

# HOUSING NOW

## Windsor



Date Released: First Quarter 2007

### New Home Market

#### Housing Starts Decline

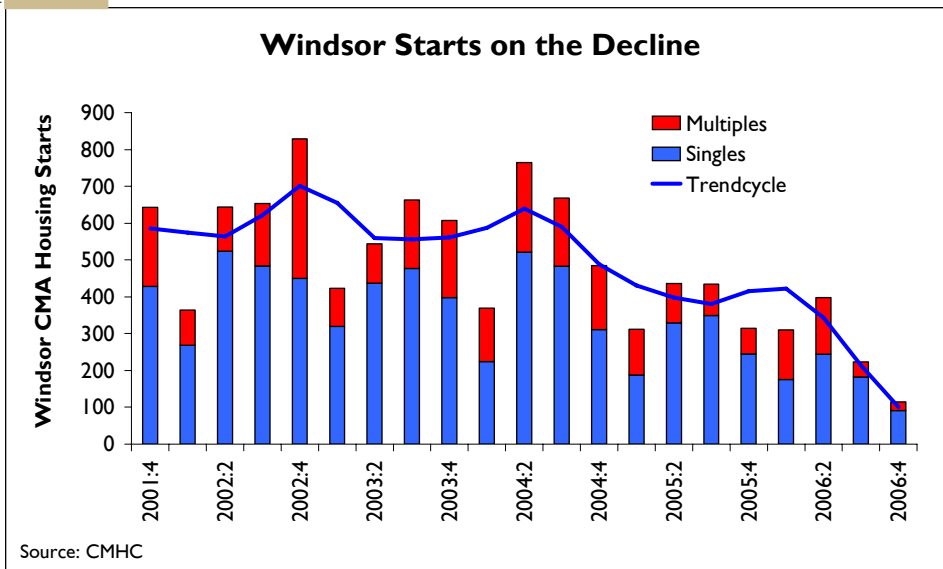
New home construction in the Windsor Census Metropolitan Area (CMA) continued to lose steam throughout 2006. Weak job creation and an oversupply of resale housing contributed to the slowdown. Total starts dropped 30 per cent in 2006

on the tail of a 35 per cent decline in 2005. Single detached home starts plummeted by 38 per cent while multiple starts fell by nine per cent. There were no multiple starts in the fourth quarter of 2006. Multiple starts for the year were 353 units compared to 386 in 2005

Single detached starts moved lower in four of the five municipalities of

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Figure 1



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the CMA, most significantly in the City of Windsor. LaSalle, where single detached starts declined the least, fared better than other submarkets for the second year in a row. In the CMA, fourth quarter of 2006 absorptions of completed and sold homes were down by almost two thirds compared to the year before.

The average price of completed and sold homes climbed in the fourth quarter of 2006. Annually, the average price rose by over \$17,000. LaSalle, a traditional location for larger move-up family homes, had the largest increase.

Significant declines in the share of sales of homes completed and sold in the under \$200,000 price range occurred, while the share of homes sold in the \$200,000 - \$249,999 price range increased. Broken down by municipality, Windsor City experienced a decline in all price ranges except for the \$200,000-\$249,999 range while LaSalle, Amherstburg and Tecumseh saw an increase in homes completed and sold in the \$350,000 plus ranges.

## Resale Market

### Demand for Homeownership Slows

Windsor-Essex MLS home sales continued to slide in 2006. The 5,047 sales were off 11 per cent from their

level in 2005. The slower pace of homes sales can be attributed to plateauing job growth and lower levels of immigration. Despite growing levels of employment in the Windsor CMA, the labour force grew even faster. This led to an increase in the annual unemployment rate to 8.9 per cent, second highest in the country. The higher unemployment rate in turn has affected local home buyer confidence.

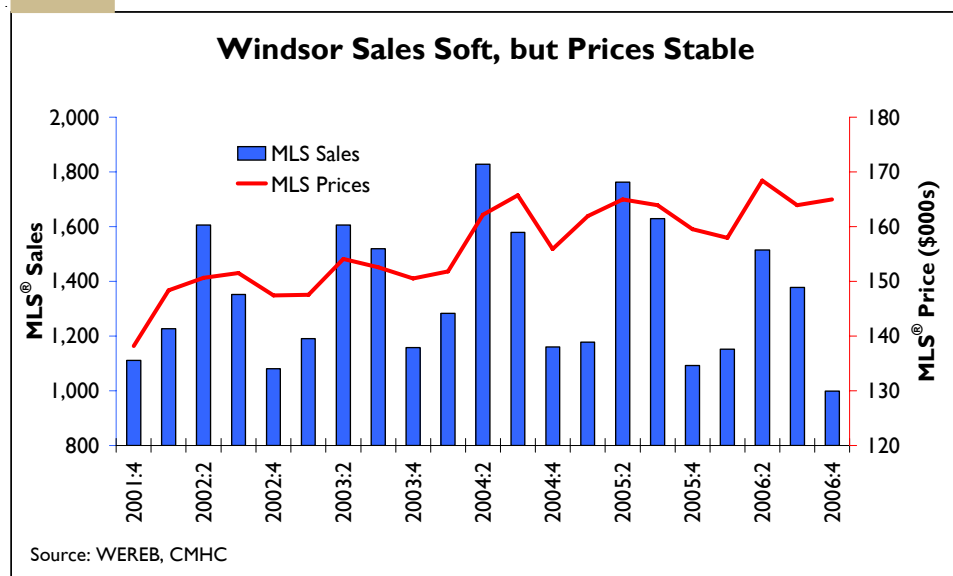
Homeownership became more expensive at year end. The cost of carrying a \$100,000 mortgage (the principal and interest payment assuming a five-year mortgage rate and a 25-year amortization period) was up slightly due to higher interest rates in December, to \$667 compared to \$658 one year earlier.

Home prices are growing slower. The average annual price in 2006 came in at \$164,123, up less than one per cent from 2005. Over the last five years the average home price increased by over \$25,000, or nearly 20 per cent.

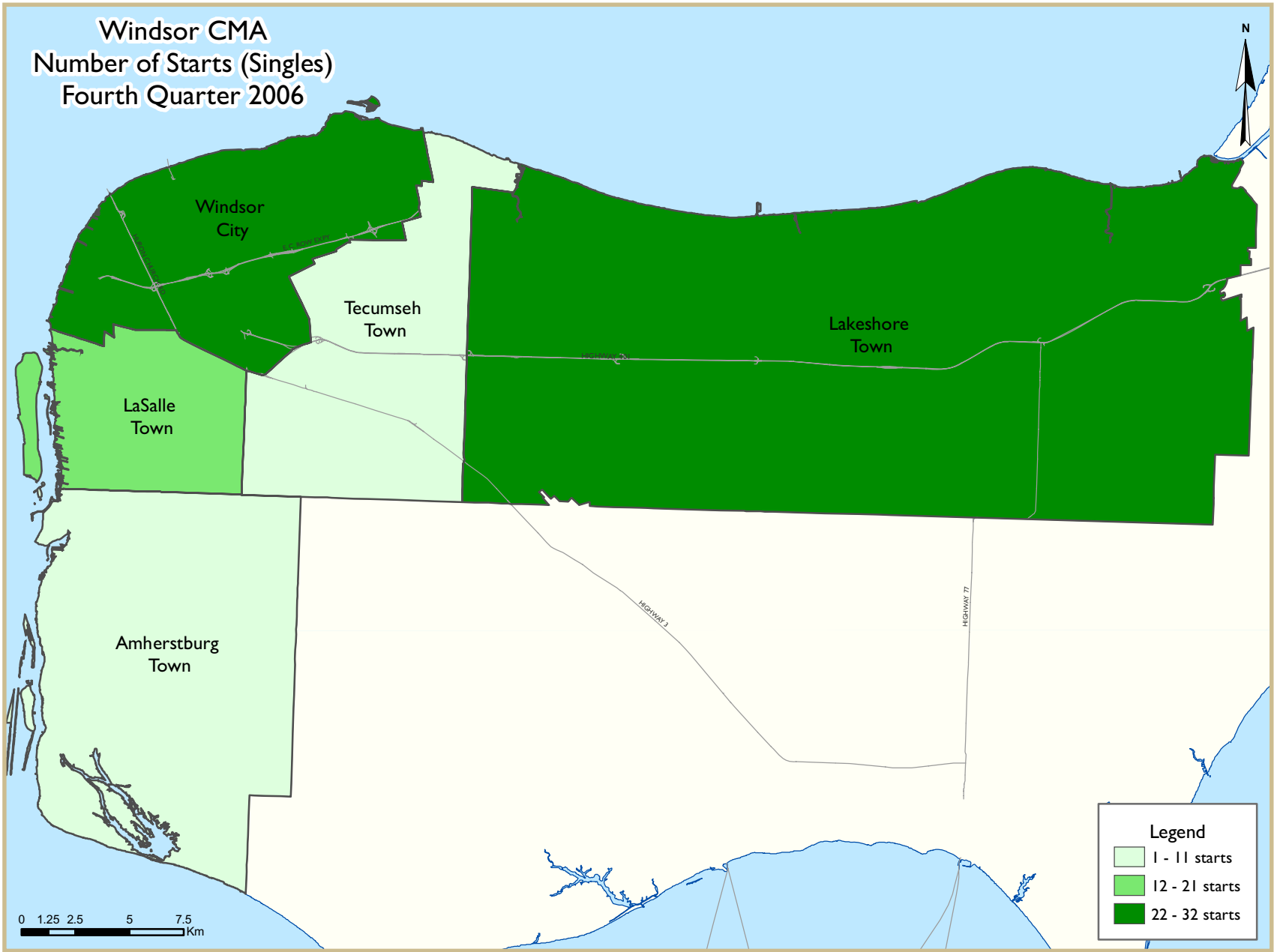
High home prices encouraged homeowners to realize equity gains by listing and selling their homes. New listings in the fourth quarter hit 2,266 units, the most new listings ever in a fourth quarter.

The sales-to-listings ratio, a measure of market state has been skimming the 40 per cent boundary associated with a buyers market for most of the year. The buyer now has more of an advantage in price negotiations and properties are taking longer to sell.

Figure 2



Windsor CMA  
Number of Starts (Singles)  
Fourth Quarter 2006



## HOUSING NOW REPORT TABLES

### Available in ALL reports:

- 1 Housing Activity Summary of CMA
- 2 Starts by Submarket and by Dwelling Type – Current Month or Quarter
- 2.1 Starts by Submarket and by Dwelling Type – Year-to-Date
- 3 Completions by Submarket and by Dwelling Type – Current Month or Quarter
- 3.1 Completions by Submarket and by Dwelling Type – Year-to-Date
- 4 Absorbed Single-Detached Units by Price Range
- 5 MLS® Residential Activity
- 6 Economic Indicators

### Available in SELECTED Reports:

- 1.1 Housing Activity Summary by Submarket
- 1.2 History of Housing Activity (once a year)
- 2.2 Starts by Submarket, by Dwelling Type and by Intended Market – Current Month or Quarter
- 2.3 Starts by Submarket, by Dwelling Type and by Intended Market – Year-to-Date
- 2.4 Starts by Submarket and by Intended Market – Current Month or Quarter
- 2.5 Starts by Submarket and by Intended Market – Year-to-Date
- 3.2 Completions by Submarket, by Dwelling Type and by Intended Market – Current Month or Quarter
- 3.3 Completions by Submarket, by Dwelling Type and by Intended Market – Year-to-Date
- 3.4 Completions by Submarket and by Intended Market – Current Month or Quarter
- 3.5 Completions by Submarket and by Intended Market – Year-to-Date
- 4.1 Average Price (\$) of Absorbed Single-Detached Units

### SYMBOLS

- n/a Not applicable
- \* Totals may not add up due to co-operatives and unknown market types
- \*\* Percent change > 200%
- Nil or zero
- Amount too small to be expressed
- SA Monthly figures are adjusted to remove normal seasonal variation

**Table I: Housing Activity Summary of Windsor CMA  
Fourth Quarter 2006**

	Ownership						Rental		Total*
	Freehold			Condominium			Single, Semi, and Row	Apt. & Other	
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other			
<b>STARTS</b>									
Q4 2006	91	12	7	0	0	0	4	0	114
Q4 2005	245	14	43	0	0	0	0	12	314
% Change	-62.9	-14.3	-83.7	n/a	n/a	n/a	n/a	-100.0	-63.7
Year-to-date 2006	692	50	94	0	0	201	4	4	1,045
Year-to-date 2005	1,110	96	166	0	0	74	16	34	1,496
% Change	-37.7	-47.9	-43.4	n/a	n/a	171.6	-75.0	-88.2	-30.1
<b>UNDER CONSTRUCTION</b>									
Q4 2006	172	30	65	0	0	137	4	0	408
Q4 2005	281	16	69	0	0	0	0	12	378
% Change	-38.8	87.5	-5.8	n/a	n/a	n/a	n/a	-100.0	7.9
<b>COMPLETIONS</b>									
Q4 2006	159	2	6	0	0	0	0	4	171
Q4 2005	315	34	44	0	0	0	12	12	417
% Change	-49.5	-94.1	-86.4	n/a	n/a	n/a	-100.0	-66.7	-59.0
Year-to-date 2006	801	36	98	0	0	0	0	16	951
Year-to-date 2005	1,178	136	260	0	2	162	26	115	1,879
% Change	-32.0	-73.5	-62.3	n/a	-100.0	-100.0	-100.0	-86.1	-49.4
<b>COMPLETED &amp; NOT ABSORBED</b>									
Q4 2006	35	0	12	0	0	0	0	3	50
Q4 2005	12	4	0	0	0	0	0	0	16
% Change	191.7	-100.0	n/a	n/a	n/a	n/a	n/a	n/a	**
<b>ABSORBED</b>									
Q4 2006	142	2	2	0	0	0	0	1	147
Q4 2005	309	40	49	0	0	8	12	12	430
% Change	-54.0	-95.0	-95.9	n/a	n/a	-100.0	-100.0	-91.7	-65.8
Year-to-date 2006	778	40	86	0	0	0	0	13	917
Year-to-date 2005	1,173	136	268	0	2	162	26	115	1,882
% Change	-33.7	-70.6	-67.9	n/a	-100.0	-100.0	-100.0	-88.7	-51.3

Source: CMHC (Starts and Completions Survey, Market Absorption Survey)

**Table I.1: Housing Activity Summary by Submarket  
Fourth Quarter 2006**

	Ownership						Rental		Total*
	Freehold			Condominium			Single, Semi, and Row	Apt. & Other	
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other			
<b>STARTS</b>									
<b>Windsor City</b>									
Q4 2006	32	6	4	0	0	0	0	0	42
Q4 2005	153	6	36	0	0	0	0	12	207
<b>LaSalle Town</b>									
Q4 2006	19	0	0	0	0	0	4	0	23
Q4 2005	23	6	0	0	0	0	0	0	29
<b>Lakeshore Township</b>									
Q4 2006	32	2	3	0	0	0	0	0	37
Q4 2005	50	2	4	0	0	0	0	0	56
<b>Amherstburg Township</b>									
Q4 2006	7	4	0	0	0	0	0	0	11
Q4 2005	19	0	3	0	0	0	0	0	22
<b>Tecumseh Town</b>									
Q4 2006	1	0	0	0	0	0	0	0	1
Q4 2005	0	0	0	0	0	0	0	0	0
<b>Windsor CMA</b>									
Q4 2006	91	12	7	0	0	0	4	0	114
Q4 2005	245	14	43	0	0	0	0	12	314
<b>UNDER CONSTRUCTION</b>									
<b>Windsor City</b>									
Q4 2006	57	14	49	0	0	123	0	0	243
Q4 2005	167	8	48	0	0	0	0	12	235
<b>LaSalle Town</b>									
Q4 2006	31	0	0	0	0	0	4	0	35
Q4 2005	28	6	0	0	0	0	0	0	34
<b>Lakeshore Township</b>									
Q4 2006	58	8	12	0	0	0	0	0	78
Q4 2005	65	2	14	0	0	0	0	0	81
<b>Amherstburg Township</b>									
Q4 2006	24	8	4	0	0	14	0	0	50
Q4 2005	19	0	7	0	0	0	0	0	26
<b>Tecumseh Town</b>									
Q4 2006	2	0	0	0	0	0	0	0	2
Q4 2005	2	0	0	0	0	0	0	0	2
<b>Windsor CMA</b>									
Q4 2006	172	30	65	0	0	137	4	0	408
Q4 2005	281	16	69	0	0	0	0	12	378

Source: CMHC (Starts and Completions Survey, Market Absorption Survey)

**Table I.1: Housing Activity Summary by Submarket  
Fourth Quarter 2006**

	Ownership						Rental		Total*
	Freehold			Condominium			Single, Semi, and Row	Apt. & Other	
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other			
<b>COMPLETIONS</b>									
<b>Windsor City</b>									
Q4 2006	73	0	6	0	0	0	0	4	83
Q4 2005	173	20	44	0	0	0	12	12	261
<b>LaSalle Town</b>									
Q4 2006	18	0	0	0	0	0	0	0	18
Q4 2005	33	12	0	0	0	0	0	0	45
<b>Lakeshore Township</b>									
Q4 2006	49	2	0	0	0	0	0	0	51
Q4 2005	82	0	0	0	0	0	0	0	82
<b>Amherstburg Township</b>									
Q4 2006	16	0	0	0	0	0	0	0	16
Q4 2005	22	2	0	0	0	0	0	0	24
<b>Tecumseh Town</b>									
Q4 2006	3	0	0	0	0	0	0	0	3
Q4 2005	5	0	0	0	0	0	0	0	5
<b>Windsor CMA</b>									
Q4 2006	159	2	6	0	0	0	0	4	171
Q4 2005	315	34	44	0	0	0	12	12	417
<b>COMPLETED &amp; NOT ABSORBED</b>									
<b>Windsor City</b>									
Q4 2006	16	0	12	0	0	0	0	3	31
Q4 2005	12	4	0	0	0	0	0	0	16
<b>LaSalle Town</b>									
Q4 2006	6	0	0	0	0	0	0	0	6
Q4 2005	0	0	0	0	0	0	0	0	0
<b>Lakeshore Township</b>									
Q4 2006	6	0	0	0	0	0	0	0	6
Q4 2005	0	0	0	0	0	0	0	0	0
<b>Amherstburg Township</b>									
Q4 2006	7	0	0	0	0	0	0	0	7
Q4 2005	0	0	0	0	0	0	0	0	0
<b>Tecumseh Town</b>									
Q4 2006	0	0	0	0	0	0	0	0	0
Q4 2005	0	0	0	0	0	0	0	0	0
<b>Windsor CMA</b>									
Q4 2006	35	0	12	0	0	0	0	3	50
Q4 2005	12	4	0	0	0	0	0	0	16

Source: CMHC (Starts and Completions Survey, Market Absorption Survey)

**Table I.1: Housing Activity Summary by Submarket  
Fourth Quarter 2006**

	Ownership						Rental		Total*
	Freehold			Condominium			Single, Semi, and Row	Apt. & Other	
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other			
<b>ABSORBED</b>									
<b>Windsor City</b>									
Q4 2006	63	0	2	0	0	0	0	1	66
Q4 2005	167	25	49	0	0	8	12	12	273
<b>LaSalle Town</b>									
Q4 2006	15	0	0	0	0	0	0	0	15
Q4 2005	33	13	0	0	0	0	0	0	46
<b>Lakeshore Township</b>									
Q4 2006	49	2	0	0	0	0	0	0	51
Q4 2005	82	0	0	0	0	0	0	0	82
<b>Amherstburg Township</b>									
Q4 2006	12	0	0	0	0	0	0	0	12
Q4 2005	22	2	0	0	0	0	0	0	24
<b>Tecumseh Town</b>									
Q4 2006	3	0	0	0	0	0	0	0	3
Q4 2005	5	0	0	0	0	0	0	0	5
<b>Windsor CMA</b>									
Q4 2006	142	2	2	0	0	0	0	1	147
Q4 2005	309	40	49	0	0	8	12	12	430

Source: CMHC (Starts and Completions Survey, Market Absorption Survey)



**Table 1.2: History of Housing Starts of Windsor CMA  
1997 - 2006**

	Ownership						Rental		Total*
	Freehold			Condominium			Single, Semi, and Row	Apt. & Other	
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other			
2006	692	50	94	0	0	201	4	4	1,045
% Change	-37.7	-47.9	-43.4	n/a	n/a	171.6	-75.0	-88.2	-30.1
2005	1,110	96	166	0	0	74	16	34	1,496
% Change	-27.9	-50.0	-31.7	n/a	-100.0	-58.0	-20.0	-67.0	-34.6
2004	1,539	192	243	0	14	176	20	103	2,287
% Change	-5.6	-9.9	1.3	n/a	n/a	102.3	**	**	2.2
2003	1,631	213	240	0	0	87	4	14	2,237
% Change	-5.5	-39.1	39.5	n/a	n/a	-58.4	0.0	-46.2	-10.2
2002	1,726	350	172	0	0	209	4	26	2,490
% Change	7.6	60.6	18.6	n/a	-100.0	58.3	100.0	-40.9	15.4
2001	1,604	218	145	0	11	132	2	44	2,157
% Change	-8.2	-25.3	27.2	n/a	n/a	-7.0	-75.0	46.7	-9.4
2000	1,748	292	114	0	0	142	8	30	2,382
% Change	-0.7	-9.9	-42.7	n/a	-100.0	63.2	n/a	150.0	-0.2
1999	1,761	324	199	0	4	87	0	12	2,387
% Change	30.0	65.3	68.6	n/a	-76.5	-64.3	n/a	50.0	23.2
1998	1,355	196	118	0	17	244	0	8	1,938
% Change	-13.9	-27.4	38.8	n/a	-50.0	**	-100.0	-81.8	-7.8
1997	1,574	270	85	0	34	80	15	44	2,102

Source: CMHC (Starts and Completions Survey)

**Table 2: Starts by Submarket and by Dwelling Type  
Fourth Quarter 2006**

Submarket	Single		Semi		Row		Apt. & Other		Total		
	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005	% Change
	Windsor City	32	153	6	6	4	36	0	12	42	207
LaSalle Town	19	23	0	6	4	0	0	0	23	29	-20.7
Lakeshore Township	32	50	2	2	3	4	0	0	37	56	-33.9
Amherstburg Township	7	19	4	0	0	3	0	0	11	22	-50.0
Tecumseh Town	1	0	0	0	0	0	0	0	1	0	n/a
<b>Windsor CMA</b>	<b>91</b>	<b>245</b>	<b>12</b>	<b>14</b>	<b>11</b>	<b>43</b>	<b>0</b>	<b>12</b>	<b>114</b>	<b>314</b>	<b>-63.7</b>

**Table 2.1: Starts by Submarket and by Dwelling Type  
January - December 2006**

Submarket	Single		Semi		Row		Apt. & Other		Total		
	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005	% Change
	Windsor City	334	580	26	66	70	132	196	67	626	845
LaSalle Town	77	114	4	24	4	17	0	0	85	155	-45.2
Lakeshore Township	206	312	10	2	12	26	3	0	231	340	-32.1
Amherstburg Township	68	86	10	2	4	7	14	0	96	95	1.1
Tecumseh Town	7	18	0	2	0	0	0	41	7	61	-88.5
<b>Windsor CMA</b>	<b>692</b>	<b>1,110</b>	<b>50</b>	<b>96</b>	<b>90</b>	<b>182</b>	<b>213</b>	<b>108</b>	<b>1,045</b>	<b>1,496</b>	<b>-30.1</b>

Source: CMHC (Starts and Completions Survey)

**Table 2.2: Starts by Submarket, by Dwelling Type and by Intended Market  
Fourth Quarter 2006**

Submarket	Row				Apt. & Other			
	Freehold and Condominium		Rental		Freehold and Condominium		Rental	
	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005
Windsor City	4	36	0	0	0	0	0	12
LaSalle Town	0	0	4	0	0	0	0	0
Lakeshore Township	3	4	0	0	0	0	0	0
Amherstburg Township	0	3	0	0	0	0	0	0
Tecumseh Town	0	0	0	0	0	0	0	0
<b>Windsor CMA</b>	<b>7</b>	<b>43</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>12</b>

**Table 2.3: Starts by Submarket, by Dwelling Type and by Intended Market  
January - December 2006**

Submarket	Row				Apt. & Other			
	Freehold and Condominium		Rental		Freehold and Condominium		Rental	
	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005
Windsor City	70	116	0	16	192	33	4	34
LaSalle Town	0	17	4	0	0	0	0	0
Lakeshore Township	12	26	0	0	3	0	0	0
Amherstburg Township	4	7	0	0	14	0	0	0
Tecumseh Town	0	0	0	0	0	41	0	0
<b>Windsor CMA</b>	<b>86</b>	<b>166</b>	<b>4</b>	<b>16</b>	<b>209</b>	<b>74</b>	<b>4</b>	<b>34</b>

Source: CMHC (Starts and Completions Survey)

**Table 2.4: Starts by Submarket and by Intended Market  
Fourth Quarter 2006**

Submarket	Freehold		Condominium		Rental		Total*	
	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005
Windsor City	42	195	0	0	0	12	42	207
LaSalle Town	19	29	0	0	4	0	23	29
Lakeshore Township	37	56	0	0	0	0	37	56
Amherstburg Township	11	22	0	0	0	0	11	22
Tecumseh Town	1	0	0	0	0	0	1	0
<b>Windsor CMA</b>	<b>110</b>	<b>302</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>12</b>	<b>114</b>	<b>314</b>

**Table 2.5: Starts by Submarket and by Intended Market  
January - December 2006**

Submarket	Freehold		Condominium		Rental		Total*	
	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005
Windsor City	435	762	187	33	4	50	626	845
LaSalle Town	81	155	0	0	4	0	85	155
Lakeshore Township	231	340	0	0	0	0	231	340
Amherstburg Township	82	95	14	0	0	0	96	95
Tecumseh Town	7	20	0	41	0	0	7	61
<b>Windsor CMA</b>	<b>836</b>	<b>1,372</b>	<b>201</b>	<b>74</b>	<b>8</b>	<b>50</b>	<b>1,045</b>	<b>1,496</b>

Source: CMHC (Starts and Completions Survey)

**Table 3: Completions by Submarket and by Dwelling Type  
Fourth Quarter 2006**

Submarket	Single		Semi		Row		Apt. & Other		Total		
	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005	% Change
Windsor City	73	173	0	20	6	56	4	12	83	261	-68.2
LaSalle Town	18	33	0	12	0	0	0	0	18	45	-60.0
Lakeshore Township	49	82	2	0	0	0	0	0	51	82	-37.8
Amherstburg Township	16	22	0	2	0	0	0	0	16	24	-33.3
Tecumseh Town	3	5	0	0	0	0	0	0	3	5	-40.0
<b>Windsor CMA</b>	<b>159</b>	<b>315</b>	<b>2</b>	<b>34</b>	<b>6</b>	<b>56</b>	<b>4</b>	<b>12</b>	<b>171</b>	<b>417</b>	<b>-59.0</b>

**Table 3.1: Completions by Submarket and by Dwelling Type  
January - December 2006**

Submarket	Single		Semi		Row		Apt. & Other		Total		
	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005	% Change
Windsor City	444	605	20	90	74	207	16	240	554	1142	-51.5
LaSalle Town	74	117	10	34	0	21	0	0	84	172	-51.2
Lakeshore Township	213	330	4	0	17	44	0	0	234	374	-37.4
Amherstburg Township	63	101	2	2	7	8	0	0	72	111	-35.1
Tecumseh Town	7	27	0	12	0	0	0	41	7	80	-91.3
<b>Windsor CMA</b>	<b>801</b>	<b>1,180</b>	<b>36</b>	<b>138</b>	<b>98</b>	<b>280</b>	<b>16</b>	<b>281</b>	<b>951</b>	<b>1,879</b>	<b>-49.4</b>

Source: CMHC (Starts and Completions Survey)

**Table 3.2: Completions by Submarket, by Dwelling Type and by Intended Market  
Fourth Quarter 2006**

Submarket	Row				Apt. & Other			
	Freehold and Condominium		Rental		Freehold and Condominium		Rental	
	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005
Windsor City	6	44	0	12	0	0	4	12
LaSalle Town	0	0	0	0	0	0	0	0
Lakeshore Township	0	0	0	0	0	0	0	0
Amherstburg Township	0	0	0	0	0	0	0	0
Tecumseh Town	0	0	0	0	0	0	0	0
<b>Windsor CMA</b>	<b>6</b>	<b>44</b>	<b>0</b>	<b>12</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>12</b>

**Table 3.3: Completions by Submarket, by Dwelling Type and by Intended Market  
January - December 2006**

Submarket	Row				Apt. & Other			
	Freehold and Condominium		Rental		Freehold and Condominium		Rental	
	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005
Windsor City	74	183	0	24	0	125	16	115
LaSalle Town	0	21	0	0	0	0	0	0
Lakeshore Township	17	44	0	0	0	0	0	0
Amherstburg Township	7	8	0	0	0	0	0	0
Tecumseh Town	0	0	0	0	0	41	0	0
<b>Windsor CMA</b>	<b>98</b>	<b>256</b>	<b>0</b>	<b>24</b>	<b>0</b>	<b>166</b>	<b>16</b>	<b>115</b>

Source: CMHC (Starts and Completions Survey)

**Table 3.4: Completions by Submarket and by Intended Market  
Fourth Quarter 2006**

Submarket	Freehold		Condominium		Rental		Total*	
	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005	Q4 2006	Q4 2005
Windsor City	79	237	0	0	4	24	83	261
LaSalle Town	18	45	0	0	0	0	18	45
Lakeshore Township	51	82	0	0	0	0	51	82
Amherstburg Township	16	24	0	0	0	0	16	24
Tecumseh Town	3	5	0	0	0	0	3	5
<b>Windsor CMA</b>	<b>167</b>	<b>393</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>24</b>	<b>171</b>	<b>417</b>

**Table 3.5: Completions by Submarket and by Intended Market  
January - December 2006**

Submarket	Freehold		Condominium		Rental		Total*	
	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005	YTD 2006	YTD 2005
Windsor City	538	880	0	121	16	141	554	1,142
LaSalle Town	84	170	0	2	0	0	84	172
Lakeshore Township	234	374	0	0	0	0	234	374
Amherstburg Township	72	111	0	0	0	0	72	111
Tecumseh Town	7	39	0	41	0	0	7	80
<b>Windsor CMA</b>	<b>935</b>	<b>1,574</b>	<b>0</b>	<b>164</b>	<b>16</b>	<b>141</b>	<b>951</b>	<b>1,879</b>

Source: CMHC (Starts and Completions Survey)

**Table 4: Absorbed Single-Detached Units by Price Range  
Fourth Quarter 2006**

Submarket	Price Ranges										Total	Median Price (\$)	Average Price (\$)
	< \$200,000		\$200,000 - \$249,999		\$250,000 - \$299,999		\$300,000 - \$349,999		\$350,000 +				
	Units	Share (%)	Units	Share (%)	Units	Share (%)	Units	Share (%)	Units	Share (%)			
<b>Windsor City</b>													
Q4 2006	35	55.6	20	31.7	6	9.5	2	3.2	0	0.0	63	190,000	204,152
Q4 2005	114	68.3	25	15.0	14	8.4	6	3.6	8	4.8	167	180,000	213,975
Year-to-date 2006	222	50.5	152	34.5	41	9.3	10	2.3	15	3.4	440	199,900	214,232
Year-to-date 2005	435	72.6	66	11.0	37	6.2	26	4.3	35	5.8	599	179,000	205,982
<b>LaSalle Town</b>													
Q4 2006	0	0.0	5	33.3	2	13.3	3	20.0	5	33.3	15	310,000	337,900
Q4 2005	6	18.2	4	12.1	11	33.3	8	24.2	4	12.1	33	280,000	271,443
Year-to-date 2006	7	10.3	15	22.1	12	17.6	8	11.8	26	38.2	68	299,950	328,514
Year-to-date 2005	23	19.7	23	19.7	31	26.5	19	16.2	21	17.9	117	260,000	275,957
<b>Lakeshore Township</b>													
Q4 2006	2	4.1	19	38.8	9	18.4	11	22.4	8	16.3	49	255,138	287,442
Q4 2005	27	32.9	17	20.7	12	14.6	5	6.1	21	25.6	82	238,219	274,018
Year-to-date 2006	34	16.4	64	30.9	32	15.5	29	14.0	48	23.2	207	250,385	289,780
Year-to-date 2005	121	36.6	68	20.5	51	15.4	25	7.6	66	19.9	331	230,000	264,900
<b>Amherstburg Township</b>													
Q4 2006	2	16.7	6	50.0	1	8.3	3	25.0	0	0.0	12	230,000	238,000
Q4 2005	8	36.4	2	9.1	5	22.7	2	9.1	5	22.7	22	252,830	289,314
Year-to-date 2006	22	39.3	10	17.9	12	21.4	6	10.7	6	10.7	56	228,385	282,516
Year-to-date 2005	55	54.5	12	11.9	12	11.9	7	6.9	15	14.9	101	189,900	241,735
<b>Tecumseh Town</b>													
Q4 2006	0	0.0	0	0.0	0	0.0	1	33.3	2	66.7	3	--	--
Q4 2005	1	20.0	1	20.0	1	20.0	0	0.0	2	40.0	5	--	--
Year-to-date 2006	0	0.0	0	0.0	1	14.3	1	14.3	5	71.4	7	--	--
Year-to-date 2005	9	33.3	3	11.1	3	11.1	2	7.4	10	37.0	27	250,000	305,634
<b>Windsor CMA</b>													
Q4 2006	39	27.5	50	35.2	18	12.7	20	14.1	15	10.6	142	230,000	256,624
Q4 2005	156	50.5	49	15.9	43	13.9	21	6.8	40	12.9	309	198,900	242,721
Year-to-date 2006	285	36.6	241	31.0	98	12.6	54	6.9	100	12.9	778	210,470	252,302
Year-to-date 2005	643	54.7	172	14.6	134	11.4	79	6.7	147	12.5	1,175	189,900	234,959

Source: CMHC (Market Absorption Survey)



**Table 4.1: Average Price (\$) of Absorbed Single-detached Units  
Fourth Quarter 2006**

Submarket	Q4 2006	Q4 2005	% Change	YTD 2006	YTD 2005	% Change
Windsor City	204,152	213,975	-4.6	214,232	205,982	4.0
LaSalle Town	337,900	271,443	24.5	328,514	275,957	19.0
Lakeshore Township	287,442	274,018	4.9	289,780	264,900	9.4
Amherstburg Township	238,000	289,314	-17.7	282,516	241,735	16.9
Tecumseh Town	--	--	n/a	--	305,634	n/a
<b>Windsor CMA</b>	256,624	242,721	5.7	252,302	234,959	7.4

Source: CMHC (Market Absorption Survey)

**Table 5: MLS<sup>®</sup> Residential Activity for Windsor  
Fourth Quarter 2006**

		Number of Sales	Yr/Yr %	Sales SA	Number of New Listings	New Listings SA	Sales-to-New Listings SA	Average Price (\$)	Yr/Yr %	Average Price (\$) SA
2005	January	296	8.4	476	935	931	51.1	158,809	9.9	163,954
	February	395	1.8	464	865	900	51.6	155,932	1.9	160,960
	March	479	-22.9	429	909	821	52.3	168,836	9.5	171,797
	April	541	-11.6	489	1,151	979	49.9	160,832	1.8	159,804
	May	611	13.1	502	1,124	952	52.7	163,043	0.7	161,892
	June	616	-7.5	470	1,152	1,066	44.1	170,617	2.7	163,691
	July	521	2.8	494	942	934	52.9	167,708	5.1	167,230
	August	600	16.7	506	1,051	985	51.4	160,933	-5.3	159,508
	September	508	-7.6	499	945	944	52.9	163,537	-2.4	158,831
	October	458	6.0	481	985	1,043	46.1	163,226	3.8	164,047
	November	386	-9.6	450	827	986	45.6	152,206	0.1	158,285
	December	250	-17.2	401	411	756	53.0	164,089	2.9	167,719
2006	January	267	-9.8	415	1,039	1,016	40.8	151,991	-4.3	159,784
	February	389	-1.5	456	930	966	47.2	159,126	2.0	163,762
	March	500	4.4	452	1,115	1,010	44.8	160,186	-5.1	163,925
	April	441	-18.5	409	1,085	947	43.2	166,495	3.5	163,919
	May	543	-11.1	432	1,227	996	43.4	170,777	4.7	166,753
	June	533	-13.5	406	1,044	960	42.3	167,612	-1.8	163,576
	July	480	-7.9	442	1,022	985	44.9	167,589	-0.1	164,035
	August	520	-13.3	425	1,029	956	44.5	164,501	2.2	161,025
	September	373	-26.6	388	1,045	1,046	37.1	158,532	-3.1	154,581
	October	425	-7.2	422	967	992	42.5	163,399	0.1	166,016
	November	341	-11.7	395	768	908	43.5	167,158	9.8	171,445
	December	235	-6.0	405	531	1,020	39.7	164,677	0.4	170,518
	Q4 2005	1,094	-5.8		2,223			159,535	2.3	
	Q4 2006	1,001	-8.5		2,266			164,980	3.4	
	YTD 2005	5,661	-2.9		11,297			163,001	2.1	
	YTD 2006	5,047	-10.8		11,802			164,123	0.7	

MLS<sup>®</sup> is a registered trademark of the Canadian Real Estate Association (CREA).

Source: CREA (MLS<sup>®</sup>)

**Table 6: Economic Indicators**  
**Fourth Quarter 2006**

		Interest Rates			NHPI Total % chg Windsor CMA 1997=100	CPI	Windsor Labour Market			Average Weekly Earnings (\$)
		P & I Per \$ 100,000	Mortgage Rates (%)				Employment SA (,000)	Unemployment Rate (%) SA	Participation Rate (%) SA	
			1 Yr. Term	5 Yr. Term						
2005	January	643	4.80	6.05	1.05	1.26	160.0	9.8	66.7	741
	February	643	4.80	6.05	1.05	1.27	159.5	9.2	66.0	743
	March	655	5.05	6.25	1.05	1.28	160.1	8.8	65.8	737
	April	643	4.90	6.05	1.05	1.28	161.7	8.1	66.0	740
	May	637	4.85	5.95	1.06	1.28	161.3	8.2	65.8	744
	June	622	4.75	5.70	1.06	1.28	160.4	8.3	65.5	759
	July	628	4.90	5.80	1.06	1.28	160.1	8.3	65.2	766
	August	628	5.00	5.80	1.06	1.29	160.1	7.8	64.8	771
	September	628	5.00	5.80	1.06	1.30	160.9	7.6	64.9	773
	October	640	5.25	6.00	1.06	1.29	161.5	7.4	64.9	775
	November	649	5.60	6.15	1.06	1.29	162.1	7.1	64.9	773
	December	658	5.80	6.30	1.06	1.29	163.7	6.8	65.2	764
2006	January	658	5.80	6.30	1.06	1.30	163.9	8.1	66.2	749
	February	667	5.85	6.45	1.06	1.30	165.0	8.9	67.2	742
	March	667	6.05	6.45	1.06	1.31	163.3	9.4	66.9	744
	April	685	6.25	6.75	1.05	1.31	162.4	8.7	65.9	745
	May	685	6.25	6.75	1.05	1.32	160.5	8.5	65.0	745
	June	697	6.60	6.95	1.05	1.31	163.7	8.5	66.2	733
	July	697	6.60	6.95	1.06	1.31	167.3	8.6	67.7	730
	August	691	6.40	6.85	1.06	1.31	170.2	8.6	68.8	728
	September	682	6.40	6.70	1.06	1.30	169.7	8.9	68.8	742
	October	688	6.40	6.80	1.05	1.30	168.5	8.8	68.2	758
	November	673	6.40	6.55	1.04	1.31	167.6	8.7	67.7	769
	December	667	6.30	6.45		1.31	164.2	8.9	66.5	770

"P & I" means Principal and Interest (assumes \$ 100,000 mortgage amortized over 25 years using current 5 year interest rate)

"NHPI" means New Housing Price Index

"CPI" means Consumer Price Index

"SA" means Seasonally Adjusted

Source: CMHC, adapted from Statistics Canada (CANSIM), CREA (MLS®), Statistics Canada (CANSIM)

## METHODOLOGY

### Starts & Completions Survey Methodology

The Starts and Completions Survey is conducted by way of site visits which are used to confirm that new units have reached set stages in the construction process. Since most municipalities in the country issue building permits, these are used as an indication of where construction is likely to take place. In areas where there are no permits, reliance has to be placed either on local sources or searching procedures.

The Starts and Completions Survey is carried out monthly in urban areas with population in excess of 50,000, as defined by the 2001 Census. In urban areas with populations of 10,000 to 49,999, all Starts are enumerated in the last month of the quarter (i.e. four times a year, in March, June, September and December). In these centres with quarterly enumeration, Completion activity is modelled based on historical patterns. Monthly Starts and Completions activity in these quarterly locations are statistically estimated at a provincial level for single and multi categories. Centres with populations below 10,000 are enumerated on a sample basis, also in the last month of each quarter (i.e. four times a year, in March, June, September and December).

The Starts and Completions Survey enumerates dwelling units in new structures only, designed for non-transient and year-round occupancy.

Mobile homes are included in the surveys. A mobile home is a type of manufactured house that is completely assembled in a factory and then moved to a foundation before it is occupied.

Trailers or any other movable dwelling (the larger often referred to as a mobile home) with no permanent foundation are excluded from the survey.

Conversions and/or alterations within an existing structure are excluded from the surveys as are seasonal dwellings, such as: summer cottages, hunting and ski cabins, trailers and boat houses; and hostel accommodations, such as: hospitals, nursing homes, penal institutions, convents, monasteries, military and industrial camps, and collective types of accommodation such as: hotels, clubs, and lodging homes.

### Market Absorption Survey Methodology

The Market Absorption Survey is carried out in conjunction with the Starts and Completions Survey in urban areas with populations in excess of 50,000. When a structure is recorded as completed, an update is also made as units are sold or rented. The dwellings are then enumerated each month until such time as full absorption occurs.

## STARTS AND COMPLETIONS SURVEY AND MARKET ABSORPTION SURVEY DEFINITIONS

A “**dwelling unit**”, for purposes of the Starts and Completions Survey, is defined as a structurally separate set of self-contained living premises with a private entrance from outside the building or from a common hall, lobby, or stairway inside the building. Such an entrance must be one that can be used without passing through another separate dwelling unit.

A “**start**”, for purposes of the Starts and Completions Survey, is defined as the beginning of construction work on a building, usually when the concrete has been poured for the whole of the footing around the structure, or an equivalent stage where a basement will not be part of the structure.

The number of units “**under construction**” as at the end of the period shown, takes into account certain adjustments which are necessary for various reasons. For example, after a start on a dwelling has commenced construction may cease, or a structure, when completed, may contain more or fewer dwelling units than were reported at start.

A “**completion**”, for purposes of the Starts and Completions Survey, is defined as the stage at which all the proposed construction work on a dwelling unit has been performed, although under some circumstances a dwelling may be counted as completed where up to 10 per cent of the proposed work remains to be done.

The term “**absorbed**” means that a housing unit is no longer on the market (i.e. has been sold or rented). This usually happens when a binding contract is secured by a non-refundable deposit and has been signed by a qualified purchaser. The purpose of the Market Absorption Survey is to measure the rate at which units are sold or rented after they are completed, as well as collect prices.

## DWELLING TYPES:

A “**Single-Detached**” dwelling (also referred to as “**Single**”) is a building containing only one dwelling unit, which is completely separated on all sides from any other dwelling or structure. Includes link homes, where two units may share a common basement wall but are separated above grade. Also includes cluster-single developments.

A “**Semi-Detached (Double)**” dwelling (also referred to as “**Semi**”) is one of two dwellings located side-by-side in a building, adjoining no other structure and separated by a common or party wall extending from ground to roof.

A “**Row (Townhouse)**” dwelling is a one family dwelling unit in a row of three or more attached dwellings separated by a common or party wall extending from ground to roof.

The term “**Apartment and other**” includes all dwellings other than those described above, including structures commonly known as stacked townhouses, duplexes, triplexes, double duplexes and row duplexes.

## INTENDED MARKET:

The “**intended market**” is the tenure in which the unit is being marketed. This includes the following categories:

**Freehold:** A residence where the owner owns the dwelling and lot outright.

**Condominium (including Strata-Titled):** An individual dwelling which is privately owned, but where the building and/or the land are collectively owned by all dwelling unit owners. A condominium is a form of ownership rather than a type of house.

**Rental:** Dwelling constructed for rental purposes regardless of who finances the structure.

## GEOGRAPHICAL TERMS:

A census metropolitan area (CMA) or a census agglomeration (CA) is formed by one or more adjacent municipalities centred on a large urban area (known as the urban core). The census population count of the urban core is at least 10,000 to form a census agglomeration and at least 100,000 to form a census metropolitan area. To be included in the CMA or CA, other adjacent municipalities must have a high degree of integration with the central urban area, as measured by commuting flows derived from census place of work data. CMAs and CAs contain whole municipalities or Census Subdivisions.

A “**Rural**” area, for the purposes of this publication, is a centre with a population less than 10,000.

All data presented in this publication is based on Statistics Canada’s 2001 Census area definitions.

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