



Saint John and Area Residential Market Activity and MLS® Home Price Index Report January 2023





# Saint John and Area MLS® Residential Market Activity



		Compared to <sup>°</sup>					
Actual	January 2023	January 2022	January 2021	January 2020	January 2018	January 2016	January 2013
Sales Activity	94	-36.5%	-45.3%	-29.3%	3.3%	27.0%	19.0%
Dollar Volume	\$23,080,355	-40.7%	-32.6%	-6.3%	37.8%	96.8%	95.6%
New Listings	116	-20.0%	-38.9%	-48.7%	-69.8%	-69.1%	-67.3%
Active Listings	369	3.4%	-42.5%	-63.1%	-74.3%	-76.5%	-76.6%
Sales to New Listings Ratio <sup>1</sup>	81.0	102.1	90.5	58.8	23.7	19.7	22.3
Months of Inventory <sup>2</sup>	3.9	2.4	3.7	7.5	15.8	21.2	20.0
Average Price	\$245,536	-6.6%	23.4%	32.5%	33.4%	54.9%	64.4%
Median Price	\$239,500	6.4%	40.9%	53.3%	59.7%	74.2%	73.6%
Sale to List Price Ratio <sup>3</sup>	97.7	101.1	96.2	93.4	91.7	92.8	92.0
Median Days on Market	36.5	40.0	48.5	86.0	76.0	104.0	84.0

<sup>1</sup> Sales / new listings \* 100; compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; compared to levels from previous periods.

<sup>3</sup> Sale price / list price \* 100; average for all homes sold in the current month.

<sup>4</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

<sup>5</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>6</sup> The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

<sup>7</sup> Sale price / list price \* 100; average for all homes sold so far this year.

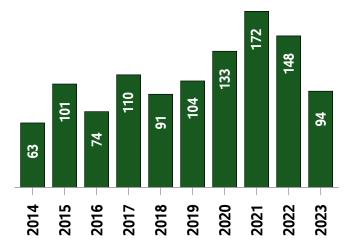
<sup>8</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



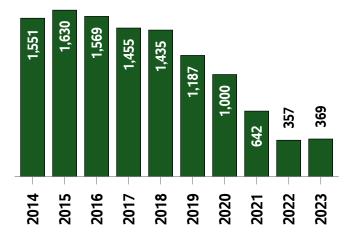
## Saint John and Area MLS® Residential Market Activity



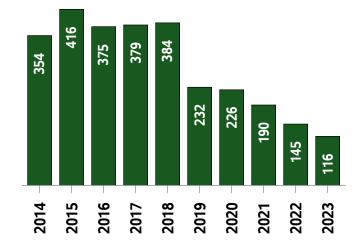
Sales Activity (January only)



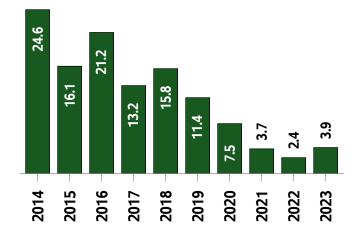
Active Listings (January only)



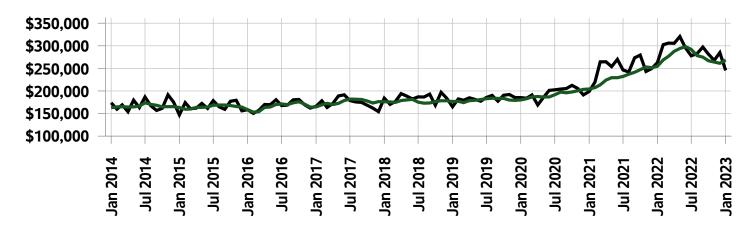
New Listings (January only)



Months of Inventory (January only)



#### MLS® HPI Composite Benchmark Price and Average Price





# Saint John and Area MLS® Single Family Market Activity



		Compared to °					
Actual	January 2023	January 2022	January 2021	January 2020	January 2018	January 2016	January 2013
Sales Activity	71	-31.1%	-45.0%	-33.6%	6.0%	39.2%	34.0%
Dollar Volume	\$18,862,955	-36.7%	-31.7%	-13.1%	43.6%	132.7%	114.3%
New Listings	90	-10.0%	-35.3%	-46.7%	-65.5%	-65.1%	-63.4%
Active Listings	292	11.5%	-40.5%	-61.4%	-69.3%	-71.7%	-73.1%
Sales to New Listings Ratio <sup>1</sup>	78.9	103.0	92.8	63.3	25.7	19.8	21.5
Months of Inventory <sup>2</sup>	4.1	2.5	3.8	7.1	14.2	20.2	20.5
Average Price	\$265,675	-8.2%	24.1%	30.9%	35.5%	67.2%	60.0%
Median Price	\$280,000	16.7%	60.0%	68.3%	71.5%	96.5%	78.9%
Sale to List Price Ratio <sup>3</sup>	97.6	101.3	95.9	94.5	91.8	92.9	92.0
Median Days on Market	35.0	40.0	51.0	101.0	64.0	97.0	97.0

<sup>1</sup> Sales / new listings \* 100; compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; compared to levels from previous periods.

<sup>3</sup> Sale price / list price \* 100; average for all homes sold in the current month.

<sup>4</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

<sup>5</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>6</sup> The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

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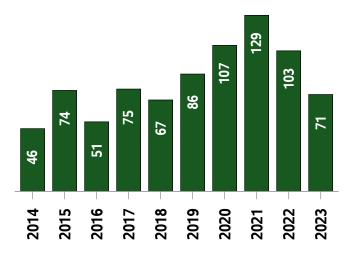
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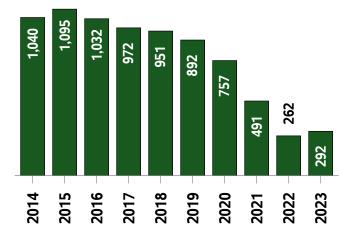
# Saint John and Area MLS® Single Family Market Activity



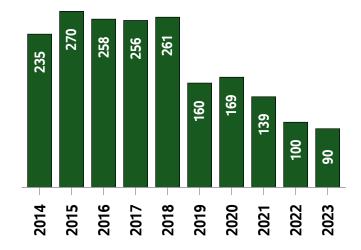
#### Sales Activity (January only)



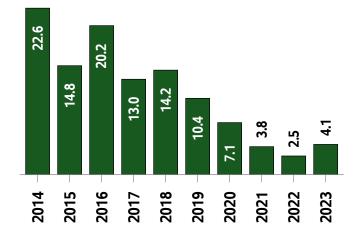
Active Listings (January only)



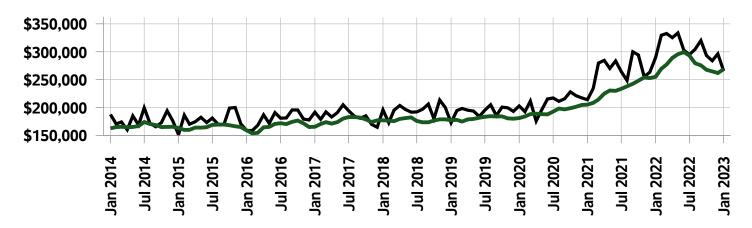
New Listings (January only)



Months of Inventory (January only)



#### MLS® HPI Single Family Benchmark Price and Average Price





# Saint John and Area MLS® Apartment Market Activity



		Compared to °					
Actual	January 2023	January 2022	January 2021	January 2020	January 2018	January 2016	January 2013
Sales Activity	2	-80.0%	-66.7%	-33.3%	0.0%	0.0%	_
Dollar Volume	\$701,000	-66.7%	-22.1%	154.9%	113.7%	568.3%	_
New Listings	4	-50.0%	0.0%	-20.0%	-66.7%	-80.0%	-55.6%
Active Listings	6	-57.1%	-81.3%	-80.0%	-89.8%	-89.5%	-84.2%
Sales to New Listings Ratio <sup>1</sup>	50.0	125.0	150.0	60.0	16.7	10.0	_
Months of Inventory <sup>2</sup>	3.0	1.4	5.3	10.0	29.5	28.5	_
Average Price	\$350,500	66.4%	133.7%	282.4%	113.7%	568.3%	
Median Price	\$350,500	119.1%	331.4%	268.9%	113.7%	568.3%	
Sale to List Price Ratio <sup>3</sup>	104.2	100.3	96.7	92.2	97.4	87.7	_
Median Days on Market	34.5	38.5	33.5	21.0	45.5	387.0	_

<sup>1</sup> Sales / new listings \* 100; compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; compared to levels from previous periods.

<sup>3</sup> Sale price / list price \* 100; average for all homes sold in the current month.

<sup>4</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

<sup>5</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>6</sup> The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

<sup>7</sup> Sale price / list price \* 100; average for all homes sold so far this year.

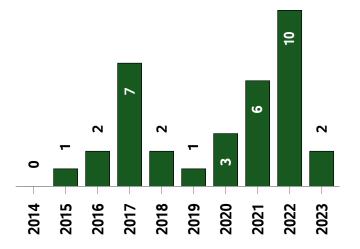
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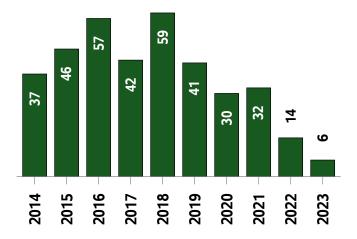
## Saint John and Area MLS® Apartment Market Activity



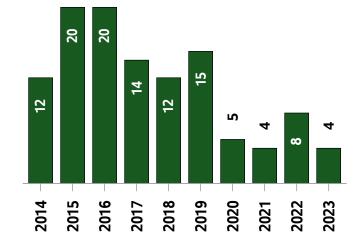
Sales Activity (January only)



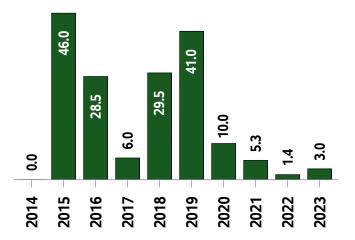
Active Listings (January only)



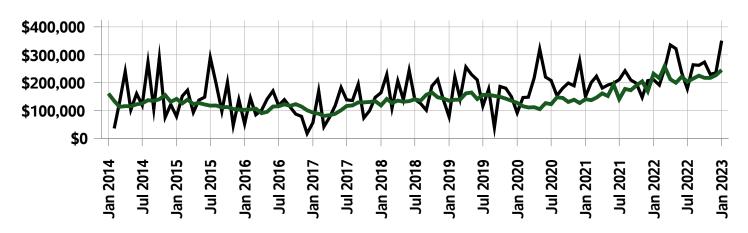
New Listings (January only)



Months of Inventory (January only)



#### MLS® HPI Apartment Benchmark Price and Average Price







MLS <sup>®</sup> Home Price Index Benchmark Price							
			percentage change vs.				
Benchmark Type:	January 2023	1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$268,400	2.7	0.6	-8.1	5.4	48.9	52.3
Single Family	\$268,800	2.6	0.4	-8.4	5.4	48.3	51.6
One Storey	\$257,800	0.6	-1.2	-7.9	0.3	48.0	51.6
Two Storey	\$283,900	5.3	2.5	-8.8	12.4	48.7	51.7
Apartment	\$245,300	8.3	12.9	20.6	5.6	92.1	107.2

\$350,000 \$300,000 \$250,000 Composite Single Family 1 Storey \$200,000 2 Storey Apartment \$150,000 \$100,000 \$50,000 Jan 2014 Jan 2020 Jan 2022 Jan 2016 Jan 2018

MLS<sup>®</sup> HPI Benchmark Price



#### Saint John and Area MLS® HPI Benchmark Descriptions



# Composite 🏦 🛱 🖡

Features	Value
Above Ground Bedrooms	3
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Siding
Freshwater Supply	Private supply
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1461
Half Bathrooms	0
Heating	Baseboards
Heating Fuel	Electricity
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers
Year Built	1984

# Single Family 🏦 🇌

Features	Value
Above Ground Bedrooms	3
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Siding
Freshwater Supply	Private supply
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1475
Half Bathrooms	0
Heating	Baseboards
Heating Fuel	Electricity
Lot Size	15681
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers
Year Built	1984



## Saint John and Area MLS® HPI Benchmark Descriptions



# 1 Storey 🏤

Features	Value
Above Ground Bedrooms	3
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Siding
Freshwater Supply	Private supply
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1349
Half Bathrooms	0
Heating	Baseboards
Heating Fuel	Electricity
Lot Size	16250
Number of Fireplaces	0
Total Number Of Rooms	6
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers
Year Built	1985

# 2 Storey 🇌

Features	Value
Above Ground Bedrooms	3
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Siding
Freshwater Supply	Private supply
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1691
Half Bathrooms	1
Heating	Baseboards
Heating Fuel	Electricity
Lot Size	15187
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers
Year Built	1982





# Apartment

Features	Value
Above Ground Bedrooms	2
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Gross Living Area (Above Ground; in sq. ft.)	1000
Half Bathrooms	0
Heating	Baseboards
Heating Fuel	Electricity
Number of Fireplaces	0
Total Number Of Rooms	4
Type Of Foundation	Poured concrete
Wastewater Disposal	Municipal sewers
Year Built	2004