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Canada Mortgage and Housing Corporation

Single Starts end year on a 13-year high

Housing Starts

- Total housing starts in the St. Catharines-Niagara CMA increased on an annual basis by close to 10 per cent from 1317 units in 2002 to 1444 units in 2003. The main contributor to this increase was the number of single detached starts, which made up close to 80 per cent of all housing starts. The number of single detached units totalled 1154, eclipsing a 13-year old record set in 1990.
- Mutliples on the other hand only experienced a small rise from 2002 figures with an increase of 1.8 per cent from 285 units in 2002 to 290 units in 2003. However, on an annual basis, mutliples starts are

currently sitting at their highest level since 1999.

- Fourth quarter housing starts for St. Catharines-Niagara CMA are off last years' pace by 7.5 per cent. This decline is a result of a 38.3 per cent drop in multiples from 2002 Q4 to 2003 Q4. Most pronounced was the decline in semidetached starts. Semi-detached starts fell by more than 50 per cent from this time last year. Row condominium starts also fell by 43 per cent. However, strong housing starts activity in the first 3 quarters of 2003 ensured that 2003 would be a banner year.
- In the St. Catharines-Niagara



In this issue

- I Single Starts End Year on 13-Year High
- 2 Resale Market remains hot
- 3 Activity Summary by Municipality
- 4 Starts by Zone and Intended Market
- 5 Singles Absorption by Price Range
- 6 Resale Housing Activity by District
- 7 Economic Indicators

CMA Thorold city experienced the largest year-over-year percentage change in singles starts, more than doubling from 28 units in 2002 to 70 units in 2003. Significant singles starts were also noted in Niagara-on-the-Lake, St. Catharines, and Niagara Falls, which experienced 40.9 per cent, 15.7 per cent and 13.7 per cent increases respectively.

• On the whole, housing starts in the St. Catharines-Niagara CMA reached a record level in 2003. This impressive performance was largely



St. Catharines-Niagara CMA Housing Starts

Source: CMHC

CMHC Market Analysis
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the result of the single detached sector. Expansion of this sector was fuelled by a low interest rate environment, strong job growth and stable migration into the area. The limited availability of resale units coupled with continued strong growth of new home prices also contributed to continued stimulus for single detached construction.

• Although housing starts are at record levels, the trend appears to be easing somewhat. Housing starts on the whole appear to have reached a peak in 2003 and will ease slightly in 2004.

Average Price of New Homes on the Rise

- The average price of a new single detached home increased by 19.3 per cent from the fourth quarter of last year. For the year, the average price of a single detached home increased by 11.4 per cent to finish the year at \$254,362. The largest price appreciations were observed in the Township of Wainfleet, Lincoln Town, and Thorold city with annual increases well above 20 per cent.
- On an annual basis, all submarkets, excluding Port Colborne city, experienced increases in the average price of new detached homes. This appreciation is mainly

the result of two factors. The first is related to higher labour and material costs, which continue to push average prices higher. The second is related to new home sizes. Low mortgage rates increased the purchasing power of consumers making higher priced homes more affordable. This is evident in the annual increase in the number of new homes priced above \$200,000. In 2003, 69 per cent of homes sold for over \$200,000 compared with 48 per cent in 2002.

Solid Economic Conditions

- Low mortgage rates, a low unemployment rate and steady net migration into the area have all contributed to positive macroeconomic conditions that continue to provide a supportive framework for housing activity.
- The St. Catharines-Niagara CMA job market continues to improve. The seasonally adjusted unemployment rate fell to 6.7 per cent in December from to 7 per cent in November.

Resale Market Remains Hot

• Total sales for St. Catharines-Niagara CMA were up 4.8 per cent from 2002 Q4. The number of new listings grew by 4.2 per cent. Subsequently, the sales-to-new listing ratio dipped slightly from 71 per cent in 2002 Q4 to 70.6 per cent in 2003 Q4. The average price of a home was higher by 5.5 per cent in 2003 Q4.

- on a seasonally adjusted basis sales grew by 2.1 per cent and listings decreased by 1.4 per cent from 2003Q3 to 2003Q4. The seasonally adjusted sales-to-new listings ratio (a measure of market tightness) hit 67 per cent in 2003Q4, up from 65 per cent in the last quarter. This would suggest that the resale market still remains in favour of the seller. With a sales-to-new listing ratio well above the 55 per cent mark in all three districts, the resale market remains in seller's territory.
- In particular the St.

 Catharines district remains very hot.

 Sales grew by 6.3 per cent while
 new listings increased by 1.4 per
 cent from 2002 Q4. With a smaller
 increase in new listings the sales-tonew listings ratio increased to 75
 per cent, up from 71 per cent. With
 new listings remaining in short
 supply relative to sales activity,
 average prices increased by 6.6 per
 cent.
- In the Niagara Falls-Fort Erie district sales grew by 3 per cent while listings increased by 6.5 per cent. As a result, the sales-to-new listing ration dropped from 71 per cent in 2002 Q4 to 68 per cent in 2003 Q4. Nevertheless, price still increased by 4.9 per cent year-over-year, reflecting market tightness.
- In the Welland district sales grew by 3.9 per cent while new listings increased by 7.2 per cent. The sales-to-new listings ratio decreased to 69 per cent. The average price of a home increased by 2.9 per cent from 2002 Q4.

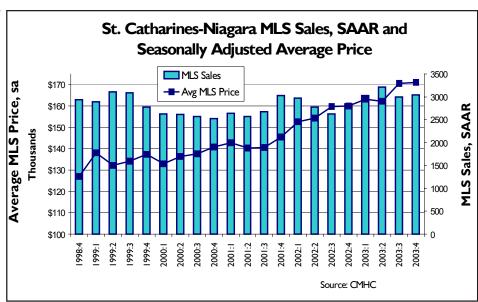


Table I: Housing Activity Summary for St. Catharines-Niagara CMA

| | OWNERSHIP RENTAL | | | | | | | | |
|-------------------|------------------|----------|--------|--------|---------|-----|---------|---------|--|
| | | FREEHOLD | | CONDO | | | | GRAND | |
| | *SINGLE | *SEMI | ROW | ROW | APT | ROW | APT | **TOTAL | |
| STARTS | | | | | | | | | |
| Q4 2003 | 288 | 12 | 30 | 16 | 0 | 0 | 0 | 346 | |
| Q4 2002 | 280 | 26 | 40 | 28 | 0 | 0 | 0 | 374 | |
| % Change | 2.9% | -53.8% | -25.0% | -42.9% | NA | NA | NA | -7.5% | |
| Year-to-date 2003 | 1,154 | 56 | 146 | 70 | П | 0 | 7 | 1,444 | |
| Year-to-date 2002 | 1,032 | 88 | 126 | 63 | 0 | 0 | 8 | 1,317 | |
| % Change | 11.8% | -36.4% | 15.9% | 11.1% | NA | NA | -12.5% | 9.6% | |
| UNDER CONSTRU | JCTION | | | | | | | | |
| December 2003 | 469 | 30 | 119 | 134 | 0 | 0 | 3 | 755 | |
| December 2002 | 413 | 44 | 110 | 59 | 0 | 0 | 0 | 634 | |
| COMPLETIONS | | | | | | | | | |
| Q4 2003 | 297 | 24 | 36 | 13 | 0 | 0 | 0 | 370 | |
| Q4 2002 | 284 | 28 | 45 | 14 | 0 | 0 | 0 | 371 | |
| % Change | 4.6% | -14.3% | -20.0% | -7.1% | NA | NA | NA | -0.3% | |
| Year-to-date 2003 | 1,096 | 72 | 118 | 33 | 0 | 0 | 4 | 1,323 | |
| Year-to-date 2002 | 962 | 86 | 129 | 55 | 0 | 0 | 30 | 1,262 | |
| % Change | 13.9% | -16.3% | -8.5% | -40.0% | NA | NA | -86.7% | 4.8% | |
| COMPLETE & NO | T ABSORBE | D | | | | | | | |
| December 2003 | 68 | 6 | 6 | 6 | 0 | 0 | 0 | 86 | |
| December 2002 | 78 | 22 | 9 | - 11 | 0 | 0 | 0 | 120 | |
| ABSORPTIONS | | | | | | | | | |
| Q4 2003 | 301 | 28 | 38 | 13 | 0 | 0 | 0 | 380 | |
| Q4 2002 | 276 | 21 | 44 | 15 | 2 | 0 | 2 | 360 | |
| % Change | 9.1% | 33.3% | -13.6% | -13.3% | -100.0% | NA | -100.0% | 5.6% | |
| Year-to-date 2003 | 1,105 | 88 | 121 | 38 | 0 | 0 | 4 | 1,356 | |
| Year-to-date 2002 | 966 | 80 | 125 | 57 | 4 | 0 | 33 | 1,265 | |
| % Change | 14.4% | 10.0% | -3.2% | -33.3% | NA | NA | -87.9% | 7.2% | |

^{*}Includes all market types

Source: CMHC

^{**}Year-over-year change greater than 200 per cent

Table 2A: Starts by Area and by Intended Market - Current Quarter

| Sub Market | ĺ | SINGLES | | | MULTIPLES | | | TOTAL | |
|----------------------------|---------|---------|----------|---------|-----------|----------|---------|---------|----------|
| Area | Q4 2002 | Q4 2003 | % change | Q4 2002 | Q4 2003 | % change | Q4 2002 | Q4 2003 | % change |
| St. Catharines-Niagara CMA | 280 | 288 | 2.9% | 94 | 58 | -38.3% | 374 | 346 | -7.5% |
| St. Catharines City | 57 | 51 | -10.5% | 17 | 18 | 5.9% | 74 | 69 | -6.8% |
| Niagara Falls | 62 | 49 | -21.0% | 24 | 0 | NA | 86 | 49 | -43.0% |
| Welland | 39 | 33 | -15.4% | 14 | 14 | 0.0% | 53 | 47 | -11.3% |
| Lincoln Town | 23 | 19 | -17.4% | 4 | 4 | 0.0% | 27 | 23 | -14.8% |
| Fort Erie | 33 | 30 | -9.1% | 6 | 2 | -66.7% | 39 | 32 | -17.9% |
| Niagara-on-the-Lake | 28 | 52 | 85.7% | 15 | 12 | -20.0% | 43 | 64 | 48.8% |
| Pelham | 16 | 25 | 56.3% | 0 | 0 | NA | 16 | 25 | 56.3% |
| Port Colborne City | 5 | 8 | 60.0% | 5 | 6 | 20.0% | 10 | 14 | 40.0% |
| Thorold City | 10 | 15 | 50.0% | 9 | 2 | -77.8% | 19 | 17 | -10.5% |
| Wainfleet TWP. | 7 | 6 | -14.3% | 0 | 0 | NA | 7 | 6 | -14.3% |

Table 2B: Starts by Area and by Intended Market - Year-to-Date

| | <u>u. 65 5 / </u> | / u ca ai | 14 0/ 11 | 10011000 | ı ıaı ice | | | 400 | |
|----------------------------|-------------------|-----------|---------------------|----------|-----------|----------|----------|----------|----------|
| Sub Market | | SINGLES | | | MULTIPLES | | | TOTAL | |
| Area | YTD 2002 | YTD 2003 | % change | YTD 2002 | YTD 2003 | % change | YTD 2002 | YTD 2003 | % change |
| St. Catharines-Niagara CMA | 1,032 | 1,154 | 11.8% | 285 | 290 | 1.8% | 1,317 | 1,444 | 9.6% |
| | | | | | | | | | |
| St. Catharines City | 217 | 251 | 15.7% | 72 | 62 | -13.9% | 289 | 313 | 8.3% |
| Niagara Falls | 227 | 258 | 13.7% | 37 | 46 | 24.3% | 264 | 304 | 15.2% |
| Welland | 138 | 133 | -3.6% | 48 | 93 | 93.8% | 186 | 226 | 21.5% |
| Lincoln Town | 110 | 72 | -34.5% | 46 | 7 | -84.8% | 156 | 79 | -49.4% |
| Fort Erie | 119 | 116 | -2.5% | 6 | 31 | ** | 125 | 147 | 17.6% |
| Niagara-on-the-Lake | 88 | 124 | 40.9% | 43 | 23 | -46.5% | 131 | 147 | 12.2% |
| Pelham | 60 | 75 | 25.0% | 0 | 0 | NA | 60 | 75 | 25.0% |
| Port Colborne City | 19 | 29 | 52.6% | 14 | 14 | 0.0% | 33 | 43 | 30.3% |
| Thorold City | 28 | 70 | 150.0% | 19 | 14 | -26.3% | 47 | 84 | 78.7% |
| Wainfleet TWP. | 26 | 26 | 0.0% | 0 | 0 | NA | 26 | 26 | 0.0% |

Table 3: Average Price of Completed and Absorbed Single-Detached Dwellings

| 1 4313 31 7 17 31 463 | | J 3 | a | J J L J | | · , , o00 |
|----------------------------|-----------|-----------|----------|-----------|-----------|-----------|
| Sub Market Area | Q4 2002 | Q4 2003 | % Change | YTD 2002 | YTD 2003 | % Change |
| St. Catharines-Niagara CMA | \$228,022 | \$271,926 | 19.3% | \$228,244 | \$254,362 | 11.4% |
| St. Catharines City | \$252,699 | \$284,360 | 12.5% | \$249,911 | \$262,441 | 5.0% |
| Niagara Falls | \$203,228 | \$265,036 | 30.4% | \$210,603 | \$241,810 | 14.8% |
| Welland | \$184,948 | \$199,829 | 8.0% | \$179,308 | \$191,510 | 6.8% |
| Lincoln Town | \$248,463 | \$380,137 | 53.0% | \$236,867 | \$299,313 | 26.4% |
| Fort Erie | \$218,608 | \$202,627 | -7.3% | \$204,447 | \$224,190 | 9.7% |
| Niagara-on-the-Lake | \$283,491 | \$360,336 | 27.1% | \$315,109 | \$344,862 | 9.4% |
| Pelham | \$287,833 | \$323,164 | 12.3% | \$291,368 | \$304,250 | 4.4% |
| Port Colborne City | \$208,822 | \$198,271 | -5.1% | \$198,516 | \$191,832 | -3.4% |
| Thorold City | \$179,319 | \$236,244 | 31.7% | \$188,759 | \$228,957 | 21.3% |
| Wainfleet TWP. | \$174,722 | \$272,000 | 55.7% | \$178,554 | \$225,900 | 26.5% |

Source: CMHC

Note: NA may appear where CMHC data suppression rules apply

4 St. Catharines-Niagara Housing Now, Fourth Quarter 2003

Table 4: Completed and Absorbed Single-Detached Units by Price Range

| | | <u> </u> | picu | | 7030 | | _ | -Detau | | | | i Valigo | <u> </u> |
|----------------|----------------------|-----------|--------------|--------------|------------|----------------|----------|----------------|----------|-----------------|------------------|-----------|----------|
| | | | | | | PRICE R | | | | | | | |
| | <\$149,999 | | \$150,000 | 1-\$199,999 | \$200,000 |)-\$249,999 | \$250, | 000-\$299,999 | \$30 | 0,000-\$449,999 | \$450 | +000 | |
| AREA | Units S | Share (%) | Units | Share (%) | Units | Share (%) | Units | Share (%) | Units | Share (%) | Units | Share (%) | TOTAL |
| St. Catharin | es-Niagara O | MA | | | | | | | | | | | |
| Q4 2003 | 14 | 4.7% | 64 | 21.3% | 81 | 26.9% | 52 | 17.3% | 75 | 24.9% | 15 | 5.0% | 301 |
| Q4 2002 | 17 | 6.2% | 112 | 40.6% | 69 | 25.0% | 35 | 12.7% | 38 | 13.8% | 5 | 1.8% | 276 |
| YTD 2003 | 48 | 4.3% | 297 | 26.9% | 320 | 29.0% | 187 | 16.9% | 214 | 19.4% | 39 | 3.5% | 1105 |
| YTD 2002 | 70 | 7.2% | 434 | 44.6% | 216 | 22.2% | 107 | 11.0% | 123 | 12.6% | 24 | 2.5% | 974 |
| St. Catharines | Gtv | | | | | | | | | | | | |
| Q4 2003 | 0 | 0.0% | 10 | 15.6% | 25 | 39.1% | 16 | 25.0% | 8 | 12.5% | 5 | 7.8% | 64 |
| Q4 2002 | ı | 1.7% | 14 | 23.7% | 21 | 35.6% | 12 | 20.3% | Ш | 18.6% | 0 | 0.0% | 59 |
| YTD 2003 | 0 | 0.0% | 42 | 18.1% | 93 | 40.1% | 55 | 23.7% | 34 | 14.7% | 8 | 3.4% | 232 |
| YTD 2002 | 7 | 3.4% | 59 | 28.9% | 56 | 27.5% | 40 | 19.6% | 41 | 20.1% | ī | 0.5% | 204 |
| Niagara Falls | | | | | | | | 11,070 | | | - | | |
| Q4 2003 | 0 | 0.0% | 13 | 22.0% | 22 | 37.3% | 12 | 20.3% | 8 | 13.6% | 4 | 6.8% | 59 |
| Q1 2002 | 0 | 0.0% | 32 | 69.6% | 11 | 23.9% | 12 | 2.2% | 1 | 2.2% | i | 2.2% | 46 |
| YTD 2003 | 6 | 2.5% | <u>78</u> | 32.8% | 76 | 31.9% | 43 | 18.1% | 27 | 11.3% | 8 | 3.4% | 238 |
| YTD 2002 | <u> </u> | 0.4% | 157 | 70.4% | 43 | 19.3% | 7 | 3.1% | 7 | 3.1% | 8 | 3.6% | 223 |
| | | U.T/6 | 13/ | 70.7/0 | 73 | 17.3/0 | | J. 1 /0 | | 3.1/6 | - | 3.0/6 | |
| Welland | | 2.00/ | 10 | E4 20/ | | 2F 70/ | 4 | 11.40/ | | F 70/ | | 0.00/ | 25 |
| Q4 2003 | <u> </u> | 29% | 19 | 54.3% | 9 | 25.7% | 4 | 11.4% | 2 | 5.7% | 0 | 0.0% | 35 |
| Q4 2002 | 7 | 16.3% | 20 | 46.5% | 11 | 25.6% | 4 | 9.3% | <u> </u> | 2.3% | 0 | 0.0% | 43 |
| YTD 2003 | 6 | 4.5% | 71 | 53.8% | 42 | 31.8% | 10 | 7.6% | 3 | 2.3% | 0 | 0.0% | 132 |
| YTD 2002 | 25 | 19.7% | 63 | 49.6% | 30 | 23.6% | 8 | 6.3% | <u> </u> | 0.8% | 0 | 0.0% | 127 |
| Lincoln Town | | | | | | | | | | | | | |
| Q4 2003 | | 5.3% | ı | 5.3% | 4 | 21.1% | 3 | 15.8% | 6 | 31.6% | 4 | 21.1% | 19 |
| Q4 2002 | 0 | 0.0% | 13 | 40.6% | Ш | 34.4% | 2 | 6.3% | 4 | 12.5% | 2 | 6.3% | 32 |
| YTD 2003 | | 1.1% | 15 | 16.5% | 33 | 36.3% | 12 | 13.2% | 22 | 24.2% | 8 | 8.8% | 91 |
| YTD 2002 | 0 | 0.0% | 44 | 48.4% | 23 | 25.3% | 7 | 7.7% | 15 | 16.5% | 2 | 2.2% | 91 |
| Fort Erie | | | | | | | | | | | | | |
| Q4 2003 | 9 | 23.7% | 16 | 42.1% | 5 | 13.2% | 3 | 7.9% | 5 | 13.2% | 0 | 0.0% | 38 |
| Q4 2002 | 7 | 19.4% | 17 | 47.2% | 4 | 11.1% | 2 | 5.6% | 4 | 11.1% | 2 | 5.6% | 36 |
| YTD 2003 | 24 | 18.5% | 55 | 42.3% | 18 | 13.8% | 10 | 7.7% | 17 | 13.1% | 6 | 4.6% | 130 |
| YTD 2002 | 30 | 24.6% | 60 | 49.2% | 12 | 9.8% | 6 | 4.9% | 9 | 7.4% | 5 | 4.1% | 122 |
| Nagara-on-th | e-Lake | | | | | | | | | | | | |
| Q4 2003 | 0 | 0.0% | 0 | 0.0% | 1 | 2.6% | 5 | 12.8% | 31 | 79.5% | 2 | 5.1% | 39 |
| Q4 2002 | 0 | 0.0% | 0 | 0.0% | 6 | 27.3% | 7 | 31.8% | 9 | 40.9% | 0 | 0.0% | 22 |
| YTD 2003 | 0 | 0.0% | ī | 0.9% | 21 | 18.9% | 13 | 11.7% | 70 | 63.1% | 6 | 5.4% | |
| YTD 2002 | 0 | 0.0% | 4 | 5.2% | 21 | 27.3% | 23 | 29.9% | 23 | 29.9% | 6 | 7.8% | 77 |
| Pelham | | 0.070 | | <u> </u> | | 27.070 | | | | | | | |
| Q4 2003 | 0 | 0.0% | | 9.1% | 1 | 9.1% | 0 | 0.0% | 9 | 81.8% | 0 | 0.0% | |
| Q4 2002 | 0 | 0.0% | <u>'</u> | 6.7% | 3 | 20.0% | 5 | 33.3% | 6 | 40.0% | 0 | 0.0% | 15 |
| YTD 2003 | 0 | | 2 | | 8 | | | | | 52.5% | - ' - | 1.7% | 59 |
| YTD 2002 | 0 | 0.0% | 5 | 3.4% 8.1% | <u>2</u> I | 13.6% 33.9% | 17 10 | 28.8% 16.1% | 31 24 | 38.7% | 2 | 3.2% | 62 |
| | | 0.0% | 3 | 0.1/6 | ZI | 33.7/0 | 10 | 10.1/6 | 24 | 30.7 /o | | 3.2/0 | - 62 |
| Port Colborn | e Cuty | 1.4.20/ | | 42.00/ | | 20.40/ | | 0.00/ | <u> </u> | 1.4.70/ | | 0.00/ | |
| Q4 2003 | 1 | 14.3% | 3 | 42.9% | 2 | 28.6% | 0 | 0.0% | 1 | 14.3% | 0 | 0.0% | 7 |
| Q4 2002 | 2 | 22.2% | 3 | 33.3% | <u> </u> | 11.1% | <u> </u> | 11.1% | 2 | 22.2% | 0 | 0.0% | 9 |
| YTD 2003 | 2 | 9.1% | 14 | 63.6% | 4 | 18.2% | 0 | 0.0% | 2 | 9.1% | 0 | 0.0% | 22 |
| YTD 2002 | 3 | 15.0% | | 55.0% | I | 5.0% | 2 | 10.0% | 3 | 15.0% | 0 | 0.0% | 20 |
| Thorold City | | | | | | | | | | | | | |
| Q4 2003 | 2 | 9.1% | I | 4.5% | 9 | 40.9% | 7 | 31.8% | 3 | 13.6% | 0 | 0.0% | 22 |
| Q4 2002 | 0 | 0.0% | 4 | 80.0% | I | 20.0% | 0 | 0.0% | 0 | 0.0% | 0 | 0.0% | 5 |
| YTD 2003 | 9 | 14.5% | 8 | 12.9% | 19 | 30.6% | 20 | 32.3% | 4 | 6.5% | 2 | 3.2% | 62 |
| YTD 2002 | 3 | 13.6% | П | 50.0% | 6 | 27.3% | 2 | 9.1% | 0 | 0.0% | 0 | 0.0% | 22 |
| Wainfleet TV | vP. | | | | | | | | | | | | |
| Q4 2003 | 0 | 0.0% | 0 | 0.0% | 3 | 42.9% | 2 | 28.6% | 2 | 28.6% | 0 | 0.0% | 7 |
| Q4 2002 | 0 | 0.0% | 8 | 88.9% | 0 | 0.0% | ī | 11.1% | 0 | 0.0% | 0 | 0.0% | 9 |
| YTD 2003 | 0 | 0.0% | II | 39.3% | 6 | 21.4% | 7 | 25.0% | 4 | 14.3% | 0 | 0.0% | 28 |
| YTD 2002 | l I | 3.8% | 20 | 76.9% | 3 | 11.5% | 2 | 7.7% | 0 | 0.0% | 0 | 0.0% | 26 |
| 2002 | • | 3.370 | | . 5.7/0 | | | | | | 0.070 | | | 20 |

Table 5: Resale Housing Activity for St. Catharines-Niagara CMA

| i abic 3. | itesaie i i | ousing Ac | civity ioi | St. Cathai | iiics-i tiag | |
|----------------|--------------|-----------|--------------|--------------|--------------|---------|
| | Number of | | Number of | Sales-to-New | Average | |
| | Sales | Yr/Yr % | New Listings | Listings | Price (\$) | Yr/Yr % |
| All districts | | | | | | |
| | | | | | | |
| Q4 2002 | 1,218 | 3.6% | 1,715 | 71.0 | \$150,738 | 11.1% |
| Q4 2003 | 1,276 | 4.8% | 1,787 | 70.6 | \$159,046 | 5.5% |
| YTD 2002 | 5,951 | 8.4% | 8,828 | | \$144,720 | 8.2% |
| YTD 2003 | 6,176 | 3.8% | 9,270 | | \$154,548 | 6.8% |
| St. Catharines | s district | | | | | |
| Q4 2002 | 590 | -3.8% | 828 | 71.3 | \$161,775 | 9.7% |
| Q4 2003 | 627 | 6.3% | 840 | 74.6 | \$172,470 | 6.6% |
| YTD 2002 | 2,803 | 2.7% | 4,132 | | \$156,605 | 9.9% |
| YTD 2003 | 3,069 | 9.5% | 4,366 | | \$166,739 | 6.5% |
| Niagara Falls- | Fort Erie | | | | | |
| Q4 2002 | 371 | 20.5% | 526 | 70.5 | \$140,321 | 14.3% |
| Q4 2003 | 382 | 3.0% | 560 | 68.2 | \$147,193 | 4.9% |
| YTD 2002 | 1,818 | 16.5% | 2,650 | | \$133,155 | 6.8% |
| YTD 2003 | 1,789 | -1.6% | 2,876 | | \$143,839 | 8.0% |
| Welland distr | rict | | | | | |
| Q4 2002 | 257 | 0.8% | 361 | 71.2 | \$140,438 | 14.4% |
| Q4 2003 | 267 | 3.9% | 387 | 69.0 | \$144,479 | 2.9% |
| YTD 2002 | 1,330 | 10.8% | 2,046 | | \$135,480 | 7.8% |
| YTD 2003 | 1,318 | -0.9% | 2,028 | | \$140,699 | 3.9% |

| | Annual | | Annual | | Annual | |
|------|--------|---------|--------------|---------|---------------|---------|
| | Sales | Yr/Yr % | New Listings | Yr/Yr % | Average Price | Yr/Yr % |
| 1994 | 5,036 | 15.2% | 13,259 | -3.9% | \$117,406 | 0.7% |
| 1995 | 4,609 | -8.5% | 11,983 | -9.6% | \$114,252 | -2.7% |
| 1996 | 5,457 | 18.4% | 11,873 | -0.9% | \$114,072 | -0.2% |
| 1997 | 5,509 | 1.0% | 11,154 | -6.1% | \$117,778 | 3.2% |
| 998 | 5,794 | 5.2% | 11,354 | 1.8% | \$121,981 | 3.6% |
| 999 | 5,863 | 1.2% | 9,982 | -12.1% | \$126,155 | 3.4% |
| 2000 | 5,207 | -11.2% | 9,310 | -6.7% | \$129,390 | 2.6% |
| 2001 | 5,488 | 5.4% | 9,221 | -1.0% | \$133,715 | 3.3% |
| 2002 | 5,951 | 8.4% | 8,828 | -4.3% | \$144,720 | 8.2% |
| 2003 | 6,176 | 3.8% | 9,270 | 5.0% | \$154,548 | 6.8% |

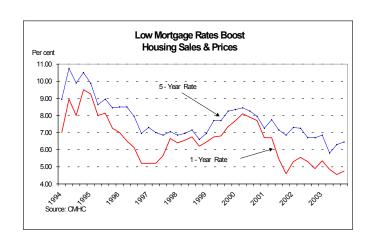
Source: Canadian Real Estate Association

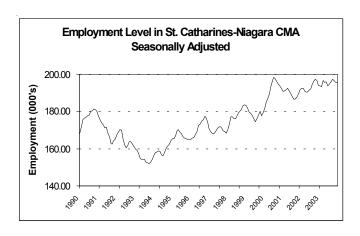
Table 6: Economic Indicators

| | | Int | erest and Excha | nge Rat | es | | | St. Catharines-Niagara CMA | | | |
|------|-----------|---------------|-----------------|---------------|--------------|----------------|-----------------|----------------------------|-------------|--------------|--|
| | | | | | | Inflation Rate | NHPI*** % chg. | L | abour Marke | t | |
| | | D 0 154 | Mortgage | Mortgage Rate | | | St. Catharines- | | | Unemployment | |
| | | P & I* | | | Exch. Rate | Ontario | Niagara CMA | Employment | Employment | | |
| | | Per \$100,000 | I Yr. Term 5 Yı | | (\$US/\$Cdn) | 1996=100 | 1997=100 | SA** (,000) | SA m/m (%) | Rate (%) SA | |
| 2002 | January | \$700.42 | 4.6% | 7.0% | 0.630 | 1.2% | 3.1% | 192.6 | 0.4% | 6.6% | |
| | February | \$691.18 | 4.6% | 6.9% | 0.624 | 1.4% | 2.0% | 192.5 | -0.1% | 7.1% | |
| | March | \$719.04 | 5.3% | 7.3% | 0.627 | 1.9% | 1.3% | 190.9 | -0.8% | 7.4% | |
| | April | \$728.42 | 5.4% | 7.5% | 0.638 | 1.4% | 2.2% | 190.7 | -0.1% | 7.7% | |
| | May | \$725.28 | 5.6% | 7.4% | 0.654 | 0.8% | 1.9% | 190.4 | -0.2% | 7.7% | |
| | June | \$715.92 | 5.6% | 7.3% | 0.660 | 1.2% | 1.9% | 191.4 | 0.5% | 7.1% | |
| | July | \$703.51 | 5.4% | 7.1% | 0.632 | 2.1% | 1.7% | 192.2 | 0.4% | 6.8% | |
| | August | \$688.11 | 5.4% | 6.8% | 0.642 | 2.9% | 1.9% | 194.6 | 1.2% | 6.4% | |
| | September | \$681.99 | 5.3% | 6.7% | 0.630 | 2.3% | 0.9% | 196.4 | 0.9% | 6.7% | |
| | October | \$700.42 | 5.3% | 7.0% | 0.642 | 2.8% | 1.9% | 197.4 | 0.5% | 6.7% | |
| | November | \$681.99 | 4.9% | 6.7% | 0.639 | 3.8% | 1.9% | 196.7 | -0.4% | 6.9% | |
| | December | \$681.99 | 4.9% | 6.7% | 0.634 | 2.8% | 2.6% | 194.0 | -1.4% | 7.5% | |
| 2003 | January | \$666.80 | 4.9% | 6.5% | 0.657 | 4.3% | 3.1% | 193.7 | -0.2% | 7.5% | |
| | February | \$675.90 | 4.9% | 6.6% | 0.674 | 4.4% | 3.3% | 193.5 | -0.1% | 7.6% | |
| | March | \$691.18 | 5.4% | 6.9% | 0.681 | 3.3% | 3.5% | 196.7 | 1.7% | 6.6% | |
| | April | \$678.94 | 5.4% | 6.7% | 0.698 | 2.3% | 3.1% | 195.9 | -0.4% | 6.5% | |
| | May | \$648.75 | 5.1% | 6.2% | 0.731 | 2.7% | 4.3% | 196.1 | 0.1% | 6.1% | |
| | lune | \$627.97 | 4.9% | 5.8% | 0.742 | 2.5% | 5.0% | 193.7 | -1.2% | 6.7% | |
| | July | \$651.74 | 4.6% | 6.2% | 0.712 | 1.9% | 5.3% | 194.8 | 0.6% | 6.8% | |
| | August | \$660.76 | 4.6% | 6.4% | 0.722 | 1.7% | 5.4% | 196.0 | 0.6% | 6.9% | |
| | September | | 4.6% | 6.3% | 0.741 | 2.2% | 6.2% | 197.3 | 0.7% | 6.8% | |
| | October | \$663.77 | 4.6% | 6.4% | 0.758 | 1.7% | 5.8% | 196.9 | -0.2% | 6.9% | |
| | November | | 4.8% | 6.5% | 0.770 | 1.7% | 7.5% | 195.7 | -0.6% | 7.0% | |
| | December | | 4.8% | 6.5% | 0.771 | 3.0% | | 195.7 | 0.0% | 6.7% | |
| | | Ψ000.00 | 1.070 | 0.570 | 0., 7 1 | 2.070 | | .,,,, | 3.070 | 0.7 | |

st Payment and Interest, 5yr mortgage rate, 25yr amortization

Source: CMHC, Statistics Canada Labour Force Survey





^{**} Seasonally Adjusted

^{***} New Housing Price Index

Definitions

- **1. Starts:** refers to units where construction has advanced to a stage where full (100%) footings are in place. For multiple dwellings (semi-detached, row housing and apartments) the definition of a start applies to the structure or block of row units rather than to the project as a whole.
- 2. Under Construction: those units which have been started but which are not complete.
- **3. Completions Single-detached/semi-detached units:** this generally is the stage at which all proposed construction work is complete. A unit may be completed at the 90% stage where the remaining work is largely cosmetic. **Row housing/ Apartment:** completions means that 90% or more of the dwelling units within a block of row units or an apartment structure are completed and ready for occupancy
- **4. Completed and Not Absorbed**: all completed units of new construction (excluding model homes not available for sale) which have never been sold or leased.
- 5. Absorptions: the number of completed units (excluding model homes) that have been sold or leased.
- 6. Seasonally Adjusted (SA): Actual monthly (or quarterly) figures adjusted to remove normal seasonal variation.
- 7. Seasonally Adjust Annual Rates (SAAR): Seasonally adjusted monthly figures multiplied by 12 (or quarterly figures multiplied by 4) to reflect annualized levels of activity.
- 8. Definitions for CMA, NHPI, CPI, and Inflation Rate can be found in the Statistics Canada website http://www.statcan.ca

Your Guide to Renting a Home – CMHC's new, online guide for tenants, landlords, and property managers

CMHC is breaking new ground with the introduction of "Your Guide to Renting a Home". A comprehensive rental guide, developed by the Research and Information Transfer team, this free, online tool launched this spring. It will help the estimated four million Canadian households in rental accommodation, as well as landlords and property managers, to find plain language information on tenant and landlord rights and rental practices across the country.

"Your Guide to Renting a Home" is located on the CMHC Web site at www.cmhc.ca. From the left-hand menu, you can select "Buying or Renting a Home" and click on "Renting a Home".

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