

SAINT JOHN

NEW BRUNSWICK

1%

2016 AVERAGE RESIDENTIAL SALE PRICE

\$177,567

SAINT JOHN'S HOUSING MARKET WAS BRISK IN 2016, WITH SALES OF ALL RESIDENTIAL PROPERTIES UP 9% YEAR-OVER-YEAR BETWEEN JANUARY AND OCTOBER.

The average residential sale price increased a little over one per cent from \$175,152 in 2015 to \$177,567 in 2016.

Millennial first-time buyers looking to leave the rental market and retiring baby boomers from New Brunswick or from out of province looking to downsize are driving demand for homes in the uptown core, with this trend expected to continue in the coming year.

Currently Saint John buyers have a wide array of options, with 16 months of inventory currently on the market. Inventory is expected to be absorbed slightly faster in 2017 as demand continues. The average sale price in Saint John is expected to increase modestly in 2017, but will remain stable until inventory becomes more balanced.

FIRST-TIME BUYERS

First-time buyers in 2016 were motivated by increased market activity and relative affordability. Typically, first time buyers are looking for single-family, detached homes in the \$140,000 to \$180,000 range in Saint John, or the \$180,000 to \$220,000 range in the nearby Kennebecasis Valley.

CONDO MARKET

Condo sales rose by 35 per cent between January and October in 2016 compared to 2015. Foreclosures on condo conversions have led to additional inventory coming on to the market and the average condo sale price decreasing from \$158,510 in 2015 to \$134,650 in 2016. First-time buyers and downsizers are both expected to remain active in Saint John's condo market in 2017.

LUXURY HOMES

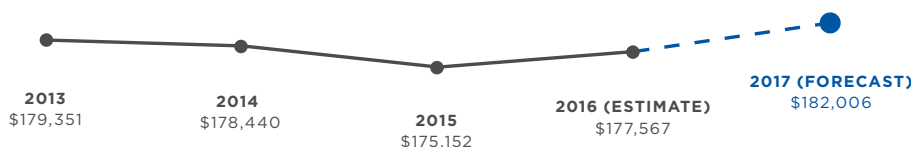
High activity in the lower end of the market has in turn allowed move-up buyers to become more active in upper end of the market. Sales for properties in the \$400,000 to \$500,000 range increased from 24 to 37 in 2016 compared to 2015, while sales in the \$500,000 to \$750,000 rose from 14 to 34 year-over-year in 2016. Increasing numbers of new builds above \$500,000 are expected to keep activity brisk in 2017.



FUTURE TRENDS

- Construction on Irving Oil's new headquarters is expected to lead to an increase in activity in uptown Saint John
- The RE/MAX 2017 average residential sale price expectation for Saint John is an increase of two and a half per cent

AVERAGE RESIDENTIAL SALE PRICE (SAINT JOHN)



Source: Historical values are sourced from CREA or local board statistics. Estimates and forecasts are based on the opinion of independent RE/MAX broker/owners and affiliates.