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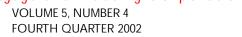
Single Starts end year on 12- year high

In 2002Q4 single starts registered the highest fourth quarter growth in starts since 1988Q4 breaking a 14 year record. In effect single starts at 280 units were 19 per cent higher than the corresponding level in 2002Q3 and 28 per cent above the 1992-2001 fourth quarter average. Quite a remarkable quarter for single starts. The volatile multiple starts did not follow such a record pace. Nevertheless multiple starts were the highest since 1999Q4. At 86 units in 2002Q4, multiple starts were up 13 per cent from 2002Q3 and 194 per cent above the level in 2001Q4. Overall total starts in 2002Q4 reached 366 units which were up 22 per cent from 2002Q3 and 33 per cent above the 2001Q4 level and certainly above the average for the last 10 quarters. Year 2002 has been a very good year for single starts.

On an annual basis single starts have been the highest since 1990. What accounted for such a remarkable performance for the single sector? Low mortgage rates, strong job growth, rising consumer confidence and stable net migration have all contributed to strong housing demand.

Employment

The unemployment rate has risen to 7.4 per cent from 5.9 per cent in 2001 largely as a result of a substantial increase in the labor force . Had the labor force stayed at the 2001 level, the unemployment rate in 2002 would have been 4.8 per cent. The tight resale market with low listings and increasing demand have led to rising resale prices. In turn high resale prices

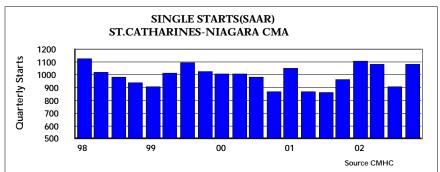


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have encouraged buyers to look into the new home market-supported by low carrying costs and steady employment growth.

Full time total employment fell in the fourth quarter. The decline was concentrated in the Trade and Construction sectors. The former reflected slow economic activity in the export sector mainly due to widespread drop in merchandise exports in October and November including export of auto products to the US. Construction employment declined from historically high levels reflecting general slow down in the fourth quarter.



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However, after successive declines in the first two quarters, employment in the manufacturing and service sectors grew substantially in the third and fourth quarter. In the services sector employment gains were mainly in the education plus health and social care assistance sectors.

Manufacturing employment rose in the last two quarters of 2002- the settlement of a 3 year contract between GM and its employees in St.Catharines and the opening of Davert Tools in Niagara Falls did certainly help. And so did the Canadian Ioonie which fell from 64.21 to 63.38 over the last quarter characterising a downward trend since 1990. Availability of high paying manufacturing jobs certainly help in the decision to purchase a home. Employment growth contributes to rising disposable income which allows consumers to spend on big ticket items like new single detached homes.

The increase in single starts in Niagara Falls and Welland in 2002Q4 was correlated with lower new home prices. In contrast prices appreciated by 13 per cent in St.Catharines and single starts increased marginally from 54 to 57 in 2002Q4 indicating the strong willingness of consumers to enter the market given the favourable economic conditions. The consumer is not only benefiting from low mortgage rates which allow them to buy more house for their money but also from the competitive housing market in Niagara Falls and Welland which drove down house prices in 2002O4.

There were multiple starts in all zones except Pelham and Wainfleet. Niagara Falls registered the highest

Econ	omic Indic	ators	
	Dec 2002	Dec 2001	%Change
CPI	120.6	117.3	2.8
Consumer Confidence	118.53	110.61	7.2
Employment level	193000	190900	1.1
Unemployment rate	7.4	5.9	25.4
5 year mortgage rate	6.7	6.85	-2.2

Source: Statistics Canada, CMHC numbers followed by St.Catharines, Niagara -on-the-Lake and Welland.

Multiple starts is in an expansionary phase. High prices of singles are indeed encouraging some buyers to look into row houses and row condominium units. These row units are particularly suited to the lifestyle of semi-retired and retired elders of St.Catharines-Niagara. The average price of new single detached homes fell by 1.5 per cent in 2002Q4 compared to 2001Q4. St.Catharines, Lincoln, Fort Erie and Port Colborne saw price appreciation which was offset by price declines in the other municipali-

The share of absorptions of single detached homes over the price of \$250,000 fell from 32 per cent to 28 per cent in 2002Q4. Niagara Falls and Lincoln accounted for most of this

Hot Resale Market

drop. For single homes

per cent. Niagara Falls,

under \$250,000 absorptions

rose from 68 per cent to 72

Welland and Lincoln regis-

tered the largest increases.

The resale market remains in seller's territory with sales to new listings ratio well above 55 per cent in all three districts. The sales to new listings ratio is an indicator of market tightness. Resale prices were up by 11 per cent from 2001Q4(well above the rate of inflation) and they grew by 3 per cent from 2002Q3 to 2002Q4. Seasonally adjusted sales increased by 5 per cent from 2002Q3 to 2002Q4 continuing an upward trend since 1995.

Niagara Falls-Fort Erie registered significant sales increase and price growth at 20 and 14 per cent respectively. The buoyant economic environment stimulated the move into homeownership. In general

resale activity was dampened only by the sheer scarcity of listings across all three districts. Real resale home prices are near the peaks of the late 1980's in the district of St.Catharines and Niagara Falls possibly indicating a flattening of price growth in the months ahead.

In Welland real resale home prices have been on a flat trend since the 1990's. In general low mortage rates and good employment prospects continue to energize the resale market.

MLS SALES ACTIVITY

		Sales	Price	SNLR
CMA				
2002Q4		1218	\$150,738	0.71
2001Q4		1176	\$135,049	0.68
%change		3.6	11.6	
St.Catharin	es			
2002Q4		590	\$161,775	0.71
2001Q4		613	\$147,516	0.67
%change		-3.8	9.7	
Niagara-For	rt Erie			
2002Q4		371	\$140,321	0.71
2001Q4		308	\$122,714	0.68
%change		20.5	14.3	
Welland Di	strict			
2002Q4		257	\$140,437	0.7
2001Q4		255	\$122,714	0.68
%change		0.8	14.4	

Source: CREA, Seasonal Adjustment CMHC

TABLE 1: STARTS BY ZONE AND BY INTENDED MARKET

	OWNERS					RENTAL		TOTAL
	FREEHOL		DOM	CONDOMI		DOVA	ADT	
Zone 1	SINGLE	SEIVII	ROW	ROW	APT	ROW	APT	N .
St. Catharines City								
2002 Q4	57	6	0	11	0	0	0	74
2001 Q4	54	4	0	0	0	0	0	58
Year-to-date 2002	217	32	4	28	0	0	8	289
Year-to-date 2001	174	22	0	10	0	0	26	232
Zone 2	174		- U	10	0		20	232
Niagara Falls								
2002 Q4	62	4	15	5	0	0	0	86
2001 Q4	48	0	0	0	0	0	0	48
Year-to-date 2002	227	4	18	15	0	0	0	264
Year-to-date 2001	214	6	39	11	0	0	0	270
Zone 3	211		07		0			270
Welland								
2002 Q4	39	10	4	0	0	0	0	53
2001 Q4	26	8	0	0	0	0	0	34
Year-to-date 2002	138	20	28	0	0	0	0	186
Year-to-date 2001	101	22	5	0	0	0	0	128
Zone 4	101		3	- U	0	0		120
Lincoln								
2002 Q4	23	0	4	0	0	0	0	27
2001 Q4	22	6	0	0	0	0	0	28
Year-to-date 2002	110	16	26	4	0	0	0	156
Year-to-date 2002	65	14	10	0	0	0	0	89
Zone 5	03	14	10	0	U	0	0	07
Fort Erie								
2002 Q4	33	0	0	6	0	0	0	39
2001 Q4	37	0	0	0	0	0	0	37
Year-to-date 2002	119	0	0	6	0	0	0	125
Year-to-date 2001	122	0	0	0	0	0	0	122
Zone 6	122	0	0	0	0	0	0	122
Niagara-on-the-Lake								
2002 Q4	28	0	9	6	0	0	0	43
2001 Q4	29	6	4	0	0	0	0	39
Year-to-date 2002	88	8	25	10	0	0	0	131
Year-to-date 2001	85	8	12	11	0	0	0	116
Zone 7	- 00	- 0	12	''	0	0		110
Pelham								
2002 Q4	16	0	0	0	0	0	0	16
2001 Q4	14	0	0	0	0	0	0	14
Year-to-date 2002	60	0	0	0	0	0	0	60
Year-to-date 2002	81	4	0	0	0	0	0	85
Zone 8	01	7	U	U	U	0	U	00
Port Colborne								
2002 Q4	5	0	5	0	0	0	0	10
2002 Q4 2001 Q4	3	0	0	0	0	0	0	3
Year-to-date 2002	3 19	0	14	0	0	0	0	33
Year-to-date 2002 Year-to-date 2001	23	0	8	0	0	0	0	33 31
rear-to-date 2001	23	U	ď	U	U	U	U	31

	OWNERS					RENTAL		TOTAL
	OWNERS		DOM	DOVA	ADT	DO)A/	ADT	
	SINGLE	SEMI	ROW	ROW	APT	ROW	APT	
Zone 9								
Thorold								
2002 Q4	10	6	3	0	0	0	0	19
2001 Q4	8	4	0	0	0	0	0	12
Year-to-date 2002	28	8	11	0	0	0	0	47
Year-to-date 2001	18	4	6	0	0	0	0	28
Zone 10								
Wainfleet								
2002 Q4	7	0	0	0	0	0	0	7
2001 Q4	8	0	0	0	0	0	0	8
Year-to-date 2002	26	0	0	0	0	0	0	26
Year-to-date 2001	33	0	0	0	0	0	0	33
Total								
St. Catharines-Niaga	ara CMA							
2002 Q4	280	26	40	28	0	0	0	374
2001 Q4	249	28	4	0	0	0	0	281
Year-to-date 2002	1032	88	126	63	0	0	8	1317
Year-to-date 2001	916	80	80	32	0	0	26	1134

TABLE 2: SINGLE-DETACHED ABSORPTION PROFILE AT DECEMBER 2002

Municipality	Average	Average	%	Inventory*	Inventory*	%	Absorptions	Completions	% Abs at
	Price	Price	chg	2002Q4	2001Q4	chg	2002Q4	2002Q4	completions
	2002Q4	2001Q4				J			
St. Catharines	\$252,699	\$223,275	13.2	26	28	-7.1	59	61	96.7
Nagara Falls	\$203,228	\$216,312	-6.0	18	36	-50.0	46	48	95.8
Welland	\$184,948	\$194,685	-5.0	7	8	-12.5	43	47	91.5
Lincoln	\$248,463	\$219,400	13.2	16	16	0.0	32	31	**
Fort Erie	\$218,608	\$198,246	10.3	4	6	-33.3	36	32	**
NOTL	\$283,491	\$310,323	-8.6	38	22	72.7	22	24	91.7
Pelham	\$287,833	\$301,667	-4.6	6	9	-33.3	15	17	88.2
Part Calbarne	\$208,822	\$173,089	20.6	1	1	0.0	9	9	100.0
Thorold	\$179,319	\$236,750	-24.3	4	4	0.0	5	6	83.3
Wainfleet	\$174,722	\$192,375	-9.2	0	0	n/a	9	9	100.0
St. Catharines-									
Niagara CMA	\$228,022	\$231,550	-1.5	120	130	-7.7	276	284	97.2

Note:

^{*} inventory equals completed and not absorbed units

^{**} Not available

TABLE 3:	ACTIVITY	SUMM	ARY BY	INTE	NDFD	MARKET

	OWNERS	SHIP				RENTAL			
	FREEHO I	LD		CONDON	IINIUM				
	SINGLE	SEMI	ROW	ROW	APT	ROW	APT		
D !! 0! !	_								
Pending Starts	101		4		0		-	101	
Dec 2002	121	0	4	6	0	0	0	131	
Dec 2001	109	4	5	0	0	0	0	118	
% change	11.0	-100.0	-20.0	n/a	n/a	n/a	n/a	11.0	
Starts									
2002Q4	280	26	40	28	0	0	0	374	
2001Q4	249	28	4	0	0	0	0	281	
% change	12.4	-7.1	900.0	n/a			n/a	33.1	
Year-to-date 2002	1032	88	126	63	0	0	8	1317	
Year-to-date 2001	916	80	80	32	0	0	26	1134	
% YTD change	12.7	10.0	57.5	96.9	na	na	-69.2	16.1	
Under Construction									
2002	413	44	118	59	0	0	0	634	
2001	349	38	114	55	0	0	22	578	
% change	18.3	15.8	3.5	n/a	n/a	n/a	n/a	9.7	
Completions									
2002Q4	284	28	45	14	0	0	0	371	
2001Q4	260	22	15	7	30	0	0	334	
% change	9.2	27.3	200.0	100.0	n/a	n/a	n/a	11.1	
Year-to-date 2002	962	86	129	55	0	0	30	1262	
Year-to-date 2001	896	84	61	66	30	0	4	1141	
% YTD change	7.4	2.4	111.5	-16.7	n/a	n/a	n/a	10.6	
Completed and not absorbed									
2002	78	22	9	11	0	0	0	120	
2001	89	16	4	13	4	0	4	130	
% change	-12.4	37.5	125.0	-15.4	n/a	n/a	-100.0	-7.7	
Total Supply									
2002Q4	612	66	131	76	0	0	0	885	
2001Q4	547	58	123	68	4	0	26	826	
% change	11.9	13.8	6.5	11.8	-100.0	n/a	-100.0	7.1	
Absorptions									
2002Q4	276	21	44	15	2	0	2	360	
2001Q4	274	18	12	8	26	0	0	338	
% change	0.7	16.7	266.7	87.5	n/a	n/a	n/a	6.5	
Year-to-date 2002	966	80	125	57	4	0	33	1265	
Year-to-date 2001	921	90	66	63	26	0	0	1166	
% YTD change	4.9	-11.1	89.4	-9.5	n/a	n/a	n/a	8.5	

Pending Start refers to a dwelling unit where a building permit and/or National Housing Act approval exists but construction has not started.

Start refers to a dwelling unit where the construction stage incoporates full footings. In the case of multiple units, the definition applies to the entire structure.

Under Construction refers to the inventory of units currently being constructed. This number includes current month starts but not current month completions.

Definitions

Completion: for single-detached and semi-detached units. implies that 90% or more of the structure is complete. A structure may be considered complete and ready for occupancy when only seasonal deficiencies and/or minor infractions to building codes remain. *Row and apartments*:implies that 90% or more of the dwelling units within a structure are completed and ready for occupancy.

Completed and not absorbed refers to newly constructed, completed units which have not been sold or rented.

Total supply refers to total supply of new units and includes pending starts, units under construction and units completed but not absorbed.

Absorptions refer to newly completed units which have been sold or rented. The number of absorptions is obtained from a survey initiated when the structure is completed. Units sold or leased prior to construction are not considered as absorbed until the completion stage.

TABLE 4: HOUSING ACTIVITY SUMMARY BY MUNICIPALITIES

		OWNERS	HIP			OWNERS	HIP		
		FREEHOL	D		CONDO	FREEHOL	D		CONDO
		SINGLE	SEMI	ROW	ROW	SINGLE	SEMI	ROW	ROW
Starts						Completio	ns		
St. Catharines	2002Q4	57	6	0	11	61	16	4	4
	2001Q4	54	4	0	0	47	8	0	7
Niagara Falls	2002Q4	62	4	15	5	48	0	7	0
	2001Q4	48	0	0	0	72	4	0	0
Welland	2002Q4	39	10	4	0	47	4	8	0
	2001Q4	26	8	0	0	26	4	0	0
Lincoln	2002Q4	23	0	4	0	31	6	8	0
	2001Q4	22	6	0	0	10	2	8	0
Fort Erie	2002Q4	33	0	0	6	32	0	0	6
	2001Q4	37	0	0	0	27	0	0	0
NOTL	2002Q4	28	0	9	6	24	2	8	4
	2001Q4	29	6	4	0	28	2	4	0
Pelham	2002Q4	16	0	0	0	17	0	0	0
	2001Q4	14	0	0	0	29	2	30	0
Port Colbourne	2002Q4	5	0	5	0	9	0	5	0
	2001Q4	3	0	0	0	9	0	0	0
Thorold	2002Q4	10	6	3	0	6	0	5	0
	2001Q4	8	4	0	0	4	0	3	0
Wainfleet	2002Q4	7	0	0	0	9	0	0	0
	2001Q4	8	0	0	0	8	0	0	0

		OWNERSH FREEHOLI			CONDO	OWNERSI FREEHOL			CONDO
		SINGLE	SEMI	ROW	ROW	SINGLE	SEMI	ROW	ROW
Under Construction						Completed	d and not ab	osorbed	,
St.Catharines	2002	70	12	0	23	20	4	1	1
	2001	58	6	0	17	18	2	0	4
Niagara Falls	2002	79	6	46	15	12	0	3	3
	2001	63	2	44	15	26	3	0	7
Welland	2002	48	14	28	0	6	1	0	0
	2001	38	14	13	0	5	3	0	0
Lincoln	2002	53	4	7	0	7	6	3	0
	2001	36	6	6	0	11	3	2	0

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TABLE 4: HOUSING ACTIVITY SUMMARY BY MUNICIPALITIES

		OWNERSHI FREEHOLD				OWNERSHII FREEHOLD	P		CONDO	CONDO
		SINGLE				SINGLE	SEMI	ROW	ROW	APT
Under Cor	struction					Completed	and not abs	sorbed		
Fort Erie	2002	48	0	0	6	4	0	0	0	0
	2001	48	0	0	6	6	0	0	0	0
NOTL	2002	49	0	21	6	22	9	1	6	0
	2001	44	- 6	27	11	16	3	1	2	21
Pelham	2002	25	0	0	9	5	0	0	1	0
	2001	27	0	0	16	5	0	0	0	4
Port Colbou	r2002	9	0	5	0	0	0	1	0	0
	2001	8	0	8	0	1	0	0	0	0
Thorold	2002	16	8	11	0	2	2	0	0	0
	2001	11	4	16	0	1	2	1	0	0
Wainfleet	2002	16	0	0	0	0	0	0	0	0
	2001	16	0	0	0	0	0	0	0	0

Note:

The measures *Under construction* and *Completed and Not Absorbed* are given as at December 2002

TABLE 4: HOUSING ACTIVITY SUMMARY BY MUNICIPALITIES

		OWNERS	HIP				OWNERS	HIP		
		FREEHOL			CONDO		FREEHOL			CONDO
		SINGLE	SEMI	ROW	ROW		SINGLE	SEMI	ROW	ROW
Absorption	ons									
St.Catharin	es2002Q4	59	15	4	4	NOTL	22	0	7	4
	2001Q4	48	8	0	3		31	1	3	0
Niagara Fa	lls 2002Q4	46	0	6	1	Pelham	15	0	0	0
	2001Q4	73	1	0	5		30	2	0	0
Welland	2002Q4	43	3	8	0	Port Colbour	r 9	0	5	0
	2001Q4	30	4	0	0		9	0	0	0
Lincoln	2002Q4	32	3	9	0	Thorold	5	0	5	0
	2001Q4	12	2	6	0		4	0	3	0
Fort Erie	2002Q4	36	0	0	6	Wainfleet	9	0	0	0
	2001Q4	29	0	0	0		8	0	0	0

Note:

In 2002Q4, 2 apartment rental units were absorbed in St.Catharines.

	< \$150	\$150-199	\$200-249	\$250-299	\$300-449	\$450+	Total
Zone 1							
St.Catharines City							
2002 Q 4	1	14	21	12	11	0	5 9
2001 Q 4	4	21	8	9	6	0	48
Year-to-date 2002	7	5 9	56	40	41	1	204
Year-to-date 2001 Zone 2	1 4	5 8	36	25	23	2	158
Viagara Falls							
2002 Q 4	0	32	11	1	1	1	46
2001 Q 4	0	4 9	11	3	9	1	7 3
Year-to-date 2002	1	157	43	7	7	8	223
Year-to-date 2001 Zone 3	3	152	31	10	27	5	228
Welland							
2002 Q 4	7	20	11	4	1	0	4 3
2001 Q 4	5	13	6	4	2	0	30
Year-to-date 2002	25	63	30	8	1	0	127
Year-to-date 2001	15	4 9	2 4	7	5	1	101
Zone 4 Lincoln							
2002 Q 4	0	13	11	2	4	2	32
2001 Q 4	0	4	4	4	0	0	12
Year-to-date 2002	0	4 4	23	7	15	2	91
Year-to-date 2001	0	3 4	26	10	3	4	77
Zone 5							
Fort Erie 2002 Q4	7	17	4	2	4	2	36
2001 Q 4	6	17	1	1	3	1	29
Year-to-date 2002	30	60	12	6	9	5	122
/ear-to-date 2001	38	52	5	6	11	3	115
Zone 6							
Niagara-on-the-Lake	0	0	<i>L</i>	7	9	0	2.2
2002 Q 4 2001 Q 4	0	1	<u>6</u> 8	9	10	3	31
Year-to-date 2002	0	4	21	23	23	6	77
Year-to-date 2001	0	5	28	21	26	5	85
Zone 7							
Pelham					<u> </u>		
2002 Q 4	0	2	9	5 7	6	0	15 30
2001 Q 4 Year-to-date 2002	0	5	21	10	10	2 2	62
Year-to-date 2001	0	16	23	16	26	3	84
Zone 8							
Port Colborne							
2002 Q 4	2	3	1	11	2	0	9
2001 Q4	1	7	0	1	0	0	9
Year-to-date 2002 Year-to-date 2001	3	11	2	2	3	0	20
Thorold	J	1 0		<u> </u>	1	<u> </u>	2 4
2002 Q4	0	4	1	0	0	0	5
2001 Q 4	0	1	0	3	0	0	4
rear-to-date 2002	3	11	6	2	0	0	22
Year-to-date 2001	3	11	7	5	0	0	26
Zone 10 Wainfleet							
2002 Q 4	0	8	0	1	0	0	9
2001 Q4	1	3	4	0	0	0	8
/ear-to-date 2002	1	20	3	2	0	0	26
'ear-to-date 2001	1	12	8	0	2	0	23
Total	N4 A						
St.Catharines-Niagara C	M A 17	112	69	2 5	2.0	5	274
001 Q4	17	112	51	3 5 4 1	3 8 4 0	<u>5</u> 7	276 274
'ear-to-date 2002	70	434	216	107	123	2 4	974
'ear-to-date 2001	77	405	190	102	124	23	921

Note: Data for all the tables are from CMHC unless otherwise indicated.

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