



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





Saint John and Area MLS® Residential Market Activity



		Compared to ⁸					
Actual	August 2023	August 2022	August 2021	August 2020	August 2018	August 2016	August 2013
Sales Activity	226	1.8%	-19.9%	-22.1%	2.7%	-12.1%	56.9%
Dollar Volume	\$73,715,004	17.5%	8.0%	24.5%	79.6%	70.0%	190.9%
New Listings	237	-25.2%	-27.7%	-34.9%	-31.5%	-34.7%	-32.7%
Active Listings	545	-22.7%	-27.8%	-47.5%	-68.6%	-73.7%	-75.2%
Sales to New Listings Ratio 1	95.4	70.0	86.0	79.7	63.6	70.8	40.9
Months of Inventory ²	2.4	3.2	2.7	3.6	7.9	8.1	15.3
Average Price	\$326,173	15.4%	34.8%	59.7%	74.8%	93.3%	85.4%
Median Price	\$297,450	18.7%	41.0%	70.0%	81.4%	98.3%	87.7%
Sale to List Price Ratio ³	104.2	101.5	99.2	96.3	93.9	93.1	93.9
Median Days on Market	26.0	27.0	32.5	36.0	74.5	75.0	74.5

		Compared to °					
Year-to-date	August 2023	August 2022	August 2021	August 2020	August 2018	August 2016	August 2013
Sales Activity	1,332	-24.7%	-37.9%	-17.3%	-3.8%	-2.6%	17.9%
Dollar Volume	\$408,828,945	-21.8%	-23.4%	31.1%	59.7%	78.6%	106.2%
New Listings	1,818	-24.8%	-29.6%	-17.4%	-37.0%	-45.1%	-43.4%
Active Listings ⁴	511	-5.7%	-28.0%	-49.5%	-68.8%	-73.6%	-73.9%
Sales to New Listings Ratio 5	73.3	73.2	83.1	73.2	48.0	41.2	35.2
Months of Inventory 6	3.1	2.4	2.6	5.0	9.4	11.3	13.8
Average Price	\$306,929	3.9%	23.4%	58.6%	66.1%	83.3%	74.9%
Median Price	\$282,178	4.5%	34.3%	67.0%	76.4%	88.1%	76.4%
Sale to List Price Ratio 7	103.1	105.6	99.2	95.0	93.7	92.9	93.6
Median Days on Market	23.0	23.0	31.0	47.0	70.0	76.0	82.0

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.

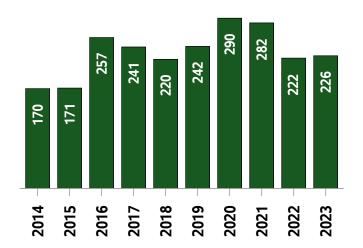
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



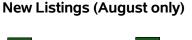
Saint John and Area MLS® Residential Market Activity

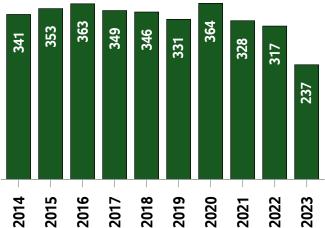


Sales Activity (August only)

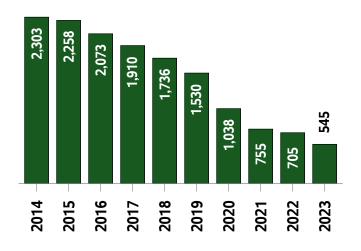


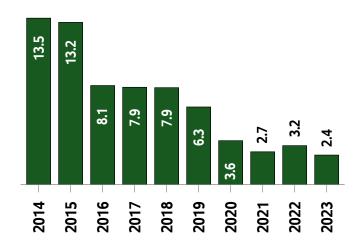
Active Listings (August only)



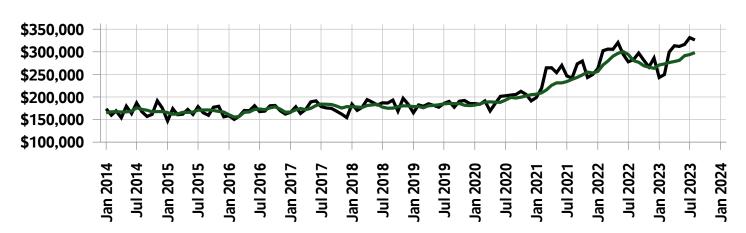


Months of Inventory (August only)





MLS® HPI Composite Benchmark Price and Average Price

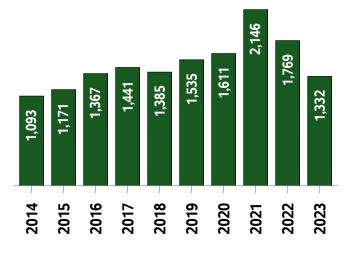




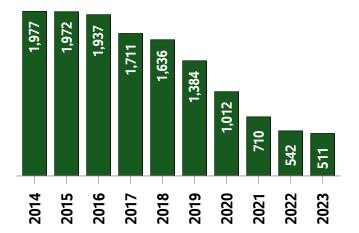
Saint John and Area MLS® Residential Market Activity



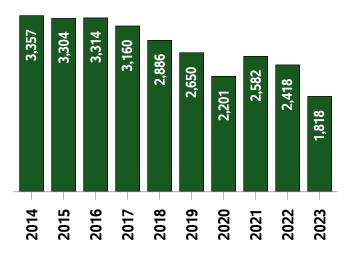
Sales Activity (August Year-to-date)



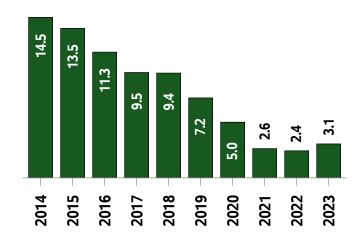
Active Listings (August Year-to-date)



New Listings (August Year-to-date)



Months of Inventory ²(August 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 ⁸					
Actual	August 2023	August 2022	August 2021	August 2020	August 2018	August 2016	August 2013
Sales Activity	174	2.4%	-24.0%	-31.5%	2.4%	-10.8%	62.6%
Dollar Volume	\$61,812,760	19.4%	8.6%	15.2%	84.6%	74.7%	230.3%
New Listings	176	-29.9%	-30.7%	-37.4%	-36.5%	-32.0%	-26.7%
Active Listings	431	-21.6%	-22.9%	-47.1%	-67.0%	-68.8%	-71.2%
Sales to New Listings Ratio 1	98.9	67.7	90.2	90.4	61.4	75.3	44.6
Months of Inventory 2	2.5	3.2	2.4	3.2	7.7	7.1	14.0
Average Price	\$355,246	16.7%	42.9%	68.2%	80.3%	95.8%	103.1%
Median Price	\$328,000	18.8%	45.8%	81.7%	96.4%	105.0%	107.6%
Sale to List Price Ratio ³	104.7	102.1	99.8	96.3	94.1	93.8	93.8
Median Days on Market	25.0	27.0	31.0	35.5	79.5	68.0	77.0

		Compared to °					
Year-to-date	August 2023	August 2022	August 2021	August 2020	August 2018	August 2016	August 2013
Sales Activity	1,028	-23.9%	-38.9%	-22.7%	-4.5%	2.7%	20.4%
Dollar Volume	\$338,654,096	-20.2%	-23.8%	23.6%	62.0%	89.8%	114.4%
New Listings	1,384	-24.8%	-30.1%	-22.2%	-37.5%	-40.1%	-38.8%
Active Listings ⁴	402	-2.6%	-24.9%	-48.9%	-65.6%	-68.6%	-70.0%
Sales to New Listings Ratio 5	74.3	73.4	85.0	74.8	48.6	43.3	37.8
Months of Inventory 6	3.1	2.4	2.5	4.7	8.7	10.2	12.6
Average Price	\$329,430	4.8%	24.8%	59.9%	69.7%	84.9%	78.1%
Median Price	\$304,000	7.8%	35.1%	68.9%	78.8%	90.0%	81.5%
Sale to List Price Ratio 7	103.4	105.6	99.3	95.4	94.1	93.4	93.8
Median Days on Market	23.0	22.0	31.0	45.0	64.0	66.0	77.0

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.

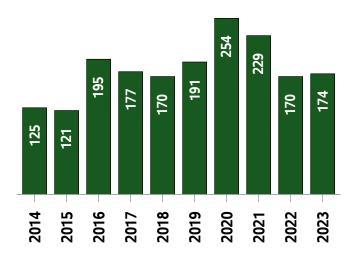
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



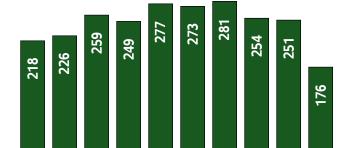
Saint John and Area MLS® Single Family Market Activity



Sales Activity (August only)



Active Listings (August only)



New Listings (August only)

Months of Inventory (August only)

2018

2019

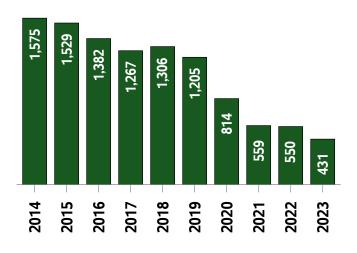
2020

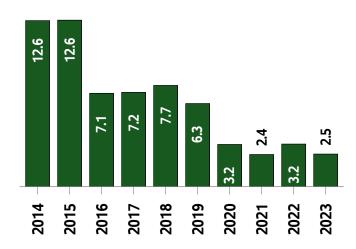
2021

2022

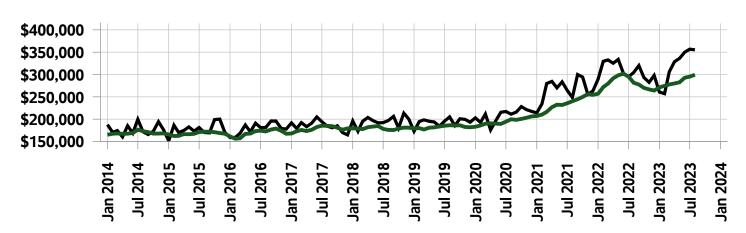
2016

2017





MLS® HPI Single Family Benchmark Price and Average Price

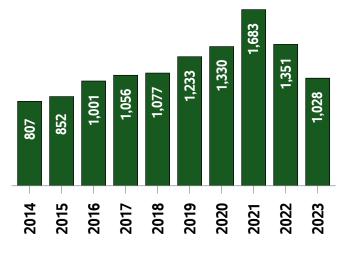




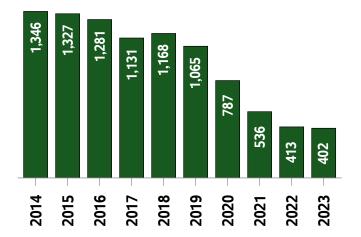
Saint John and Area MLS® Single Family Market Activity



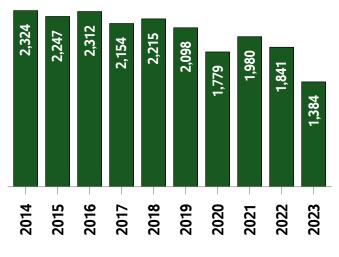
Sales Activity (August Year-to-date)



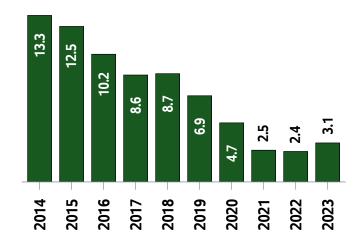
Active Listings (August Year-to-date)



New Listings (August Year-to-date)



Months of Inventory ²(August 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	August 2023	August 2022	August 2021	August 2020	August 2018	August 2016	August 2013
Sales Activity	11	22.2%	-8.3%	175.0%	450.0%	266.7%	175.0%
Dollar Volume	\$3,002,000	26.3%	3.2%	387.5%	1,096.0%	619.0%	280.6%
New Listings	11	175.0%	37.5%	0.0%	22.2%	266.7%	-8.3%
Active Listings	7	40.0%	-77.4%	-81.6%	-88.3%	-85.7%	-86.3%
Sales to New Listings Ratio 1	100.0	225.0	150.0	36.4	22.2	100.0	33.3
Months of Inventory ²	0.6	0.6	2.6	9.5	30.0	16.3	12.8
Average Price	\$272,909	3.4%	12.5%	77.3%	117.5%	96.1%	38.4%
Median Price	\$260,000	7.0%	13.0%	130.3%	107.2%	176.6%	32.7%
Sale to List Price Ratio ³	101.0	101.7	100.0	92.3	95.1	90.6	96.6
Median Days on Market	52.0	18.0	45.0	58.5	45.0	84.0	93.0

		Compared to ⁸					
Year-to-date	August 2023	August 2022	August 2021	August 2020	August 2018	August 2016	August 2013
Sales Activity	30	-45.5%	-62.0%	0.0%	11.1%	3.4%	66.7%
Dollar Volume	\$8,875,100	-33.0%	-44.5%	67.1%	105.6%	154.0%	175.3%
New Listings	38	-25.5%	-56.3%	-26.9%	-45.7%	-44.1%	-51.3%
Active Listings 4	5	-46.3%	-85.9%	-81.9%	-91.4%	-89.8%	-87.6%
Sales to New Listings Ratio 5	78.9	107.8	90.8	57.7	38.6	42.6	23.1
Months of Inventory 6	1.4	1.5	3.9	7.9	18.6	14.5	19.3
Average Price	\$295,837	22.8%	46.2%	67.1%	85.0%	145.5%	65.2%
Median Price	\$255,000	15.4%	44.1%	70.6%	83.5%	103.2%	89.0%
Sale to List Price Ratio ⁷	101.0	103.0	97.5	94.9	94.6	92.8	95.6
Median Days on Market	26.0	23.0	48.0	63.0	70.0	94.0	45.5

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.

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

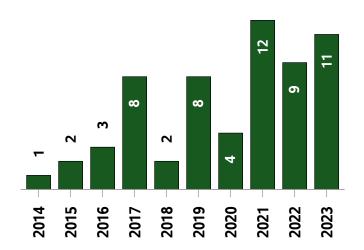
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



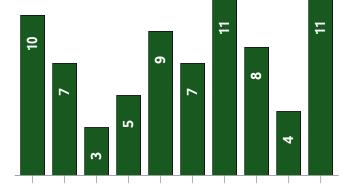
Saint John and Area MLS® Apartment Market Activity



Sales Activity (August only)



Active Listings (August only)



New Listings (August only)

Months of Inventory (August only)

2018

2017

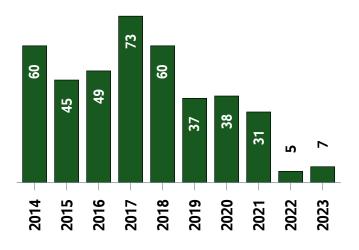
2019

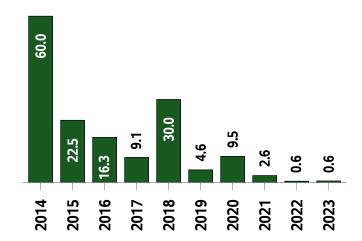
2020

2021

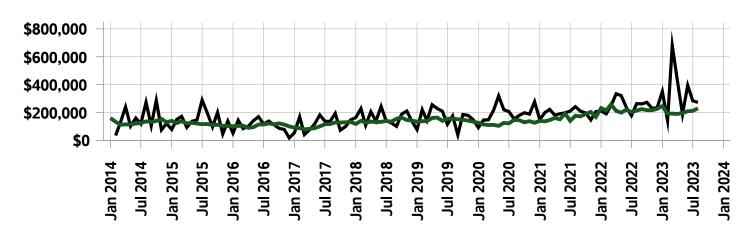
2022

2016





MLS® HPI Apartment Benchmark Price and Average Price

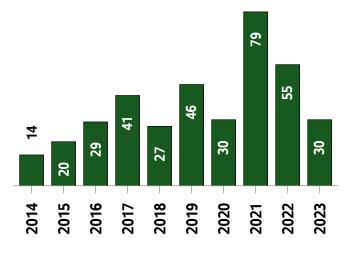




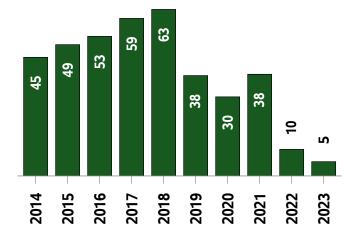
Saint John and Area MLS® Apartment Market Activity



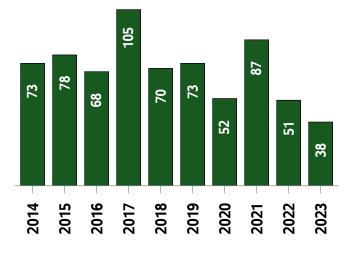
Sales Activity (August Year-to-date)



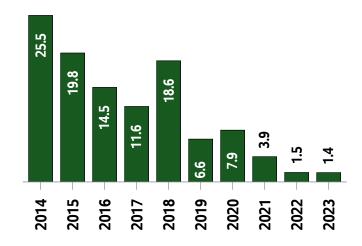
Active Listings (August Year-to-date)



New Listings (August Year-to-date)



Months of Inventory ²(August 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:	August 2023	1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago	
Composite	\$298,300	1.5	6.1	9.2	6.3	49.9	70.4	
Single Family	\$299,500	1.5	6.0	9.0	6.4	49.9	70.3	
One Storey	\$290,600	1.3	6.3	10.3	5.9	52.4	71.2	
Two Storey	\$312,200	1.8	5.8	7.7	7.1	46.8	69.4	
Apartment	\$230,600	8.5	17.0	19.8	7.6	56.7	70.7	

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.)	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 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.)	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 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.)	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