



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





Saint John and Area MLS® Residential Market Activity



		Compared to ⁸					
Actual	March 2023	March 2022	March 2021	March 2020	March 2018	March 2016	March 2013
Sales Activity	153	-36.5%	-32.6%	-11.0%	20.5%	7.7%	37.8%
Dollar Volume	\$45,834,738	-37.8%	-23.6%	39.4%	104.3%	105.4%	151.7%
New Listings	211	-26.2%	-38.8%	-2.3%	-35.7%	-49.0%	-38.8%
Active Listings	395	-4.4%	-40.2%	-61.0%	-74.5%	-78.0%	-77.3%
Sales to New Listings Ratio 1	72.5	84.3	65.8	79.6	38.7	34.3	32.2
Months of Inventory ²	2.6	1.7	2.9	5.9	12.2	12.6	15.7
Average Price	\$299,573	-2.1%	13.3%	56.7%	69.6%	90.6%	82.6%
Median Price	\$280,000	1.0%	27.3%	60.0%	93.1%	115.4%	91.0%
Sale to List Price Ratio ³	102.0	107.8	99.5	94.1	92.3	92.6	93.6
Median Days on Market	20.0	21.0	28.0	45.0	70.0	91.0	89.0

		Compared to ⁸					
Year-to-date	March 2023	March 2022	March 2021	March 2020	March 2018	March 2016	March 2013
Sales Activity	349	-33.7%	-42.5%	-24.8%	3.6%	9.1%	24.2%
Dollar Volume	\$94,285,269	-38.8%	-32.6%	8.6%	58.6%	89.8%	106.2%
New Listings	466	-27.4%	-35.5%	-31.8%	-52.0%	-58.8%	-53.3%
Active Listings ⁴	399	1.4%	-36.6%	-60.7%	-73.0%	-76.2%	-75.9%
Sales to New Listings Ratio 5	74.9	81.9	84.0	67.9	34.7	28.3	28.2
Months of Inventory 6	3.4	2.2	3.1	6.6	13.2	15.7	17.7
Average Price	\$270,158	-7.8%	17.2%	44.4%	53.1%	74.0%	66.0%
Median Price	\$265,000	6.0%	43.2%	59.6%	76.7%	93.8%	79.7%
Sale to List Price Ratio 7	99.9	105.2	97.4	94.0	92.1	92.0	92.9
Median Days on Market	27.0	24.5	43.0	65.5	70.0	95.0	92.0

¹ Sales / new listings * 100; compared to levels from previous periods.

Source: Canadian MLS® Systems, CREA

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

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

⁴ 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.

 $^{^{\}rm 5}$ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ 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.

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

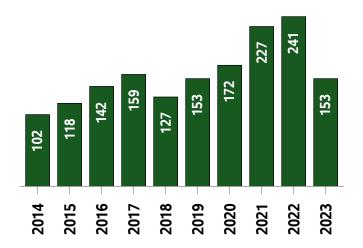
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



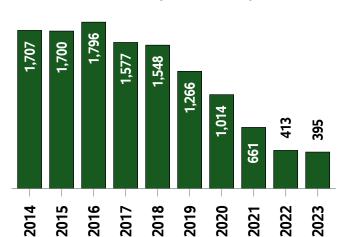
Saint John and Area MLS® Residential Market Activity



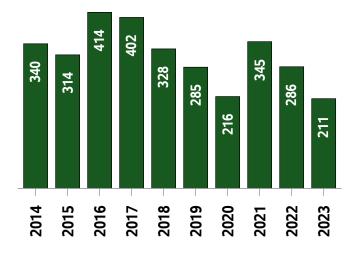
Sales Activity (March only)



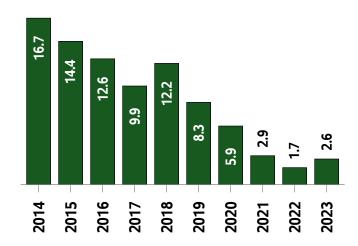
Active Listings (March only)



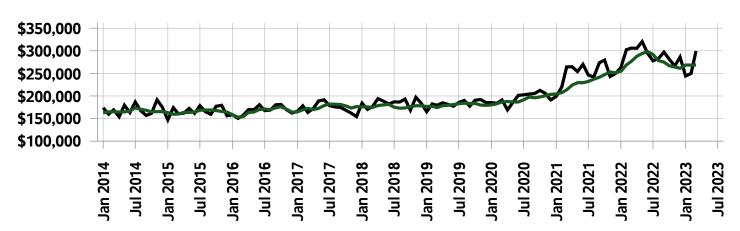
New Listings (March only)



Months of Inventory (March only)



MLS® HPI Composite Benchmark Price and Average Price

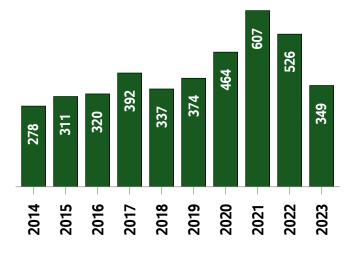




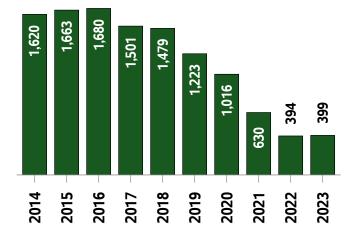
Saint John and Area MLS® Residential Market Activity



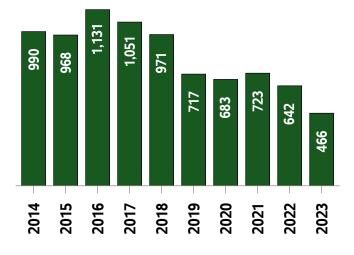




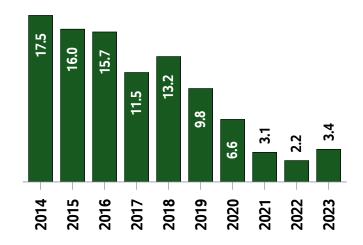
Active Listings (March Year-to-date)



New Listings (March Year-to-date)



Months of Inventory ²(March Year-to-date)



¹ 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.

² Average active listings January to the current month / average sales January to the current month.



Saint John and Area MLS® Single Family Market Activity



		Compared to °					
Actual	March 2023	March 2022	March 2021	March 2020	March 2018	March 2016	March 2013
Sales Activity	117	-35.0%	-36.1%	-12.0%	41.0%	6.4%	44.4%
Dollar Volume	\$35,815,838	-40.2%	-30.1%	27.3%	120.9%	93.3%	161.8%
New Listings	153	-31.1%	-38.8%	-8.4%	-38.6%	-45.4%	-33.5%
Active Listings	310	-0.3%	-36.5%	-59.9%	-71.0%	-73.5%	-73.9%
Sales to New Listings Ratio 1	76.5	81.1	73.2	79.6	33.3	39.3	35.2
Months of Inventory 2	2.6	1.7	2.7	5.8	12.9	10.6	14.7
Average Price	\$306,118	-8.0%	9.4%	44.7%	56.7%	81.8%	81.2%
Median Price	\$290,000	-1.9%	24.2%	47.6%	61.1%	108.7%	81.3%
Sale to List Price Ratio ³	102.1	106.9	98.6	94.7	94.3	92.5	93.3
Median Days on Market	20.0	20.0	30.0	40.0	57.0	95.5	88.0

		Compared to ⁸					
Year-to-date	March 2023	March 2022	March 2021	March 2020	March 2018	March 2016	March 2013
Sales Activity	262	-32.6%	-44.7%	-28.8%	13.4%	12.4%	26.0%
Dollar Volume	\$73,451,269	-41.1%	-37.1%	-1.4%	69.4%	92.9%	105.8%
New Listings	346	-27.0%	-35.3%	-35.2%	-49.8%	-54.8%	-50.1%
Active Listings ^⁴	317	9.7%	-33.8%	-59.1%	-68.2%	-71.3%	-72.1%
Sales to New Listings Ratio 5	75.7	82.1	88.6	68.9	33.5	30.5	30.0
Months of Inventory 6	3.6	2.2	3.0	6.3	12.9	14.2	16.4
Average Price	\$280,348	-12.5%	13.8%	38.5%	49.4%	71.5%	63.4%
Median Price	\$276,250	-1.9%	38.2%	52.2%	67.4%	90.5%	72.7%
Sale to List Price Ratio ⁷	99.9	104.7	97.0	94.6	92.9	92.1	92.8
Median Days on Market	28.0	23.0	47.5	64.0	61.0	91.0	88.5

¹ Sales / new listings * 100; compared to levels from previous periods.

Source: Canadian MLS® Systems, CREA

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

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

⁴ 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.

 $^{^{\}scriptscriptstyle 5}$ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ 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.

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

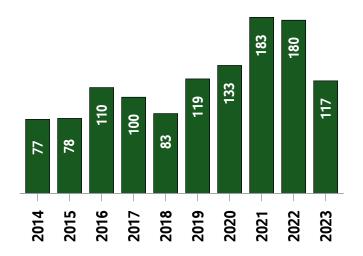
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



Saint John and Area MLS® Single Family Market Activity

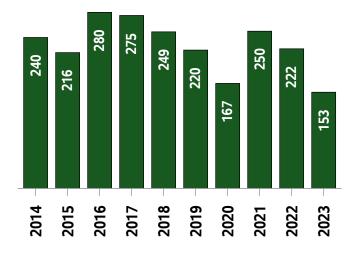


Sales Activity (March only)

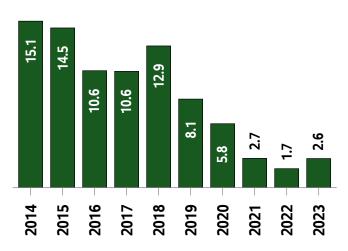




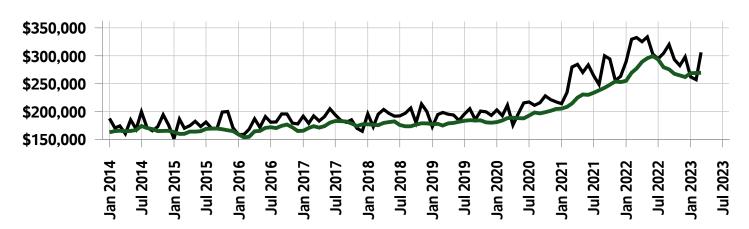
New Listings (March only)



Months of Inventory (March only)



MLS® HPI Single Family Benchmark Price and Average Price

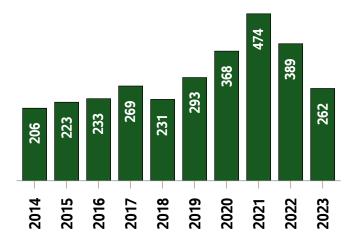




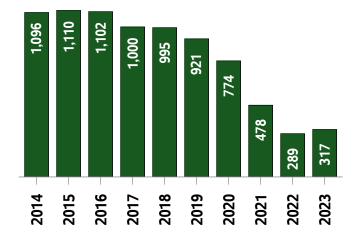
Saint John and Area MLS® Single Family Market Activity



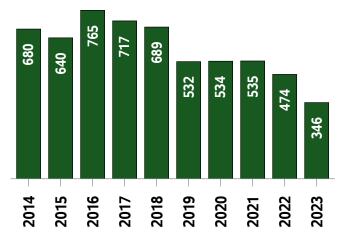
Sales Activity (March Year-to-date)



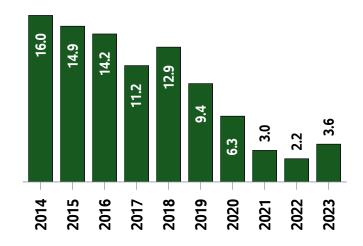
Active Listings (March Year-to-date)



New Listings (March Year-to-date)



Months of Inventory ²(March Year-to-date)



¹ 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.

² Average active listings January to the current month / average sales January to the current month.



Saint John and Area MLS® Apartment Market Activity



		Compared to ⁸					
Actual	March 2023	March 2022	March 2021	March 2020	March 2018	March 2016	March 2013
Sales Activity	2	-66.7%	-50.0%	-71.4%	-60.0%	0.0%	0.0%
Dollar Volume	\$1,360,000	-8.9%	52.4%	31.2%	150.9%	700.0%	259.8%
New Listings	2	-60.0%	-88.9%	-33.3%	-71.4%	-83.3%	-85.7%
Active Listings	2	-75.0%	-95.3%	-92.9%	-97.1%	-96.7%	-95.1%
Sales to New Listings Ratio 1	100.0	120.0	22.2	233.3	71.4	16.7	14.3
Months of Inventory ²	1.0	1.3	10.8	4.0	14.0	30.5	20.5
Average Price	\$680,000	173.3%	204.8%	359.2%	527.2%	700.0%	259.8%
Median Price	\$680,000	167.2%	215.9%	375.5%	496.5%	700.0%	259.8%
Sale to List Price Ratio ³	91.2	100.2	97.9	94.6	94.3	95.8	95.2
Median Days on Market	55.5	51.0	21.0	84.0	39.0	92.0	104.0

		Compared to ⁸					
Year-to-date	March 2023	March 2022	March 2021	March 2020	March 2018	March 2016	March 2013
Sales Activity	10	-52.4%	-41.2%	-16.7%	0.0%	66.7%	150.0%
Dollar Volume	\$2,921,400	-35.9%	-8.6%	82.0%	87.6%	416.3%	269.3%
New Listings	9	-43.8%	-70.0%	-25.0%	-71.9%	-74.3%	-70.0%
Active Listings ^⁴	4	-63.6%	-88.7%	-86.7%	-93.9%	-93.0%	-89.3%
Sales to New Listings Ratio 5	111.1	131.3	56.7	100.0	31.3	17.1	13.3
Months of Inventory 6	1.2	1.6	6.2	7.5	19.8	28.5	28.0
Average Price	\$292,140	34.6%	55.4%	118.4%	87.6%	209.8%	47.7%
Median Price	\$155,500	-18.2%	12.7%	13.3%	14.3%	38.3%	-24.7%
Sale to List Price Ratio ⁷	98.6	100.3	97.6	93.8	95.6	92.1	94.6
Median Days on Market	30.0	29.0	36.0	77.0	64.0	92.0	89.0

¹ Sales / new listings * 100; compared to levels from previous periods.

Source: Canadian MLS® Systems, CREA

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

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

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 $^{^{\}scriptscriptstyle 5}$ Sum of sales from January to current month / sum of new listings from January to current month.

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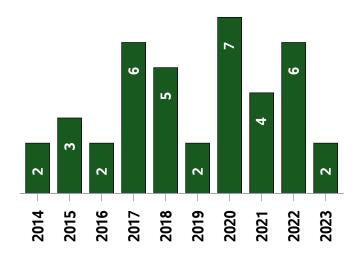
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



Saint John and Area **MLS® Apartment Market Activity**



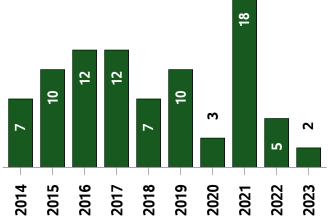
Sales Activity (March only)



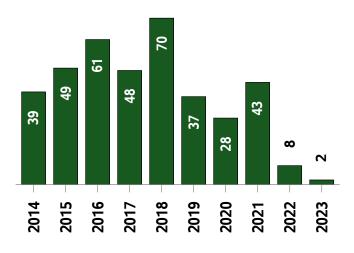
Active Listings (March only)

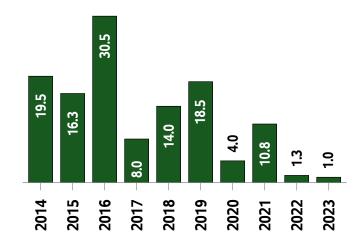


New Listings (March only)

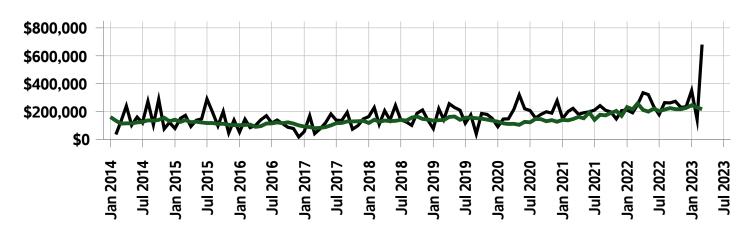


Months of Inventory (March only)





MLS® HPI Apartment Benchmark Price and Average Price

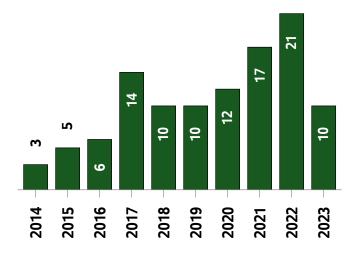




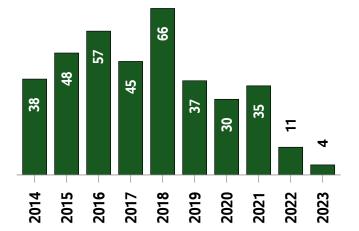
Saint John and Area MLS® Apartment Market Activity



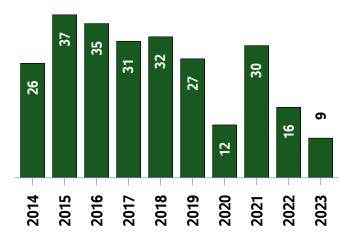
Sales Activity (March Year-to-date)



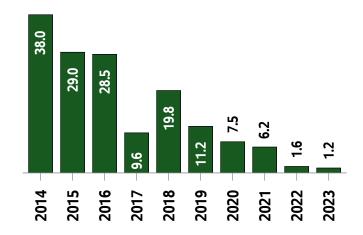
Active Listings (March Year-to-date)



New Listings (March Year-to-date)



Months of Inventory ²(March Year-to-date)



¹ 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.

² Average active listings January to the current month / average sales January to the current month.

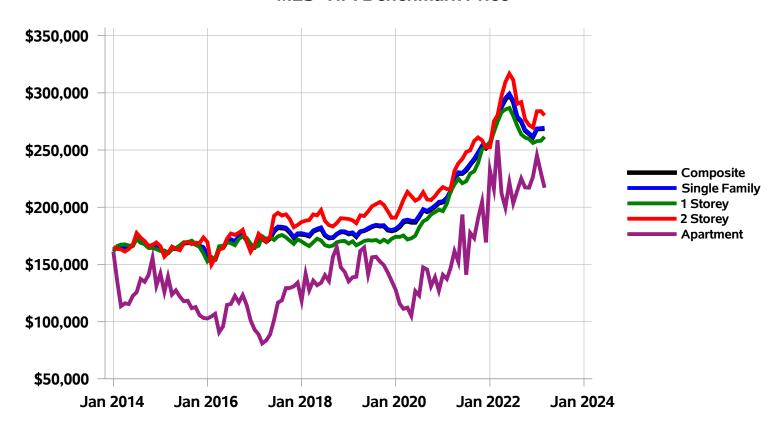


Saint John and Area MLS® HPI Benchmark Price



	MLS® Home Price Index Benchmark Price								
			percentage change vs.						
Benchmark Type:	March 2023	1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago		
Composite	\$268,600	0.1	2.8	-2.3	-2.9	43.8	53.7		
Single Family	\$269,500	0.1	2.9	-2.2	-2.7	43.1	53.4		
One Storey	\$261,600	1.4	2.1	-0.8	-4.8	49.2	57.6		
Two Storey	\$280,300	-1.3	3.9	-4.0	0.0	35.7	48.5		
Apartment	\$217,000	-5.7	-4.2	-3.6	-16.1	95.1	70.3		

MLS® HPI Benchmark Price





Saint John and AreaMLS® 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 ♠ **m**

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 AreaMLS® 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



Saint John and AreaMLS® HPI Benchmark Descriptions



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