



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





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



		Compared to <sup>8</sup>					
Actual	September 2023	September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	186	-10.1%	-32.6%	-34.3%	-1.6%	13.4%	26.5%
Dollar Volume	\$55,018,474	-10.6%	-27.1%	-5.4%	50.8%	85.9%	119.6%
New Listings	262	-2.6%	-10.3%	-16.8%	-12.4%	-20.6%	-23.2%
Active Listings	549	-20.5%	-22.2%	-45.6%	-67.2%	-72.5%	-73.9%
Sales to New Listings Ratio 1	71.0	77.0	94.5	89.8	63.2	49.7	43.1
Months of Inventory <sup>2</sup>	3.0	3.3	2.6	3.6	8.9	12.2	14.3
Average Price	\$295,798	-0.5%	8.2%	44.0%	53.2%	63.9%	73.6%
Median Price	\$275,000	1.9%	19.6%	51.1%	65.7%	68.7%	80.3%
Sale to List Price Ratio <sup>3</sup>	103.9	100.2	99.3	95.8	93.7	92.6	93.0
Median Days on Market	24.0	29.0	36.5	41.0	68.0	98.5	93.0

		Compared to °					
Year-to-date	September 2023	September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	1,515	-23.3%	-37.4%	-20.0%	-3.7%	-1.0%	18.6%
Dollar Volume	\$463,141,919	-20.7%	-24.0%	25.2%	58.4%	79.2%	107.4%
New Listings	2,082	-22.5%	-27.6%	-17.2%	-34.6%	-42.9%	-41.4%
Active Listings <sup>⁴</sup>	524	-6.2%	-26.2%	-48.3%	-68.1%	-73.1%	-73.4%
Sales to New Listings Ratio 5	72.8	73.5	84.3	75.3	49.4	42.0	35.9
Months of Inventory 6	3.1	2.5	2.6	4.8	9.4	11.4	13.9
Average Price	\$305,704	3.4%	21.5%	56.5%	64.5%	81.0%	74.8%
Median Price	\$280,000	3.7%	30.2%	64.7%	74.7%	84.8%	75.5%
Sale to List Price Ratio 7	103.2	105.0	99.2	95.1	93.7	92.9	93.6
Median Days on Market	23.0	23.0	32.0	46.0	69.5	77.0	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.

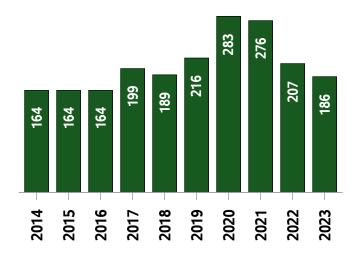
<sup>8</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



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

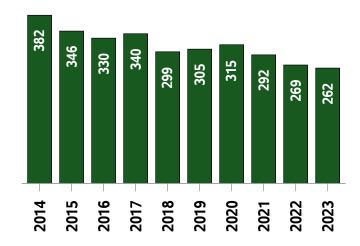


**Sales Activity (September only)** 

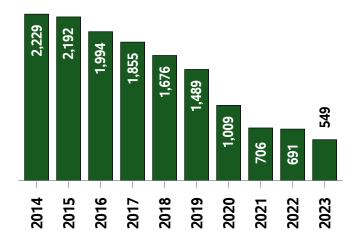


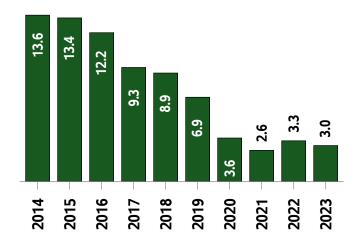
**Active Listings (September only)** 



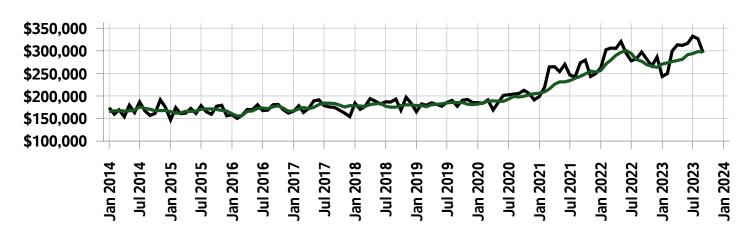


Months of Inventory (September only)





MLS® HPI Composite Benchmark Price and Average Price

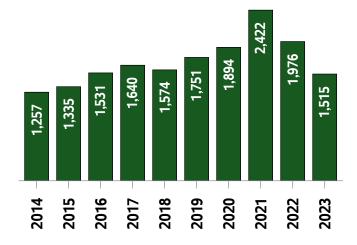




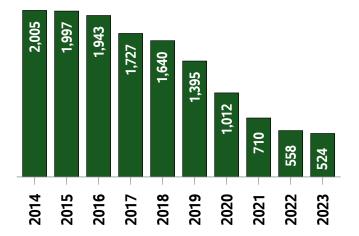
## Saint John and Area MLS® Residential Market Activity



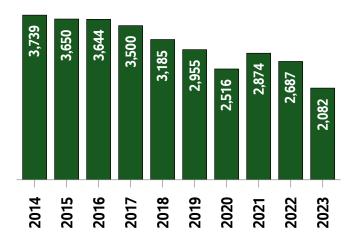
#### **Sales Activity (September Year-to-date)**



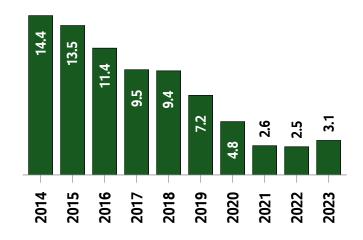
Active Listings (September Year-to-date)



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



Months of Inventory <sup>2</sup>(September 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	September 2023	September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	141	-12.4%	-32.5%	-39.7%	-7.8%	24.8%	27.0%
Dollar Volume	\$43,906,691	-14.8%	-30.0%	-13.1%	39.1%	98.5%	139.0%
New Listings	204	-8.9%	-9.7%	-12.8%	-17.1%	-9.3%	-16.0%
Active Listings	432	-22.0%	-19.4%	-43.5%	-65.8%	-67.5%	-69.8%
Sales to New Listings Ratio 1	69.1	71.9	92.5	100.0	62.2	50.2	45.7
Months of Inventory <sup>2</sup>	3.1	3.4	2.6	3.3	8.3	11.8	12.9
Average Price	\$311,395	-2.7%	3.8%	44.2%	50.9%	59.1%	88.1%
Median Price	\$281,940	-1.1%	13.9%	47.6%	56.6%	56.6%	91.1%
Sale to List Price Ratio <sup>3</sup>	102.9	100.4	99.8	96.3	93.7	93.5	93.1
Median Days on Market	23.0	29.0	33.0	45.0	70.0	91.0	83.0

		Compared to <sup>8</sup>					
Year-to-date	September 2023	September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	1,167	-22.8%	-38.3%	-25.4%	-5.1%	4.8%	20.9%
Dollar Volume	\$382,115,287	-19.8%	-24.6%	17.8%	58.8%	90.6%	116.7%
New Listings	1,589	-23.1%	-28.0%	-21.1%	-35.4%	-37.4%	-36.6%
Active Listings ⁴	411	-4.2%	-23.4%	-47.7%	-65.2%	-68.1%	-69.6%
Sales to New Listings Ratio 5	73.4	73.2	85.8	77.7	50.0	43.9	38.5
Months of Inventory 6	3.2	2.6	2.5	4.5	8.6	10.4	12.6
Average Price	\$327,434	4.0%	22.2%	57.8%	67.4%	81.9%	79.2%
Median Price	\$300,000	5.5%	32.7%	65.3%	75.4%	87.1%	81.8%
Sale to List Price Ratio 7	103.4	105.1	99.4	95.5	94.0	93.4	93.7
Median Days on Market	23.0	23.0	31.0	45.0	64.0	68.0	77.0

<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.

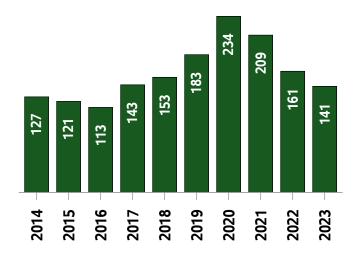
<sup>8</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



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

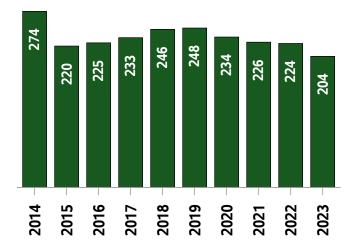


Sales Activity (September only)

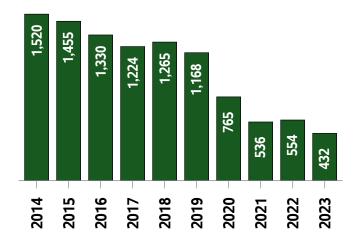


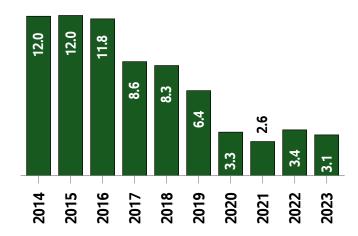
**Active Listings (September only)** 



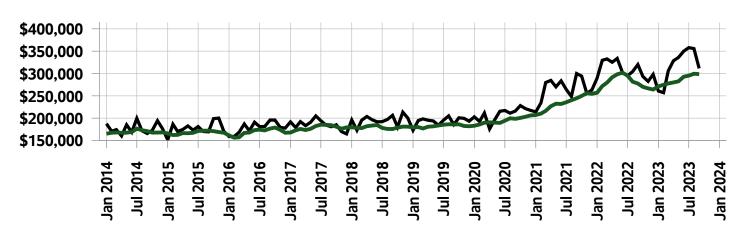


**Months of Inventory (September only)** 





MLS® HPI Single Family Benchmark Price and Average Price

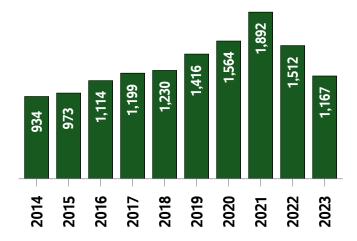




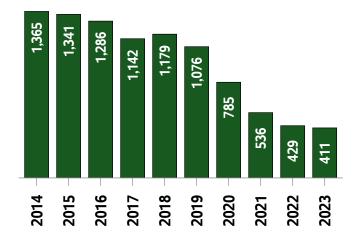
## Saint John and Area MLS® Single Family Market Activity



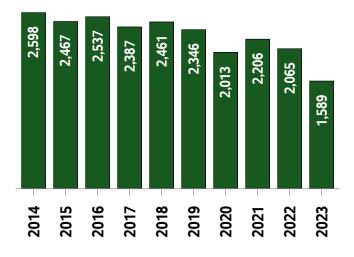
#### **Sales Activity (September Year-to-date)**



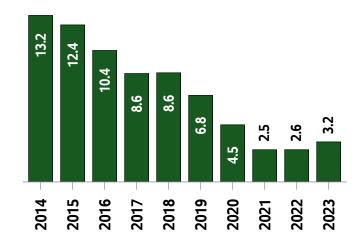
**Active Listings** <sup>1</sup>(September Year-to-date)



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



Months of Inventory <sup>2</sup>(September 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	September 2023	September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	7	133.3%	-36.4%	-22.2%	75.0%	_	600.0%
Dollar Volume	\$1,539,000	95.6%	-33.2%	-5.0%	279.1%	_	1,554.8%
New Listings	8	33.3%	33.3%	33.3%	300.0%	-42.9%	100.0%
Active Listings	8	0.0%	-61.9%	-76.5%	-85.7%	-85.5%	-84.0%
Sales to New Listings Ratio 1	87.5	50.0	183.3	150.0	200.0	_	25.0
Months of Inventory <sup>2</sup>	1.1	2.7	1.9	3.8	14.0	_	50.0
Average Price	\$219,857	-16.2%	4.9%	22.1%	116.6%	_	136.4%
Median Price	\$223,000	-24.4%	43.9%	66.4%	141.1%	_	139.8%
Sale to List Price Ratio <sup>3</sup>	109.0	99.7	96.4	93.9	90.2	_	95.0
Median Days on Market	17.0	22.0	105.0	21.0	91.5	_	69.0

		Compared to °					
Year-to-date	September 2023	September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	37	-36.2%	-58.9%	-5.1%	19.4%	27.6%	94.7%
Dollar Volume	\$10,414,100	-25.8%	-43.1%	50.3%	120.5%	198.0%	214.0%
New Listings	46	-19.3%	-50.5%	-20.7%	-36.1%	-43.9%	-43.9%
Active Listings ⁴	6	-42.0%	-84.4%	-81.3%	-90.8%	-89.3%	-87.2%
Sales to New Listings Ratio 5	80.4	101.8	96.8	67.2	43.1	35.4	23.2
Months of Inventory 6	1.4	1.5	3.6	7.0	18.0	16.4	20.9
Average Price	\$281,462	16.3%	38.5%	58.4%	84.7%	133.6%	61.2%
Median Price	\$250,000	12.1%	42.0%	74.8%	80.0%	99.2%	95.3%
Sale to List Price Ratio <sup>7</sup>	102.5	102.9	97.3	94.6	94.0	92.8	95.5
Median Days on Market	23.0	23.0	51.5	38.0	78.0	94.0	56.0

<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.

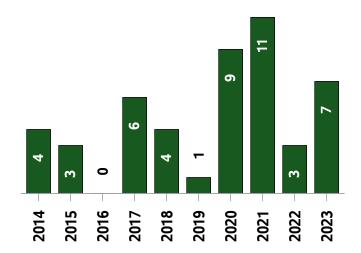
<sup>8</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



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

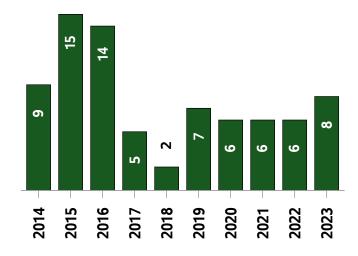


**Sales Activity (September only)** 

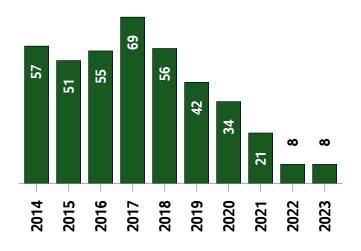


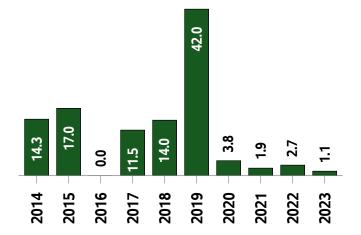
**Active Listings (September only)** 

**New Listings (September only)** 

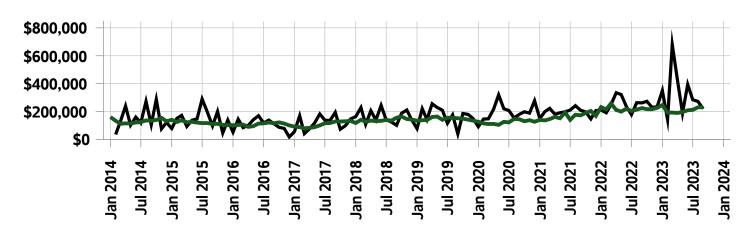


**Months of Inventory (September only)** 





MLS® HPI Apartment Benchmark Price and Average Price

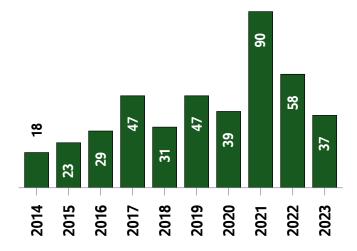




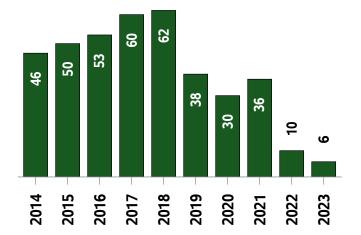
## Saint John and Area MLS® Apartment Market Activity



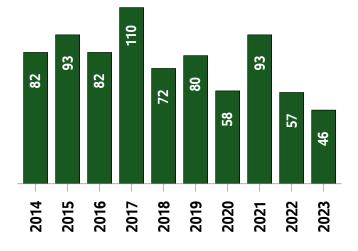
**Sales Activity (September Year-to-date)** 



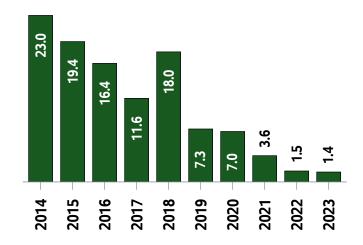
**Active Listings** <sup>1</sup>(September Year-to-date)



**New Listings (September Year-to-date)** 



Months of Inventory <sup>2</sup>(September 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® Home Price Index Benchmark Price							
			percentage change vs.					
Benchmark Type:	September 2023	1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago	
Composite	\$297,400	-0.3	2.1	7.7	7.4	50.4	69.7	
Single Family	\$298,600	-0.3	2.0	7.5	7.6	50.4	69.9	
One Storey	\$284,900	-2.0	-0.7	5.5	6.9	47.8	67.4	
Two Storey	\$318,400	2.0	5.7	10.5	8.8	54.1	74.1	
Apartment	\$232,600	0.9	11.1	20.6	3.3	60.1	48.9	

#### 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