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# HOUSING NOW

Windsor

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Canada Mortgage and Housing Corporation

### Housing starts down from cyclical peak

- Single-detached housing starts in the Windsor Census Metropolitan Area (CMA) performed poorly in the fourth quarter, dropping 12 per cent to 398 units from the same period a year earlier.
- This level was the lowest in five years for fourth quarter activity. However, the trend line indicates that the third quarter of 2003 was the weakest point of the year and single starts began to recover in the fourth quarter.
- Single-detached starts in the City of Windsor dropped 11 per cent to 206 units in the fourth quarter. Multiple construction was down significantly by 59 per cent to 131 units. Lakeshore, and Amherstburg submarkets also experienced a drop in singles

activity but due to gains earlier in the year finished 2003 ahead of 2002 figures.

- Employment levels in the Windsor CMA peaked in the third quarter, pulling back slightly for the last quarter of the year. The small decline could have been steeper based on the higher value of the Canadian dollar impacting exports and the decrease in automotive demand
- Total starts were down 26.8 per cent per cent on a year-over-year basis during the fourth quarter in 2003, contributing to a 10.2 per cent annual decline.
- The supply of new single detached homes completed and available for sale was up only one unit to nine homes compared to eight in the fourth quarter of 2002. This low level

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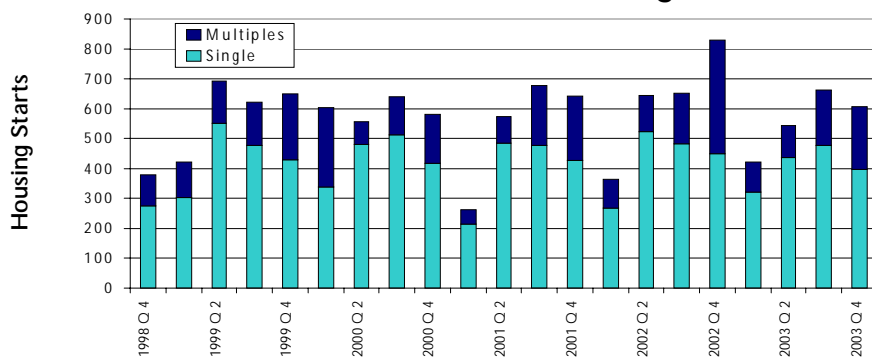
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of inventory is prudent as the level of absorptions has been trending down since the beginning of the year. In the fourth quarter 411 homes were absorbed, down 17 per cent from fourth quarter 2002.

- Ongoing low mortgage rates enabled people to afford larger homes, contributing to an average price increase of nearly 6 per cent in the fourth quarter for new homes completed and sold in the Windsor CMA. Year-end figures showed a 7.7 per cent increase with an average price of \$206,096 in 2003.

### Windsor CMA Housing Starts



Source: CMHC

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# Resale Market

## Demand for resale homes strong in Windsor during fourth quarter

- Sales of resale homes through the Multiple Listing Service remained strong in the fourth quarter in the Windsor-Essex County Real Estate Board. Sales grew by 7 per cent to 1,157 units over fourth quarter 2002 figures. Historically low borrowing rates continued to make homeownership carrying costs comparable to rental charges.

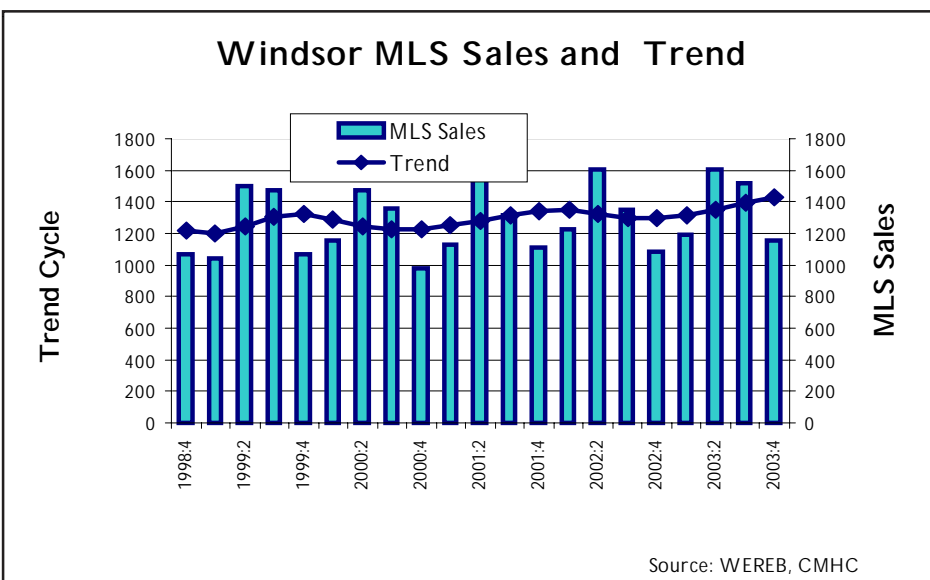
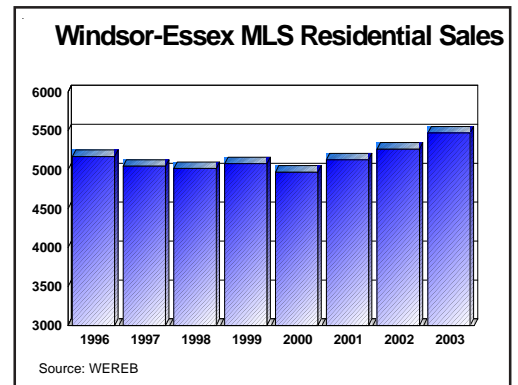
- The posted five-year mortgage rate averaged 6.5 per cent in the fourth quarter compared to 6.8 per cent in the fourth quarter of 2002.

- Annual sales increased by nearly four per cent to 5,472 units to record the highest level yet in the Windsor - Essex board for residential sales. The last record was set in 1988 with 5,373 sales.

- Strong price growth over the last 18 months encouraged homeowners to list their properties resulting in a six per cent increase in new listings in the third quarter. By the fourth quarter this had dropped down to only 2 per cent above the same period in 2002.

- The strong level of sales combined with fewer listings resulted in a sales to new listings ratio of 61 per cent.

- The strength of the market was evident in the continuing upward pressure on average prices. The average price in the fourth quarter was \$151,948, a six per cent increase from fourth quarter 2002.



## Table 1: Housing Activity Summary for Windsor CMA

	OWNERSHIP					RENTAL		GRAND **TOTAL
	*SINGLE	FREEHOLD *SEMI	ROW	CONDOMINIUM ROW	APT	ROW	APT	
<b>STARTS</b>								
Q4 2003	398	44	60	0	87	4	14	607
Q4 2002	450	154	80	0	124	0	18	829
% Change	-11.6%	-71.4%	-25.0%	NA	-29.8%	NA	-22.2%	-26.8%
Year-to-date 2003	1,632	213	240	0	87	4	61	2,237
Year-to-date 2002	1,726	350	172	0	209	4	26	2,490
% Change	-5.5%	-39.1%	39.5%	NA	-58.4%	0.0%	134.6%	-10.2%
<b>UNDER CONSTRUCTION</b>								
December 2003	464	48	132	0	134	4	26	808
December 2002	466	156	85	0	163	0	12	885
<b>COMPLETIONS</b>								
Q4 2003	407	76	43	0	124	0	0	650
Q4 2002	490	88	66	0	85	0	6	735
% Change	-16.9%	-13.6%	-34.9%	NA	45.9%	NA	-100.0%	-11.6%
Year-to-date 2003	1,635	322	196	0	163	0	0	2,316
Year-to-date 2002	1,742	266	155	11	217	4	50	2,445
% Change	-6.1%	21.1%	26.5%	-100.0%	-24.9%	-100.0%	-100.0%	-5.3%
<b>COMPLETE &amp; NOT ABSORBED</b>								
December 2003	9	12	11	0	11	0	0	43
December 2002	8	2	8	0	40	0	0	58
<b>ABSORPTIONS</b>								
Q4 2003	411	64	23	0	0	0	0	498
Q4 2002	495	90	58	0	57	0	6	706
% Change	-17.0%	-28.9%	-60.3%	NA	-100.0%	NA	-100.0%	-29.5%
Year-to-date 2003	1,637	312	180	0	160	0	0	2,289
Year-to-date 2002	1,780	272	150	11	152	4	54	2,423
% Change	-8.0%	14.7%	20.0%	-100.0%	5.3%	-100.0%	-100.0%	-5.5%

\*Includes all market types

\*\* Year-over-year change greater than 200 per cent.

Source: CMHC

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

Sub Market Area	SINGLES			MULTIPLES			TOTAL		
	Q4 2002	Q4 2003	% change	Q4 2002	Q4 2003	% change	Q4 2002	Q4 2003	% change
<b>Windsor CMA</b>	450	398	-11.6%	379	209	-44.9%	829	607	-26.8%
Windsor City	232	206	-11.2%	319	131	-58.9%	551	337	-38.8%
LaSalle Town	42	34	-19.0%	48	46	-4.2%	90	80	-11.1%
Lakeshore Township	109	113	3.7%	6	22	**	115	135	17.4%
Amherstburg Township	56	29	-48.2%	0	4	NA	56	33	-41.1%
Essex Town	8	12	50.0%	0	0	NA	8	12	50.0%
Tecumseh Town	3	4	33.3%	6	6	0.0%	9	10	11.1%

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

Sub Market Area	SINGLES			MULTIPLES			TOTAL		
	YTD 2002	YTD 2003	% change	YTD 2002	YTD 2003	% change	YTD 2002	YTD 2003	% change
<b>Windsor CMA</b>	1,726	1,632	-5.4%	764	605	-20.8%	2,490	2,237	-10.2%
Windsor City	922	832	-9.8%	587	407	-30.7%	1,509	1,239	-17.9%
LaSalle Town	168	143	-14.9%	72	117	62.5%	240	260	8.3%
Lakeshore Township	406	440	8.4%	29	41	41.4%	435	481	10.6%
Amherstburg Township	146	151	3.4%	6	11	83.3%	152	162	6.6%
Essex Town	42	35	-16.7%	0	0	NA	42	35	-16.7%
Tecumseh Town	42	31	-26.2%	70	29	-58.6%	112	60	-46.4%

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

Sub Market Area	Q4 2002	Q4 2003	% Change	YTD 2002	YTD 2003	% Change
<b>Windsor CMA</b>	\$198,429	\$210,194	5.9%	\$191,437	\$206,096	7.7%
Windsor City	\$178,589	\$202,977	13.7%	\$178,461	\$191,731	7.4%
LaSalle Town	\$192,362	\$201,809	4.9%	\$193,510	\$215,133	11.2%
Lakeshore Township	\$222,911	\$221,666	-0.6%	\$213,937	\$219,816	2.7%
Amherstburg Township	\$239,343	\$221,564	-7.4%	\$222,231	\$225,071	1.3%
Essex Town	\$290,238	\$181,702	-37.4%	\$191,632	\$182,797	-4.6%
Tecumseh Town	\$222,856	\$235,880	5.8%	\$218,282	\$286,316	31.2%

\*\* Year-over-year change greater than 200 per cent.

Note: NA may appear where CMHC data suppression rules apply

Source: CMHC

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

AREA	PRICE RANGES										TOTAL
	<\$150,000		\$150-\$174,999		\$175-\$249,999		\$250-\$299,999		\$300,000+		
	Units	Share (%)	Units	Share (%)	Units	Share (%)	Units	Share (%)	Units	Share (%)	
<b>Windsor CMA</b>											
Q4 2003	19	4.6%	146	35.5%	164	39.9%	34	8.3%	48	11.7%	411
Q4 2002	54	10.9%	236	47.7%	112	22.6%	46	9.3%	47	9.5%	495
YTD 2003	103	6.3%	691	42.2%	518	31.6%	143	8.7%	182	11.1%	1,637
YTD 2002	321	18.0%	809	45.4%	363	20.4%	124	7.0%	163	9.2%	1,780
<b>Windsor City</b>											
Q4 2003	13	6.7%	79	40.9%	72	37.3%	13	6.7%	16	8.3%	193
Q4 2002	44	16.8%	147	56.1%	47	17.9%	13	5.0%	11	4.2%	262
YTD 2003	64	7.6%	436	51.7%	238	28.2%	53	6.3%	52	6.2%	843
YTD 2002	223	21.5%	550	53.1%	155	15.0%	45	4.3%	62	6.0%	1,035
<b>LaSalle Town</b>											
Q4 2003	3	8.6%	18	51.4%	5	14.3%	4	11.4%	5	14.3%	35
Q4 2002	4	7.5%	22	41.5%	19	35.8%	5	9.4%	3	5.7%	53
YTD 2003	12	8.4%	67	46.9%	25	17.5%	15	10.5%	24	16.8%	143
YTD 2002	41	23.3%	59	33.5%	46	26.1%	14	8.0%	16	9.1%	176
<b>Lakeshore Township</b>											
Q4 2003	0	0.0%	28	23.0%	65	53.3%	10	8.2%	19	15.6%	122
Q4 2002	1	0.8%	57	47.1%	28	23.1%	15	12.4%	20	16.5%	121
YTD 2003	9	2.1%	118	28.1%	178	42.4%	49	11.7%	66	15.7%	420
YTD 2002	17	4.7%	152	42.3%	98	27.3%	44	12.3%	48	13.4%	359
<b>Amherstburg Township</b>											
Q4 2003	0	0.0%	14	31.8%	20	45.5%	5	11.4%	5	11.4%	44
Q4 2002	3	8.6%	7	20.0%	10	28.6%	7	20.0%	8	22.9%	35
YTD 2003	13	7.6%	52	30.4%	60	35.1%	18	10.5%	28	16.4%	171
YTD 2002	20	16.8%	29	24.4%	35	29.4%	10	8.4%	25	21.0%	119
<b>Essex Town</b>											
Q4 2003	3	25.0%	5	41.7%	2	16.7%	1	8.3%	1	8.3%	12
Q4 2002	1	12.5%	1	12.5%	3	37.5%	0	0.0%	3	37.5%	8
YTD 2003	5	17.2%	10	34.5%	11	37.9%	1	3.4%	2	6.9%	29
YTD 2002	18	42.9%	7	16.7%	11	26.2%	1	2.4%	5	11.9%	42
<b>Tecumseh Town</b>											
Q4 2003	0	0.0%	2	40.0%	0	0.0%	1	20.0%	2	40.0%	5
Q4 2002	1	6.3%	2	12.5%	5	31.3%	6	37.5%	2	12.5%	16
YTD 2003	0	0.0%	8	25.8%	6	19.4%	7	22.6%	10	32.3%	31
YTD 2002	2	4.1%	12	24.5%	18	36.7%	10	20.4%	7	14.3%	49

Source: CMHC

Note: N/A may appear where CMHC data suppression rules apply

## Table 5: Resale Housing Activity for Windsor Real Estate Board

		Number of Sales	Yr/Yr %	Number of New Listings	Average Price (\$)	Yr/Yr %
2002	January	357	12.6%	815	\$146,385	8.7%
	February	420	14.1%	669	\$144,650	10.9%
	March	449	0.9%	692	\$149,280	9.0%
	April	551	11.5%	860	\$148,322	3.4%
	May	562	-1.4%	868	\$147,394	4.1%
	June	493	-2.2%	737	\$146,858	2.0%
	July	449	3.9%	760	\$144,374	4.2%
	August	486	2.1%	800	\$152,622	12.0%
	September	417	1.7%	680	\$148,685	9.0%
	October	414	7.5%	774	\$148,873	9.2%
	November	380	-5.5%	660	\$143,771	2.5%
	December	287	-11.4%	442	\$142,276	3.1%
2003	January	322	-9.8%	732	\$146,586	1.3%
	February	400	-4.8%	765	\$146,994	-1.5%
	March	468	4.2%	818	\$143,577	-3.2%
	April	491	-10.9%	882	\$146,038	-0.9%
	May	521	-7.3%	984	\$156,869	6.8%
	June	594	20.5%	915	\$157,250	8.9%
	July	604	34.5%	891	\$155,795	2.1%
	August	480	-1.2%	754	\$157,250	5.8%
	September	435	4.3%	802	\$146,045	-1.9%
	October	465	12.3%	763	\$155,318	8.0%
	November	370	-2.6%	626	\$154,006	8.2%
	December	322	12.2%	519	\$152,526	4.1%
Q4 2002		1,081	-2.7%	1,876	\$145,328	5.2%
Q4 2003		1,157	7.0%	1,908	\$154,122	6.1%
YTD 2002		5,265	2.7%	8,757	\$147,218	6.3%
YTD 2003		5,472	3.9%	9,451	\$151,948	3.2%

	Annual Sales	Yr/Yr %	Annual New Listings	Annual Average Price	Yr/Yr %
1994	4,953	9.0%	9,897	\$116,706	6.9%
1995	4,587	-7.4%	8,862	\$117,361	0.6%
1996	5,171	12.7%	9,938	\$121,088	3.2%
1997	5,045	-2.4%	9,875	\$124,631	2.9%
1998	5,015	-0.6%	9,853	\$130,523	4.7%
1999	5,077	1.2%	8,778	\$134,490	3.0%
2000	4,968	-2.1%	8,664	\$136,318	1.4%
2001	5,127	3.2%	8,737	\$138,485	1.6%
2002	5,265	2.7%	8,757	\$147,218	6.3%
2003	5,472	3.9%	8,674	\$151,948	3.2%

Source: Windsor-Essex County Real Estate Board

### Table 6: Economic Indicators

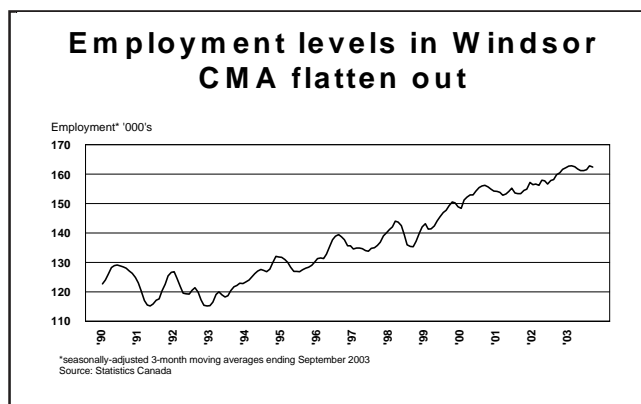
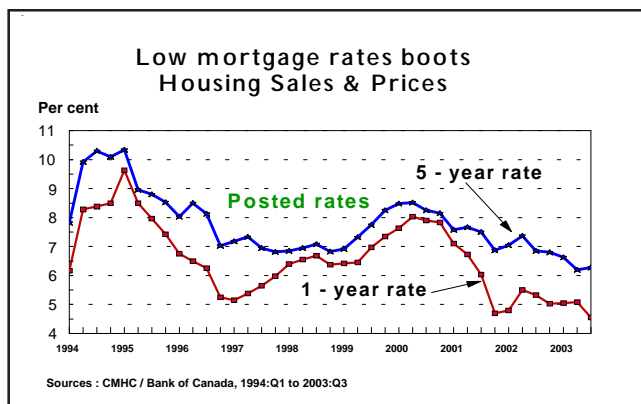
	Interest and Exchange Rates				Inflation Rate Ontario 1996=100	NI-PI*** % chg. Windsor CMA 1997=100	Windsor CMA Labour Market		
	P & I* Per \$100,000	Mortgage Rate		Exch. Rate (\$US/\$Cdn)			Employment SA** (,000)	Employment SA m/m (%)	Unemployment Rate (%) SA
		1 Yr. Term	5 Yr. Term						
2002 January	\$700.42	4.6%	7.0%	0.630	1.2%	-0.1%	156.3	-0.4%	7.8%
February	\$691.18	4.6%	6.9%	0.624	1.4%	0.6%	156.7	0.3%	8.6%
March	\$719.04	5.3%	7.3%	0.627	1.9%	0.7%	156.0	-0.4%	9.1%
April	\$728.42	5.4%	7.5%	0.638	1.4%	0.6%	157.8	1.2%	8.3%
May	\$725.28	5.6%	7.4%	0.654	0.8%	0.5%	157.6	-0.1%	8.5%
June	\$715.92	5.6%	7.3%	0.660	1.2%	0.4%	157.1	-0.3%	8.8%
July	\$703.51	5.4%	7.1%	0.632	2.1%	0.5%	157.8	0.4%	8.9%
August	\$688.11	5.4%	6.8%	0.642	2.9%	0.6%	158.2	0.3%	8.8%
September	\$681.99	5.3%	6.7%	0.630	2.3%	0.6%	159.8	1.0%	7.8%
October	\$700.42	5.3%	7.0%	0.642	2.8%	0.6%	160.4	0.4%	7.1%
November	\$681.99	4.9%	6.7%	0.639	3.8%	0.6%	161.6	0.7%	6.9%
December	\$681.99	4.9%	6.7%	0.634	2.8%	0.6%	162.2	0.4%	7.4%
2003 January	\$666.80	4.9%	6.5%	0.657	4.3%	0.6%	162.7	0.3%	7.4%
February	\$675.90	4.9%	6.6%	0.674	4.4%	0.0%	162.8	0.1%	7.4%
March	\$691.18	5.4%	6.9%	0.681	3.3%	0.0%	162.5	-0.2%	7.8%
April	\$678.94	5.4%	6.7%	0.698	2.3%	0.0%	161.8	-0.4%	8.0%
May	\$648.75	5.1%	6.2%	0.731	2.7%	0.1%	161.2	-0.4%	7.8%
June	\$627.97	4.9%	5.8%	0.742	2.5%	0.1%	161.2	0.0%	7.3%
July	\$651.74	4.6%	6.2%	0.712	1.9%	0.1%	161.5	0.2%	7.4%
August	\$660.76	4.6%	6.4%	0.722	1.7%	0.0%	162.9	0.9%	7.1%
September	\$657.75	4.6%	6.3%	0.741	2.2%	0.0%	162.4	-0.3%	6.9%
October	\$663.77	4.6%	6.4%	0.758	1.7%	0.0%	161.8	-0.4%	6.9%
November	\$669.82	4.8%	6.5%	0.770	1.7%	0.0%	160.6	-0.7%	7.0%
December	\$666.80	4.8%	6.5%	0.771	3.0%		160.1	-0.3%	7.5%

\* Payment and Interest, 5yr mortgage rate, 25yr amortization

\*\* Seasonally Adjusted

\*\*\* New Housing Price Index

Source: CMHC, Statistics Canada Labour Force Survey



## 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](http://www.cmhc.ca). From the left-hand menu, you can select "Buying or Renting a Home" and click on "Renting a Home".

Are you looking to pass on valuable information to your clients that will assist them in operating and maintain their homes? If yes, consider using Canada Mortgage and Housing Corporation's free ***About Your House*** series as a resource. Easy to read and understand, ***About Your House*** fact sheets provide homeowners with information on common housing questions, issues and problems. To download the series or order them on-line click on [www.cmhc.ca](http://www.cmhc.ca).

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