

OUSING NOW

Trois-Rivières

YOUR LINK TO THE HOUSING MARKET

Canada Mortgage and Housing Corporation

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Year off to a good start for residential construction

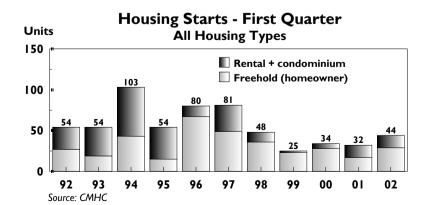
The latest results compiled by Canada Mortgage and Housing Corporation (CMHC) show a gain of 38 per cent in residential construction in the Trois-Rivières metropolitan area for the first quarter of 2002. During the period from January to March, 44 housing starts were enumerated in comparison with 32 last year.

This hike was largely attributable to a solid performance in the detached home building segment, where starts rose from 13 units in the first quarter of 2001 to 23 this year. This was encouraging news for Trois-Rivières. With this increase of 77 per cent, the area posted the best results in this category since 1992. The affordable mortgage rates and the lowest inventory of new, unoccupied units allowed for the production of these dwellings.

Semi-detached and row homes, for their part, registered 6 starts compared to 4 last year. Lastly, rental apartment construction remained stabled between last year and this year, with 15 new rental units. In this sector, the year 2002 will yield a much better performance than last year, with the announcement of some major projects to come.

Elsewhere in the Mauricie area, the agglomeration of Shawinigan posted 2 starts in the first quarter of 2002 compared to 5 during the corresponding period in 2001. In La Tuque, there has been one new construction this year, as opposed to none in the same period in 2001.

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Publications Trois-Rivières Metropolitan Area Zones

6. Economic Overview **Definitions and Concepts** Market Analysis Centre



HOME TO CANADIANS



Provincial results

In all urban centres across Quebec, 5,580 housing starts were enumerated from January to March 2002. This first quarter result was 57 per cent higher than that recorded during the same period in 2001. This gain was reflected in strong construction volumes in all metropolitan areas across the province.

For more information, please contact:

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AFFORDABLE HOUSING QUÉBEC program

In view of the current shortage of rental housing in many of Québec's cities, the governments of Canada and Quebec rapidly came to an agreement to implement an affordable housing program. On December 21, 2001, the two governments agreed to invest over \$323.3M in order to increase the supply of affordable housing in Quebec, including \$161.65M on the part of the federal government, through CMHC, \$104M from the government of Quebec, through the Société d'habitation du Québec (SHQ), and \$57M by the municipalities concerned. The program, officially launched on March 5, 2002, will allow for the production of 6,500 affordable rental housing units across Quebec, in 2002 and 2003.

Note: The following text is an excerpt from the leaflet "Action for Housing, Private Component", CMHC and SHQ..

A program with two components

The social and community component targets non-profit community organizations wishing to implement housing projects, and is expected to generate some 5,000 housing units for low to modest income households.

The private component is designed to stimulate the production of housing units with rents affordable to moderate income households. It applies mainly on the territories of municipalities that have low rental vacancy rates and that need a significant number of new housing units to counter the shortage.

This component of the program is intended mainly for private sector promoters and targets the production of rental housing only through new construction or the conversion of buildings not currently used for residential purposes.

Financial assistance for the production of housing units

Financial assistance (private component) takes the form of a variable lump sum of between \$10,600 and \$12,500 for a two-bedroom unit, depending on the location and type of housing units produced (studio, 1, 2 or 3 bedrooms, etc.).

The municipality pays 15 per cent of the total amount granted for each project.

The maximum monthly rent varies according to the type of housing unit and is set by the municipality in accordance with SHQ guidelines. It should start at around \$700 for a heated two-bedroom unit.

The owner undertakes to comply with the maximum rents and subsequent authorized increases for a period of 10 years following completion of the work. During the 10-year period, the owner may not convert the housing units into condominiums.

A leading role for municipalities

The Société d'habitation du Québec (SHQ), as the agency responsible for the entire Affordable Housing Québec program, has drawn up certain basic criteria for the private component of the program.

Municipalities must meet these criteria when developing their own affordable housing programs. The SHQ will contribute financially to the delivery of the municipal program that it has duly approved.

For Trois-Rivières

During a tour of Quebec, the government of Quebec and the municipality of Trois-Rivières met and announced that, with the investments tied to the affordable housing program, around 35 new housing units will be produced on the territory by 2003.

For more information, please contact the Société d'habitation du Québec (SHQ):

In Québec City: (418) 643-7676

Elsewhere in Quebec: 1 800 463-4315 (toll-free)

www.shq.gouv.qc.ca

Source: Leaflet "Action for Housing, Affordable Housing Québec, Private Component",

Housing Québec, Private Component", CMHC and SHQ

Table I Summary of Activity by intended Market Trois-Rivières Metropolitan Area

			Ownershi†)				
Activity / period		Freel	nold*		Condo-	Rental	Total	
	Detached	Semi	Row	Apart.	minium			
Starts								
First Quarter 2002	23	6	0	0	0	15	44	
First Quarter 2001	13	4	0	0	0	15	32	
Year-to-Date 2002 (JanMarch)	23	6	0	0	0	15	44	
Year-to-Date 2001 (JanMarch)	13	4	0	0	0	15	32	
Under construction **								
First Quarter 2002	21	10	0	0	0	28	59	
First Quarter 2001	7	8	0	3	0	21	39	
Completions								
First Quarter 2002	24	12	3	0	0	0	39	
First Quarter 2001	20	14	0	0	5	18	57	
Year-to-Date 2002	24	12	3	0	0	0	39	
Year-to-Date 2001	20	14	0	0	5	18	57	
Unoccupied **								
First Quarter 2002	12	20	2	0	0	3	37	
First Quarter 2001	16	32	0	0	0	34	82	
Absorptions								
First Quarter 2002	23	9	I	0	0	0	33	
First Quarter 2001	23	6	0	0	7	12	48	
Year-to-Date 2002	23	9	1	0	0	0	33	
Year-to-Date 2001	23	6	0	0	7	12	48	
Duration of inventory (in months)								
2002 Trend	0.6	3.4	NA	0.0	NA	7.0	1.2	
2001 Trend	0.8	5.3	NA	NA	0.0	10.0	2.6	

 $^{* \}textit{Refers to single-family houses (detached, semi-detached and row) owned under freehold tenure.} \\$

^{**} As at the end of the period shown.

Table 2
Housing Starts by Zone and by intended Market
Trois-Rivières Metropolitan Area

			Ownership				
Zone / period	_	Free	hold	-	Condo-	Rental	Total
	Detached	Semi	Row	Apart.	minium		
	_						
Zone 1: Trois-Rivières 2		_	_	_	_		
First Quarter 2002	4	2	0	0	0	4	10
First Quarter 2001	2	0	0	0	0	0	2
Year-to-Date 2002	4	2	0	0	0	4	10
Year-to-Date 2001	2	0	0	0	0	0	2
Zone 2: Trois-Rivières-	Ouest Zone						
First Quarter 2002	7	4	0	0	0	0	11
First Quarter 2001	4	4	0	0	0	3	11
Year-to-Date 2002	7	4	0	0	0	0	11
Year-to-Date 2001	4	4	0	0	0	3	11
Zone 3: Cap-de-la-Mad	leleine Zone						
First Quarter 2002	5	0	0	0	0	П	16
First Quarter 2001	4	0	0	0	0	12	16
Year-to-Date 2002	5	0	0	0	0	11	16
Year-to-Date 2001	4	0	0	0	0	12	16
Centre (zones 1 to 3)							
First Quarter 2002	16	6	0	0	0	15	37
First Quarter 2001	10	4	0	0	0	15	29
Year-to-Date 2002	16	6	0	0	0	15	37
Year-to-Date 2001	10	4	0	0	0	15	29
Zone 4: Outlying Area	(Bécancour, Cha	mplain, Po	inte-du-Lac,	etc.)			
First Quarter 2002	7	0	0	0	0	0	7
First Quarter 2001	3	0	0	0	0	0	3
Year-to-Date 2002	7	0	0	0	0	0	7
Year-to-Date 2001	3	0	0	0	0	0	3
TOTAL TROIS-RIVIÈR	ES MÉTROPOL	ITAN AREA	1				
First Quarter 2002	23	6	0	0	0	15	44
First Quarter 2001	13	4	0	0	0	15	32
Year-to-Date 2002	23	6	0	0	0	15	44
Year-to-Date 2001	13	4	0	0	0	15	32

Table 3
Starts in Outlying Areas / Freehold Market
Trois-Rivières Metropolitan Area

	First Q	uarter	Year-to-date (JanMarch)		
Municipalities and Zones	2002	2001	2002	2001	
Bécancour	I	0	l I	0	
Champlain	2	0	2	0	
Pointe-du-Lac	3	3	3	3	
St-Louis-de-France	I	0	l I	0	
Ste-Marthe-du-Cap	0	0	0	0	
St-Maurice	0	0	0	0	

Table 4
Summary of Activities by Large Zones and Intended Market
Trois-Rivières Metropolitan Area

		Owne	Rental				
Zone	Freehold		Condominium		7		
	Ist Qrt 2002	Ist Qrt 2001	Ist Qrt 2002	Ist Qrt 2001	1st Qrt 2002	Ist Qrt 2001	
Starts	·	•					
Center	22	14	0	0	15	15	
Suburbs	7	3	0	0	0	0	
Under constructi	ion *						
Center	30	17	0	0	25	16	
Suburbs	1	I	0	0	3	5	
Completed							
Center	31	28	0	5	0	18	
Suburbs	8	6	0	0	0	0	
Unoccupied *							
Center	33	43	0	0	0	34	
Suburbs	1	5	0	0	3	0	
Absorbed					·		
Center	24	23	0	5	0	3	
Suburbs	8	6	0	2	0	0	
Duration of Inve	ntory (months)*	*			·		
Center	2.0	2.4	NA	0.0	0.0	10.7	
Suburbs	0.1	0.6	NA	0.0	NA	0.0	

^{*} As at the end of the period shown. ** Trend Source: CMHC

Table 5
Housing Supply
Trois-Rivières Metropolitan Area

Intended Market	Under Construction	Vacant Units	Short- term Supply	Duration of Supply (months)
		March 2002		Trend 2002
Freehold Condominium Rental	3 I 0 28	34 0 3	65 0 31	2.6 0.0 3.8
		March 2001		Trend 2001
Freehold Condominium Rental	18 0 21	48 0 34	66 0 55	2.5 0.0 15.0

Source: CMHC

Tableau 6
Economic Overview
Trois-Rivières Metropolitan Area

	•				
	Fi	rst	Trend JanMarch		Variation
	Que	arter			(%)
	2001	2002	2001	2002	Trend
Jobs Market					
- Employment Level	62.0	61.0	62.0	61.0	-1.6%
- Unemployement Rate (%)	10.0%	12.2%	10.0%	12.2%	n.a.
Mortgage Rate (%) (Canada)					
- I-year	7.1	4.8	7.1	4.8	n.a
- 5-year	7.6	7.1	7.6	7.1	n.a
Annual Inflation Rate (%)	2.6	1.5	2.6	1.5	n.a
Quebec's Consumer Attitudes: Survey					
- Index of Consumer Attitudes (1991 = 100, SA)	114.8	131.2	114.8	131.2	14.3%

Sources: Statistics Canada, Conference Board of Canada, CMHC

Note: Parenthesis indicates negatives values.

Definitions and concepts

TARGETED MARKETS - There are three targeted markets: the homeowner market refers to single family homes (detached, semi-detached and townhouse) owned in freehold; the condominium market includes houses and apartments held in joint ownership; and the rental market covers all apartment-type dwellings.

HOUSING STARTS - This phrase refers to the beginning of construction work, usually after the pouring of the concrete footing or at an equivalent stage when the building has no basement.

UNITS IN CONSTRUCTION - Housing for which construction work has started but is not completed. The number of housing units in construction at the end of a period can include corrections made, for various reasons, after the housing starts have been reported.

COMPLETIONS - Number of habitable housing units where the planned work has been completed. In some cases, a unit can be regarded as completed if only ten percent of the work remains to be carried out.

VACANT UNITS - Completed new housing units that have remained unoccupied.

SHORT TERM TOTAL SUPPLY - Total inventory of new housing units, including housing under construction and completed, but vacant.

ABSORPTION - Number of recently completed housing units that have been either sold or rented. The units are included in the inventory at the time that they are completed. Housing units that were sold or rented in advance are not included before the work is completed. The number of absorbed units in the current month is equal to the number of completed but vacant units from the previous month, plus the completions of the current month, minus the completed but vacant units of the current month.

DURATION OF INVENTORY - Time required to absorb the vacant units, that is, the ratio of vacant units to absorbed units (average for the 12 preceding months). This data is expressed in months.

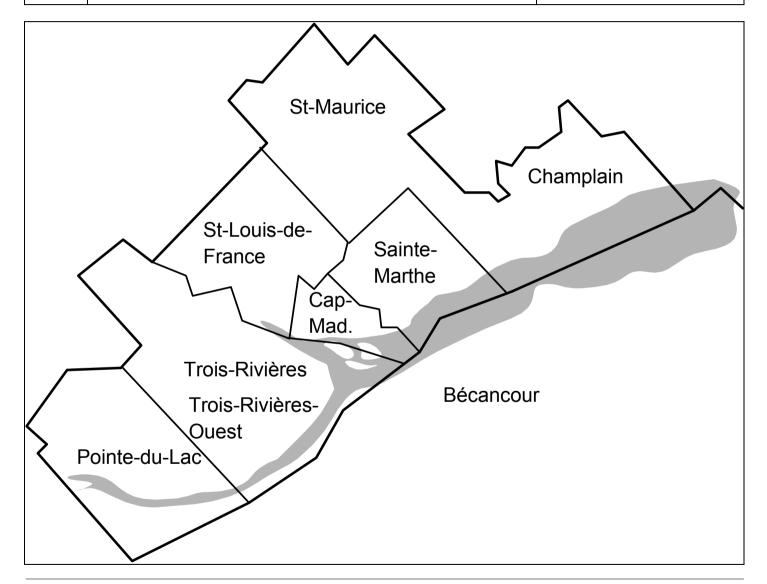
DURATION OF TOTAL SHORT TERM SUPPLY - Time required to absorb vacant and in construction units, that is, the ratio of vacant and in construction units to absorbed units (average for the 12 preceding months). This data is expressed in months.

CMHC Housing Centre Publications						
Canada Wide	Québec	Québec Metropolitan Regions				
 National Housing Outlook Mortage Market Trends Canadian Housing Markets And several others 	 Housing Now FASTFax - Rental Market Report Senior's Homes Market (provincial analysis and by metropolitan region, including a section on Trois-Rivières) 	 Housing Market Outlook (Montréal only) Rental Market Report (I) FASTFax - Rental Market Report (3) Resale Market Analysis (2) Seniors' Homes Market (2) (I) Available for all metropolitan regions: Chicoutimi, Gatineau, Montréal, Québec, Sherbrooke and Trois-Rivières. (2) Available for Montréal and Québec City only. (3) Available for urban centres of 10,000 people and more 				

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Zones of the Trois-Rivières Metropolitan Area				
Zones	Municipalities	Major Zones		
I	City of Trois-Rivières	Center		
2	City of Trois-Rivières-Ouest	Center		
3	City of Cap-de-la-Madeleine	Center		
4	Bécancour, Champlain, Pointe-du-Lac, St-Louis-de- France, St-Maurice, Ste-Marthe-du-Cap-de-la-Madeleine.	Suburb		



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ORECAST

Trois-Rivières

Spring - Summer 2002

SUMMARY

Canada Mortgage and Housing Corporation

Construction to pick up in 2002

HIGHLIGHTS

- Residential construction will post a solid performance in 2002 before declining slightly next year.
- The production of apartments for seniors will buoy up rental housing construction.
- ✓ The single-family home building segment will also be on rise, as 300 new houses are anticipated in 2002.
- √ The rental housing vacancy rate will continue on its downward course this year and in 2003.

- Mortgage rates will sustain upward pressure but will remain at affordable levels.
- √ The resale market will reach new heights in 2002 with 840 MLS* sales.
- Resales will slow down slightly next year, when 800 sales are expected.
- ✓ Job creation will take a break before picking up again in 2003.

IN THIS

Construction to pick up in 2002

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Residential consctruction to pick up again in 2002 in the Trois-Rivières area

Mortgage rates already back on the rise

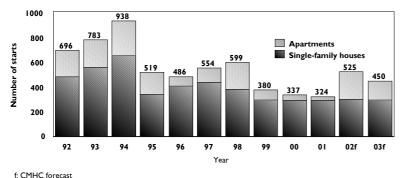
Resale market to reach new heights in 2002

Economic overview

Forecast Summary Table

Residential Construction

Trois-Rivières Metropolitan Area





^{*} Multiple Listing Service (MLS) is a registered certification mark owned by the Canadian Real Estate Association (CREA).

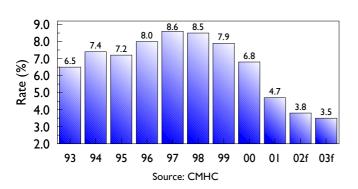
RESIDENTIAL CONSTRUCTION TO PICK UP AGAIN IN 2002 IN THE TROIS-RIVIÈRES AREA

Apartment segment to support increase

After another very difficult year for apartment starts, a recovery is anticipated in 2002 in the Trois-Rivières metropolitan area. Over 200 new apartments are effectively expected this year in the area, compared to just 34 in 2001. The construction of the second phase of the Quartier Richelieu and the expansion of the Le Duplessis residence will account for most of the new multiple housing construction.

Rental Housing Vacancy Rate

Trois-Rivières Metropolitan Area



In the case at hand, these two projects are retirement homes, a market niche that is performing quite well in the area.

With the downward trend in the rental housing vacancy rate, which began in 1998, it will now be possible to start some new projects, and developers will be in a better position to consider undertaking the production of other traditional rental buildings. For the moment, the low volume of rental housing construction in recent years will cause the proportion of vacant dwellings in Trois-Rivières to go down again this year and next year. For the next two years, the vacancy rate will continue to fall, reaching 3.8 per cent in 2002 and 3.5 per cent in 2003.

Single-family home building also expected to grow

As for single-family home building, activity will also be on the rise throughout 2002, as a gain of 3.4 per cent is expected in this sector. Positive employment growth in recent years and the somewhat limited choice on the existing home market will put upward pressure on construction. In addition, the inventory of new, unoccupied houses is at its lowest level in the area, another factor that will stimulate new starts.

In 2002, single-family housing starts will attain 300 units in the Trois-Rivières metropolitan area. A slight decline is subsequently expected and 2003 should see the arrival of 295 new dwellings. This small decrease will be due to the anticipated increase in mortgage rates and also to the rise in new home prices in relation to existing home prices.

MORTGAGE RATES ALREADY BACK ON THE RISE

In the fall and during the first weeks of the year, mortgage rates reached their lowest levels in 40 years. For example, the official rate for a 5-year term then stood at 6.85 per cent. The economy has since picked up again, such that the period of monetary easing by the Bank of Canada is over. Given that short-term mortgage rates are largely influenced by the bank rate, they can only go up over the next few months. For longer-term loans, it is the bond market that sets the tone for the mortgage rates. As economic activity will regain strength and investors will

gradually return to the stock markets, the bond rates will also rise. For instance, at the time of printing, the 5-year mortgage rate had already gone up to 7.30 per cent. Consumers were therefore right to hurry in order to take advantage of the exceptionally low rates in recent months.

While mortgage rates may be on an upward trend, there is no need to fear an upsurge, as they will remain at historically low levels. With inflation under control, the hikes will be moderate, and the rate trend outlook remains encouraging. The rate for a 5-year term should not exceed 8 per cent in 2002. However, this rate could rise slightly above this mark in 2003.

RESALE MARKET TO REACH NEW HEIGHTS IN 2002

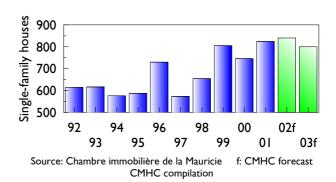
After sustaining a small decrease in activity in 2000, single-family property resales set a new record in 2001 in the Trois-Rivières metropolitan area. In all, 824 properties were sold during 2001 and, in 2002, this segment of the housing market will reach a new peak with 840 resales. However, a slowdown is expected for 2003, when the number of transactions should be around 800 units.

The anticipated increase this year will be largely attributable to the favourable mortgage rates that have been prevailing for several quarters. These rates, at a 40-year low, incited more than one household to buy a property. In many cases, the monthly mortgage payments resulting from buying a home were not that much higher than the average amounts charged for renting an apartment. Consequently, a number of players on the housing market decided to move up their decision to buy, thereby supporting the expected growth.

The projected downturn in 2003 will come mainly from the fact that many households will have decided to buy earlier than planned in 2001 and 2002. In addition, with the market tighter than last year, firmer prices may somewhat cool down the ardour of some first-time buyers. Still, thanks to continued favourable mortgage rates, the area will benefit from a high volume of transactions, despite the anticipated decrease.

The number of sellers per buyer should remain between 10 and 11 until 2003, which should stimulate a moderate price increase, comparable to inflation. The price for a single-detached house should attain \$78,500 this year and \$80,500 next year in the Trois-Rivières metropolitan area.





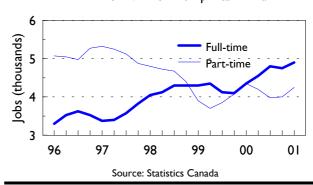
ECONOMIC OVERVIEW

The Trois-Rivières metropolitan area labour market will register a slight downturn this year before picking up again in 2003. The situation will not be as difficult as in 1997, though, when the unemployment rate had reached 14 per cent. Over the last few years, job creation has been positive for the area, which has favoured the housing market.

The new housing demand generated by the employment growth will be felt in 2002, as the real estate market is not perfectly synchronized with the labour market. In fact, there is a delay between getting a job and deciding to buy or rent a home. For the rental market, in particular, full-time employment among young people reached a new peak in 2001, which was reflected on the rental market where the vacancy rate has been falling since 1998. There is every indication that this trend will continue this year and again next year in the area.

Overall, the area will suffer some job losses during the year, as about a hundred positions will be eliminated from the annual total. But this downturn in employment will be temporary. In fact, job creation will be stronger next year. Nearly 800 new jobs will effectively be created in the metropolitan area.

New Rise in Employment for People Aged 15 to 24 Years Trois-Rivières Metropolitan Area



FORECAST SUMMARY

Trois-Rivières Metropolitan Area

Spring - Summer 2002

	2000	2001	2002f	2003f
NEW HOME MARKET				
Total housing starts	337	324	525	450
Single-family houses	292	290	300	295
Condominiums	3	0	5	55
Apartments	42	34	220	100
Unoccupied units (monthly average)	90	90	95	100
Single-family houses	50	50	60	70
RESALE MARKET				
MLS sales (total) - single-family houses	746	824	840	800
MLS listings - single-family houses	748	682	730	730
Seller-to-buyer ratio (single-family houses)	12	9.9	10.7	11.0
Average MLS price (\$) - detached houses	78,000	75,700	78,500	80,500
- semi-detached houses	64,000	69,700	70,000	70,500
RENTAL MARKET				
Vacancy rate (%)	6.8	4.7	3.8	3.5
Average rent for a two-bedroom unit (\$)	413	419	425	435
Change in average rent (%)	2.5	1.5	1.4	2.4
ECONOMIC OVERVIEW				
Mortgage rate - I-year (%)	7.85	6.14	5.36	6.52
Mortgage rate - 5-year (%)	8.35	7.41	7.62	8.44
Unemployment rate (%)	10.5	9.3	10.5	9.8
Employment growth (number of jobs)	225	3,300	100	800

f: CMHC forecast

Data sources: CMHC, Statistics Canada, Multiple Listing Service (Chambre immobilière de a Mauricie)

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