



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





Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	162	-19.4%	-43.8%	-43.8%	-16.5%	-1.2%	22.7%
Dollar Volume	\$48,298,886	-14.6%	-40.0%	-21.1%	47.8%	62.5%	136.7%
New Listings	219	10.1%	-30.3%	-25.8%	-22.1%	-17.4%	-28.9%
Active Listings	541	-10.7%	-16.5%	-42.3%	-66.0%	-70.4%	-73.0%
Sales to New Listings Ratio ¹	74.0	101.0	91.7	97.6	69.0	61.9	42.9
Months of Inventory ²	3.3	3.0	2.3	3.3	8.2	11.1	15.2
Average Price	\$298,141	5.9%	6.7%	40.3%	77.0%	64.5%	92.9%
Median Price	\$282,500	6.6%	15.3%	52.7%	77.7%	81.4%	91.3%
Sale to List Price Ratio ³	104.2	100.1	100.6	95.4	94.2	93.0	93.3
Median Days on Market	23.0	30.0	29.5	39.5	70.5	93.0	92.0

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	1,676	-23.0%	-38.2%	-23.2%	-5.2%	-1.1%	18.9%
Dollar Volume	\$510,797,631	-20.3%	-25.9%	18.5%	57.1%	77.2%	109.5%
New Listings	2,301	-20.3%	-27.8%	-18.1%	-33.6%	-41.1%	-40.4%
Active Listings ⁴	531	-5.7%	-24.5%	-47.1%	-67.5%	-72.5%	-73.1%
Sales to New Listings Ratio ⁵	72.8	75.4	85.0	77.6	51.0	43.4	36.5
Months of Inventory ⁶	3.2	2.6	2.6	4.6	9.2	11.4	14.0
Average Price	\$304,772	3.5%	19.7%	54.2%	65.7%	79.2%	76.2%
Median Price	\$280,000	3.7%	28.4%	62.8%	75.0%	84.2%	77.3%
Sale to List Price Ratio ⁷	103.3	104.6	99.4	95.1	93.7	92.9	93.5
Median Days on Market	23.0	24.0	31.0	45.0	70.0	79.0	84.0

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.

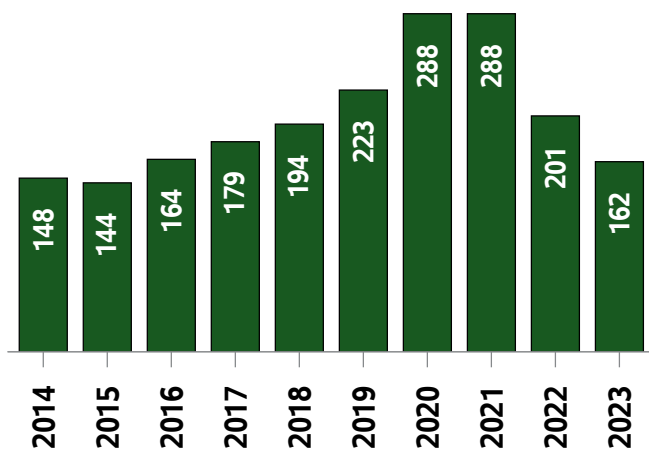
⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

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

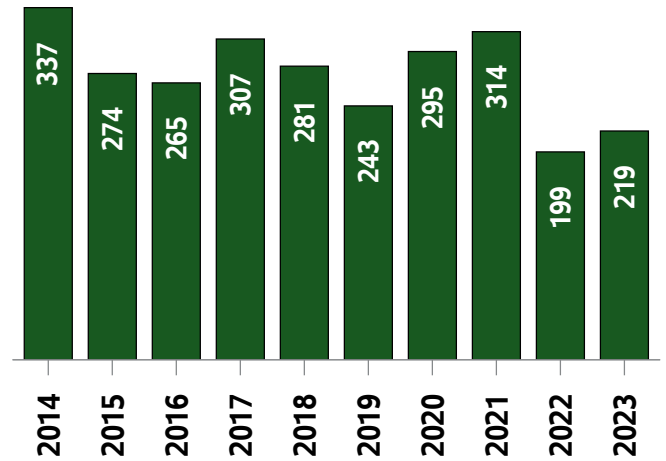
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



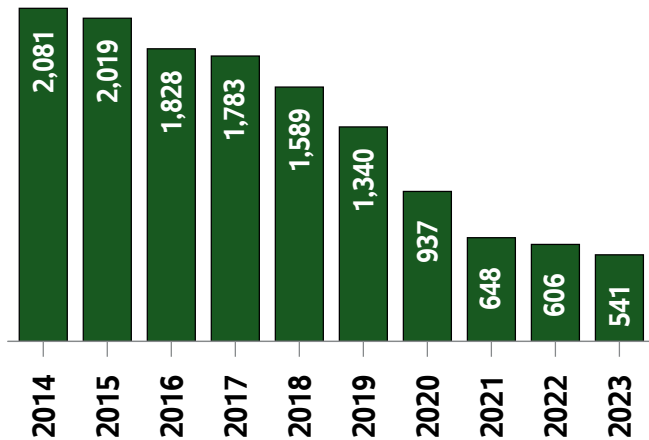
Sales Activity (October only)



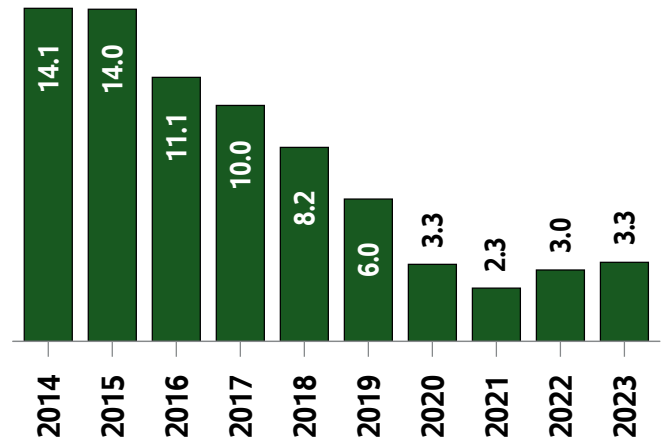
New Listings (October only)



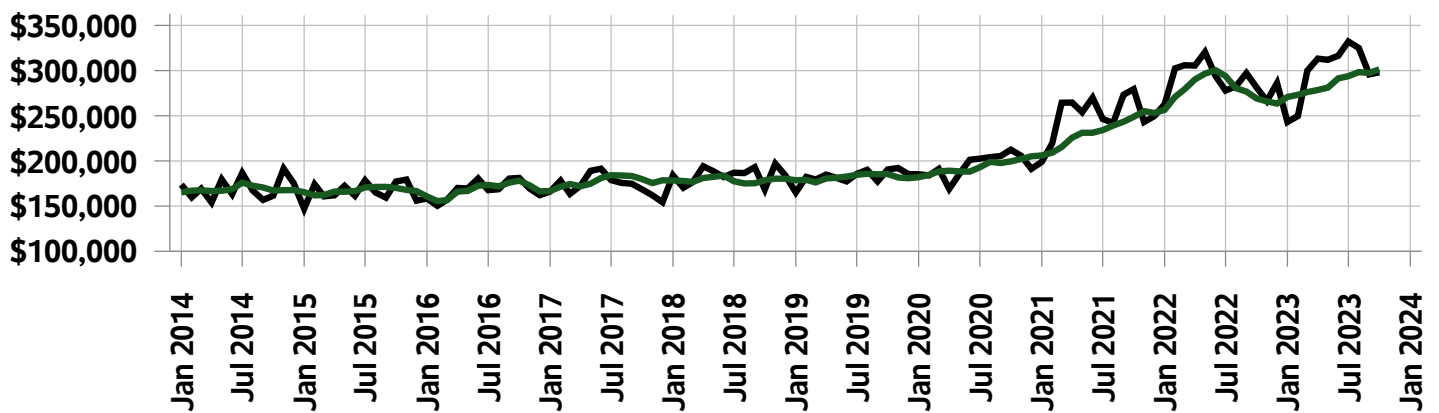
Active Listings (October only)



Months of Inventory (October only)

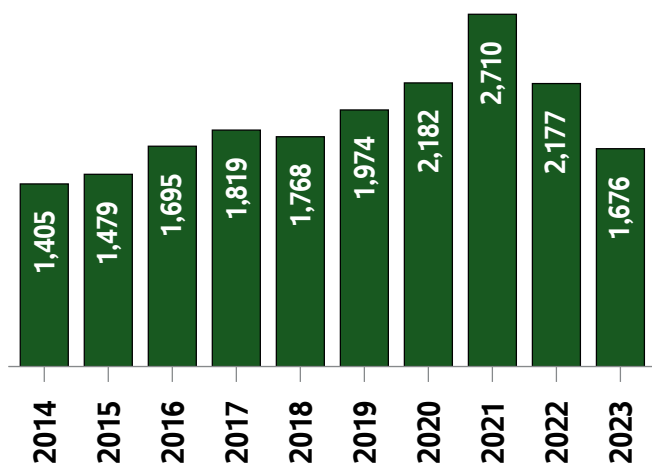


MLS® HPI Composite Benchmark Price and Average Price

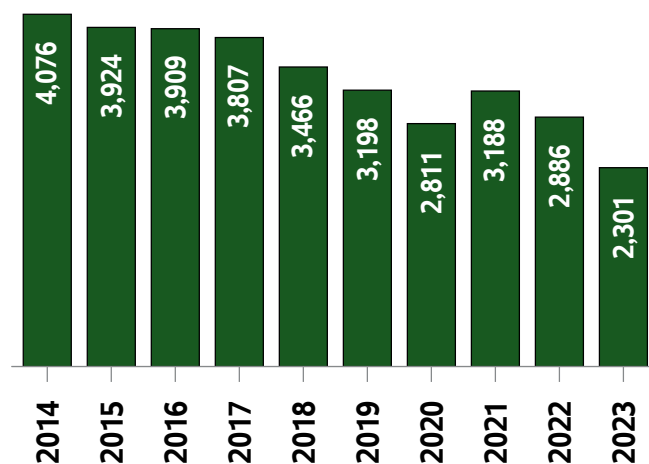




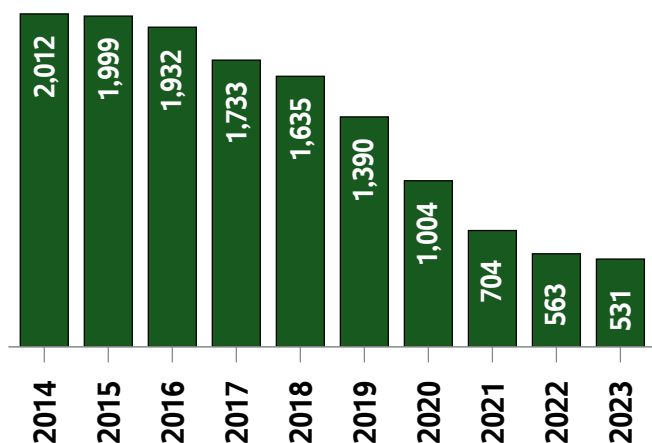
Sales Activity (October Year-to-date)



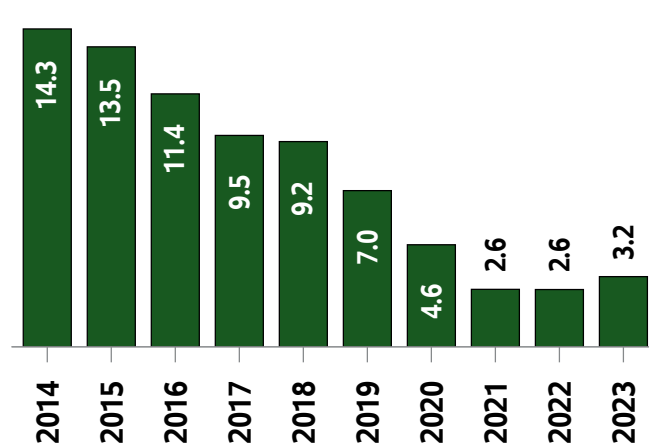
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October 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.



Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	123	-23.6%	-44.6%	-44.8%	-22.2%	10.8%	26.8%
Dollar Volume	\$37,440,594	-20.7%	-42.7%	-26.4%	31.6%	72.4%	135.6%
New Listings	163	13.2%	-30.6%	-26.6%	-26.2%	-9.9%	-23.8%
Active Listings	427	-10.1%	-13.6%	-38.8%	-64.1%	-64.7%	-68.4%
Sales to New Listings Ratio ¹	75.5	111.8	94.5	100.5	71.5	61.3	45.3
Months of Inventory ²	3.5	3.0	2.2	3.1	7.5	10.9	13.9
Average Price	\$304,395	3.8%	3.4%	33.4%	69.1%	55.5%	85.8%
Median Price	\$295,000	6.9%	16.4%	51.3%	81.5%	66.7%	84.4%
Sale to List Price Ratio ³	103.1	100.3	100.4	95.7	94.5	92.9	93.3
Median Days on Market	23.0	30.0	30.0	40.0	64.0	85.0	100.0

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	1,289	-23.0%	-39.0%	-27.9%	-7.1%	5.2%	21.4%
Dollar Volume	\$418,912,707	-20.0%	-26.8%	11.6%	55.7%	88.5%	118.0%
New Listings	1,752	-20.7%	-28.2%	-21.6%	-34.7%	-35.5%	-35.6%
Active Listings ⁴	417	-3.7%	-21.5%	-46.3%	-64.6%	-67.4%	-69.1%
Sales to New Listings Ratio ⁵	73.6	75.7	86.6	80.0	51.8	45.1	39.1
Months of Inventory ⁶	3.2	2.6	2.5	4.3	8.5	10.4	12.7
Average Price	\$324,990	3.9%	20.0%	54.7%	67.6%	79.1%	79.6%
Median Price	\$300,000	6.8%	30.4%	63.0%	76.5%	85.2%	82.4%
Sale to List Price Ratio ⁷	103.4	104.6	99.5	95.5	94.1	93.3	93.7
Median Days on Market	23.0	23.0	31.0	43.0	64.0	70.0	78.5

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.

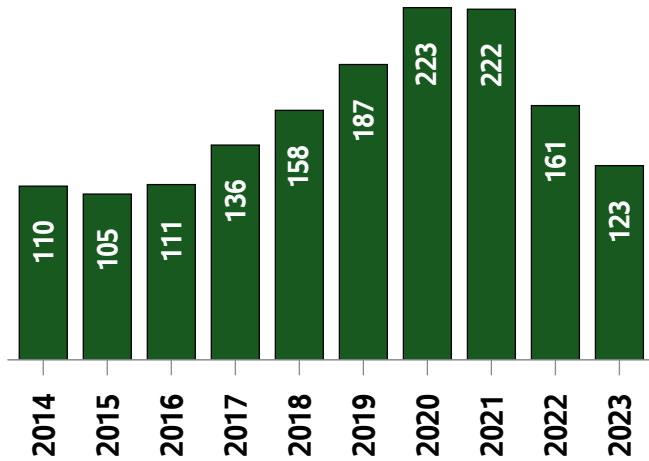
⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

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

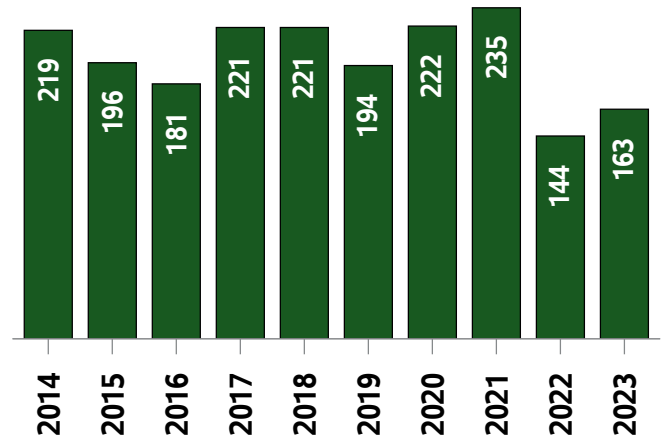
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



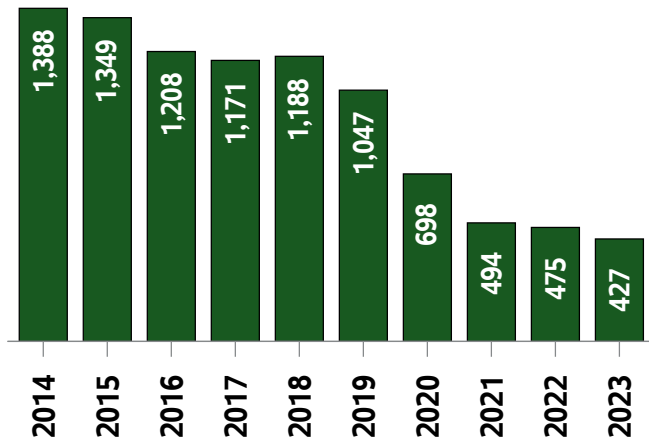
Sales Activity (October only)



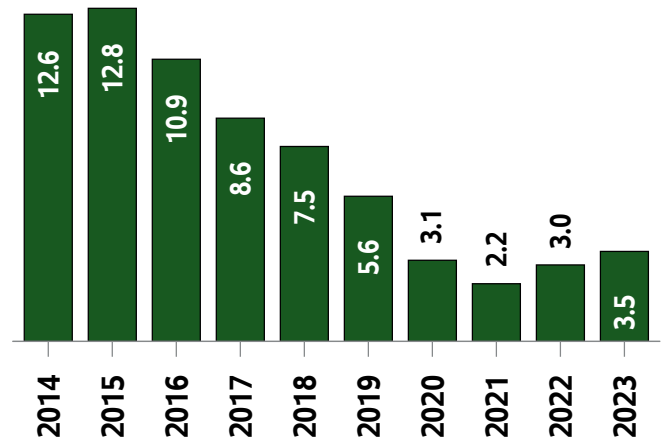
New Listings (October only)



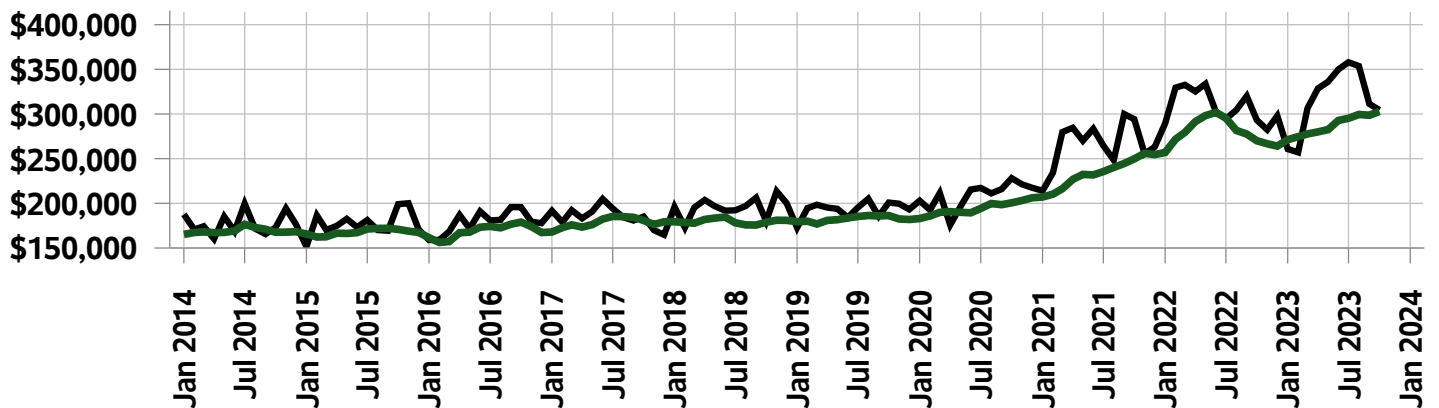
Active Listings (October only)



Months of Inventory (October only)

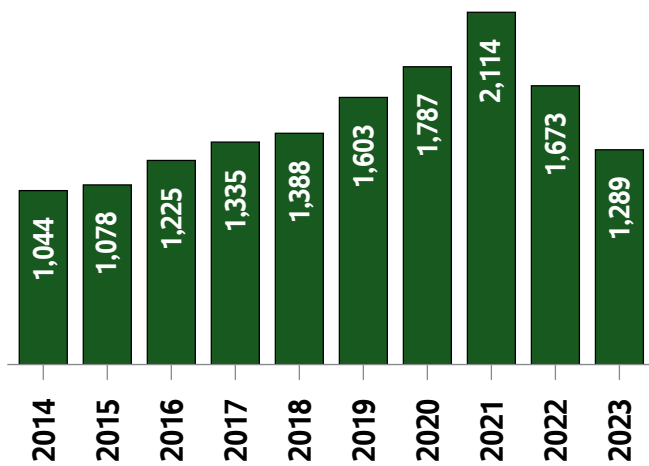


MLS® HPI Single Family Benchmark Price and Average Price

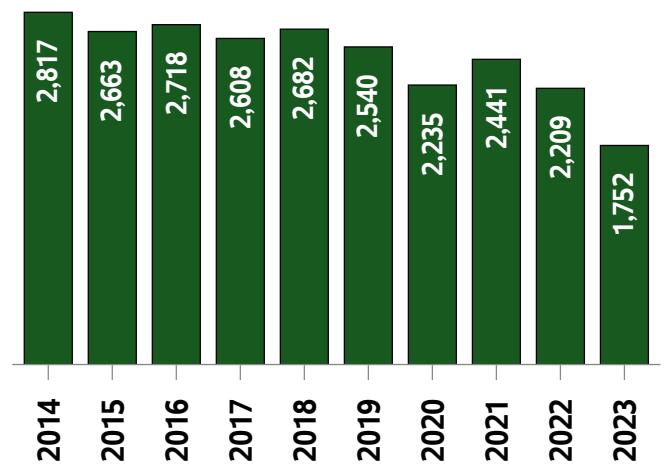




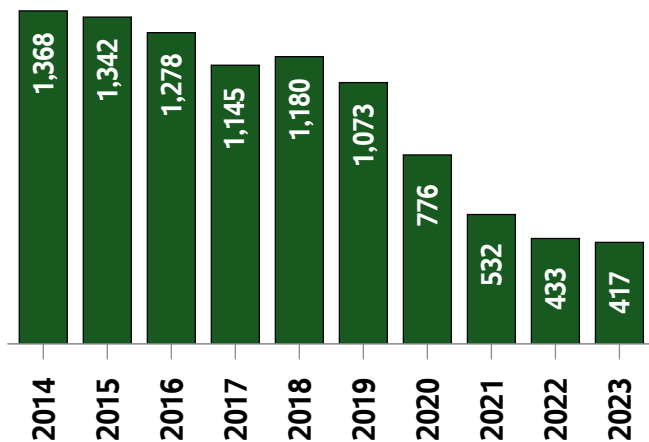
Sales Activity (October Year-to-date)



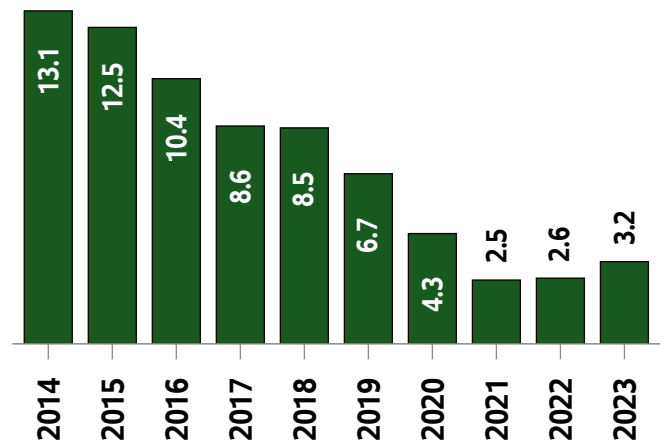
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October 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.



Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	5	-16.7%	-50.0%	-16.7%	0.0%	0.0%	400.0%
Dollar Volume	\$1,192,000	-27.4%	-39.7%	-0.0%	26.7%	172.8%	1,319.0%
New Listings	7	133.3%	-61.1%	-61.1%	133.3%	-56.3%	40.0%
Active Listings	7	40.0%	-75.0%	-84.4%	-86.0%	-89.1%	-86.5%
Sales to New Listings Ratio ¹	71.4	200.0	55.6	33.3	166.7	31.3	20.0
Months of Inventory ²	1.4	0.8	2.8	7.5	10.0	12.8	52.0
Average Price	\$238,400	-12.9%	20.6%	20.0%	26.7%	172.8%	183.8%
Median Price	\$230,000	25.3%	32.9%	25.7%	21.1%	228.6%	173.8%
Sale to List Price Ratio ³	113.5	98.3	98.1	96.7	97.1	90.9	93.4
Median Days on Market	23.0	20.5	19.5	19.0	87.0	121.0	77.0

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	42	-34.4%	-58.0%	-6.7%	16.7%	23.5%	110.0%
Dollar Volume	\$11,606,100	-26.0%	-42.7%	42.9%	104.9%	195.2%	241.3%
New Listings	53	-11.7%	-52.3%	-30.3%	-29.3%	-45.9%	-39.1%
Active Listings ⁴	6	-37.6%	-83.7%	-81.7%	-90.4%	-89.2%	-87.1%
Sales to New Listings Ratio ⁵	79.2	106.7	90.1	59.2	48.0	34.7	23.0
Months of Inventory ⁶	1.4	1.5	3.6	7.0	16.9	15.9	22.5
Average Price	\$276,336	12.8%	36.4%	53.1%	75.6%	139.0%	62.5%
Median Price	\$242,500	8.7%	37.8%	58.5%	73.8%	135.4%	89.5%
Sale to List Price Ratio ⁷	103.8	102.4	97.4	94.9	94.4	92.5	95.4
Median Days on Market	23.0	23.0	50.0	31.0	79.0	106.0	62.5

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.

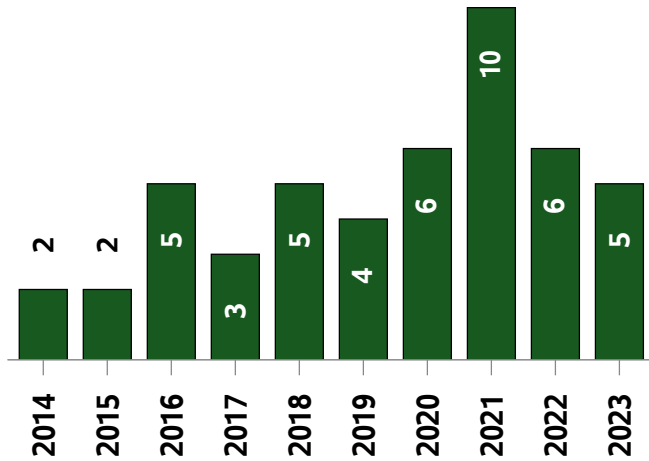
⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

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

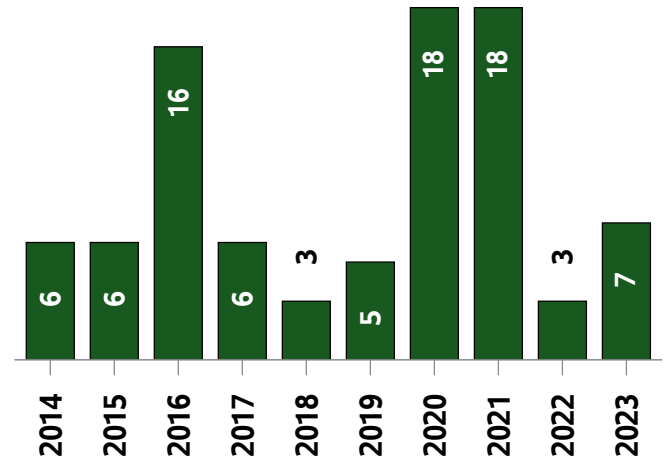
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



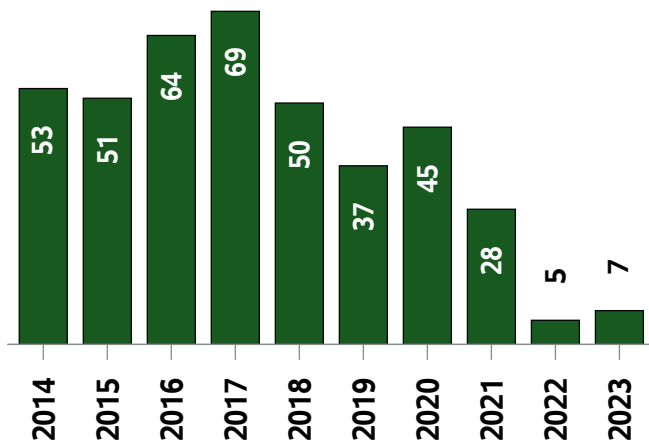
Sales Activity (October only)



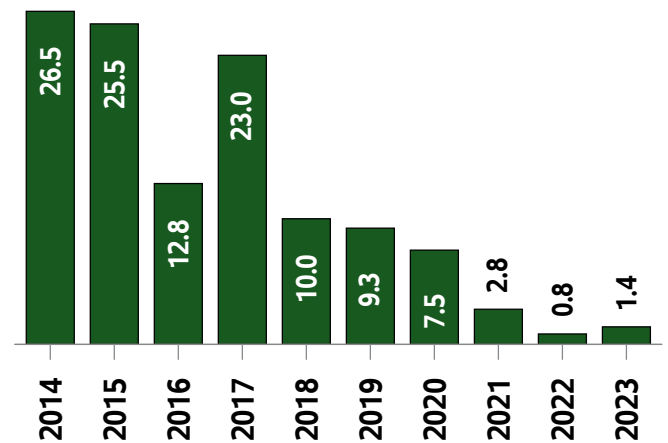
New Listings (October only)



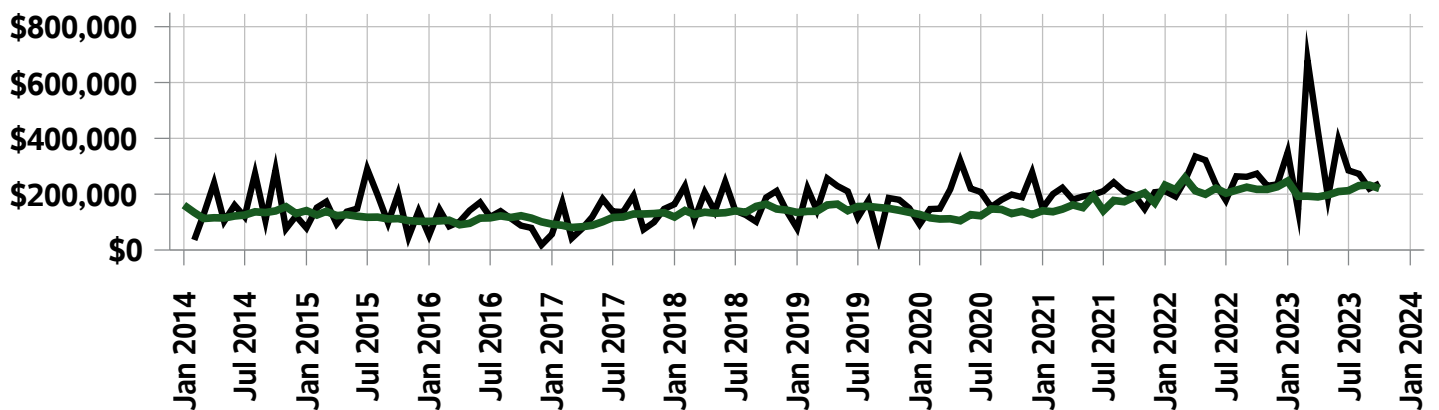
Active Listings (October only)



Months of Inventory (October only)

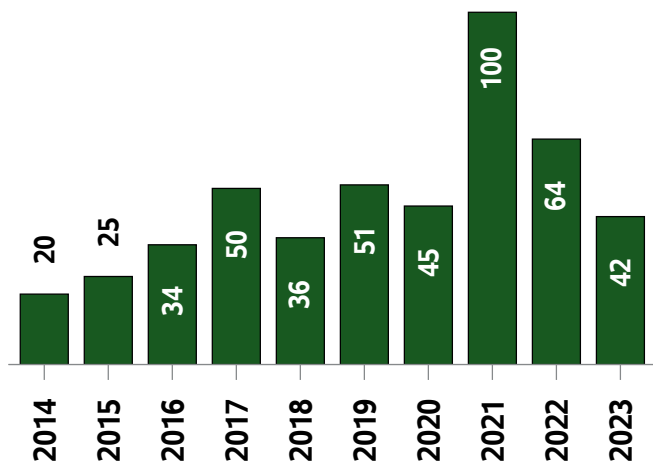


MLS® HPI Apartment Benchmark Price and Average Price

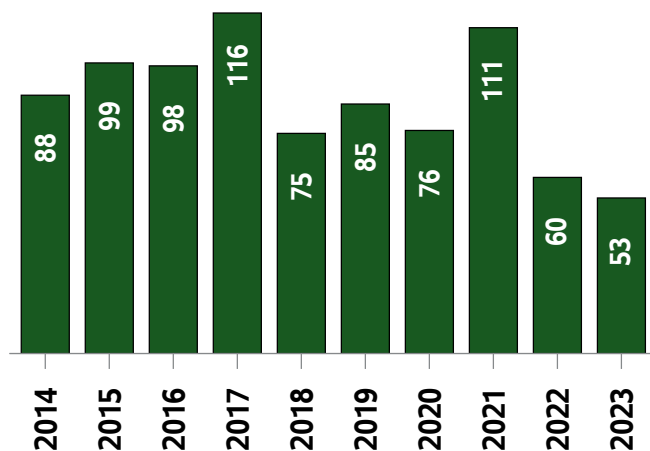




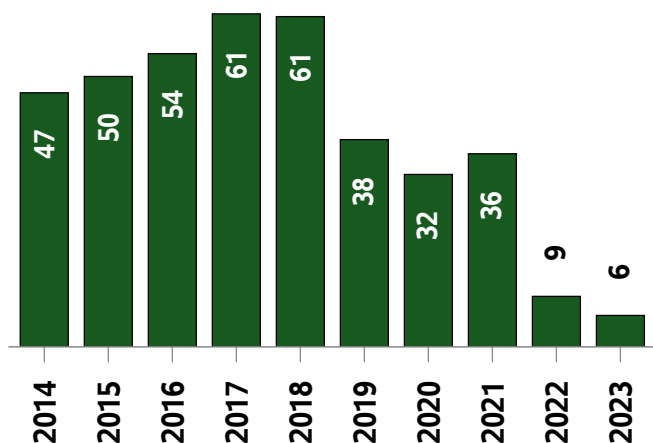
Sales Activity (October Year-to-date)



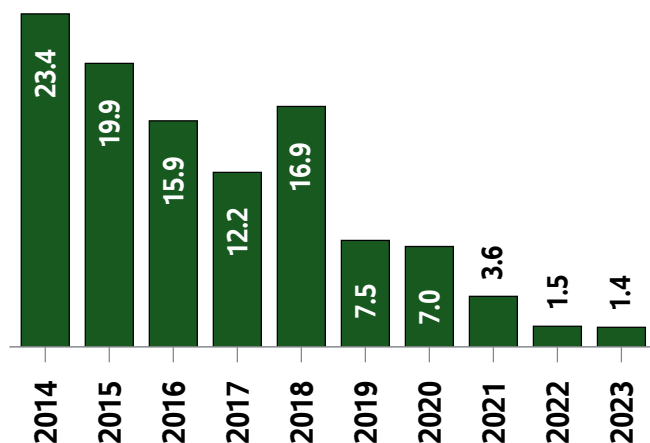
New Listings (October Year-to-date)



Active Listings ¹(October Year-to-date)



Months of Inventory ²(October 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.

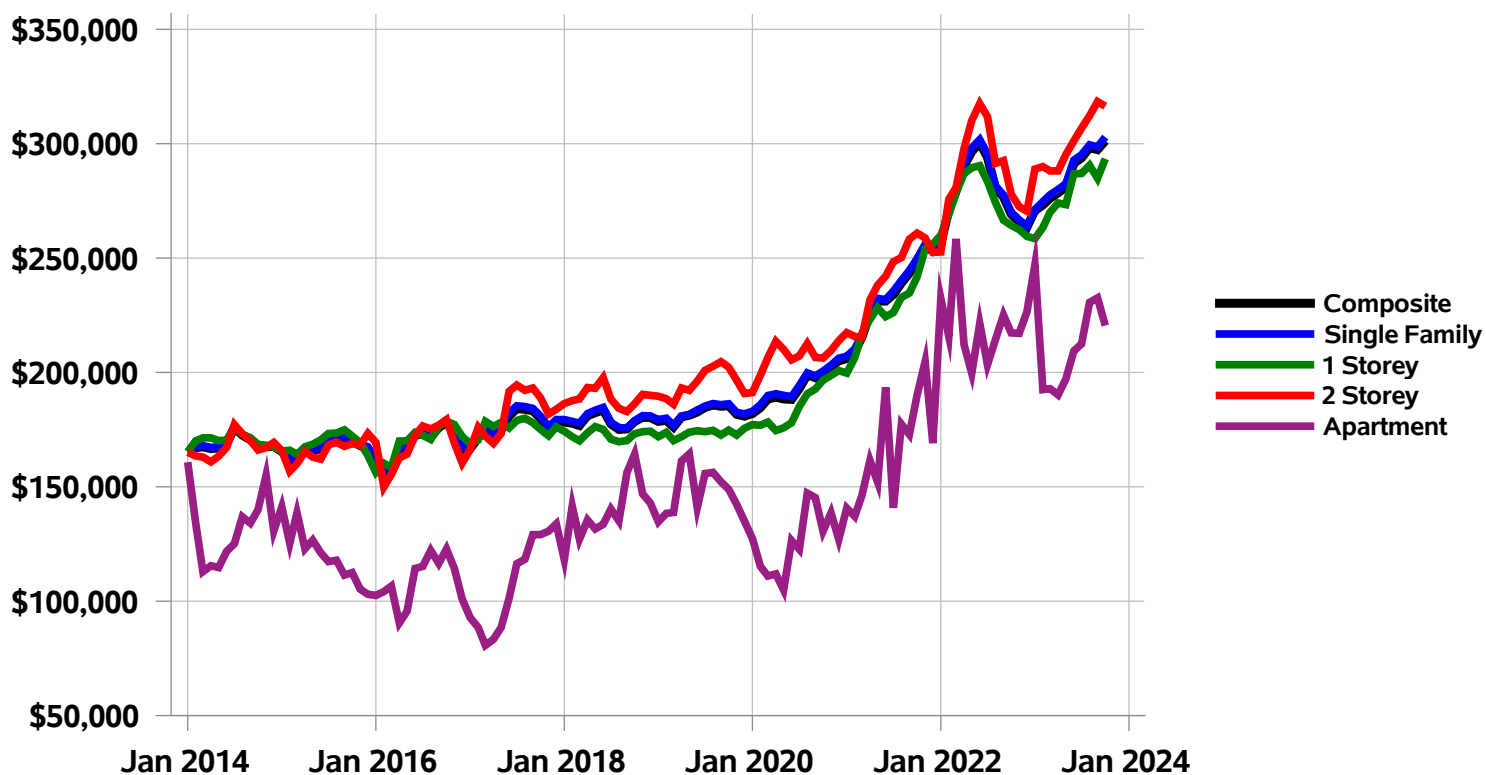
² Average active listings January to the current month / average sales January to the current month.



MLS® Home Price Index Benchmark Price

Benchmark Type:	October 2023	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$301,300	1.3	2.6	8.2	11.9	51.0	68.7
Single Family	\$302,900	1.4	2.6	8.2	12.1	51.0	69.3
One Storey	\$293,400	3.0	2.2	7.0	11.0	49.2	69.4
Two Storey	\$316,400	-0.6	3.1	9.8	13.8	53.4	69.8
Apartment	\$220,500	-5.2	3.8	15.9	1.5	68.8	34.2

MLS® HPI Benchmark Price





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



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