



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





Saint John and Area MLS® Residential Market Activity



		Compared to [®]					
Actual	June 2023	June 2022	June 2021	June 2020	June 2018	June 2016	June 2013
Sales Activity	221	-30.9%	-34.0%	-16.3%	16.9%	8.3%	16.9%
Dollar Volume	\$69,725,531	-26.0%	-22.9%	31.2%	102.5%	89.3%	94.3%
New Listings	340	-11.9%	-13.0%	-8.6%	-6.6%	-25.3%	-16.3%
Active Listings	553	-13.2%	-28.6%	-45.6%	-68.5%	-74.4%	-74.4%
Sales to New Listings Ratio ¹	65.0	82.9	85.7	71.0	51.9	44.8	46.6
Months of Inventory ²	2.5	2.0	2.3	3.8	9.3	10.6	11.4
Average Price	\$315,500	7.2%	16.9%	56.7%	73.2%	74.7%	66.1%
Median Price	\$285,000	0.0%	24.0%	61.2%	78.2%	78.2%	60.1%
Sale to List Price Ratio ³	105.4	105.6	100.7	95.5	94.7	93.5	94.0
Median Days on Market	22.0	22.0	28.0	46.0	70.0	66.0	71.0

		Compared to [°]					
Year-to-date	June 2023	June 2022	June 2021	June 2020	June 2018	June 2016	June 2013
Sales Activity	922	-30.3%	-41.0%	-11.6%	1.2%	2.2%	16.6%
Dollar Volume	\$274,087,333	-31.0%	-29.9%	39.6%	63.7%	81.9%	96.1%
New Listings	1,302	-27.2%	-31.8%	-11.5%	-39.2%	-49.4%	-46.3%
Active Listings ⁴	471	-4.3%	-32.2%	-53.1%	-70.5%	-74.9%	-74.8%
Sales to New Listings Ratio 5	70.8	73.9	81.8	70.9	42.6	35.1	32.6
Months of Inventory	3.1	2.2	2.7	5.8	10.5	12.5	14.2
Average Price	\$297,275	-1.1%	18.7%	58.0%	61.7%	77.9%	68.3%
Median Price	\$275,000	0.0%	31.0%	66.7%	74.1%	83.3%	71.9%
Sale to List Price Ratio ⁷	102.5	106.7	99.0	94.3	93.5	92.9	93.7
Median Days on Market	23.0	22.0	31.0	55.0	66.0	77.0	82.0

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.

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.

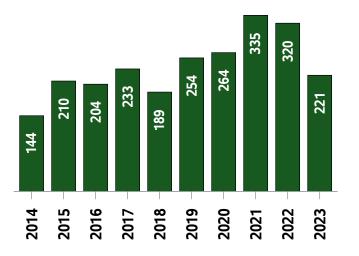
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



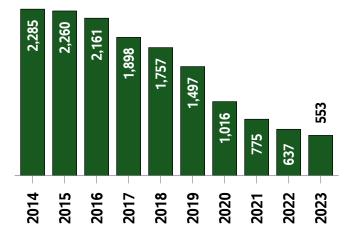
Saint John and Area MLS® Residential Market Activity



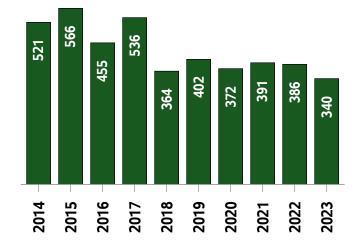
Sales Activity (June only)



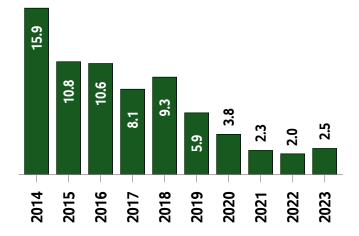
Active Listings (June only)



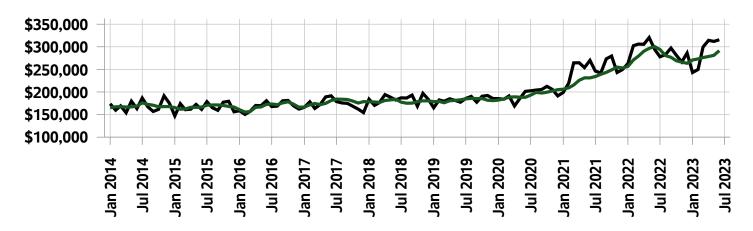
New Listings (June only)







MLS® HPI Composite Benchmark Price and Average Price

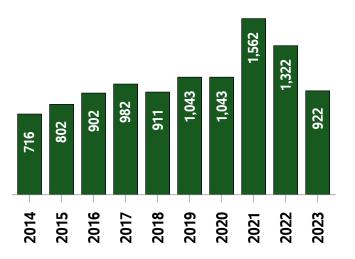




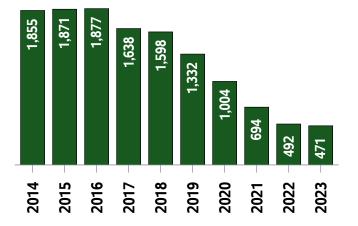
Saint John and Area MLS® Residential Market Activity



Sales Activity (June Year-to-date)

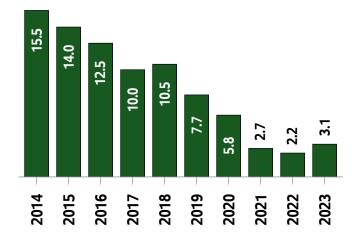


Active Listings ¹(June Year-to-date)



2,530 2,522 2,57 2,410 2,141 1,927 1,910 1,789 1,471 1,302 2014 2015 2016 2018 2019 2017 2020 2022 2023 2021

Months of Inventory ²(June 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.

New Listings (June Year-to-date)



Saint John and Area MLS® Single Family Market Activity



		Compared to [®]					
Actual	June 2023	June 2022	June 2021	June 2020	June 2018	June 2016	June 2013
Sales Activity	169	-30.7%	-36.0%	-22.8%	12.7%	10.5%	20.7%
Dollar Volume	\$59,139,531	-19.9%	-21.0%	25.3%	105.6%	102.3%	108.4%
New Listings	256	-14.1%	-11.4%	-17.4%	-11.7%	-18.2%	-15.2%
Active Listings	429	-15.0%	-26.7%	-46.6%	-67.3%	-70.3%	-71.2%
Sales to New Listings Ratio ¹	66.0	81.9	91.3	70.6	51.7	48.9	46.4
Months of Inventory ²	2.5	2.1	2.2	3.7	8.7	9.4	10.7
Average Price	\$349,938	15.6%	23.4%	62.4%	82.5%	83.2%	72.7%
Median Price	\$315,000	12.1%	31.3%	68.0%	80.8%	90.9%	74.5%
Sale to List Price Ratio ³	106.3	106.1	100.8	96.1	95.1	94.0	94.4
Median Days on Market	21.0	21.0	27.0	46.0	64.0	59.0	64.0

		Compared to [®]					
Year-to-date	June 2023	June 2022	June 2021	June 2020	June 2018	June 2016	June 2013
Sales Activity	709	-29.1%	-41.6%	-16.5%	2.0%	9.2%	18.6%
Dollar Volume	\$225,268,261	-29.5%	-30.5%	31.7%	67.1%	96.6%	101.4%
New Listings	988	-27.7%	-32.4%	-17.0%	-39.5%	-44.6%	-42.9%
Active Listings ^⁴	370	-1.0%	-29.7%	-52.2%	-67.0%	-70.1%	-71.2%
Sales to New Listings Ratio 5	71.8	73.2	83.2	71.3	42.6	36.4	34.5
Months of Inventory	3.1	2.2	2.6	5.5	9.7	11.4	12.9
Average Price	\$317,727	-0.6%	19.1%	57.8%	63.8%	79.9%	69.9%
Median Price	\$295,000	3.1%	31.7%	67.4%	73.5%	84.5%	74.6%
Sale to List Price Ratio ⁷	102.9	106.6	99.0	94.8	94.0	93.2	93.8
Median Days on Market	22.0	21.0	30.0	52.0	60.0	67.0	75.0

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.

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.

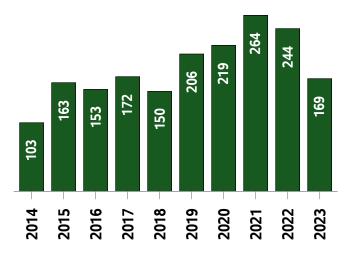
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



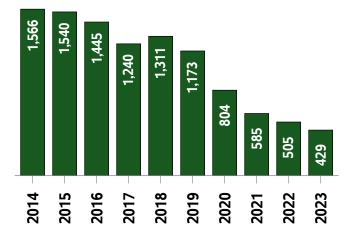
Saint John and Area MLS® Single Family Market Activity



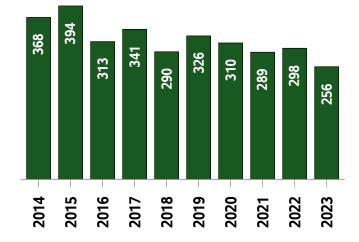
Sales Activity (June only)



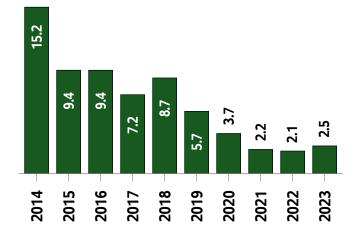
Active Listings (June only)



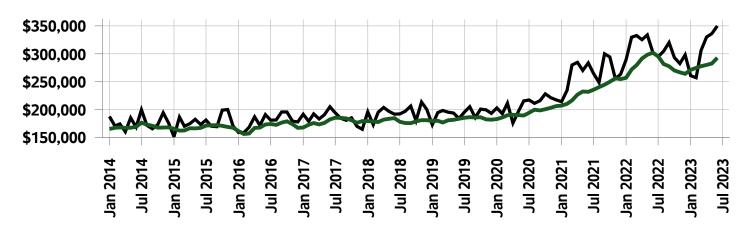
New Listings (June only)



Months of Inventory (June only)



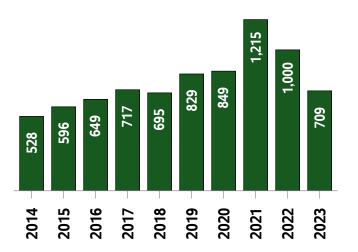
MLS® HPI Single Family Benchmark Price and Average Price



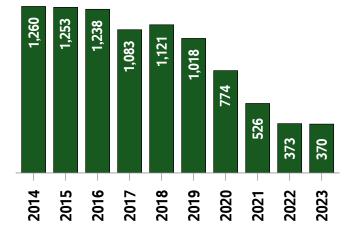




Sales Activity (June Year-to-date)

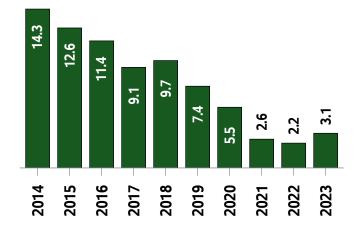


Active Listings ¹(June Year-to-date)



1,784 1,753 1,728 1,626 1,633 1,508 1,461 1,366 1,190 988 2014 2015 2016 2018 2019 2017 2020 2022 2023 2021

Months of Inventory ²(June 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.

New Listings (June Year-to-date)



Saint John and Area MLS® Apartment Market Activity



		Compared to [®]					
Actual	June 2023	June 2022	June 2021	June 2020	June 2018	June 2016	June 2013
Sales Activity	4	-55.6%	-75.0%	0.0%	100.0%	33.3%	-20.0%
Dollar Volume	\$1,578,800	-25.5%	-50.2%	79.4%	223.2%	208.7%	46.7%
New Listings	10	66.7%	-23.1%	11.1%	233.3%	233.3%	100.0%
Active Listings	9	-10.0%	-76.9%	-70.0%	-82.0%	-78.6%	-80.0%
Sales to New Listings Ratio ¹	40.0	150.0	123.1	44.4	66.7	100.0	100.0
Months of Inventory ²	2.3	1.1	2.4	7.5	25.0	14.0	9.0
Average Price	\$394,700	67.7%	99.1%	79.4%	61.6%	131.5%	83.4%
Median Price	\$376,900	75.3%	116.0%	122.4%	54.3%	196.8%	103.7%
Sale to List Price Ratio ³	100.1	108.6	96.9	95.4	94.2	94.7	95.9
Median Days on Market	20.5	24.0	47.5	71.0	121.5	68.0	14.0

		Compared to [°]					
Year-to-date	June 2023	June 2022	June 2021	June 2020	June 2018	June 2016	June 2013
Sales Activity	17	-56.4%	-67.9%	-10.5%	-10.5%	-29.2%	30.8%
Dollar Volume	\$5,303,100	-44.9%	-47.6%	63.7%	64.7%	86.7%	128.2%
New Listings	25	-35.9%	-62.1%	-19.4%	-46.8%	-50.0%	-54.5%
Active Listings ^⁴	5	-58.5%	-88.7%	-83.8%	-93.0%	-91.6%	-89.1%
Sales to New Listings Ratio 5	68.0	100.0	80.3	61.3	40.4	48.0	23.6
Months of Inventory	1.6	1.7	4.5	8.8	20.3	13.3	19.0
Average Price	\$311,947	26.4%	63.3%	83.0%	84.0%	163.6%	74.5%
Median Price	\$250,000	13.7%	47.1%	74.8%	79.9%	98.0%	95.3%
Sale to List Price Ratio ⁷	100.6	103.4	97.1	94.6	95.2	92.9	95.2
Median Days on Market	26.0	24.0	48.0	76.0	78.0	116.0	35.0

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.

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.

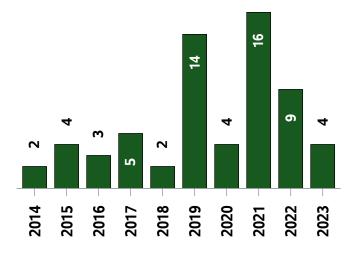
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



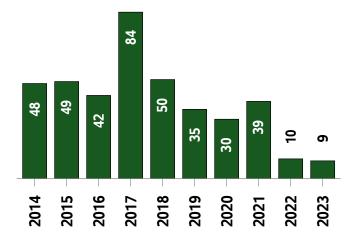
Saint John and Area MLS® Apartment Market Activity



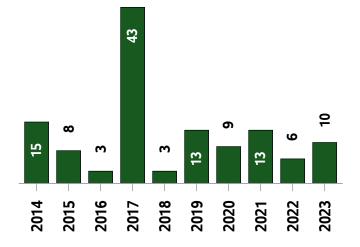
Sales Activity (June only)



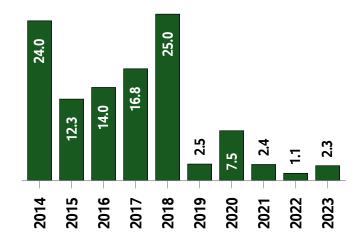
Active Listings (June only)



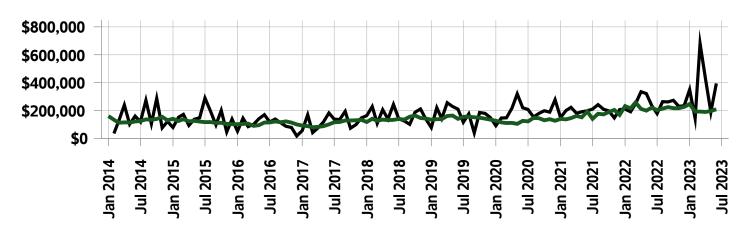
New Listings (June only)



Months of Inventory (June only)



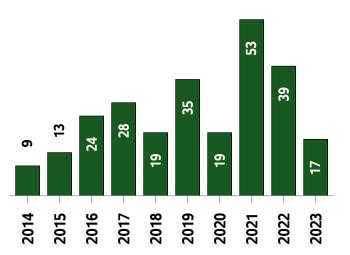
MLS® HPI Apartment Benchmark Price and Average Price



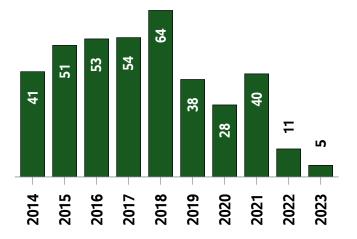




Sales Activity (June Year-to-date)

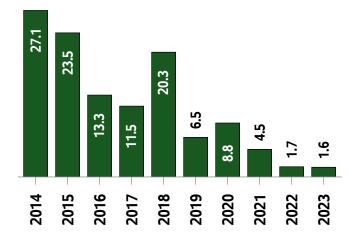


Active Listings ¹(June Year-to-date)



New Listings (June Year-to-date)

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



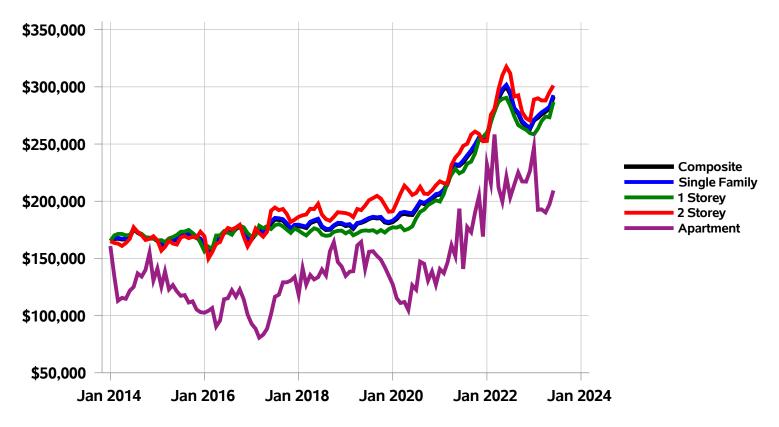
¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year. ² Average active listings January to the current month / average sales January to the current month.





MLS [®] Home Price Index Benchmark Price								
			percentage change vs.					
Benchmark Type:	June 2023	1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago	
Composite	\$291,400	3.7	5.5	10.6	-3.0	54.8	58.6	
Single Family	\$292,800	3.6	5.4	10.9	-3.0	54.6	58.5	
One Storey	\$286,800	4.9	6.2	10.5	-1.2	61.1	63.8	
Two Storey	\$301,200	2.0	4.5	11.3	-5.1	46.6	52.4	
Apartment	\$209,400	6.2	8.6	-7.5	-5.4	65.5	56.7	







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