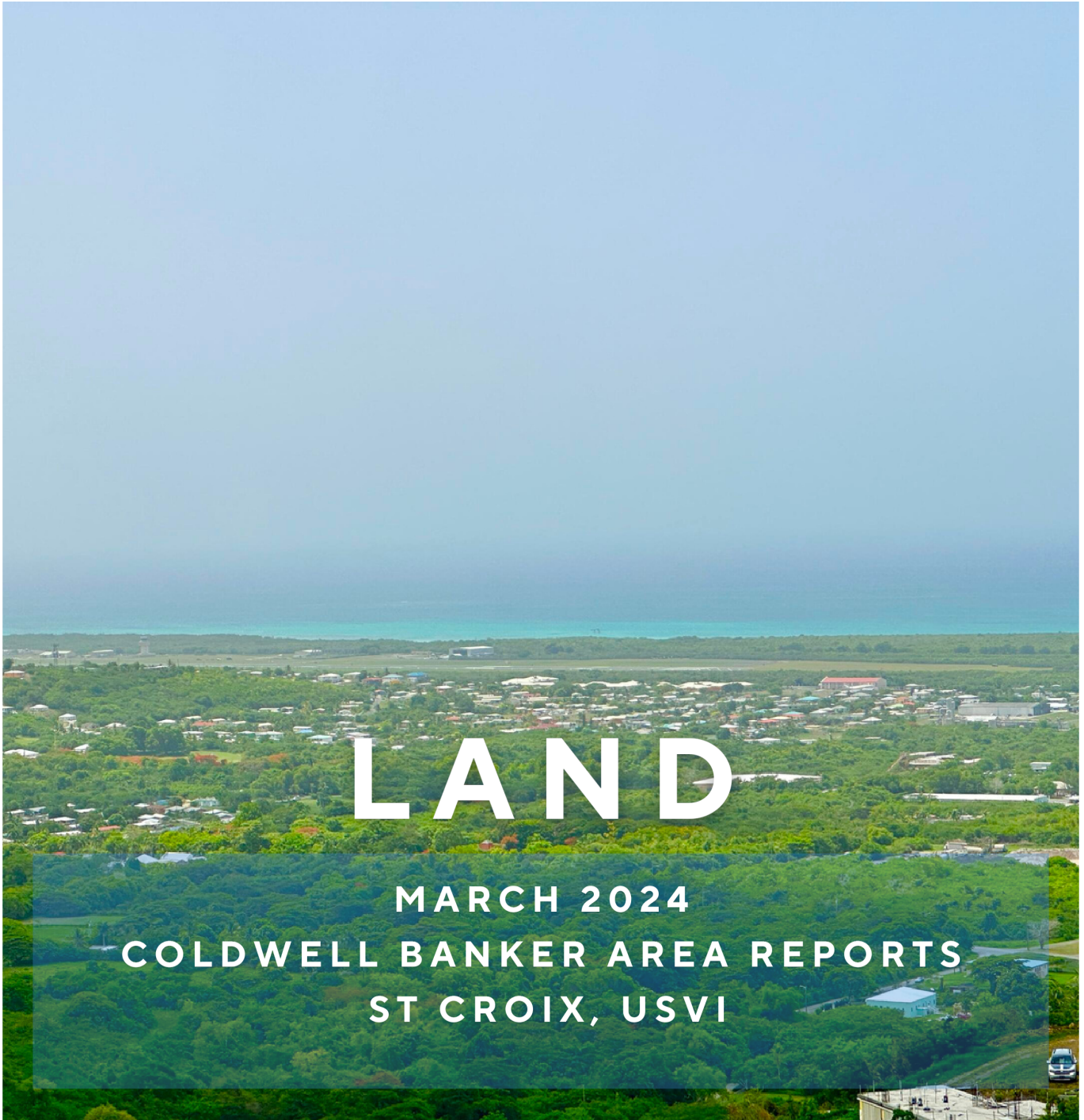




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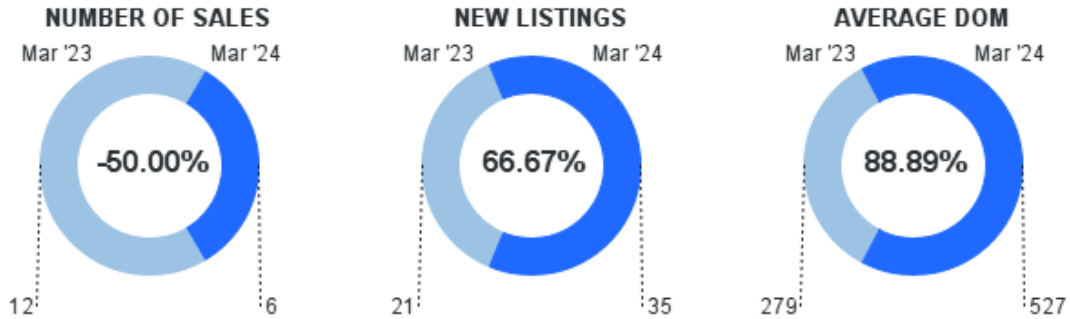
LAND

MARCH 2024
COLDWELL BANKER AREA REPORTS
ST CROIX, USVI

ST. CROIX | March 2024

REAL ESTATE SNAPSHOT - Change since this time last year

Lots/Acres



83.33%

MEDIAN SALES PRICE
LOTS/ACRES

2.06%

AVERAGE SALES PRICE
LOTS/ACRES

88.98%

MEDIAN LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

56.45%

AVERAGE LIST PRICE
(SOLD LISTINGS)
LOTS/ACRES

Mar '23 Mar '24

AREA REPORT

ST. CROIX

FULL MARKET SUMMARY

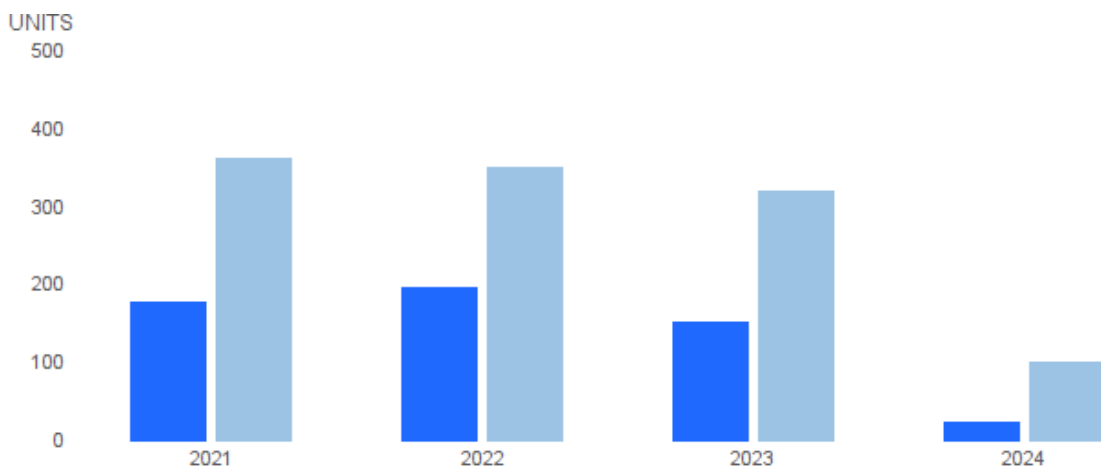
March 2024 | Lots/Acres ?

	Month to Date			Year to Date		
	March 2024	March 2023	% Change	YTD 2024	YTD 2023	% Change
New Listings	35	21	66.67% ↑	101	91	10.99% ↑
Sold Listings	6	12	-50% ↓	23	36	-36.11% ↓
Median List Price (Solds)	\$111,500	\$59,000	88.98% ↑	\$64,900	\$67,000	-3.13% ↓
Median Sold Price	\$93,500	\$51,000	83.33% ↑	\$55,000	\$53,500	2.8% ↑
Median Days on Market	267	202	32.18% ↑	224	170	31.76% ↑
Average List Price (Solds)	\$141,000	\$90,125	56.45% ↑	\$105,204	\$119,916	-12.27% ↓
Average Sold Price	\$83,816	\$82,125	2.06% ↑	\$80,856	\$101,263	-20.15% ↓
Average Days on Market	527	279	88.89% ↑	330	257	28.4% ↑
List/Sold Price Ratio	73.8%	92.4%	-20.11% ↓	84.7%	87.9%	-3.6% ↓

SOLD AND NEW PROPERTIES (UNITS)

March 2024 | Lots/Acres ?

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

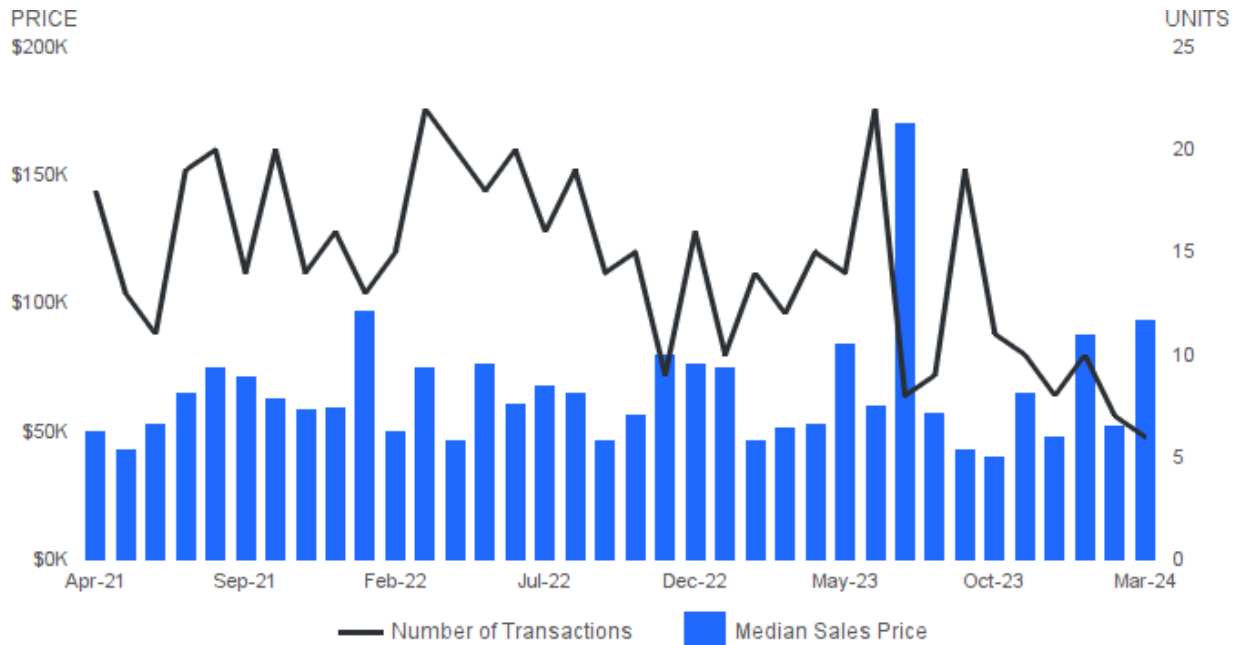


	2021	2022	2023	2024
Sold Properties	177	197	152	23
New Properties	361	351	321	101
Sold Volume	\$22.43M	\$24.70M	\$16.42M	\$1.86M
Listing Volume	\$121.21M	\$95.58M	\$63.60M	\$29.92M
Median Sale Price	\$55K	\$62K	\$55K	\$55K

MEDIAN SALES PRICE AND NUMBER OF SALES

March 2024 | Lots/Acres ?

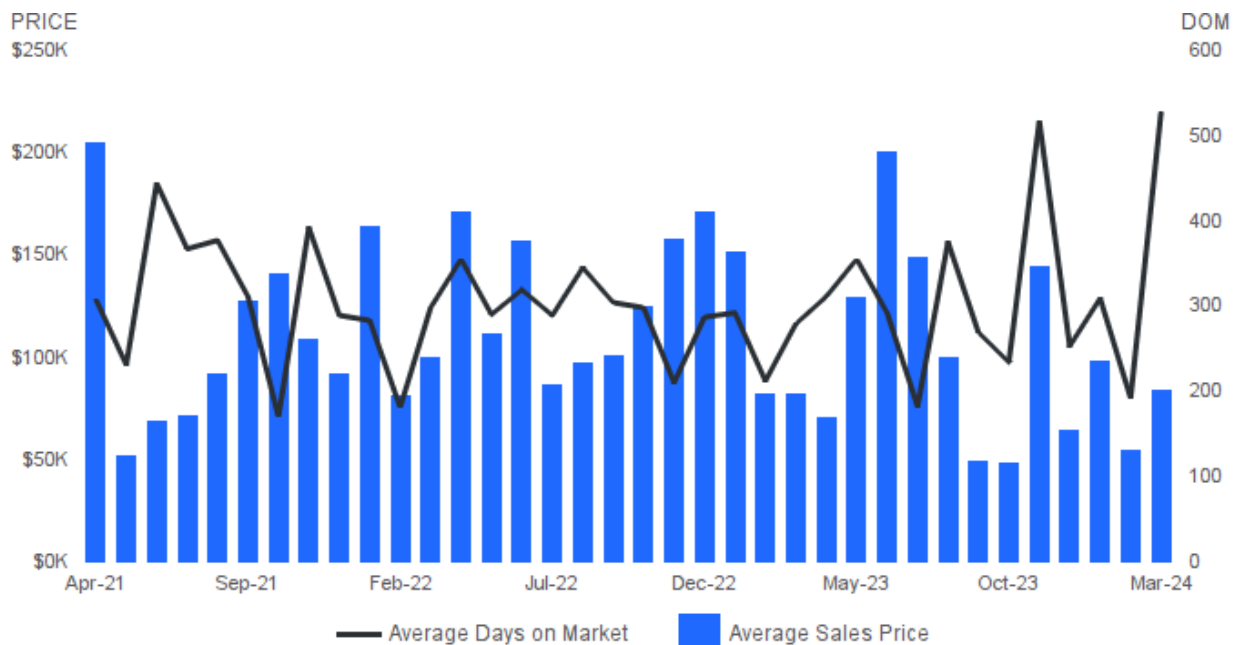
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2024 | Lots/Acres ?

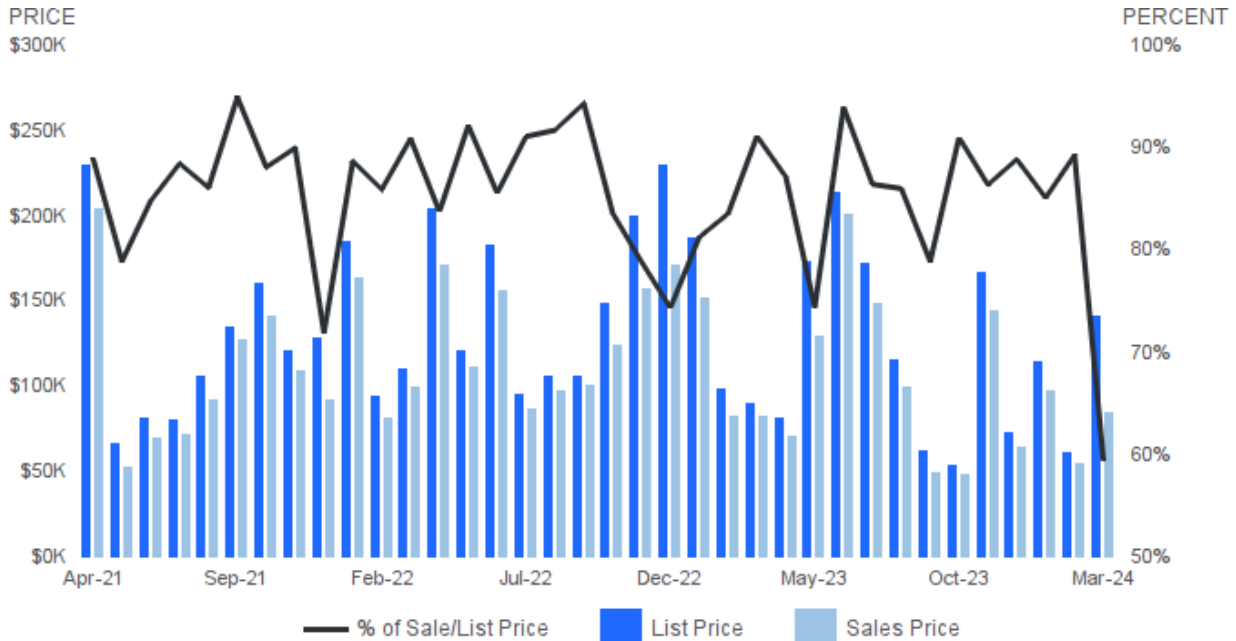
Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

March 2024 | Lots/Acres ?

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

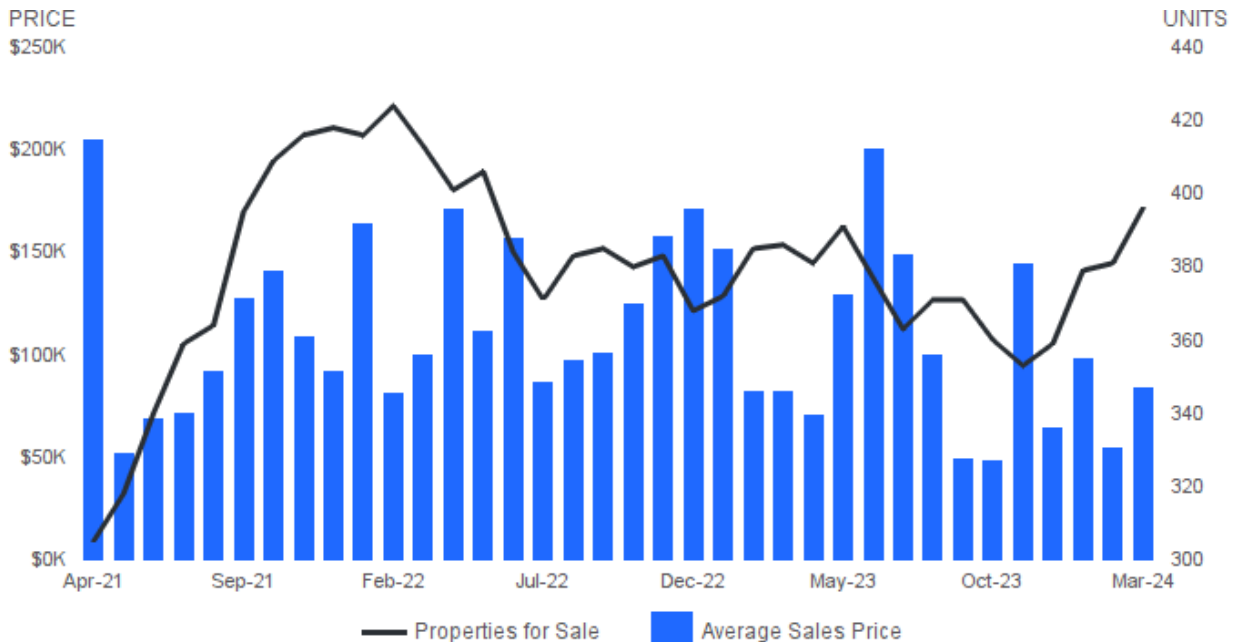


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

March 2024 | Lots/Acres ?

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

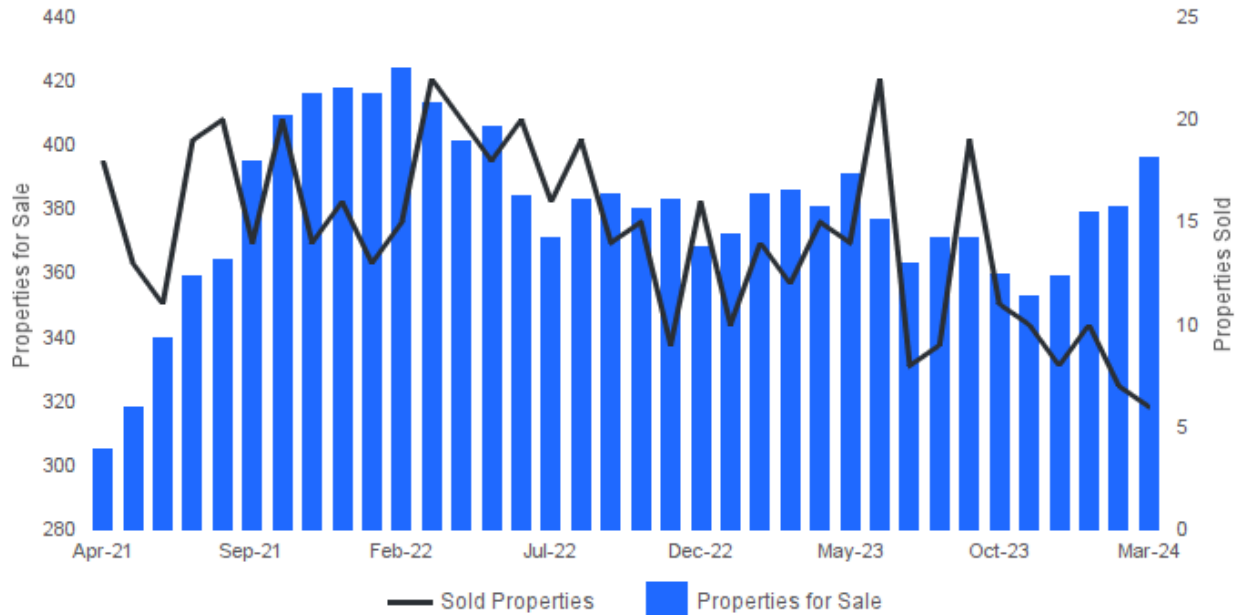
Properties for Sale | Number of properties listed for sale at the end of month.



PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2024 | Lots/Acres ?

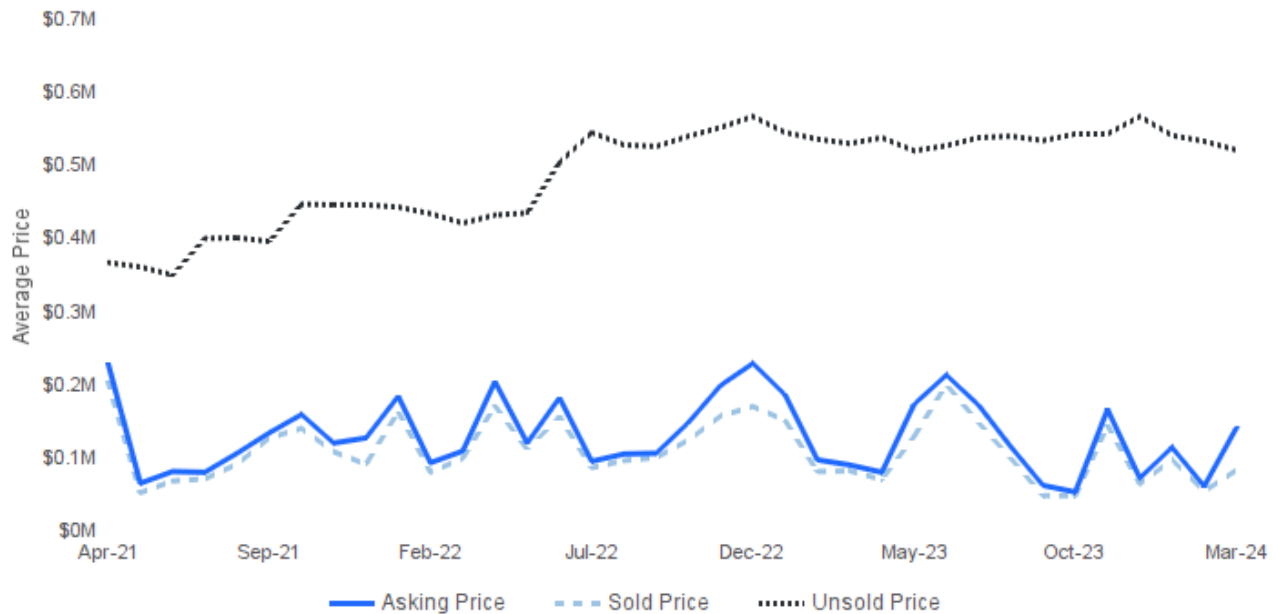
Properties for Sale | Number of properties listed for sale at the end of month.
Sold Properties | Number of properties sold.



AVERAGE ASKING/SOLD/UNSOLD PRICE

March 2024 | Lots/Acres ?

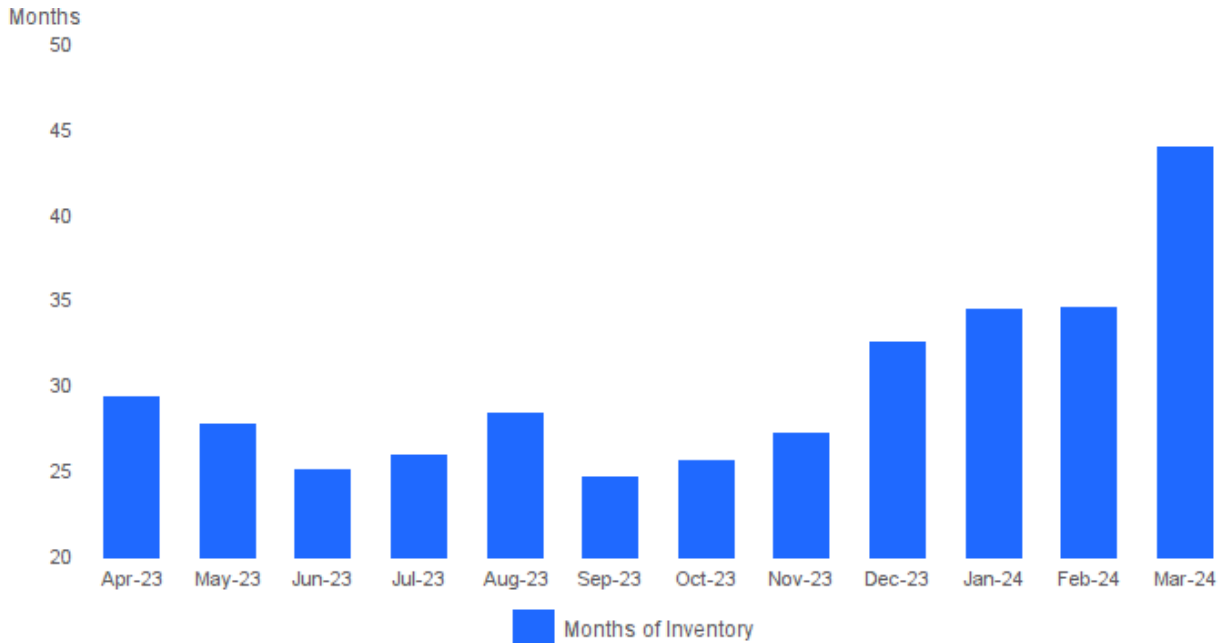
Asking Price | the average asking price of sold properties
Sold Price | the average selling price
Unsold Price | the average active list price



ABSORPTION RATE

March 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.



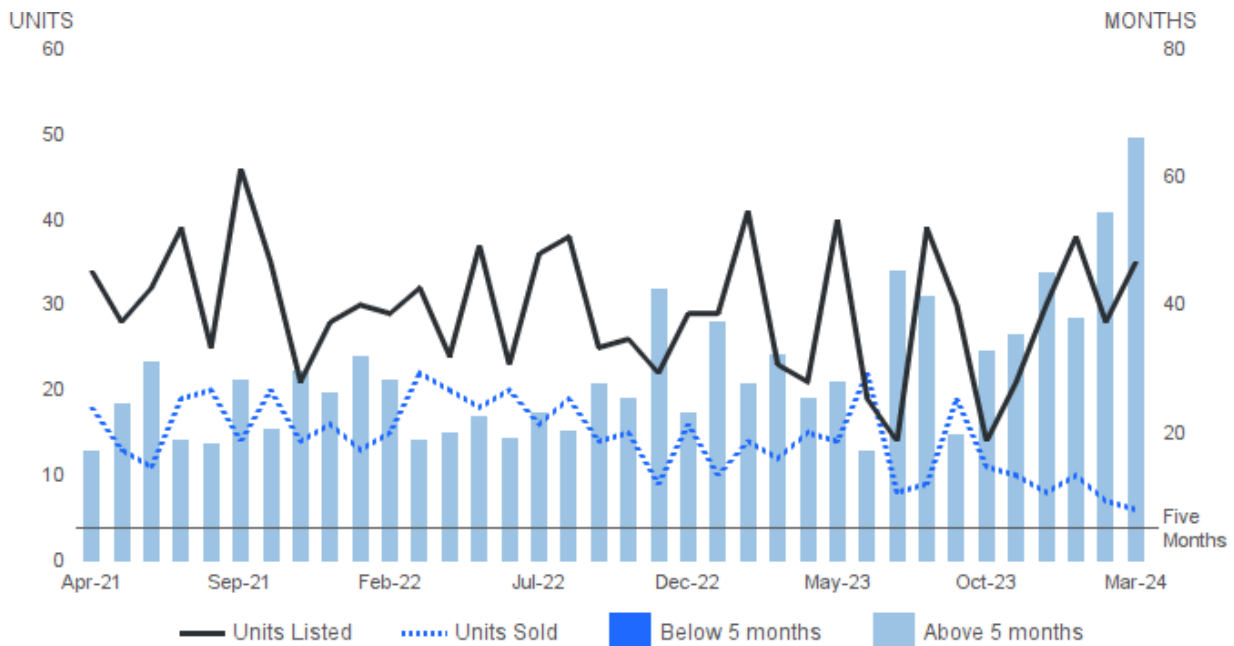
MONTHS SUPPLY OF INVENTORY

March 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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