



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





Saint John and Area MLS® Residential Market Activity



		Compared to [®]					
Actual	May 2023	May 2022	May 2021	May 2020	May 2018	May 2016	May 2013
Sales Activity	210	-18.3%	-31.6%	11.1%	-1.9%	16.0%	12.3%
Dollar Volume	\$65,596,837	-20.4%	-15.8%	87.1%	62.5%	113.8%	89.6%
New Listings	280	-33.6%	-27.5%	3.7%	-34.4%	-41.7%	-47.2%
Active Listings	475	-25.2%	-38.4%	-52.2%	-73.0%	-77.5%	-77.9%
Sales to New Listings Ratio ¹	75.0	60.9	79.5	70.0	50.1	37.7	35.3
Months of Inventory ²	2.3	2.5	2.5	5.3	8.2	11.7	11.5
Average Price	\$312,366	-2.5%	23.0%	68.4%	65.6%	84.3%	68.8%
Median Price	\$300,500	1.7%	39.8%	82.1%	76.8%	93.9%	87.8%
Sale to List Price Ratio ³	103.2	109.4	100.0	94.2	93.8	93.3	94.4
Median Days on Market	21.0	21.0	26.0	56.0	58.5	55.0	77.0

		Compared to °					
Year-to-date	May 2023	May 2022	May 2021	May 2020	May 2018	May 2016	May 2013
Sales Activity	704	-29.7%	-42.6%	-9.6%	-2.5%	0.9%	16.9%
Dollar Volume	\$205,407,402	-32.3%	-31.7%	43.5%	54.4%	80.4%	97.8%
New Listings	962	-31.4%	-36.7%	-12.5%	-45.9%	-54.5%	-52.3%
Active Listings ^⁴	443	-4.3%	-34.7%	-55.7%	-71.7%	-75.7%	-75.5%
Sales to New Listings Ratio 5	73.2	71.4	80.8	70.9	40.6	33.0	29.8
Months of Inventory	3.1	2.3	2.8	6.4	10.8	13.0	15.1
Average Price	\$291,772	-3.6%	19.1%	58.8%	58.4%	78.9%	69.1%
Median Price	\$275,000	0.0%	34.1%	69.8%	74.1%	88.0%	74.9%
Sale to List Price Ratio ⁷	101.6	107.1	98.5	93.9	93.2	92.8	93.6
Median Days on Market	23.0	22.0	32.0	56.0	64.5	79.5	83.5

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

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.

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.

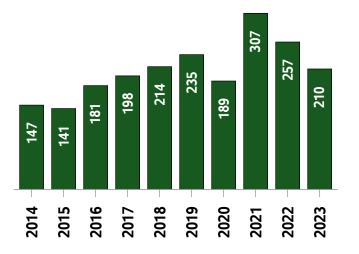
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



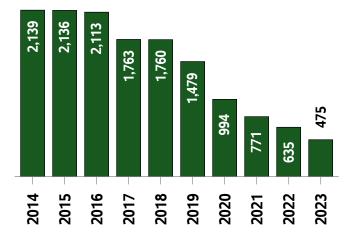
Saint John and Area MLS® Residential Market Activity



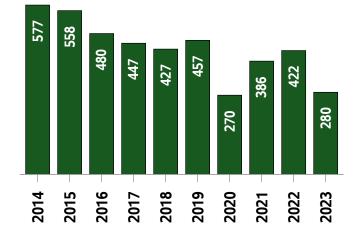
Sales Activity (May only)



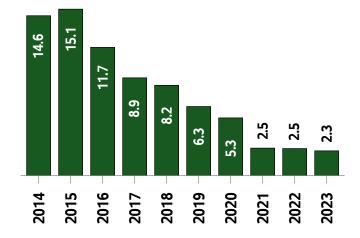
Active Listings (May only)



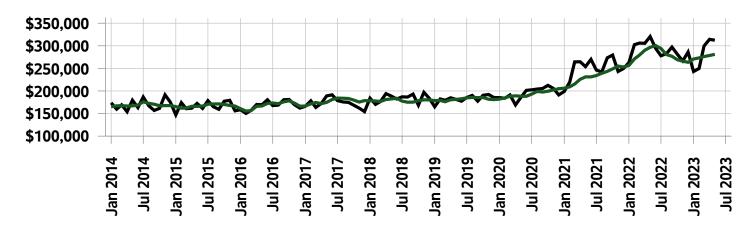
New Listings (May only)



Months of Inventory (May only)



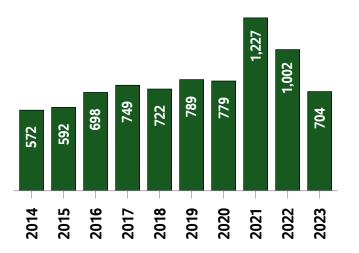
MLS® HPI Composite Benchmark Price and Average Price



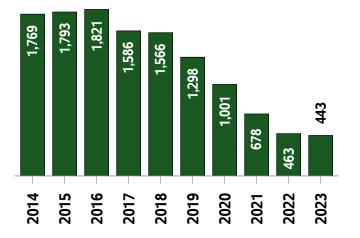




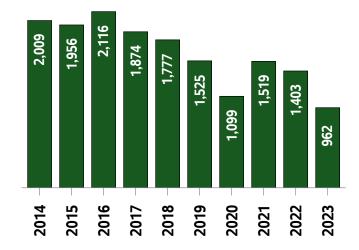
Sales Activity (May Year-to-date)



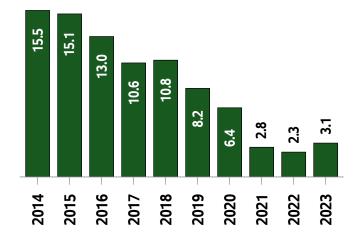
Active Listings ¹(May Year-to-date)



New Listings (May Year-to-date)



Months of Inventory ²(May 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	May 2023	May 2022	May 2021	May 2020	May 2018	May 2016	May 2013
Sales Activity	164	-17.6%	-27.8%	3.1%	-9.4%	31.2%	9.3%
Dollar Volume	\$55,241,365	-16.8%	-9.9%	77.2%	55.1%	157.3%	89.6%
New Listings	220	-34.5%	-30.8%	0.5%	-37.9%	-39.2%	-43.2%
Active Listings	373	-24.2%	-37.8%	-51.6%	-70.6%	-73.5%	-74.7%
Sales to New Listings Ratio ¹	74.5	59.2	71.4	72.6	51.1	34.5	38.8
Months of Inventory ²	2.3	2.5	2.6	4.8	7.0	11.3	9.8
Average Price	\$336,838	0.9%	24.7%	71.8%	71.2%	96.1%	73.4%
Median Price	\$325,000	8.3%	44.4%	85.7%	80.6%	103.1%	92.6%
Sale to List Price Ratio ³	103.1	109.3	100.2	94.3	93.9	93.5	94.3
Median Days on Market	20.5	20.0	26.0	46.0	55.0	47.0	76.5

		Compared to [°]					
Year-to-date	May 2023	May 2022	May 2021	May 2020	May 2018	May 2016	May 2013
Sales Activity	541	-28.4%	-43.1%	-14.1%	-0.7%	9.1%	18.1%
Dollar Volume	\$166,606,330	-32.2%	-33.2%	34.6%	57.1%	95.2%	99.6%
New Listings	731	-31.6%	-37.6%	-16.9%	-45.6%	-50.3%	-48.8%
Active Listings ⁴	350	0.8%	-31.9%	-54.5%	-67.7%	-70.8%	-71.9%
Sales to New Listings Ratio 5	74.0	70.8	81.1	71.6	40.6	33.7	32.1
Months of Inventory	3.2	2.3	2.7	6.1	9.9	12.1	13.6
Average Price	\$307,960	-5.2%	17.5%	56.7%	58.2%	78.9%	69.0%
Median Price	\$292,000	1.0%	32.7%	66.9%	71.9%	86.9%	78.0%
Sale to List Price Ratio ⁷	101.8	106.8	98.5	94.4	93.7	93.0	93.6
Median Days on Market	23.0	21.0	32.0	53.0	59.0	72.0	79.5

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

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.

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.

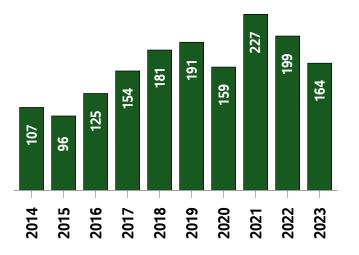
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



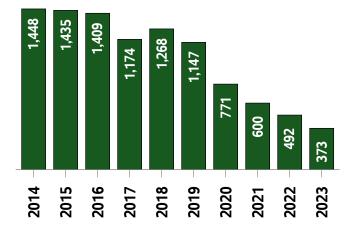
Saint John and Area MLS® Single Family Market Activity



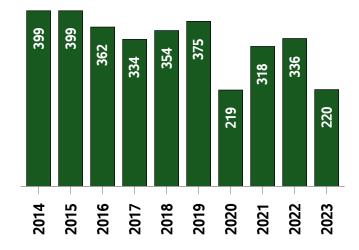
Sales Activity (May only)



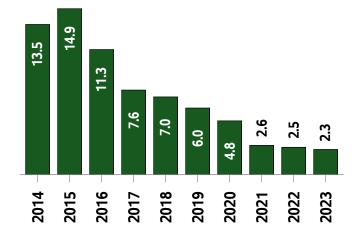
Active Listings (May only)



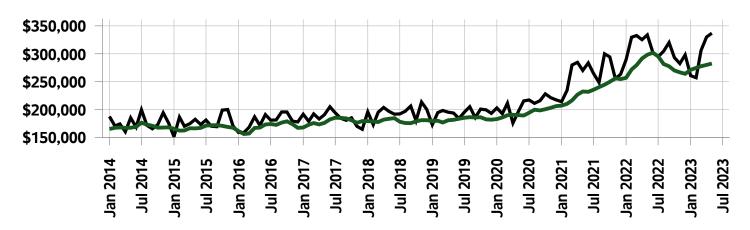
New Listings (May only)



Months of Inventory (May only)



MLS® HPI Single Family Benchmark Price and Average Price





2014

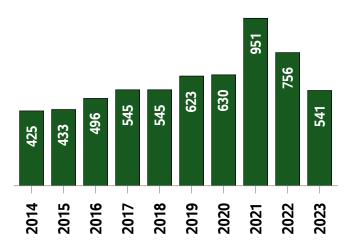
2015

2016

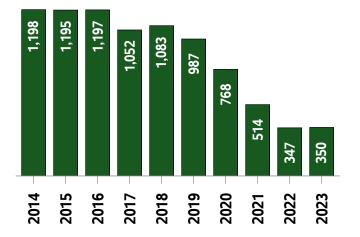
2017



Sales Activity (May Year-to-date)



Active Listings ¹(May Year-to-date)



1,385 1,34 1,471 1,471 1,471 1,471 1,285 1,285 1,285 880 1,172 1,172 1,068 731

2018

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

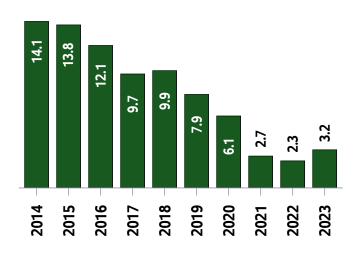
2019

2020

2022

2021

2023



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.

New Listings (May Year-to-date)



Saint John and Area MLS® Apartment Market Activity



		Compared to [°]					
Actual	May 2023	May 2022	May 2021	May 2020	May 2018	May 2016	May 2013
Sales Activity	2	-60.0%	-84.6%	100.0%	-50.0%	-66.7%	0.0%
Dollar Volume	\$378,000	-76.5%	-84.8%	18.2%	-32.0%	-55.5%	56.2%
New Listings	5	-50.0%	-44.4%	-44.4%	-28.6%	-28.6%	-61.5%
Active Listings	4	-69.2%	-90.9%	-85.2%	-94.3%	-92.3%	-91.8%
Sales to New Listings Ratio ¹	40.0	50.0	144.4	11.1	57.1	85.7	15.4
Months of Inventory ²	2.0	2.6	3.4	27.0	17.5	8.7	24.5
Average Price	\$189,000	-41.3%	-1.3%	-40.9%	36.0%	33.6%	56.2%
Median Price	\$189,000	-42.9%	6.8%	-40.9%	33.1%	28.1%	56.2%
Sale to List Price Ratio ³	112.1	107.4	98.1	100.0	94.5	94.0	96.4
Median Days on Market	31.5	22.0	76.0	261.0	72.0	174.5	21.0

		Compared to [°]					
Year-to-date	May 2023	May 2022	May 2021	May 2020	May 2018	May 2016	May 2013
Sales Activity	13	-56.7%	-64.9%	-13.3%	-23.5%	-38.1%	62.5%
Dollar Volume	\$3,724,300	-50.4%	-46.4%	57.9%	36.3%	60.0%	198.5%
New Listings	15	-54.5%	-71.7%	-31.8%	-65.9%	-68.1%	-70.0%
Active Listings ⁴	4	-67.3%	-91.0%	-86.9%	-94.6%	-93.5%	-91.1%
Sales to New Listings Ratio 5	86.7	90.9	69.8	68.2	38.6	44.7	16.0
Months of Inventory	1.4	1.8	5.4	9.1	19.8	13.2	25.3
Average Price	\$286,485	14.5%	52.5%	82.2%	78.3%	158.4%	83.7%
Median Price	\$176,000	-20.2%	3.5%	24.8%	26.6%	40.2%	45.5%
Sale to List Price Ratio ⁷	100.7	101.9	97.2	94.4	95.4	92.7	94.7
Median Days on Market	26.0	24.0	48.0	76.0	70.0	131.0	77.0

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

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

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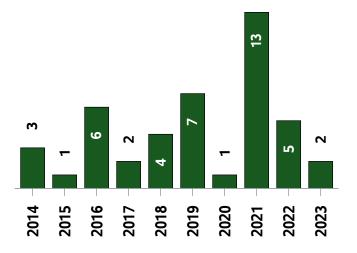
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



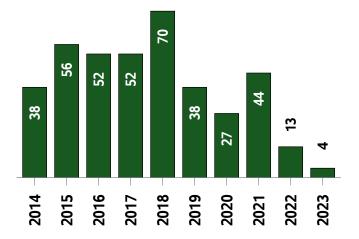
Saint John and Area MLS® Apartment Market Activity



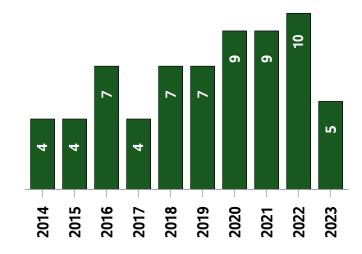
Sales Activity (May only)



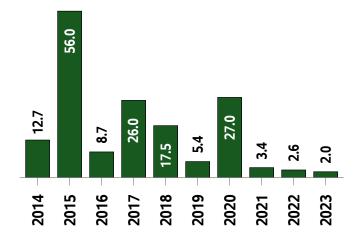
Active Listings (May only)



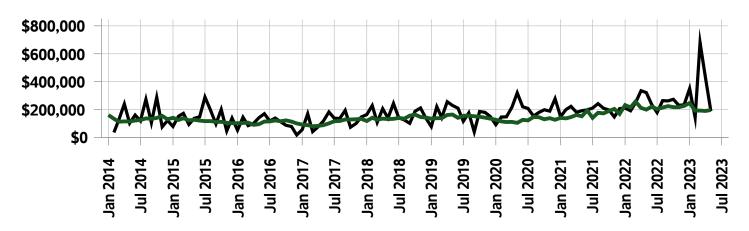
New Listings (May only)



Months of Inventory (May only)



MLS® HPI Apartment Benchmark Price and Average Price





2014

2015

2016

2017



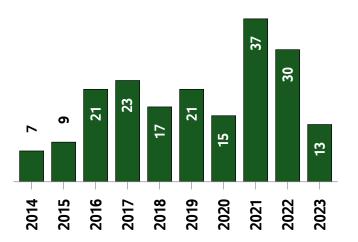
15

2023

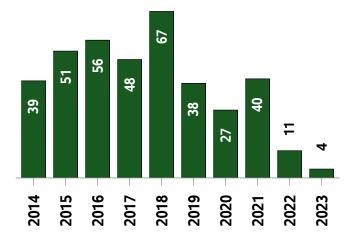
2022

2021

Sales Activity (May Year-to-date)



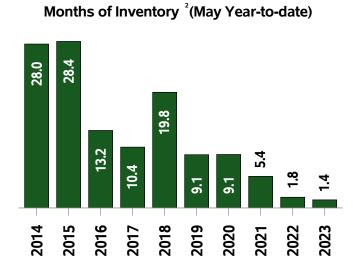
Active Listings ¹(May Year-to-date)



2018

2019

2020



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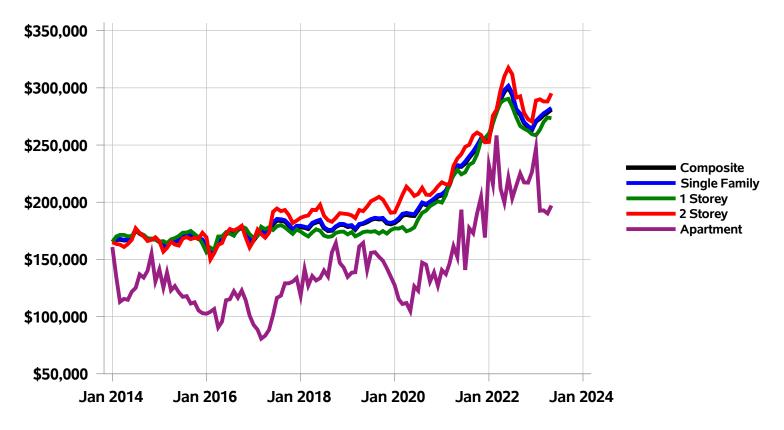
New Listings (May Year-to-date)





MLS [®] Home Price Index Benchmark Price								
			percentage change vs.					
Benchmark Type:	May 2023	1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago	
Composite	\$281,100	0.9	2.9	5.7	-5.2	49.2	54.1	
Single Family	\$282,500	0.9	2.8	5.9	-5.3	48.7	54.0	
One Storey	\$273,400	-0.3	3.8	4.2	-5.6	55.5	55.1	
Two Storey	\$295,200	2.5	1.8	8.3	-4.8	40.5	52.9	
Apartment	\$197,100	3.6	2.4	-9.2	-1.3	87.9	49.8	

MLS[®] 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.)	1521
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.)	1531
Half Bathrooms	0
Heating	Baseboards
Heating Fuel	Electricity
Lot Size	15865
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.)	1422
Half Bathrooms	0
Heating	Baseboards
Heating Fuel	Electricity
Lot Size	16947
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.)	1708
Half Bathrooms	1
Heating	Baseboards
Heating Fuel	Electricity
Lot Size	15161
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	1981





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.)	1021
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	2007