



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





### Saint John and Area MLS® Residential Market Activity



		Compared to <sup>8</sup>					
Actual	July 2023	July 2022	July 2021	July 2020	July 2018	July 2016	July 2013
Sales Activity	187	-16.9%	-38.1%	-32.7%	-26.4%	-10.1%	-4.1%
Dollar Volume	\$61,762,492	-1.2%	-17.0%	9.7%	30.0%	77.1%	85.8%
New Listings	278	-10.9%	-19.2%	-24.0%	-30.3%	-26.8%	-36.5%
Active Listings	589	-13.0%	-22.5%	-43.3%	-66.6%	-72.7%	-73.5%
Sales to New Listings Ratio 1	67.3	72.1	87.8	76.0	63.7	54.7	44.5
Months of Inventory <sup>2</sup>	3.1	3.0	2.5	3.7	6.9	10.4	11.4
Average Price	\$330,281	18.9%	34.0%	63.1%	76.6%	97.0%	93.8%
Median Price	\$300,000	15.4%	36.1%	70.5%	83.3%	96.7%	89.9%
Sale to List Price Ratio <sup>3</sup>	104.9	103.0	100.3	96.1	94.1	92.4	93.3
Median Days on Market	23.0	27.0	31.0	41.5	70.5	67.5	84.0

		Compared to <sup>8</sup>					
Year-to-date	July 2023	July 2022	July 2021	July 2020	July 2018	July 2016	July 2013
Sales Activity	1,108	-28.4%	-40.6%	-16.1%	-4.9%	-0.2%	12.4%
Dollar Volume	\$335,574,825	-27.1%	-27.9%	32.8%	56.1%	80.8%	94.0%
New Listings	1,580	-24.8%	-29.9%	-14.0%	-37.8%	-46.5%	-44.8%
Active Listings ⁴	493	-4.9%	-29.9%	-51.1%	-69.6%	-74.3%	-74.3%
Sales to New Listings Ratio 5	70.1	73.6	82.7	71.9	45.9	37.6	34.5
Months of Inventory 6	3.1	2.3	2.6	5.3	9.7	12.1	13.6
Average Price	\$302,865	1.9%	21.3%	58.4%	64.2%	81.2%	72.6%
Median Price	\$280,000	2.8%	33.3%	67.7%	75.0%	86.7%	75.0%
Sale to List Price Ratio <sup>7</sup>	102.9	106.2	99.2	94.7	93.6	92.8	93.6
Median Days on Market	23.0	22.0	31.0	52.0	69.0	76.0	83.0

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

Source: Canadian MLS® Systems, CREA

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

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

<sup>&</sup>lt;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.

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

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

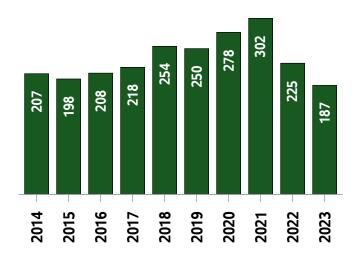
<sup>8</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



### Saint John and Area MLS® Residential Market Activity

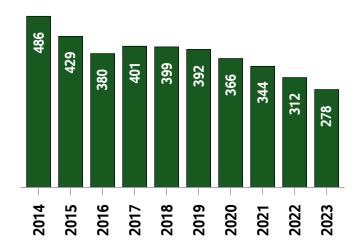


Sales Activity (July only)

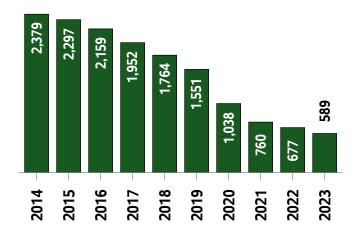


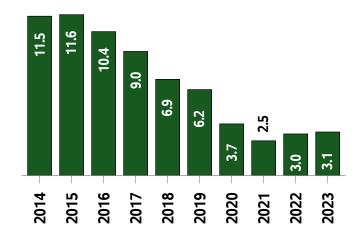
**Active Listings (July only)** 



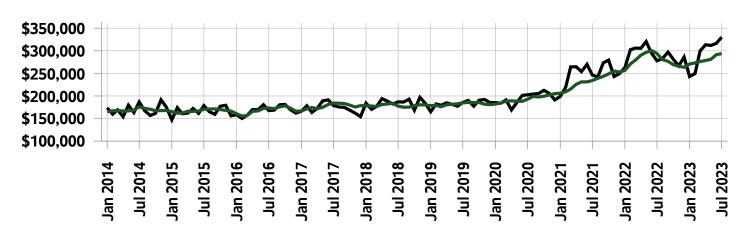


Months of Inventory (July only)





MLS® HPI Composite Benchmark Price and Average Price

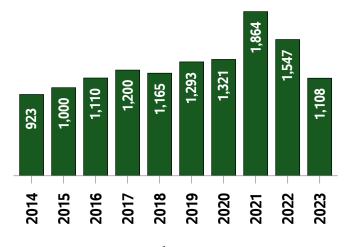




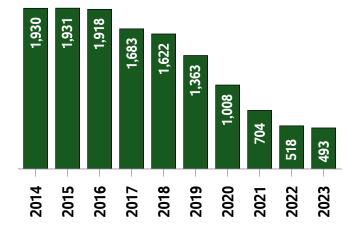
## Saint John and Area MLS® Residential Market Activity



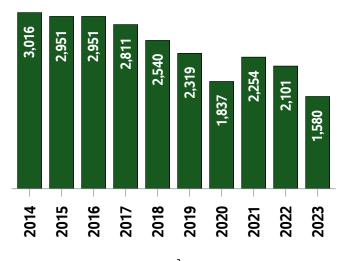
#### Sales Activity (July Year-to-date)



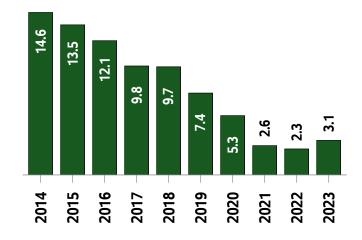
Active Listings (July Year-to-date)



#### **New Listings (July Year-to-date)**



Months of Inventory <sup>2</sup>(July Year-to-date)



<sup>&</sup>lt;sup>1</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>&</sup>lt;sup>2</sup> 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 <sup>8</sup>					
Actual	July 2023	July 2022	July 2021	July 2020	July 2018	July 2016	July 2013
Sales Activity	147	-18.8%	-38.5%	-35.2%	-30.7%	-6.4%	-1.3%
Dollar Volume	\$52,188,959	-2.2%	-17.5%	5.8%	28.1%	83.7%	90.6%
New Listings	219	-2.2%	-17.4%	-28.9%	-28.2%	-18.6%	-24.7%
Active Listings	461	-10.1%	-19.4%	-45.1%	-64.9%	-67.9%	-69.7%
Sales to New Listings Ratio 1	67.1	80.8	90.2	73.7	69.5	58.4	51.2
Months of Inventory 2	3.1	2.8	2.4	3.7	6.2	9.1	10.2
Average Price	\$355,027	20.5%	34.2%	63.4%	84.7%	96.2%	93.2%
Median Price	\$320,000	18.5%	39.7%	64.1%	88.2%	102.5%	86.6%
Sale to List Price Ratio <sup>3</sup>	105.0	103.4	100.6	96.5	94.5	93.3	93.7
Median Days on Market	22.0	26.0	33.0	40.0	69.5	57.0	83.0

		Compared to <sup>8</sup>					
Year-to-date	July 2023	July 2022	July 2021	July 2020	July 2018	July 2016	July 2013
Sales Activity	856	-27.5%	-41.1%	-20.4%	-5.6%	6.2%	14.6%
Dollar Volume	\$277,302,220	-25.6%	-28.4%	25.9%	57.9%	93.9%	99.2%
New Listings	1,207	-24.1%	-30.1%	-19.4%	-37.7%	-41.2%	-40.3%
Active Listings ⁴	387	-1.5%	-27.3%	-50.6%	-66.3%	-69.4%	-70.6%
Sales to New Listings Ratio 5	70.9	74.3	84.2	71.8	46.8	39.3	36.9
Months of Inventory 6	3.2	2.3	2.6	5.1	8.9	11.0	12.4
Average Price	\$323,951	2.6%	21.6%	58.2%	67.3%	82.6%	73.8%
Median Price	\$300,000	5.3%	33.3%	66.7%	76.5%	87.6%	77.0%
Sale to List Price Ratio 7	103.2	106.1	99.3	95.2	94.1	93.3	93.8
Median Days on Market	22.0	22.0	30.0	49.0	62.0	64.0	76.0

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

Source: Canadian MLS® Systems, CREA

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

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

<sup>&</sup>lt;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.

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

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

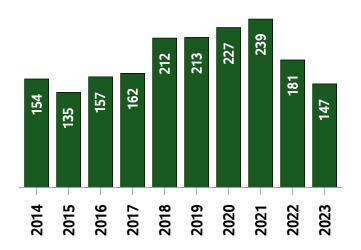
<sup>8</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



### Saint John and Area MLS® Single Family Market Activity

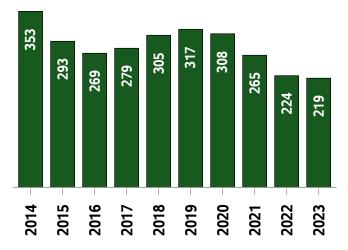


Sales Activity (July only)

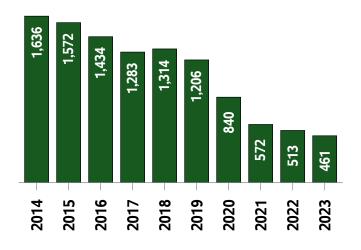


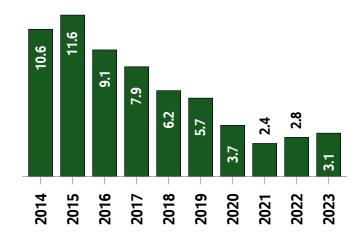
**Active Listings (July only)** 

New Listings (July only)

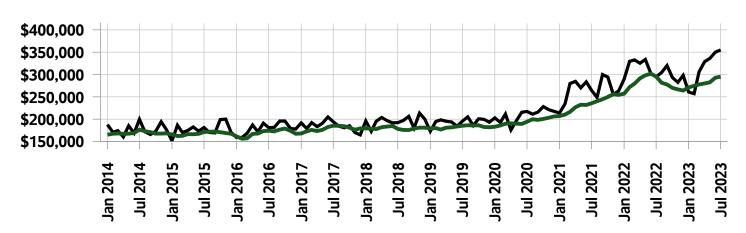


Months of Inventory (July only)





MLS® HPI Single Family Benchmark Price and Average Price

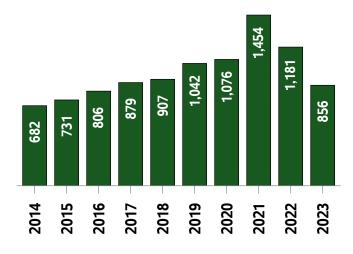




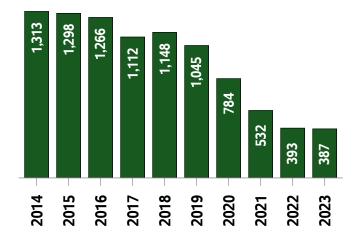
### Saint John and Area MLS® Single Family Market Activity



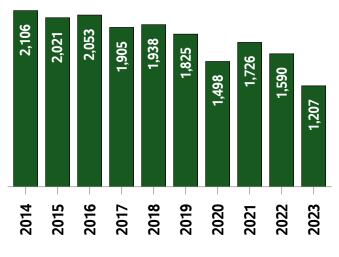
#### Sales Activity (July Year-to-date)



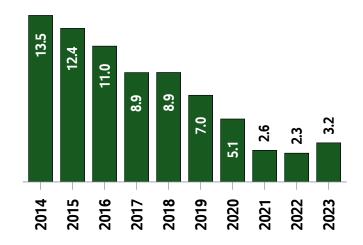
Active Listings (July Year-to-date)



#### **New Listings (July Year-to-date)**



Months of Inventory <sup>2</sup>(July Year-to-date)



<sup>&</sup>lt;sup>1</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>&</sup>lt;sup>2</sup> 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 <sup>8</sup>					
Actual	July 2023	July 2022	July 2021	July 2020	July 2018	July 2016	July 2013
Sales Activity	2	-71.4%	-85.7%	-71.4%	-66.7%	0.0%	100.0%
Dollar Volume	\$570,000	-54.3%	-80.7%	-60.8%	-32.6%	140.5%	411.2%
New Listings	2	-75.0%	-84.6%	-80.0%	-85.7%	-86.7%	-81.8%
Active Listings	8	-20.0%	-77.8%	-75.8%	-85.5%	-84.3%	-84.0%
Sales to New Listings Ratio 1	100.0	87.5	107.7	70.0	42.9	13.3	9.1
Months of Inventory <sup>2</sup>	4.0	1.4	2.6	4.7	9.2	25.5	50.0
Average Price	\$285,000	60.0%	35.2%	37.1%	102.2%	140.5%	155.6%
Median Price	\$285,000	50.0%	49.0%	41.8%	92.6%	140.5%	155.6%
Sale to List Price Ratio <sup>3</sup>	103.7	102.5	96.7	97.1	92.2	94.8	96.2
Median Days on Market	33.0	30.0	62.5	25.0	76.0	45.5	224.0

		Compared to <sup>8</sup>					
Year-to-date	July 2023	July 2022	July 2021	July 2020	July 2018	July 2016	July 2013
Sales Activity	19	-58.7%	-71.6%	-26.9%	-24.0%	-26.9%	35.7%
Dollar Volume	\$5,873,100	-46.0%	-55.1%	25.1%	44.4%	90.9%	141.2%
New Listings	27	-42.6%	-65.8%	-34.1%	-55.7%	-58.5%	-59.1%
Active Listings ⁴	5	-53.3%	-87.3%	-82.5%	-92.1%	-90.6%	-88.2%
Sales to New Listings Ratio 5	70.4	97.9	84.8	63.4	41.0	40.0	21.2
Months of Inventory 6	1.8	1.6	4.1	7.7	17.6	14.3	21.2
Average Price	\$309,111	30.8%	58.4%	71.2%	90.1%	161.2%	77.7%
Median Price	\$250,000	18.2%	47.1%	58.2%	78.6%	98.0%	98.4%
Sale to List Price Ratio <sup>7</sup>	100.9	103.3	97.0	95.3	94.5	93.1	95.3
Median Days on Market	26.0	25.0	48.0	63.0	78.0	97.5	45.5

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

Source: Canadian MLS® Systems, CREA

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

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

<sup>&</sup>lt;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.

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

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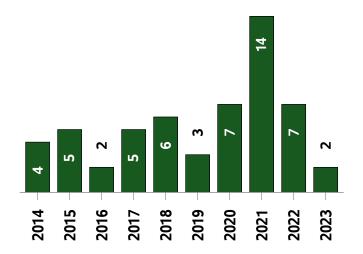
<sup>8</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



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

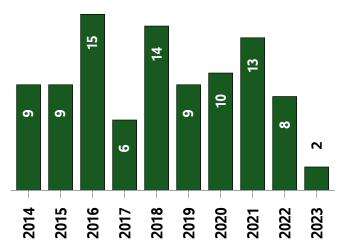


Sales Activity (July only)

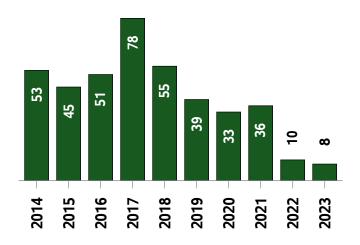


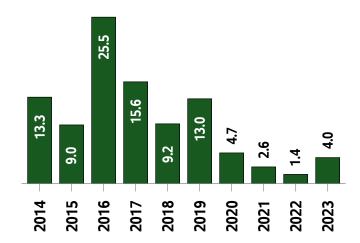
**Active Listings (July only)** 

New Listings (July only)

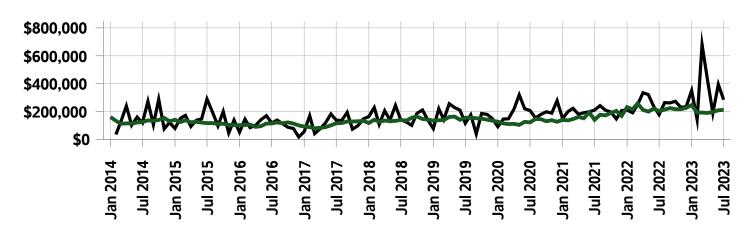


Months of Inventory (July only)





MLS® HPI Apartment Benchmark Price and Average Price

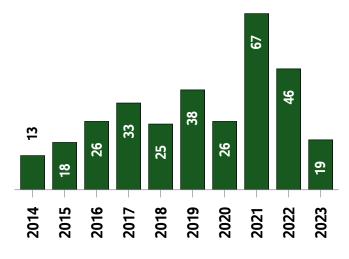




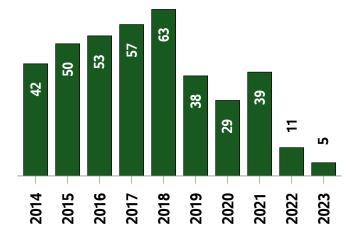
### Saint John and Area MLS® Apartment Market Activity



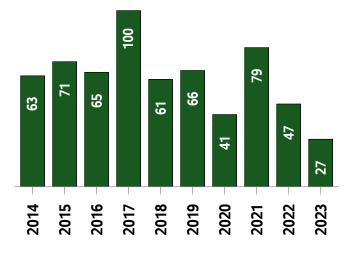




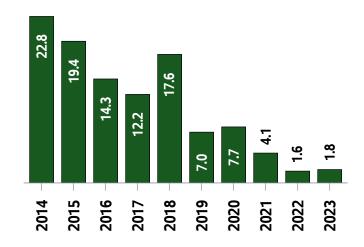
**Active Listings** ¹(July Year-to-date)



#### **New Listings (July Year-to-date)**



Months of Inventory <sup>2</sup>(July Year-to-date)



<sup>&</sup>lt;sup>1</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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.



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



	MLS <sup>®</sup> Home Price Index Benchmark Price							
			percentage change vs.					
Benchmark Type:	July 2023	1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago	
Composite	\$293,800	0.8	5.5	8.5	-0.1	52.2	65.5	
Single Family	\$295,200	0.8	5.4	8.8	-0.1	51.9	65.7	
One Storey	\$287,000	0.1	4.7	11.0	1.2	55.1	68.0	
Two Storey	\$306,800	1.9	6.5	6.2	-1.6	48.1	62.9	
Apartment	\$212,500	1.5	11.7	-14.0	4.5	73.2	51.5	

### 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 ♠ **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.)	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



# **Saint John and Area**MLS® 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.)	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