

Sault Ste Marie Rental Market Review

Destiny Sault Ste. Marie

Jan 28, 2008

Sault Ste. Marie

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CMHC***

Canada 



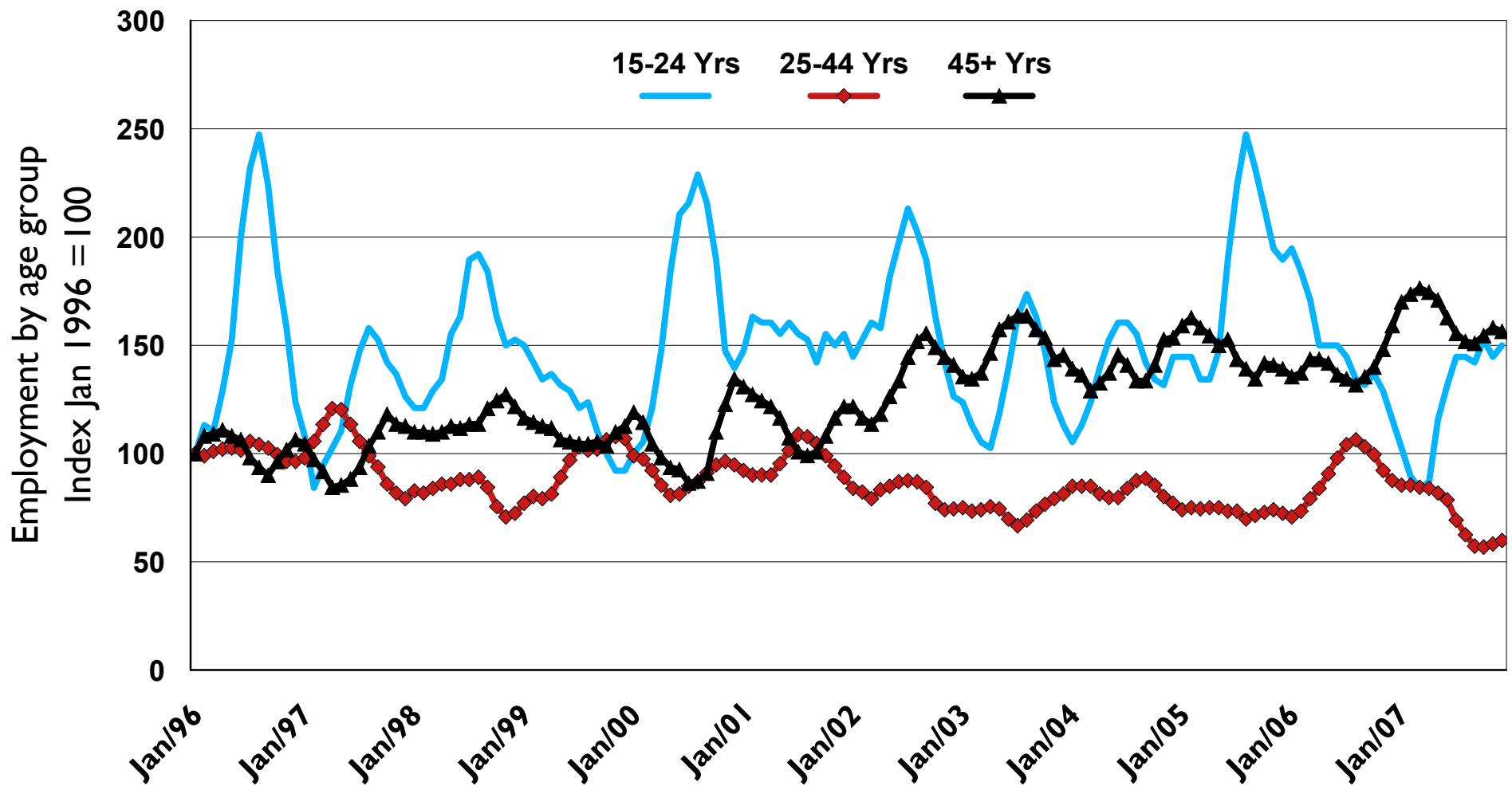
Sault Ste. Marie Market Review

■ *Economy*

- Demographics
- Resale Market
- New construction
- Rental Market
- Wrap-Up

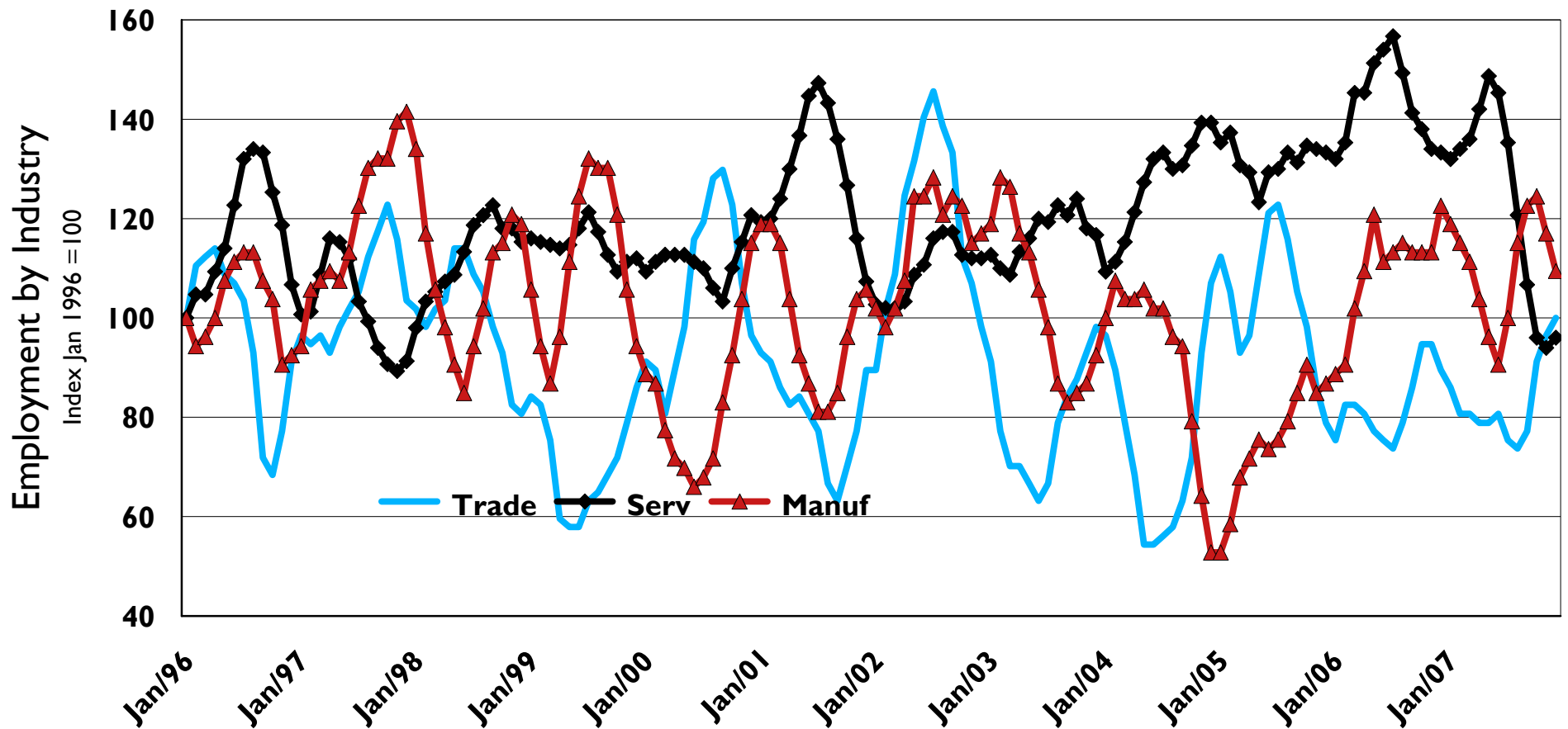


Employment 25-44 Sagging



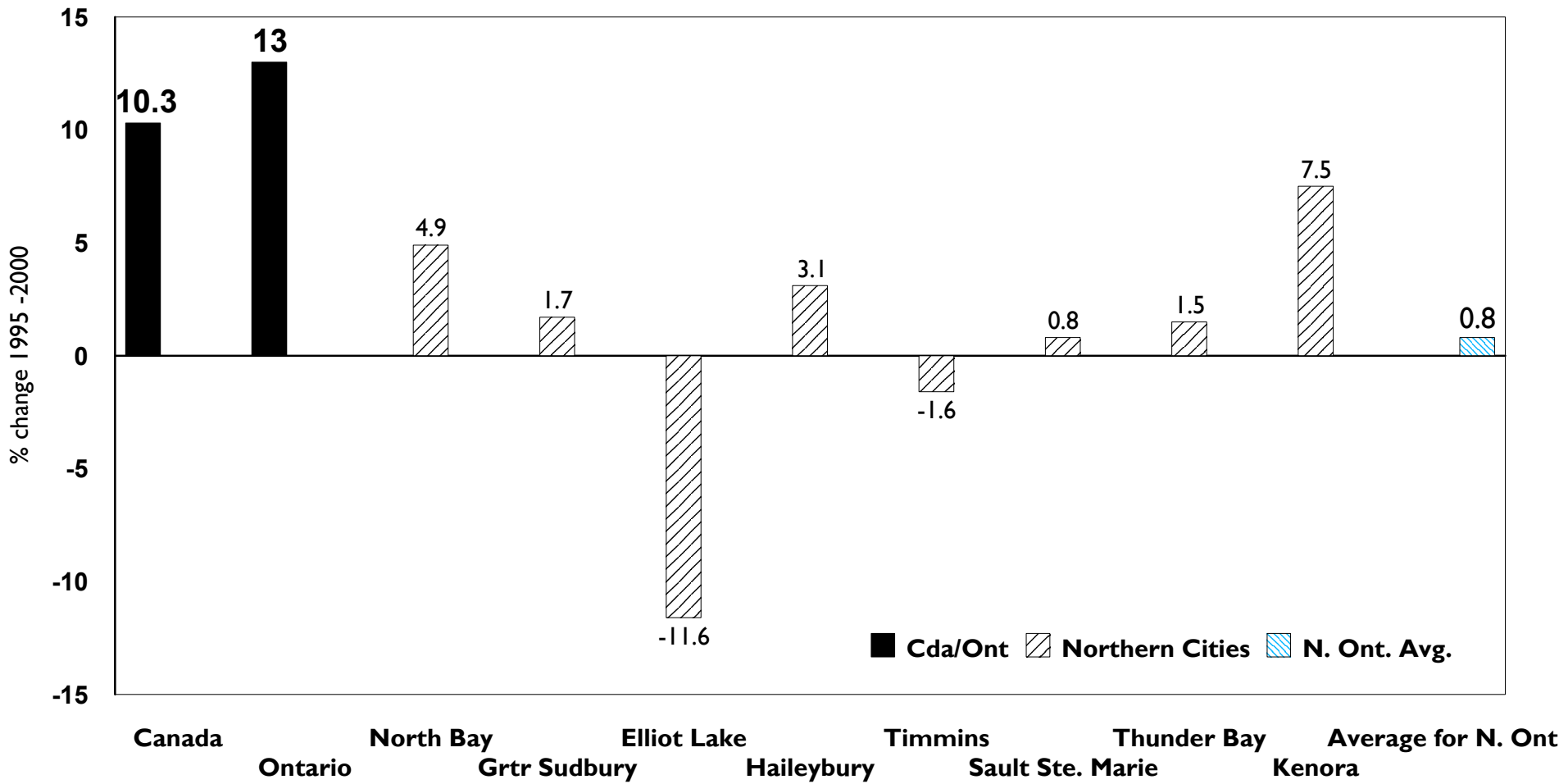
Source: Labour Force Survey

Job Trend in Trade and Manufacturing Outperforming Services



Data to December 2007. Source: Labour Force Survey.

Average Household Income Change in 2000 Constant Dollars



Note: Average Northern Ontario increase was 0.8 % between 1995 & 2000.

Source: CMHC, adapted from Statistics Canada (Census of Canada).

For Those That Like The Numbers

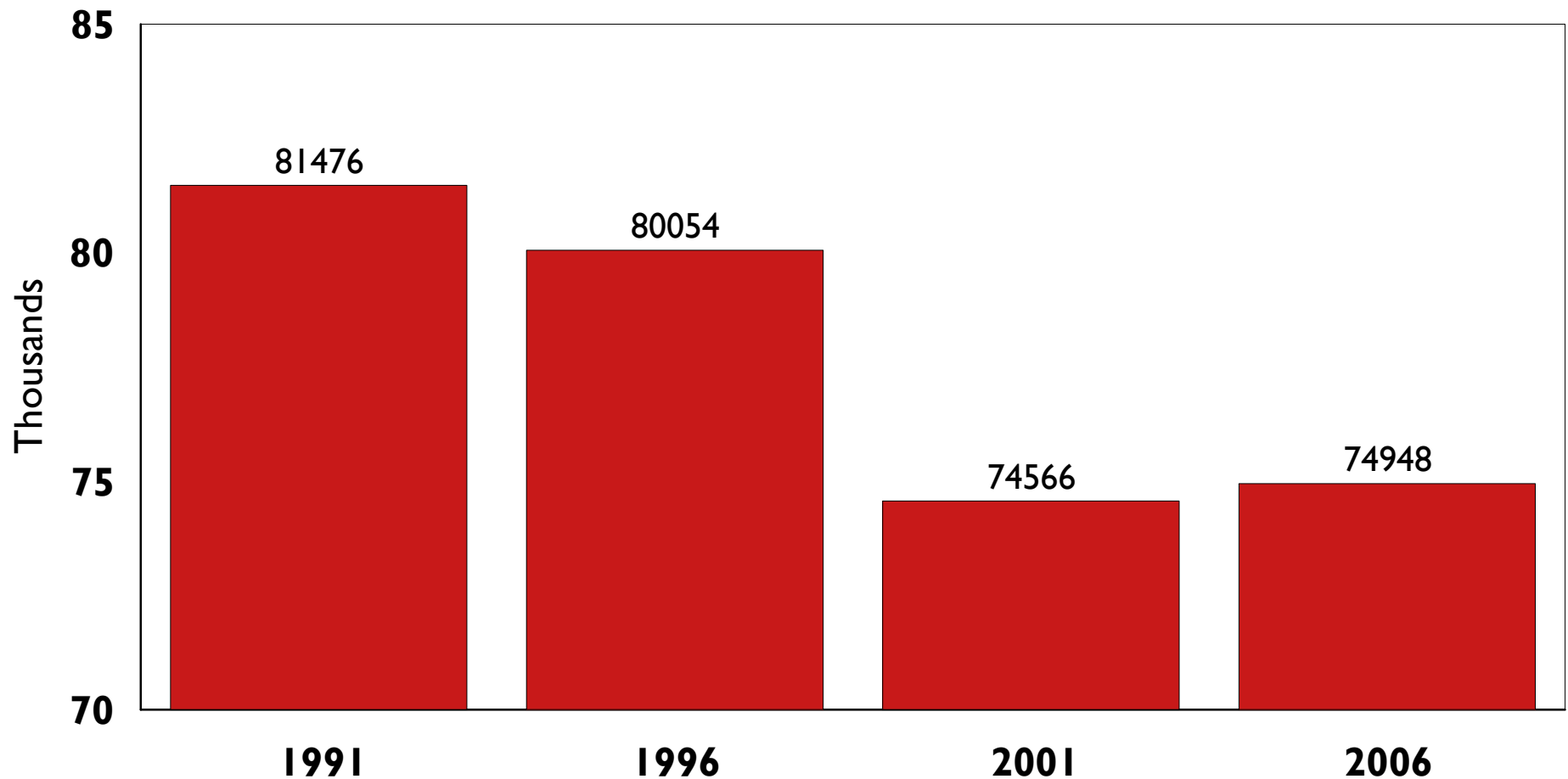
Average household income in 2000 Constant Dollars			
			1995-2000
	1995	2000	% change
Canada	\$52,888	\$58,360	10.3
Ontario	\$59,139	\$66,836	13.0
Northern Ontario Centres			
North Bay	\$50,138	\$52,608	4.9
Greater Sudbury	\$53,729	\$54,624	1.7
Elliot Lake	\$42,422	\$37,493	-11.6
Haileybury	\$48,865	\$50,394	3.1
Timmins	\$54,003	\$53,124	-1.6
Sault Ste. Marie	\$50,678	\$51,072	0.8
Thunder Bay	\$55,318	\$56,147	1.5
Kenora	\$55,179	\$59,325	7.5
Average for Northern Ontario			0.8
Source: CMHC, adapted from Statistics Canada (Census of Canada)			

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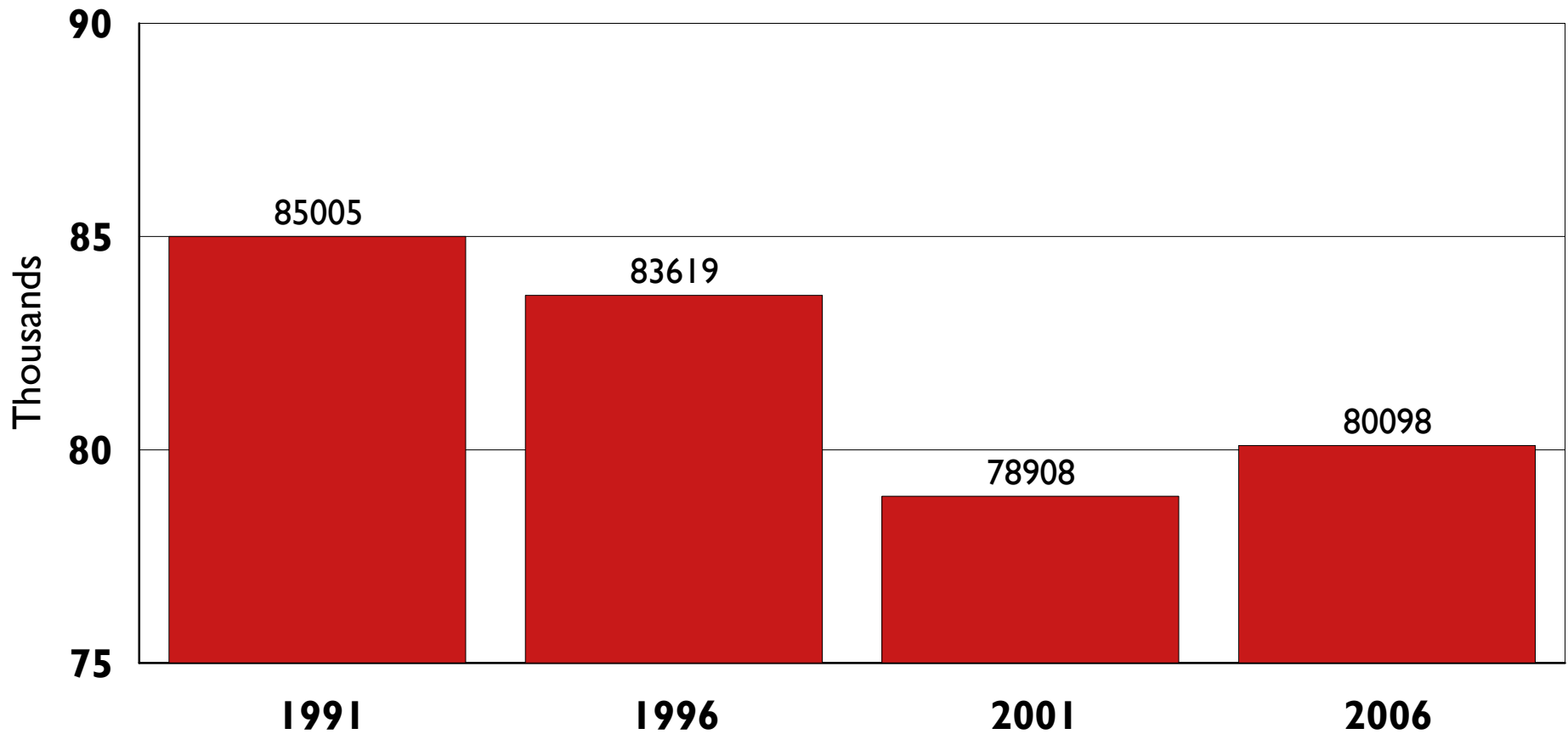
Sault Ste. Marie's Population Troughs



Note: Population stated is for the City of Sault Ste. Marie.

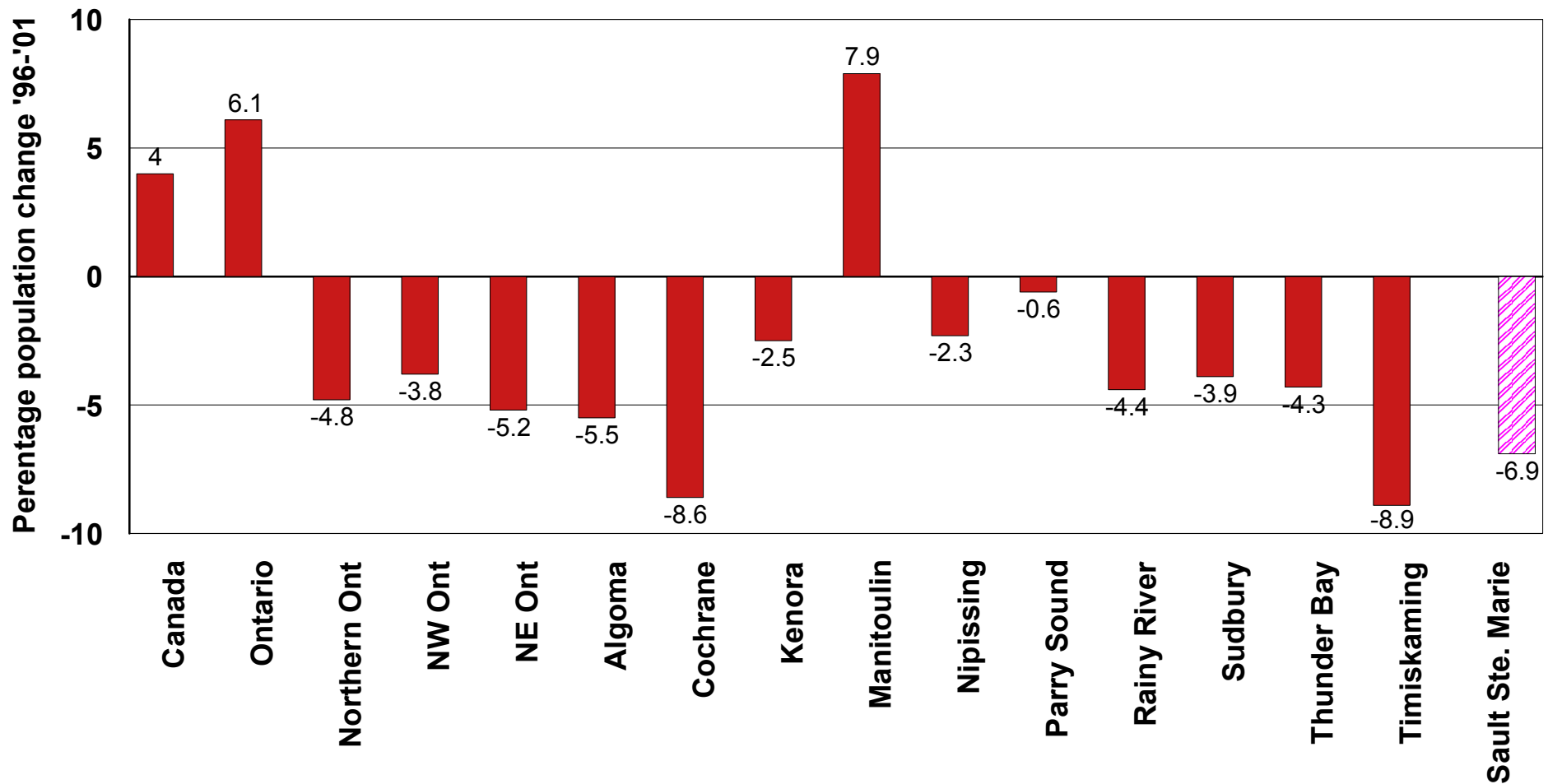
Source: Statistics Canada Census

CA's Population Bounces a Little Higher



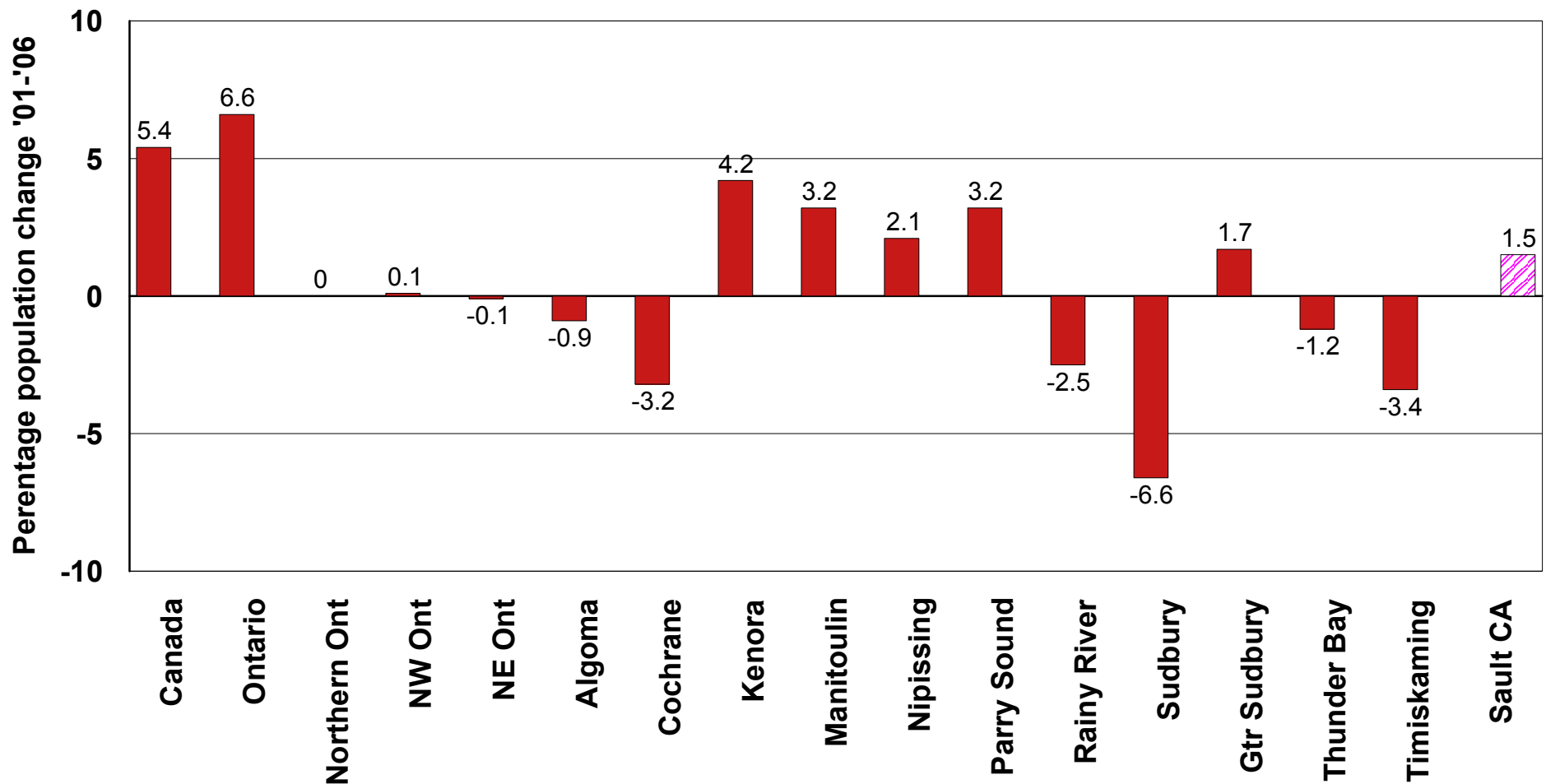
Includes Laird Twp, MacDonald, Meredith & Aberdeen Additional & Prince Twps
Note: Population stated is for the Sault Ste. Marie Census Agglomeration.
Source: Statistics Canada Census

1996- 2001 Population Data was Negative



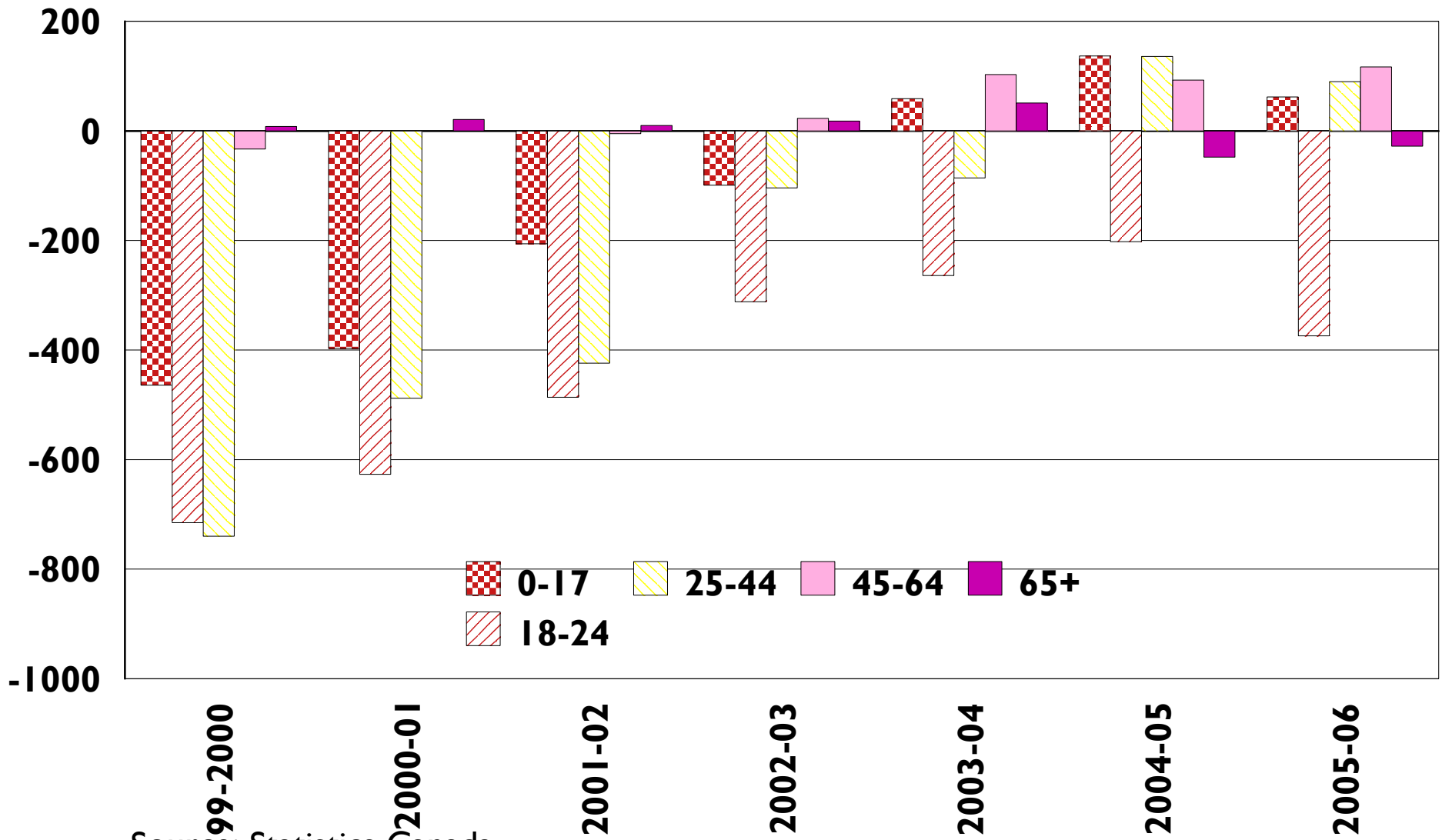
1996-2001 Percentage change.
Source: Statistics Canada.

Latest Data More Favourable



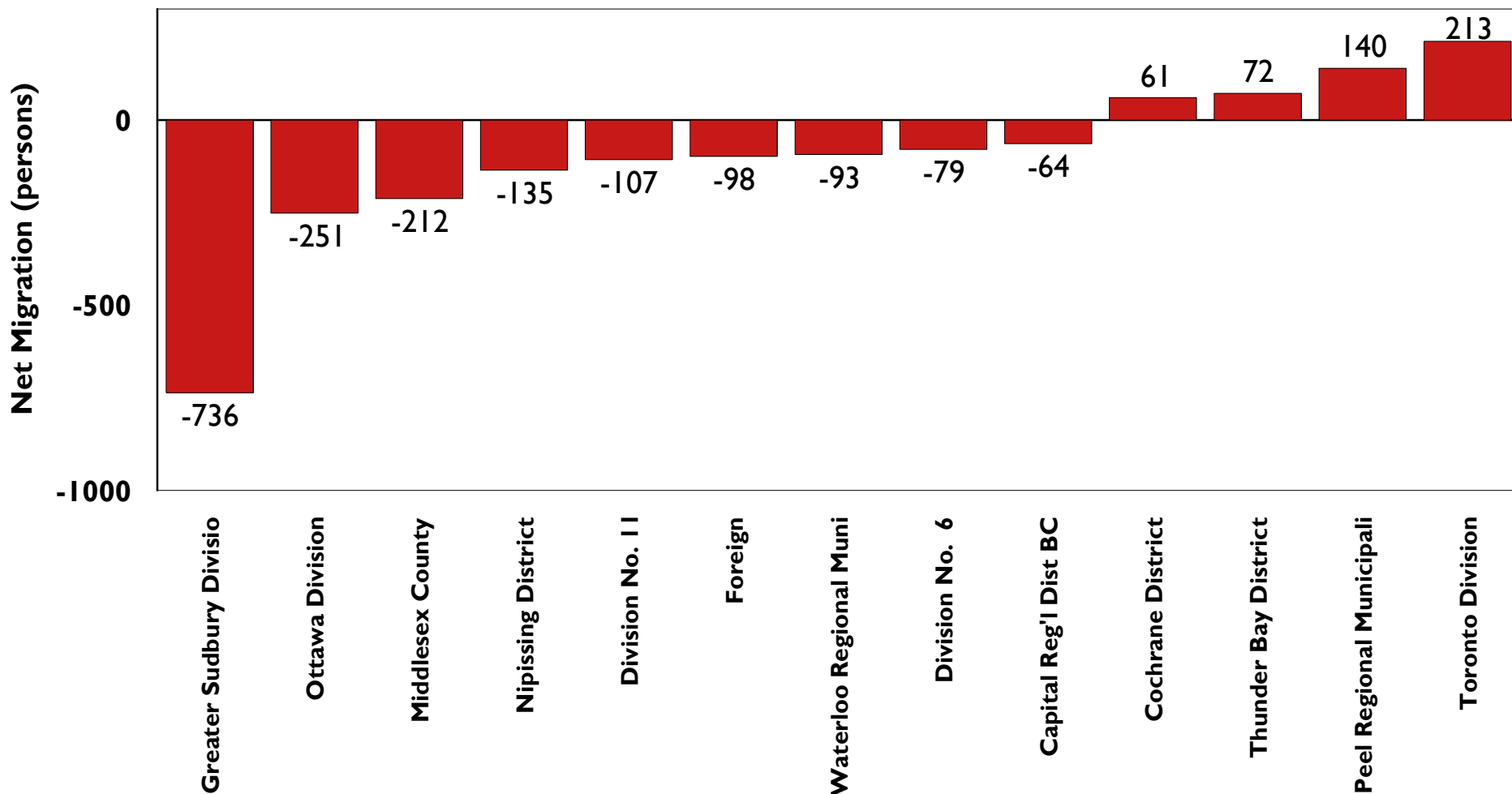
2001-2006 Percentage change.
Source: Statistics Canada.

18 -24 Out-Migration is A Problem in Algoma District



Source: Statistics Canada

Greater Sudbury Regional Municipality & Ottawa have Received the Most Algoma District Out-migrants during 2001-'06



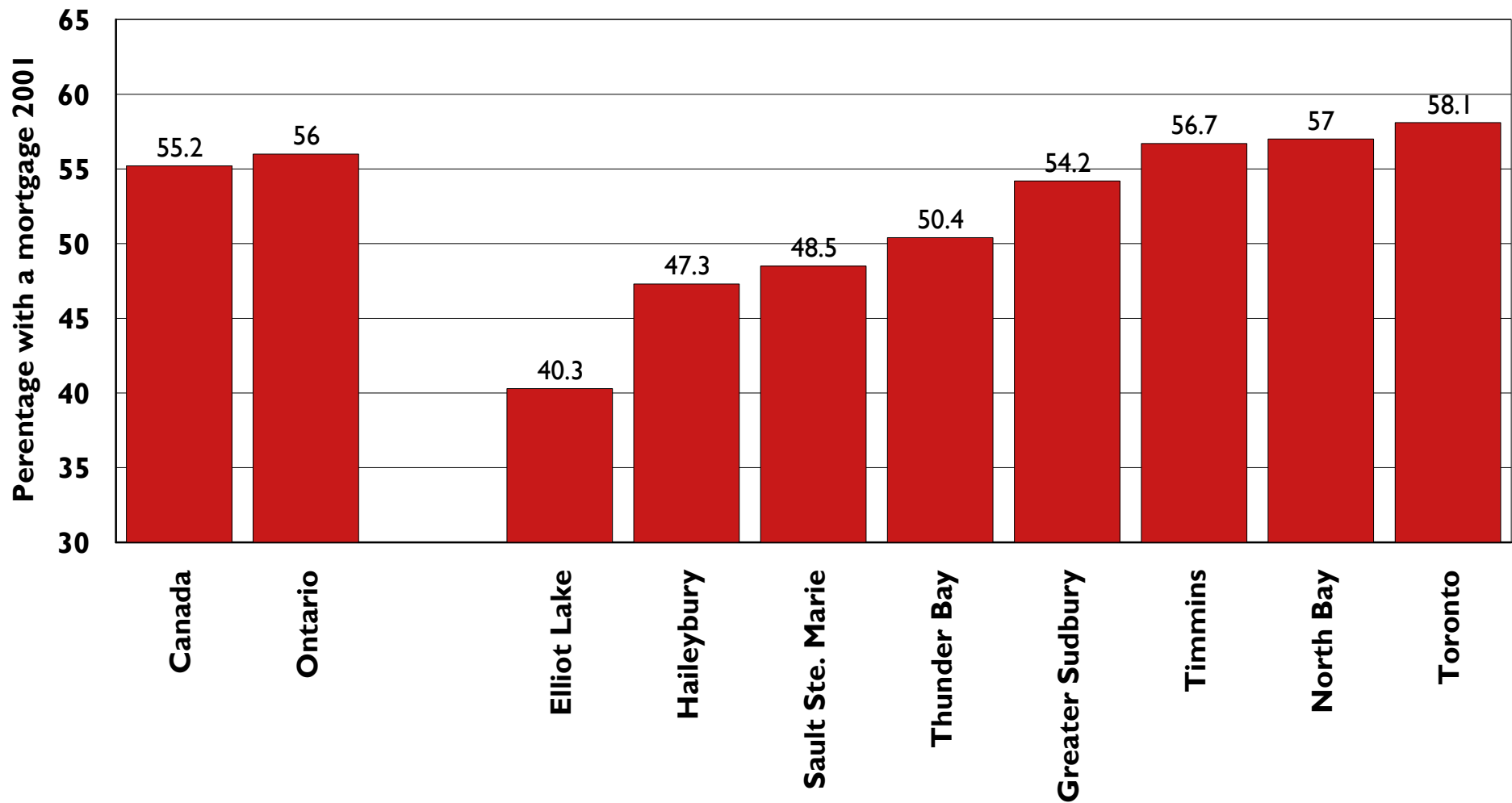
Source: Statistics Canada Small Area Data Division.

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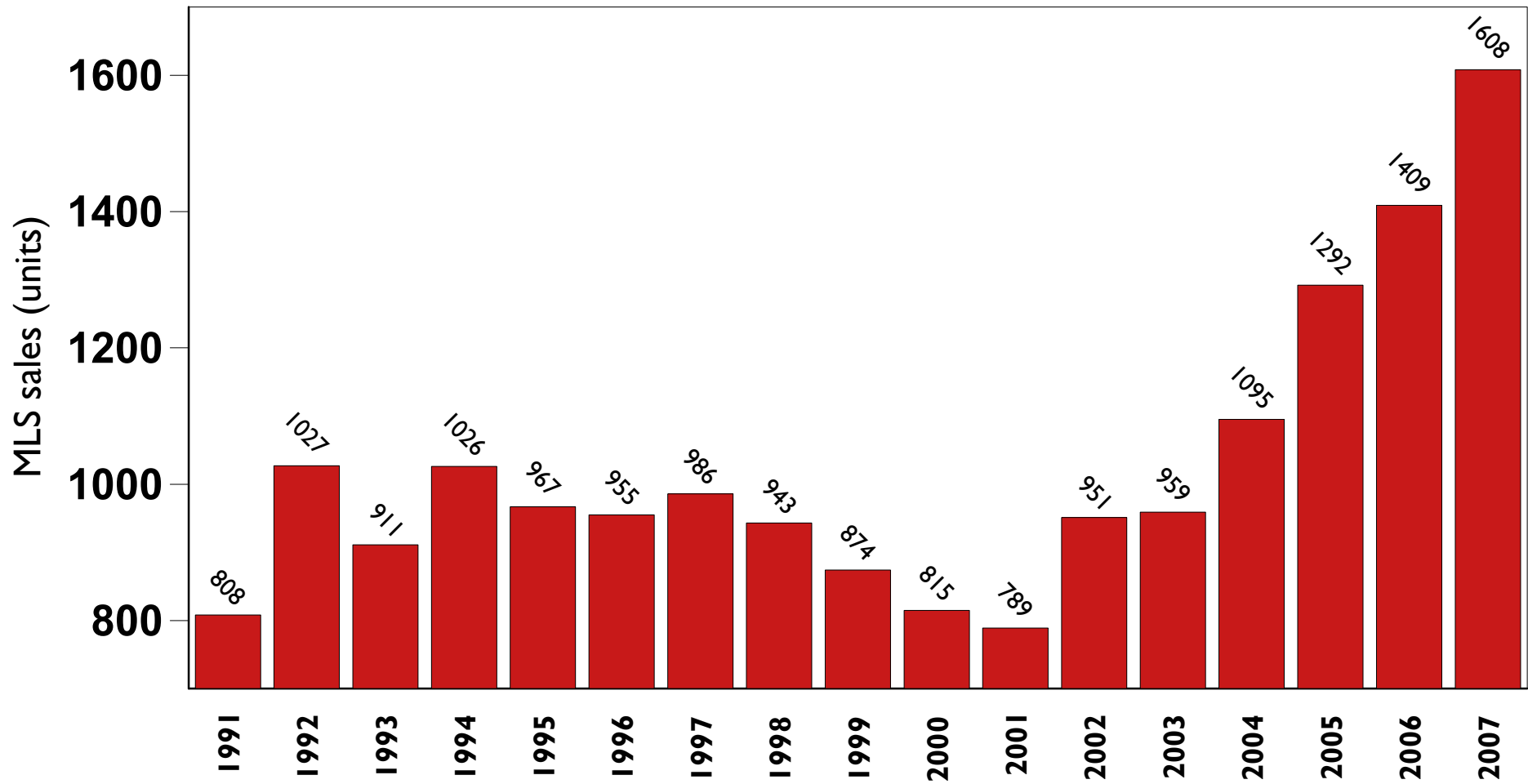


Centres Above and Below The Provincial and National Average for those with mortgage



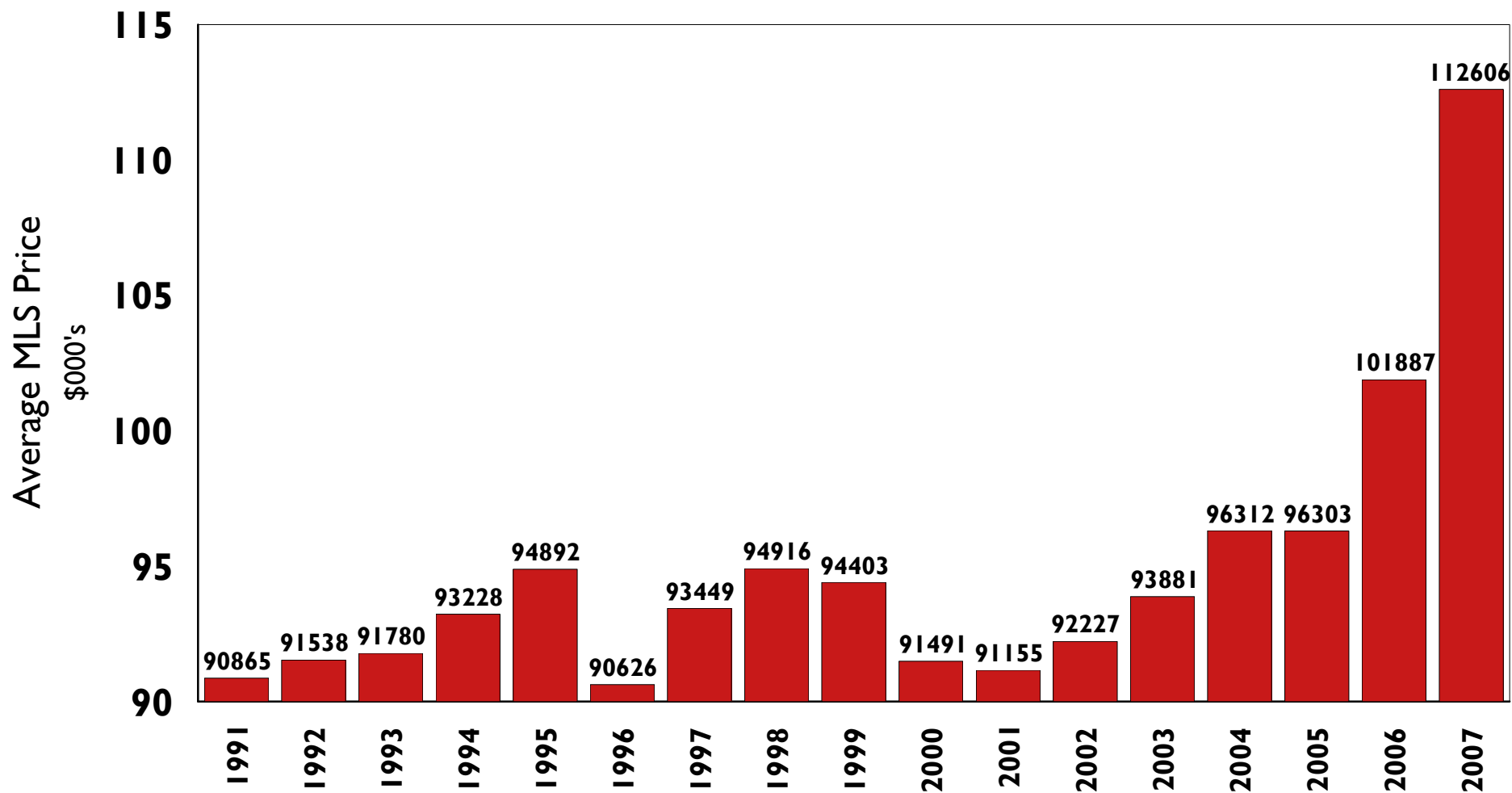
Source: Statistics Canada.

2007, Another Dougle Digit Sales Increase



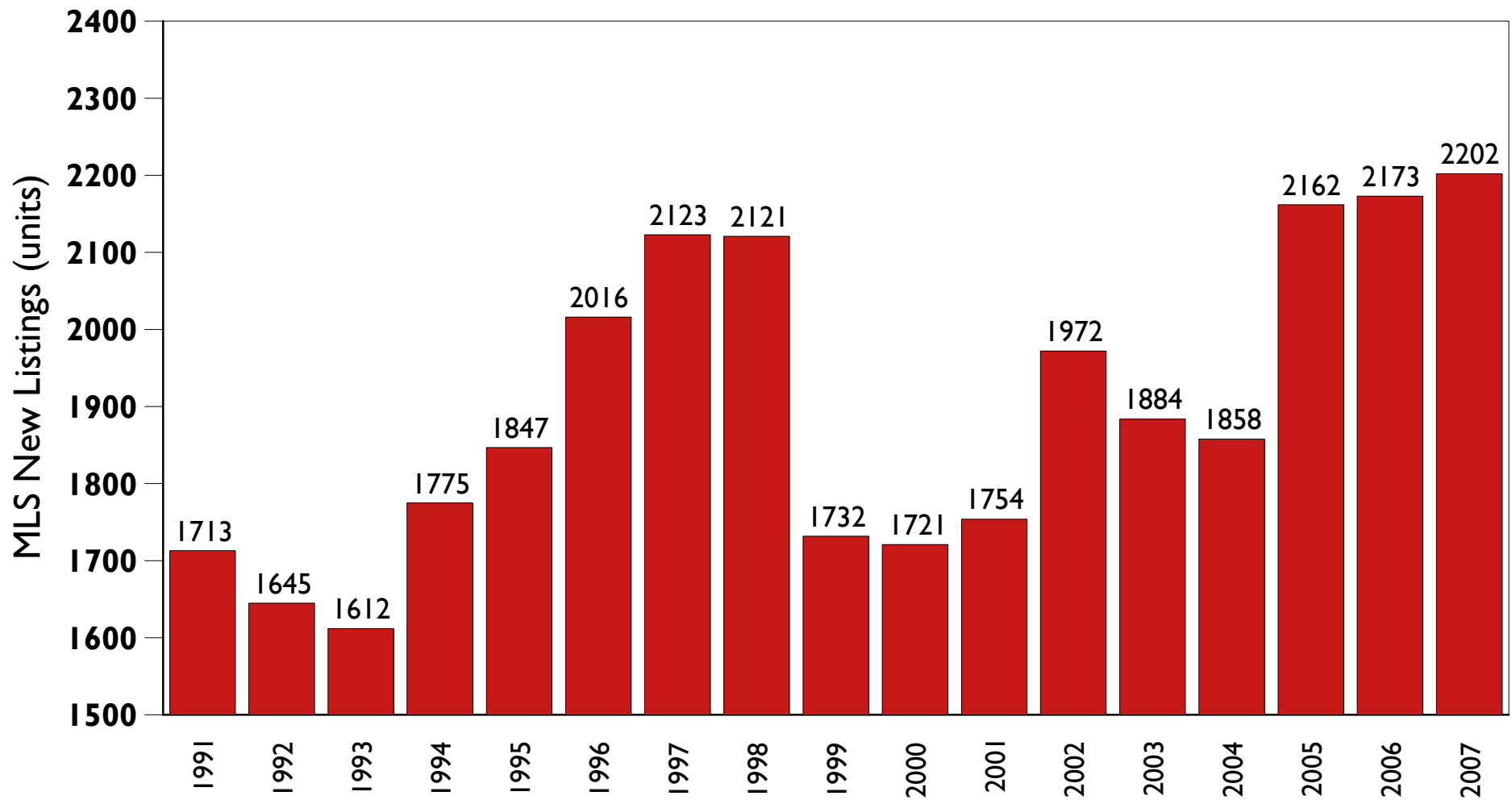
Source: Sault Ste Marie Real Estate Board Multiple Listing Service.

Sault Prices Jump 10.5 Per Cent in 2007



Source: SSM Real Estate Board.

2007 New Listings Near All-time High



Source: SSM Real Estate Board Multiple Listing Service.

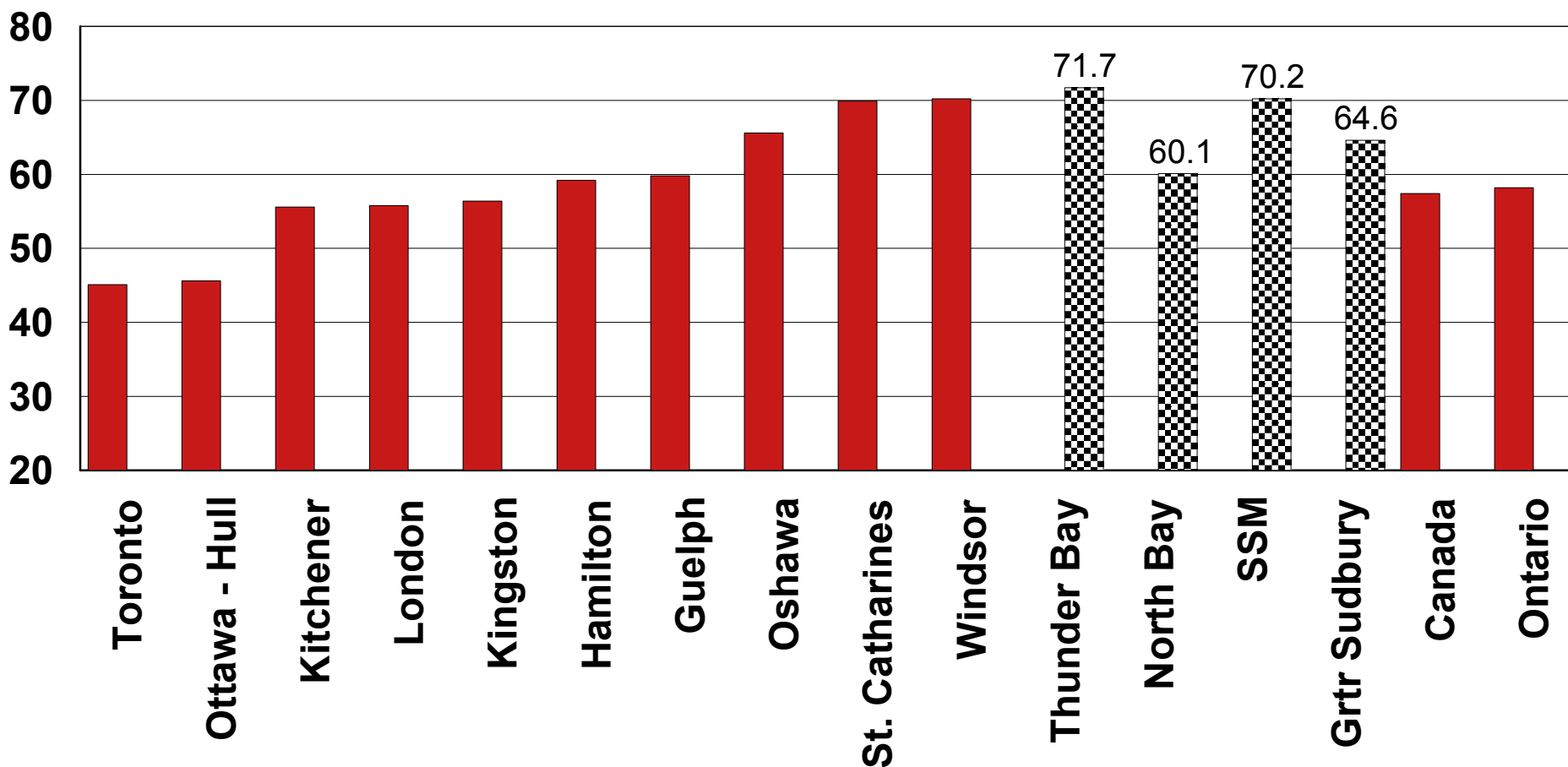
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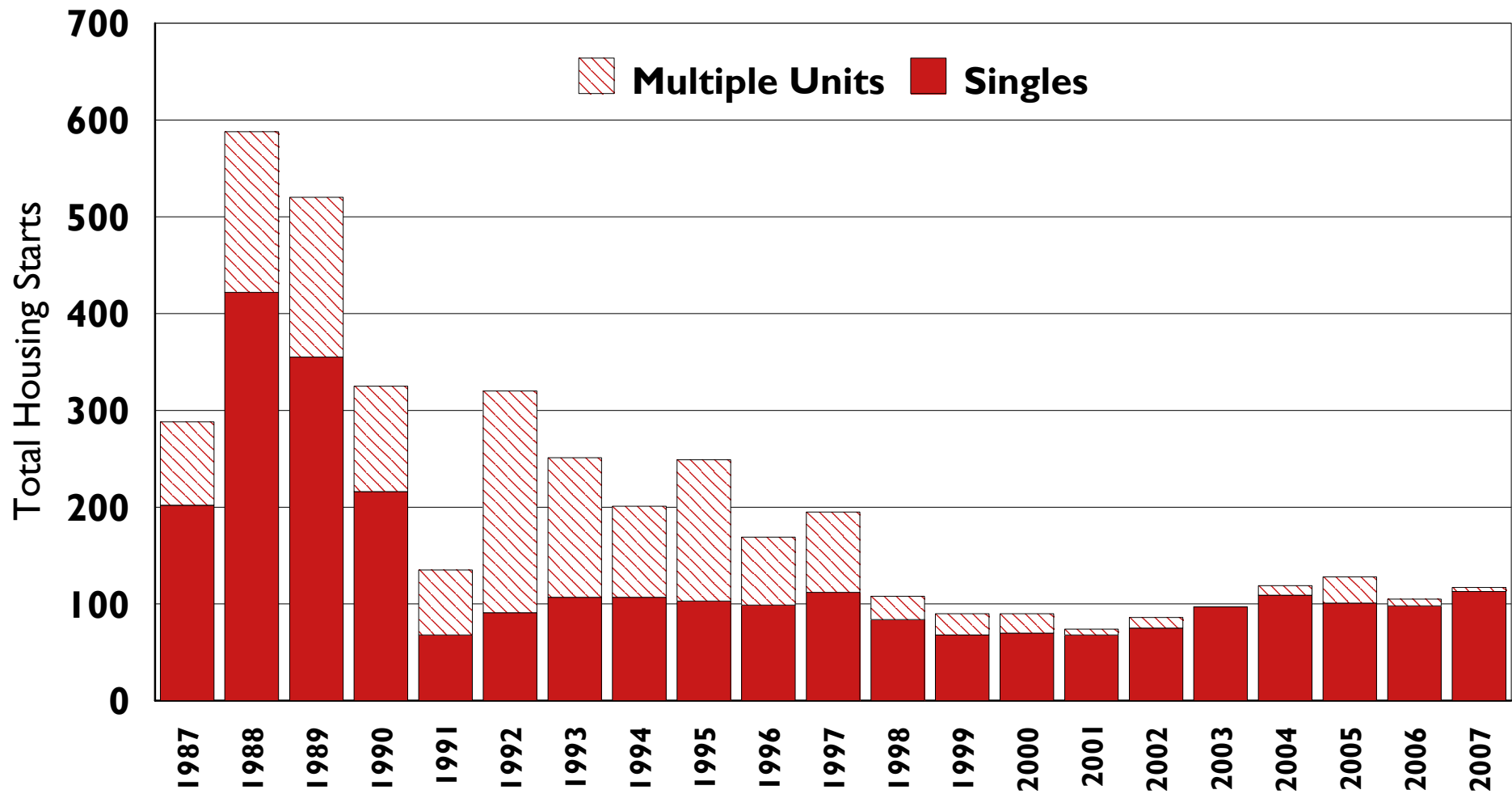
Northern 50,000+ Centres Above National Average for Single-Detached Homes

% single of total dwellings



Source: Statistics Canada 2001 Census.

2007 Sault Starts Improve Slightly



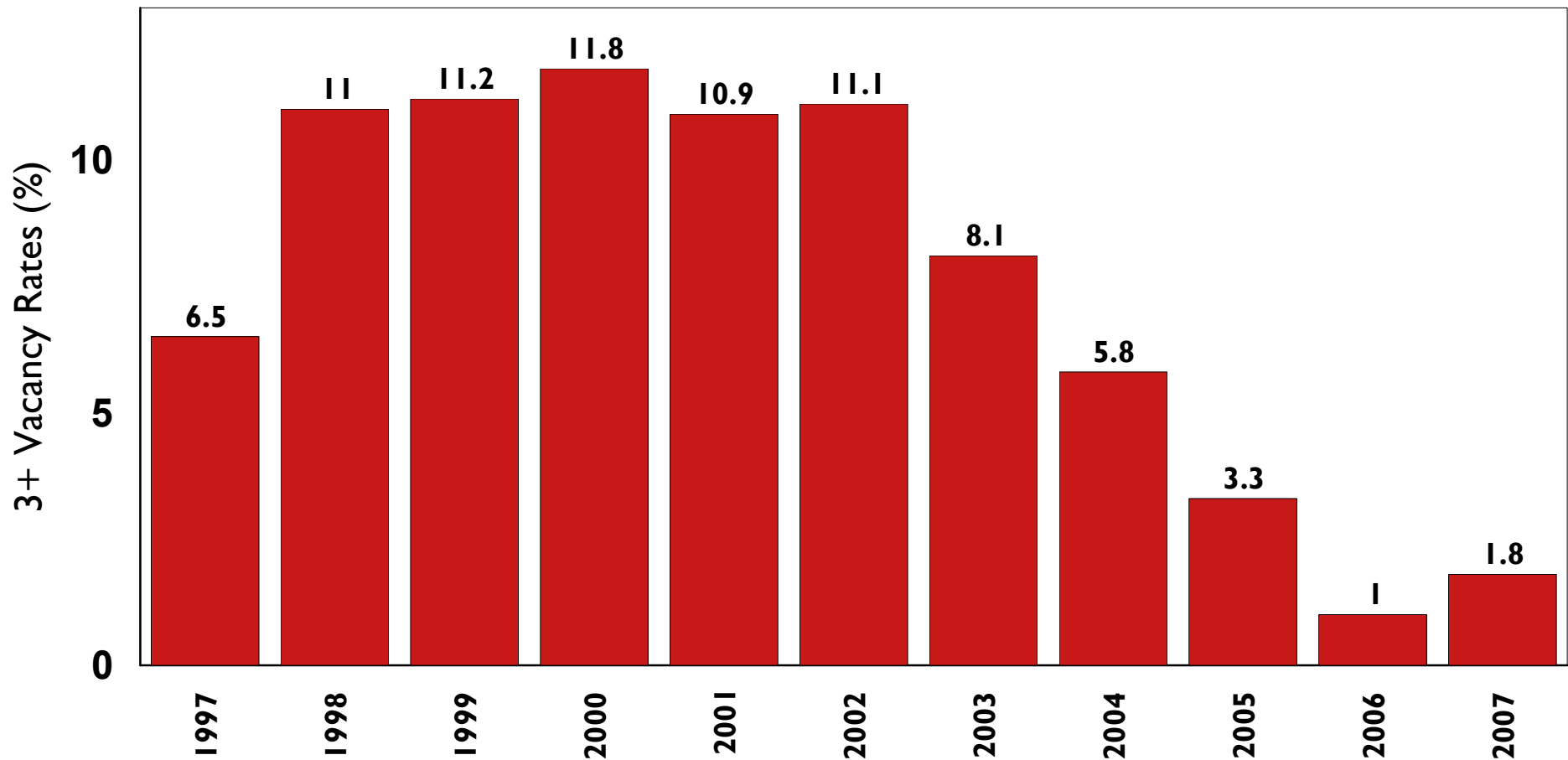
Source: CMHC Starts and Completions Survey.

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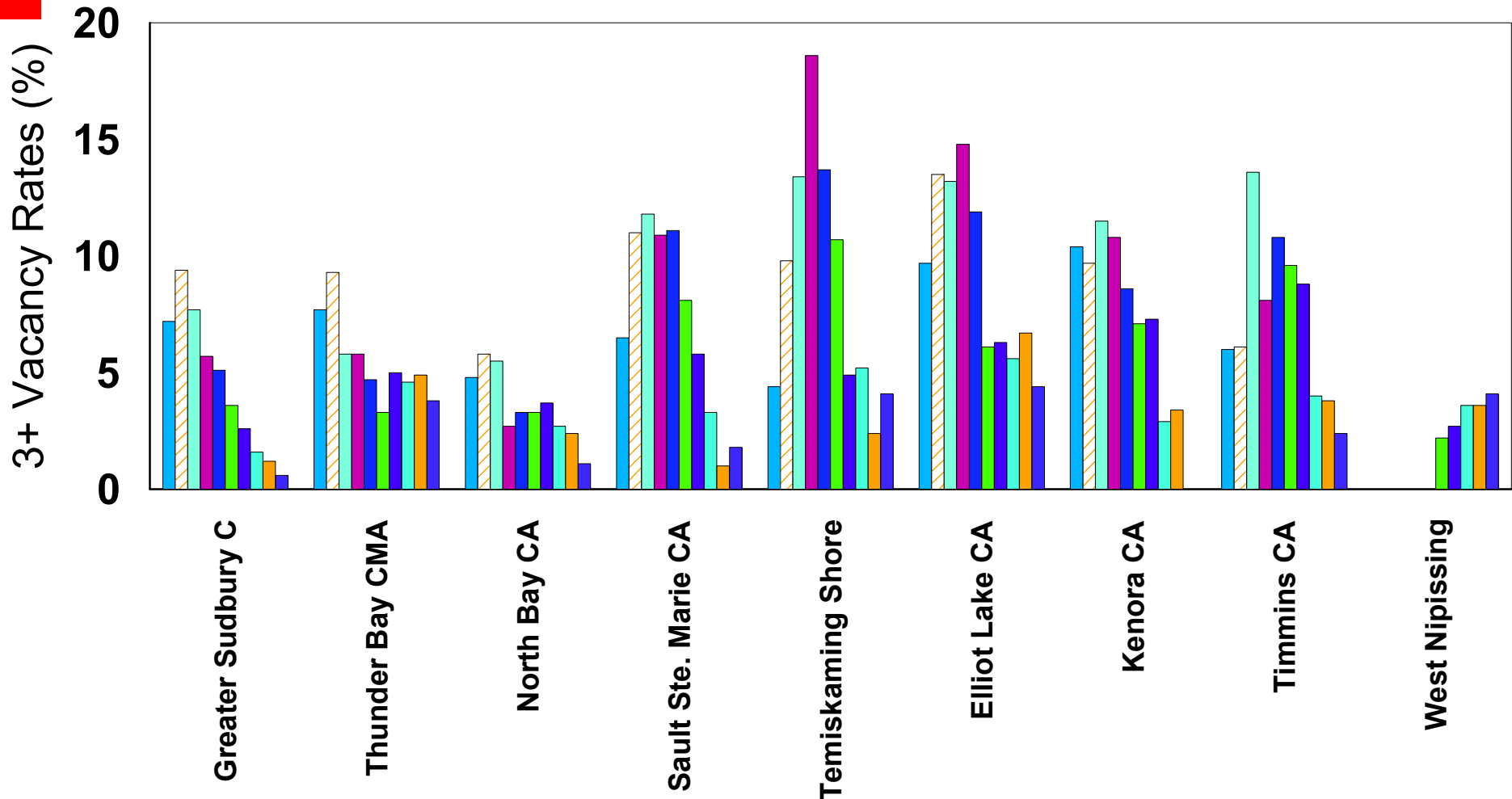
Sault's Vacancy Rate Rose Only Slightly in 2007



Private Vacancy rate for structures with at least 3 units.

Source: CMHC.

Vacancy Rates in Northern Ontario Cities over 10,000



Note: Haileybury now known as Temiskaming Shores
 Private Vacancy rate for structures with at least 3 units.
 Source: CMHC.

Vacancy Rates by Centre

1.1.1_4 Private Apartment Vacancy Rates (%) by Bedroom Type Ontario – Northern Ontario - Non-CMA Centres

Centre	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom +		Total	
	Oct-06	Oct-07	Oct-06	Oct-07	Oct-06	Oct-07	Oct-06	Oct-07	Oct-06	Oct-07
Bracebridge Town	14.5 a	0.0 a	1.2 a	0.0 b	0.0 c	2.3 a	**	8.3 a	1.2 a	1.8 a
Elliot Lake CA	3.1 a	6.1 a	9.8 a	2.5 a	5.2 a	4.6 a	11.4 a	11.0 a	6.7 a	4.4 a
Gravenhurst Town	**	4.6 a	**	4.5 a	4.7 c	4.8 b	**	**	4.5 c	4.6 b
Huntsville Town	**	5.4 a	4.5 d	3.8 c	3.3 d	2.4 a	**	**	4.2 c	3.0 b
Kenora CA	0.0 a	**	4.9 b	0.0 b	2.7 a	0.0 b	**	**	3.4 a	0.0 b
North Bay CA	**	**	3.0 c	1.1 a	1.7 c	0.9 a	**	1.2 d	2.4 b	1.1 a
Sault Ste. Marie CA	**	**	0.7 a	1.5 a	1.1 a	1.4 a	**	**	1.0 a	1.8 b
Zone 1 - Downtown	**	**	0.0 a	0.7 a	0.5 a	0.5 a	0.0 a	0.0 a	0.3 a	0.5 a
Zone 2 - City East	**	**	0.9 a	2.2 c	1.2 a	1.2 a	**	**	1.2 a	2.0 b
Zone 3 - City West	**	**	0.3 b	0.2 b	1.0 a	1.9 c	0.0 d	**	0.8 a	1.6 c
Temiskaming Shores CA	7.6 a	0.0 c	3.1 d	2.9 c	1.8 c	4.6 b	0.0 c	7.8 a	2.4 b	4.1 b
Timmins CA	**	**	3.3 c	2.0 c	3.8 d	1.8 b	0.0 c	2.2 c	3.8 c	2.4 b
West Nipissing Town	**	**	**	2.6 c	4.8 c	4.7 c	**	4.1 d	3.6 c	4.1 b

Source: CMHC.

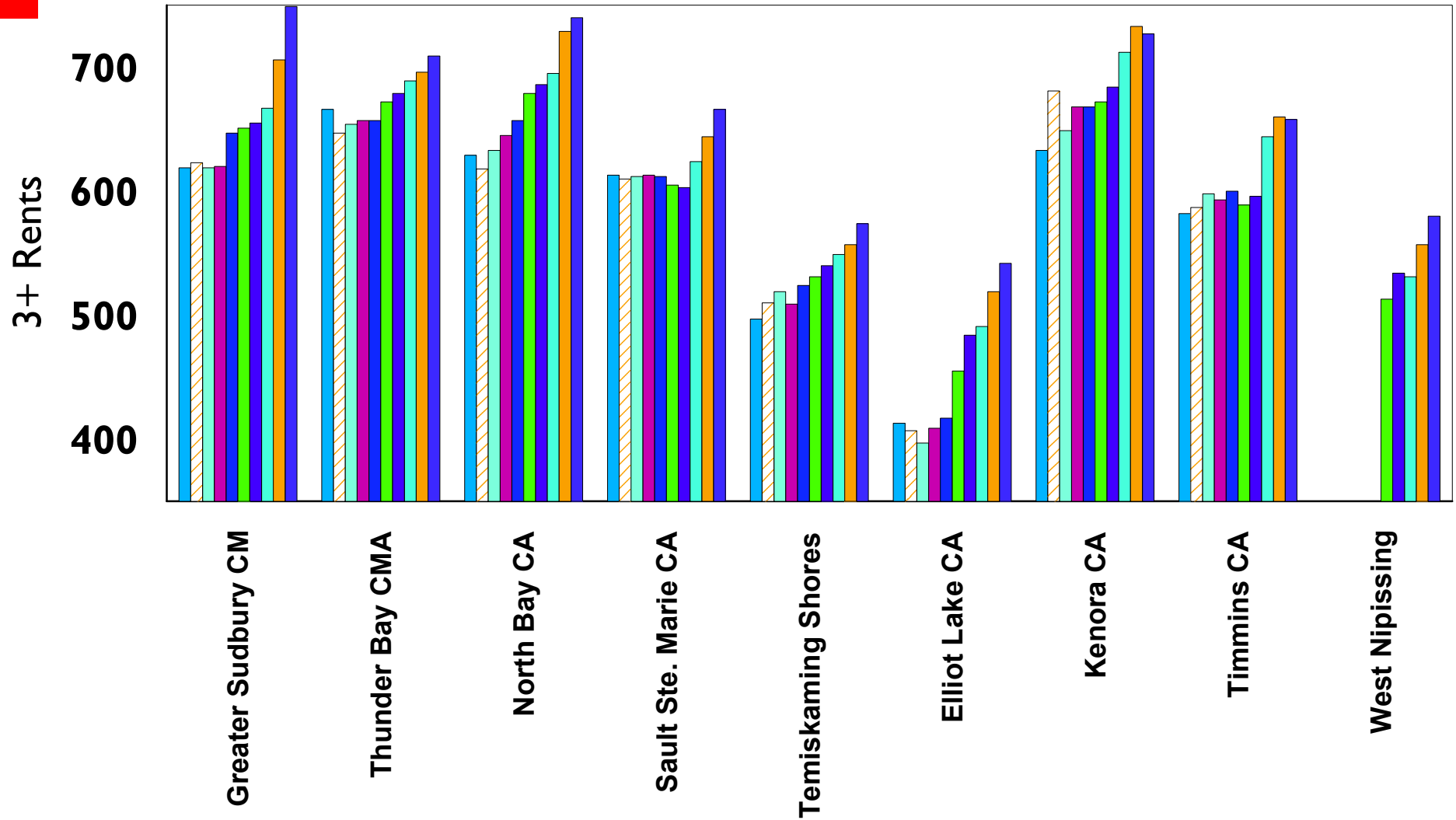
Vacant Units by Centre

1.1.3_4 Number of Private Apartment Units Vacant and Universe in October 2007 by Bedroom Type Ontario – Northern Ontario - Non-CMA Centres

Centre	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom +		Total	
	Vacant	Total	Vacant	Total	Vacant	Total	Vacant	Total	Vacant	Total
Bracebridge Town	0 a	15	0 b	75	4 a	171	1 a	12	5 a	273
Elliot Lake CA	2 a	33	8 a	317	37 a	813	8 a	73	55 a	1,236
Gravenhurst Town	1 a	22	3 a	66	6 b	124	**	**	10 b	216
Huntsville Town	1 a	19	5 c	141	4 a	172	**	11	10 b	343
Kenora CA	**	23	0 b	129	0 b	193	**	11	0 b	355
North Bay CA	**	203	11 a	1,000	16 a	1,787	2 d	194	34 a	3,184
Sault Ste. Marie CA	**	120	24 a	1,642	37 a	2,634	**	296	83 b	4,692
Zone 1 - Downtown	**	**	1 a	148	1 a	205	0 a	24	2 a	379
Zone 2 - City East	**	64	22 c	985	18 a	1,469	**	134	54 b	2,652
Zone 3 - City West	**	55	1 b	509	18 c	960	**	138	27 c	1,661
Temiskaming Shores CA	0 c	28	3 c	110	9 b	194	3 a	42	15 b	374
Timmins CA	**	70	11 c	549	15 b	814	3 c	140	38 b	1,573
West Nipissing Town	**	12	3 c	127	9 c	184	1 d	29	14 b	352

Source: CMHC.

Two bedroom rents in Northern Ontario Cities



Note: Haileybury now known as Temiskaming Shores CA.
 Private Weighted 2 Bedroom Rents in structures with at least 3 units.
 Source: CMHC.

Apartment Rents by Centre

1.1.2_4 Private Apartment Average Rents (\$) by Bedroom Type Ontario – Northern Ontario - Non-CMA Centres

Centre	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom +		Total	
	Oct-06	Oct-07	Oct-06	Oct-07	Oct-06	Oct-07	Oct-06	Oct-07	Oct-06	Oct-07
Bracebridge Town	478 a	506 a	644 a	659 a	751 a	802 a	**	857 a	704 a	749 a
Elliot Lake CA	362 a	357 a	447 a	464 a	519 a	542 a	525 a	643 a	497 a	522 a
Gravenhurst Town	557 b	545 a	631 b	680 a	813 a	815 a	817 a	**	742 a	749 a
Huntsville Town	520 a	545 a	647 a	674 a	800 a	826 a	857 a	858 a	714 a	745 a
Kenora CA	441 c	428 a	563 a	515 b	733 a	727 a	**	**	657 a	634 a
North Bay CA	456 a	474 a	581 a	594 a	729 a	740 a	808 a	851 b	677 a	683 a
Sault Ste. Marie CA	433 a	428 a	538 a	564 a	644 a	666 a	706 a	698 a	604 a	627 a
Zone 1 - Downtown	**	**	565 a	629 a	644 a	698 a	673 a	673 a	615 a	668 a
Zone 2 - City East	434 b	417 b	540 a	563 a	657 a	685 a	727 a	734 a	610 a	637 a
Zone 3 - City West	426 a	438 a	527 a	547 a	625 a	632 a	681 a	671 b	592 a	603 a
Temiskaming Shores CA	410 a	411 a	454 a	470 a	557 a	574 a	651 a	670 a	525 a	542 a
Timmins CA	405 a	415 a	544 a	558 a	660 a	658 a	750 a	768 a	611 a	624 a
West Nipissing Town	**	411 c	458 a	480 a	557 a	580 a	655 b	657 b	528 a	547 a

Source: CMHC.

Estimate of Rents Increases by Centre

1.1.5_4 Private Apartment Estimate of Percentage Change (%) of Average Rent¹ by Bedroom Type Ontario – Northern Ontario - Non-CMA Centres

Centre	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom +		Total	
	Oct-05 to Oct-06	Oct-06 to Oct-07	Oct-05 to Oct-06	Oct-06 to Oct-07	Oct-05 to Oct-06	Oct-06 to Oct-07	Oct-05 to Oct-06	Oct-06 to Oct-07	Oct-05 to Oct-06	Oct-06 to Oct-07
	Bracebridge Town	1.5 a	6.6 a	0.8 d	0.9 a	**	6.2 a	**	1.9 a	1.4 a
Elliot Lake CA	4.8 a	5.2 a	4.3 a	3.6 a	6.9 a	4.7 a	5.2 a	9.9 a	6.5 a	4.6 a
Gravenhurst Town	**	3.3 a	**	++	**	**	**	**	**	**
Huntsville Town	**	**	2.4 c	0.6 b	1.6 c	++	**	**	2.0 b	1.0 a
Kenora CA	**	**	**	**	**	**	**	**	++	**
North Bay CA	++	8.6 c	4.0 d	5.2 d	3.6 d	3.4 d	**	**	3.2 d	3.8 d
Sault Ste. Marie CA	**	++	4.1 d	2.3 b	2.0 c	2.6 b	++	++	2.1 b	2.6 b
Zone 1 - Downtown	**	**	**	5.7 a	4.4 a	8.0 a	2.5 a	0.0 b	6.5 a	7.8 a
Zone 2 - City East	**	**	++	1.5 d	2.4 c	1.4 d	**	**	1.9 c	1.3 d
Zone 3 - City West	**	**	2.0 c	2.8 c	++	3.3 d	**	**	1.2 d	3.5 d
Temiskaming Shores CA	0.1 a	1.9 a	++	4.3 c	2.3 c	2.1 c	++	5.2 a	**	3.5 c
Timmins CA	**	**	++	**	++	**	++	**	++	**
West Nipissing Town	**	**	5.8 d	++	3.7 d	++	**	**	4.9 c	**

¹ The Estimate of Percentage Charge is a measure of the market movement, and is based on those structures that were common to the survey for both years

Source: CMHC.

Sault Market Indicators

	2005	2006	2007
MLS sales	1,292	1,406	1,608
Average MLS Price	\$96,303	\$101,887	\$112,606
Single starts	101	98	113
Multiple starts	27	7	4
Total starts	128	105	117

Source: Sault Ste. Marie Real Estate Board, CMHC.

For More Information:

- Contact Warren Philp,
CMHC Northern Ontario Market Analyst
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- For Ontario Publications and services,
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