



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





Saint John and Area MLS® Residential Market Activity



		Compared to ⁸					
Actual	November 2023	November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	181	20.7%	-27.0%	-19.2%	4.0%	26.6%	44.8%
Dollar Volume	\$54,864,304	37.3%	-9.0%	19.1%	60.0%	126.5%	162.3%
New Listings	189	-3.1%	-2.1%	-8.3%	18.9%	-33.7%	-21.3%
Active Listings	477	-17.3%	-10.2%	-44.3%	-66.3%	-72.4%	-74.3%
Sales to New Listings Ratio 1	95.8	76.9	128.5	108.7	109.4	50.2	52.1
Months of Inventory 2	2.6	3.8	2.1	3.8	8.1	12.1	14.8
Average Price	\$303,118	13.8%	24.7%	47.5%	53.9%	78.9%	81.1%
Median Price	\$273,000	14.6%	29.9%	51.7%	61.3%	76.1%	82.0%
Sale to List Price Ratio ³	104.1	98.1	100.2	95.5	93.1	92.3	92.3
Median Days on Market	28.0	25.0	29.0	48.0	70.0	82.0	102.0

		Compared to *					
Year-to-date	November 2023	November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	1,853	-20.4%	-37.4%	-23.0%	-4.6%	0.8%	20.8%
Dollar Volume	\$564,916,435	-17.0%	-24.7%	18.4%	57.2%	80.8%	113.4%
New Listings	2,490	-19.2%	-26.4%	-17.5%	-31.3%	-40.6%	-39.3%
Active Listings ⁴	534	-5.4%	-22.4%	-46.1%	-67.0%	-72.1%	-72.8%
Sales to New Listings Ratio 5	74.4	75.5	87.5	79.7	53.6	43.8	37.4
Months of Inventory 6	3.2	2.7	2.6	4.5	9.1	11.5	14.1
Average Price	\$304,866	4.2%	20.2%	53.7%	64.7%	79.3%	76.7%
Median Price	\$280,000	5.7%	29.0%	62.3%	75.0%	84.2%	78.0%
Sale to List Price Ratio 7	103.4	104.2	99.4	95.2	93.7	92.8	93.4
Median Days on Market	24.0	24.0	31.0	45.5	70.0	79.0	84.0

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.

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.

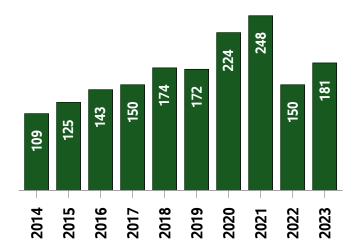
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



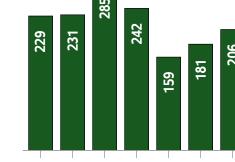
Saint John and Area MLS® Residential Market Activity



Sales Activity (November only)



Active Listings (November only)



2016

Months of Inventory (November only)

2018

2017

2019

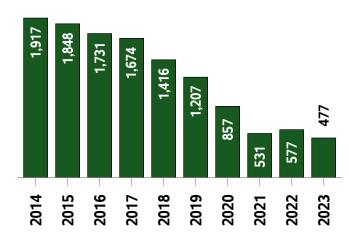
2020

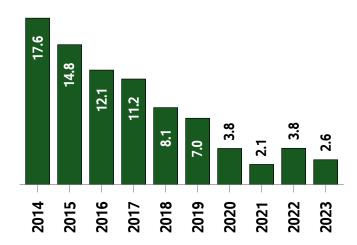
New Listings (November only)

193

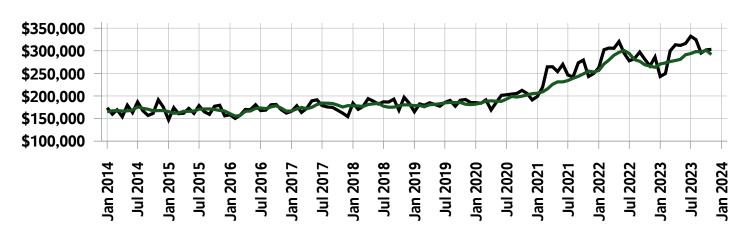
2021

2022





MLS® HPI Composite Benchmark Price and Average Price

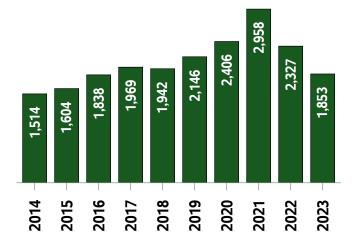




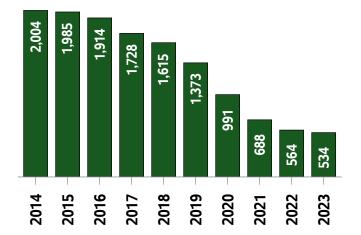
Saint John and Area MLS® Residential Market Activity



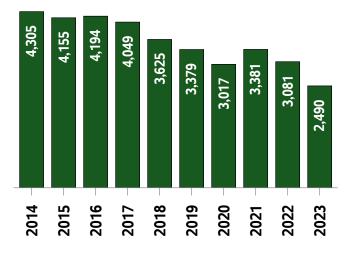
Sales Activity (November Year-to-date)



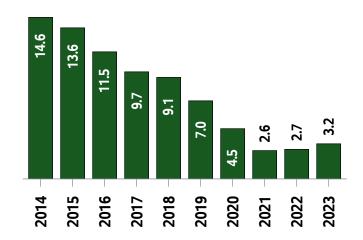
Active Listings ¹(November Year-to-date)



New Listings (November Year-to-date)



Months of Inventory ²(November 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	November 2023	November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	140	23.9%	-29.3%	-21.8%	2.9%	42.9%	41.4%
Dollar Volume	\$46,521,304	45.8%	-8.0%	17.4%	60.2%	164.7%	177.9%
New Listings	137	-9.9%	-4.2%	-12.7%	12.3%	-30.1%	-14.4%
Active Listings	372	-19.8%	-6.5%	-41.0%	-64.4%	-67.7%	-69.7%
Sales to New Listings Ratio 1	102.2	74.3	138.5	114.0	111.5	50.0	61.9
Months of Inventory ²	2.7	4.1	2.0	3.5	7.7	11.7	12.4
Average Price	\$332,295	17.7%	30.1%	50.2%	55.6%	85.3%	96.5%
Median Price	\$303,750	24.0%	35.0%	60.0%	69.5%	89.8%	96.0%
Sale to List Price Ratio ³	104.2	98.7	100.7	96.1	93.8	92.6	92.3
Median Days on Market	28.0	22.0	28.5	46.0	69.0	88.5	81.0

		Compared to °					
Year-to-date	November 2023	November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	1,426	-20.2%	-38.3%	-27.5%	-6.4%	7.8%	22.8%
Dollar Volume	\$464,796,511	-16.3%	-25.4%	12.0%	55.9%	93.8%	122.5%
New Listings	1,890	-19.9%	-26.9%	-21.0%	-32.6%	-35.1%	-34.4%
Active Listings ⁴	419	-4.0%	-19.4%	-45.1%	-64.1%	-66.9%	-68.7%
Sales to New Listings Ratio 5	75.4	75.6	89.5	82.2	54.4	45.4	40.3
Months of Inventory 6	3.2	2.7	2.5	4.3	8.4	10.5	12.7
Average Price	\$325,944	4.8%	21.0%	54.4%	66.6%	79.8%	81.1%
Median Price	\$300,000	7.1%	30.4%	62.2%	76.0%	85.2%	84.0%
Sale to List Price Ratio 7	103.5	104.2	99.6	95.6	94.1	93.3	93.5
Median Days on Market	23.0	23.0	30.0	43.0	65.0	71.0	79.0

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.

 $^{^{\}scriptscriptstyle 5}$ 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.

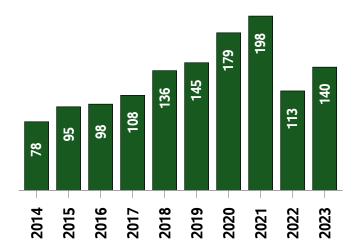
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



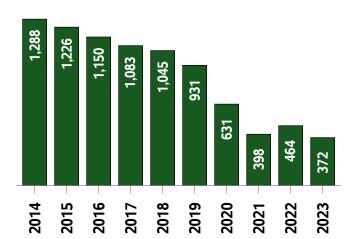
Saint John and Area MLS® Single Family Market Activity



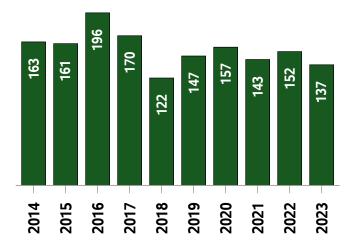
Sales Activity (November only)



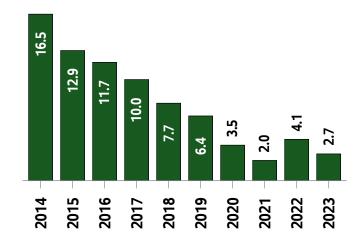
Active Listings (November only)



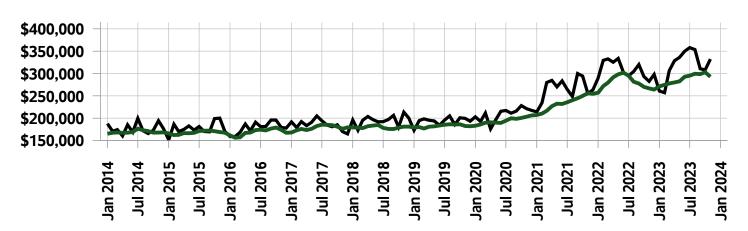
New Listings (November only)



Months of Inventory (November only)



MLS® HPI Single Family Benchmark Price and Average Price

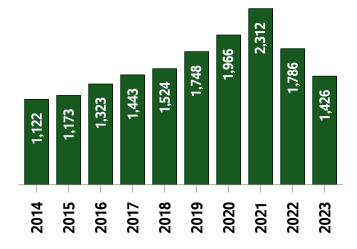




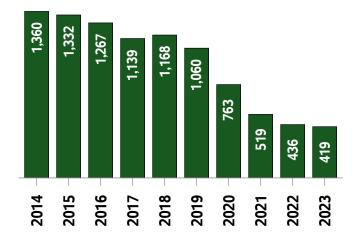
Saint John and Area MLS® Single Family Market Activity



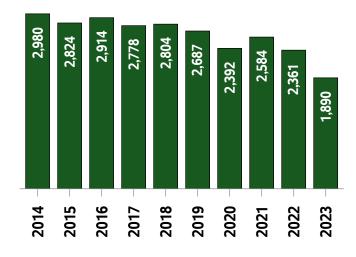
Sales Activity (November Year-to-date)



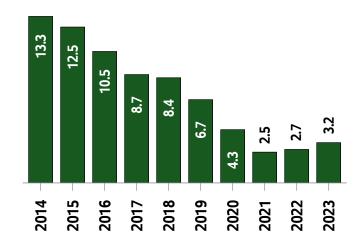
Active Listings ¹(November Year-to-date)



New Listings (November Year-to-date)



Months of Inventory ²(November 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	November 2023	November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	4	300.0%	-73.3%	300.0%	100.0%	-50.0%	_
Dollar Volume	\$553,000	140.4%	-75.0%	192.6%	30.7%	-12.7%	_
New Listings	1	-87.5%	-88.9%	-75.0%	-83.3%	-50.0%	-66.7%
Active Listings	3	-70.0%	-84.2%	-93.5%	-94.4%	-94.5%	-93.9%
Sales to New Listings Ratio 1	400.0	12.5	166.7	25.0	33.3	400.0	_
Months of Inventory 2	0.8	10.0	1.3	46.0	27.0	6.9	_
Average Price	\$138,250	-39.9%	-6.1%	-26.9%	-34.6%	74.6%	_
Median Price	\$143,500	-37.6%	19.6%	-24.1%	-32.2%	474.0%	_
Sale to List Price Ratio ³	115.5	104.6	95.5	97.0	94.3	91.9	_
Median Days on Market	17.0	10.0	17.0	80.0	160.0	50.0	_

			Compared to ⁸				
Year-to-date	November 2023	November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	46	-29.2%	-60.0%	0.0%	21.1%	9.5%	130.0%
Dollar Volume	\$12,159,100	-23.6%	-45.9%	46.3%	99.8%	166.4%	257.5%
New Listings	54	-20.6%	-55.0%	-32.5%	-33.3%	-46.0%	-40.0%
Active Listings 4	7	-30.1%	-80.7%	-80.2%	-89.1%	-87.9%	-85.6%
Sales to New Listings Ratio 5	85.2	95.6	95.8	57.5	46.9	42.0	22.2
Months of Inventory 6	1.6	1.6	3.3	7.9	17.4	14.1	25.0
Average Price	\$264,328	8.0%	35.3%	46.3%	65.0%	143.2%	55.5%
Median Price	\$227,500	1.1%	33.8%	47.3%	63.1%	147.4%	77.7%
Sale to List Price Ratio ⁷	104.8	102.5	97.2	95.0	94.4	92.4	95.4
Median Days on Market	21.5	23.0	48.0	31.5	79.0	87.5	62.5

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.

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.

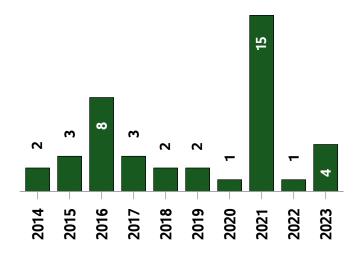
⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



Saint John and Area MLS® Apartment Market Activity

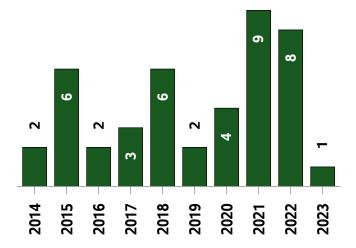


Sales Activity (November only)

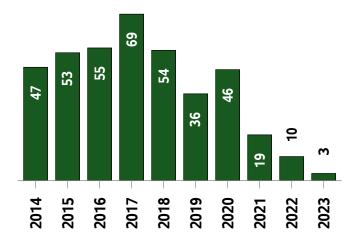


Active Listings (November only)

New Listings (November only)

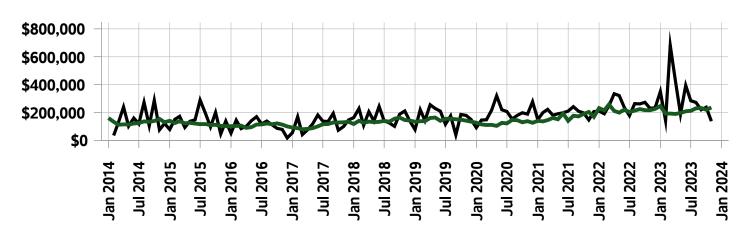


Months of Inventory (November only)



2015 - 17.7
2016 - 6.9
2017 - 23.0
2018 - 27.0
2019 - 18.0
2020 - 46.0
2021 - 1.3
2022 - 10.0

MLS® HPI Apartment Benchmark Price and Average Price

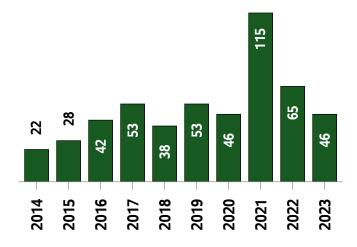




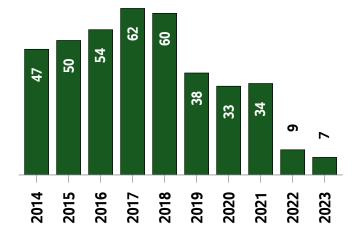
Saint John and Area MLS® Apartment Market Activity



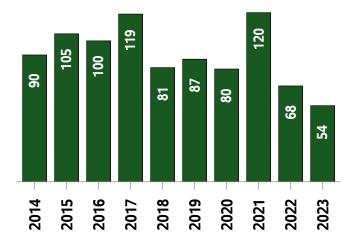
Sales Activity (November Year-to-date)



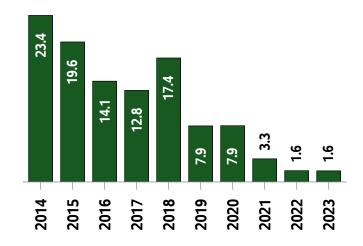
Active Listings ¹(November Year-to-date)



New Listings (November Year-to-date)



Months of Inventory ²(November 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:	November 2023	1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago	
Composite	\$291,700	-3.2	-2.2	3.8	9.7	44.3	61.7	
Single Family	\$292,700	-3.4	-2.3	3.6	9.7	44.0	61.6	
One Storey	\$285,400	-2.7	-1.8	4.4	8.7	43.6	63.9	
Two Storey	\$303,100	-4.2	-2.9	2.7	11.2	44.6	59.2	
Apartment	\$236,300	7.2	2.5	19.9	8.8	70.5	60.9	

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