

Saint John

New Brunswick



BALANCED MARKET

2020 MARKET OUTLOOK:

ESTIMATED AVERAGE RESIDENTIAL SALES PRICE IN 2020:

2019 (Jan-Oct): **\$182,479**

2020 (Forecast): **\$189,778**

↑ 4%

- The RE/MAX average residential sale price expectation for Saint John in 2020 is +4% due to a healthy and steady market. Sales prices will continue to increase at a reasonable rate as long as inventory continues to be available in 2020.
- Move-up, foreign, first-time and move-over buyers will continue to drive demand in 2020. There have been more buyers than in previous years flocking to the area, many who are moving back due to affordability. This is anticipated to prevail in 2020.
- Balanced market conditions are expected to prevail, if inventory remains steady.

DRIVING DEMAND



Move-up, foreign, first-time
and move-over buyers

POPULAR PROPERTY



One/two-storey detached homes,
semi-detached/duplex

HOTTEST NEIGHBOURHOODS



- Rothesay
- Quispamsis
- Millidgeville

2019 MARKET OVERVIEW:

AVERAGE RESIDENTIAL SALES PRICE:

2018 (full year): **\$187,416**

2019 (Jan-Oct): **\$182,479**

↓ 2.7%

The housing market in Saint John is currently a balanced market. Affordability is not a concern in the region, as a result more buyers than in previous years, are flocking to the region due to its affordability and lifestyle.

FIRST-TIME BUYER



Typical Buyer: Single Millennials,
young couples

Typical Property: Single-detached home
Average price in 2019: \$150K-\$220K

LUXURY MARKET



Typical Buyer: Move-up buyers
Starting price for a luxury home: \$450K

CONDO MARKET



Typical Buyer: Retirees/downsizers,
single Millennial buyers, young couples
Typical Property: 2-bed., 1,000 sq.-ft. condos
Average Price in 2019: \$150K-\$300K