



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





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



		Compared to <sup>8</sup>					
Actual	December 2023	December 2022	December 2021	December 2020	December 2018	December 2016	December 2013
Sales Activity	98	-10.1%	-45.3%	-46.7%	-2.0%	12.6%	55.6%
Dollar Volume	\$27,989,522	-11.1%	-37.3%	-20.5%	52.4%	96.8%	132.9%
New Listings	60	-31.0%	-49.2%	-54.9%	-54.9%	-50.8%	-50.4%
Active Listings	345	-24.0%	-11.5%	-49.6%	-69.8%	-73.8%	-76.2%
Sales to New Listings Ratio 1	163.3	125.3	151.7	138.3	75.2	71.3	52.1
Months of Inventory <sup>2</sup>	3.5	4.2	2.2	3.7	11.4	15.1	23.0
Average Price	\$285,607	-1.1%	14.5%	49.3%	55.5%	74.7%	49.7%
Median Price	\$257,500	1.0%	12.0%	57.0%	67.8%	92.2%	68.9%
Sale to List Price Ratio <sup>3</sup>	102.3	100.1	100.3	95.5	93.6	91.7	92.9
Median Days on Market	30.0	25.0	32.0	56.5	68.5	69.0	127.0

		Compared to <sup>8</sup>					
Year-to-date	December 2023	December 2022	December 2021	December 2020	December 2018	December 2016	December 2013
Sales Activity	1,952	-19.6%	-37.6%	-24.4%	-3.6%	2.5%	22.6%
Dollar Volume	\$592,469,158	-16.4%	-25.2%	15.9%	58.5%	83.3%	115.1%
New Listings	2,559	-18.9%	-26.7%	-18.6%	-31.3%	-39.7%	-38.9%
Active Listings ⁴	528	-4.3%	-20.0%	-45.0%	-66.0%	-71.2%	-72.3%
Sales to New Listings Ratio 5	76.3	77.0	89.7	82.2	54.4	44.9	38.0
Months of Inventory 6	3.2	2.7	2.5	4.5	9.2	11.5	14.3
Average Price	\$303,519	4.0%	19.9%	53.3%	64.3%	78.8%	75.5%
Median Price	\$280,000	5.7%	27.9%	62.8%	75.0%	84.8%	78.3%
Sale to List Price Ratio <sup>7</sup>	103.3	104.0	99.5	95.2	93.7	92.7	93.4
Median Days on Market	24.0	24.0	31.0	46.0	69.0	79.0	85.0

<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.

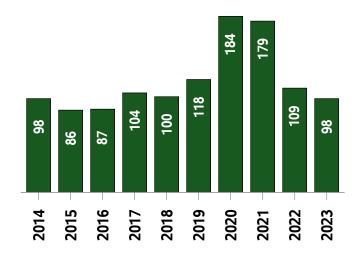
<sup>8</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



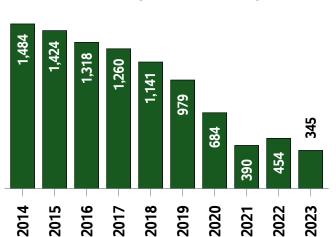
#### Saint John and Area **MLS® Residential Market Activity**



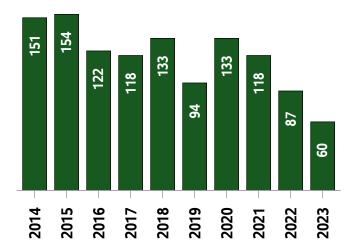
**Sales Activity (December only)** 



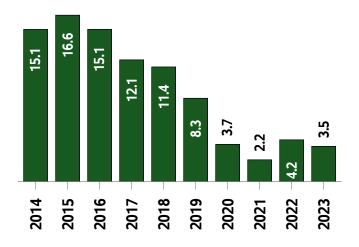
**Active Listings (December only)** 



**New Listings (December only)** 

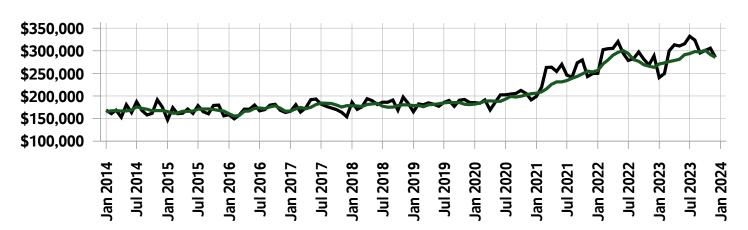


**Months of Inventory (December only)** 



MLS® HPI Composite Benchmark Price and Average Price

2022

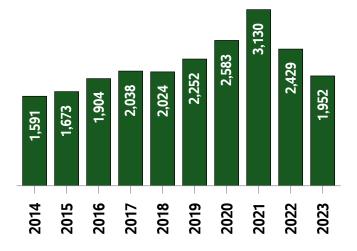




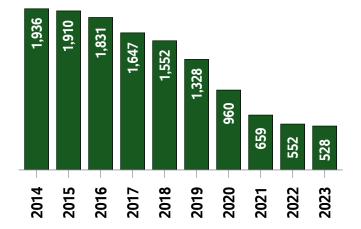
### Saint John and Area MLS® Residential Market Activity



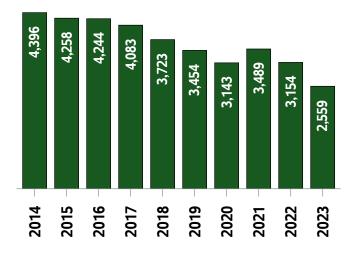
#### Sales Activity (December Year-to-date)



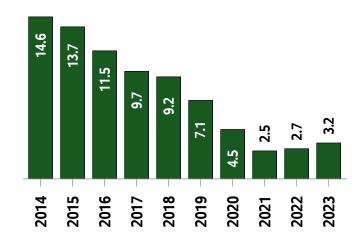
Active Listings (December Year-to-date)



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



Months of Inventory <sup>2</sup>(December 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	December 2023	December 2022	December 2021	December 2020	December 2018	December 2016	December 2013
Sales Activity	71	-17.4%	-50.0%	-42.7%	-1.4%	16.4%	47.9%
Dollar Volume	\$22,380,598	-13.0%	-40.1%	-17.1%	55.3%	103.2%	150.0%
New Listings	52	-20.0%	-41.6%	-46.9%	-50.5%	-40.2%	-36.6%
Active Listings	273	-25.2%	-2.8%	-47.7%	-69.1%	-69.1%	-71.5%
Sales to New Listings Ratio 1	136.5	132.3	159.6	126.5	68.6	70.1	58.5
Months of Inventory 2	3.8	4.2	2.0	4.2	12.3	14.5	20.0
Average Price	\$315,220	5.4%	19.8%	44.7%	57.5%	74.6%	69.0%
Median Price	\$290,000	13.0%	20.8%	57.4%	77.1%	88.3%	85.6%
Sale to List Price Ratio <sup>3</sup>	100.7	100.1	100.0	95.8	94.3	92.3	92.8
Median Days on Market	29.0	29.0	32.0	56.0	66.5	63.0	123.0

		Compared to <sup>8</sup>					
Year-to-date	December 2023	December 2022	December 2021	December 2020	December 2018	December 2016	December 2013
Sales Activity	1,500	-19.6%	-38.7%	-28.0%	-5.2%	9.9%	24.4%
Dollar Volume	\$486,855,310	-15.7%	-26.0%	10.4%	57.1%	96.8%	124.5%
New Listings	1,951	-19.2%	-26.7%	-21.4%	-32.3%	-33.8%	-33.5%
Active Listings 4	413	-3.2%	-16.8%	-44.1%	-63.3%	-65.9%	-68.1%
Sales to New Listings Ratio 5	76.9	77.3	91.9	83.9	55.0	46.3	41.1
Months of Inventory 6	3.3	2.7	2.4	4.2	8.5	10.6	12.9
Average Price	\$324,570	4.9%	20.7%	53.4%	65.8%	79.1%	80.5%
Median Price	\$300,000	7.1%	30.4%	62.2%	76.5%	85.2%	84.0%
Sale to List Price Ratio 7	103.3	104.1	99.6	95.6	94.1	93.2	93.5
Median Days on Market	23.0	23.0	30.0	45.0	65.0	71.0	81.0

<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.

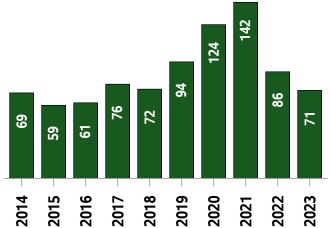
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### Saint John and Area MLS® Single Family Market Activity



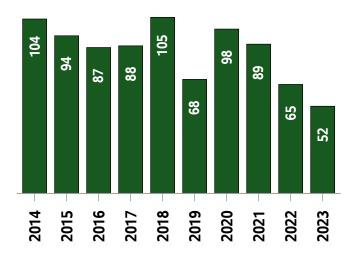
**Sales Activity (December only)** 



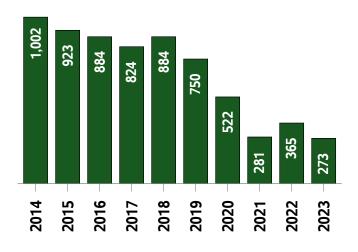
**Active Listings (December only)** 

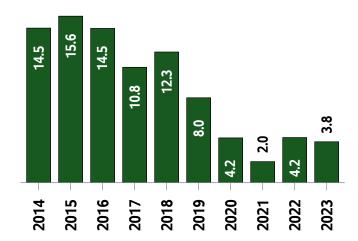


**New Listings (December only)** 

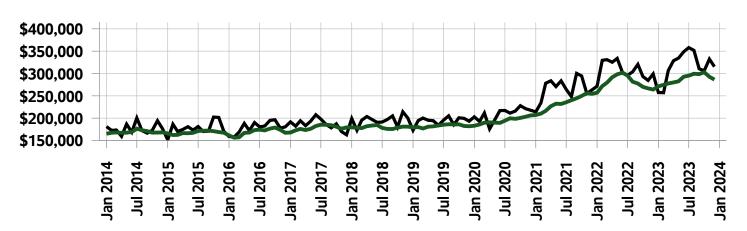


Months of Inventory (December only)





MLS® HPI Single Family Benchmark Price and Average Price

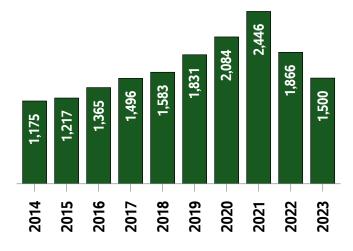




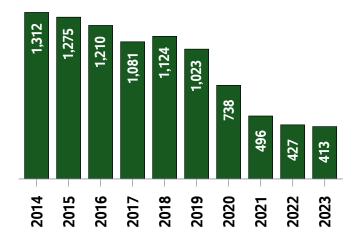
## Saint John and Area MLS® Single Family Market Activity



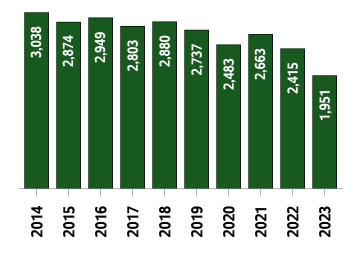
#### Sales Activity (December Year-to-date)



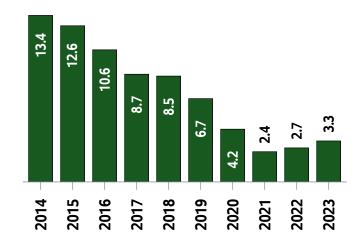
**Active Listings** ¹(December Year-to-date)



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



Months of Inventory <sup>2</sup>(December 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	December 2023	December 2022	December 2021	December 2020	December 2018	December 2016	December 2013
Sales Activity	3	-50.0%	-50.0%	200.0%	50.0%	-25.0%	_
Dollar Volume	\$522,024	-63.0%	-58.0%	87.8%	87.1%	624.0%	_
New Listings	3	0.0%	-25.0%	50.0%	50.0%	-40.0%	-25.0%
Active Listings	5	0.0%	-68.8%	-86.8%	-82.8%	-87.8%	-82.8%
Sales to New Listings Ratio 1	100.0	200.0	150.0	50.0	100.0	80.0	_
Months of Inventory <sup>2</sup>	1.7	0.8	2.7	38.0	14.5	10.3	_
Average Price	\$174,008	-26.0%	-16.0%	-37.4%	24.7%	865.4%	_
Median Price	\$145,000	-22.7%	12.3%	-47.8%	3.9%	817.7%	_
Sale to List Price Ratio <sup>3</sup>	116.1	98.7	103.6	93.3	94.2	88.4	_
Median Days on Market	41.0	17.5	49.0	189.0	231.5	73.0	_

		Compared to <sup>8</sup>					
Year-to-date	December 2023	December 2022	December 2021	December 2020	December 2018	December 2016	December 2013
Sales Activity	49	-31.0%	-59.5%	4.3%	22.5%	6.5%	145.0%
Dollar Volume	\$12,681,124	-26.8%	-46.5%	47.6%	99.2%	173.5%	272.9%
New Listings	59	-16.9%	-52.4%	-28.0%	-28.9%	-43.8%	-37.2%
Active Listings ⁴	8	-16.7%	-76.9%	-77.6%	-87.0%	-85.8%	-83.0%
Sales to New Listings Ratio 5	83.1	100.0	97.6	57.3	48.2	43.8	21.3
Months of Inventory 6	1.8	1.5	3.2	8.5	17.3	13.8	26.4
Average Price	\$258,798	6.1%	32.0%	41.6%	62.6%	156.7%	52.2%
Median Price	\$225,000	0.0%	36.4%	44.2%	61.3%	177.8%	75.8%
Sale to List Price Ratio 7	105.5	102.2	97.5	94.9	94.4	92.1	95.4
Median Days on Market	22.0	22.0	48.0	32.0	81.0	81.0	62.5

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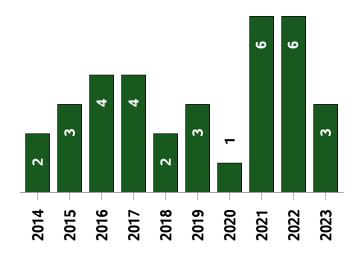
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### Saint John and Area MLS® Apartment Market Activity

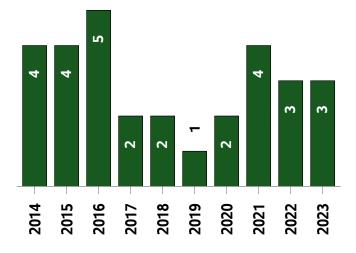


**Sales Activity (December only)** 

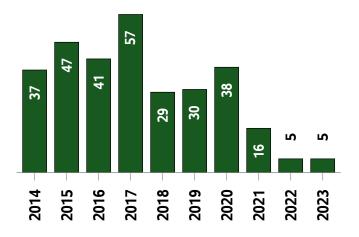


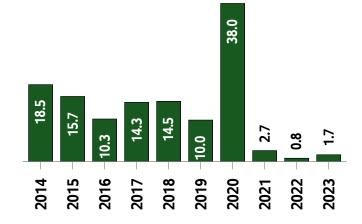
**Active Listings (December only)** 

**New Listings (December only)** 

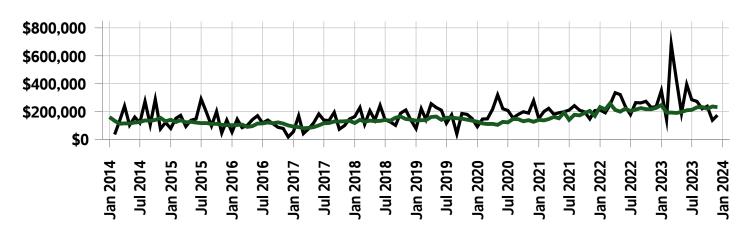


**Months of Inventory (December only)** 





MLS® HPI Apartment Benchmark Price and Average Price

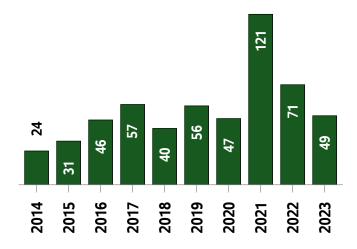




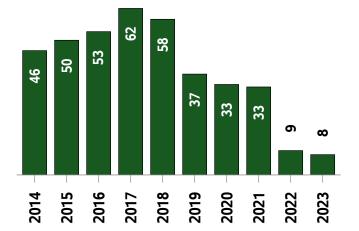
## Saint John and Area MLS® Apartment Market Activity



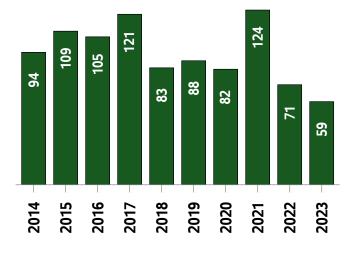
Sales Activity (December Year-to-date)



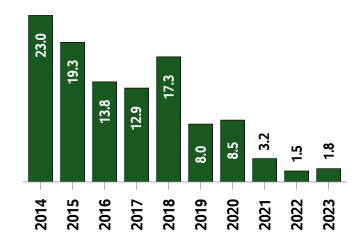
Active Listings (December Year-to-date)



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



Months of Inventory <sup>2</sup>(December 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:	December 2023	1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago	
Composite	\$285,400	-2.2	-4.0	-2.1	8.3	39.2	58.3	
Single Family	\$286,400	-2.2	-4.1	-2.2	8.4	38.9	58.2	
One Storey	\$279,600	-2.0	-1.9	-2.5	7.7	39.2	60.4	
Two Storey	\$296,200	-2.3	-7.0	-1.7	9.5	38.5	55.9	
Apartment	\$231,900	-1.9	-0.3	10.7	2.4	82.6	62.3	

#### 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