HOUSING MARKET INFORMATION

HOUSING NOW

Sherbrooke CMA

Canada Mortgage and Housing Corporation

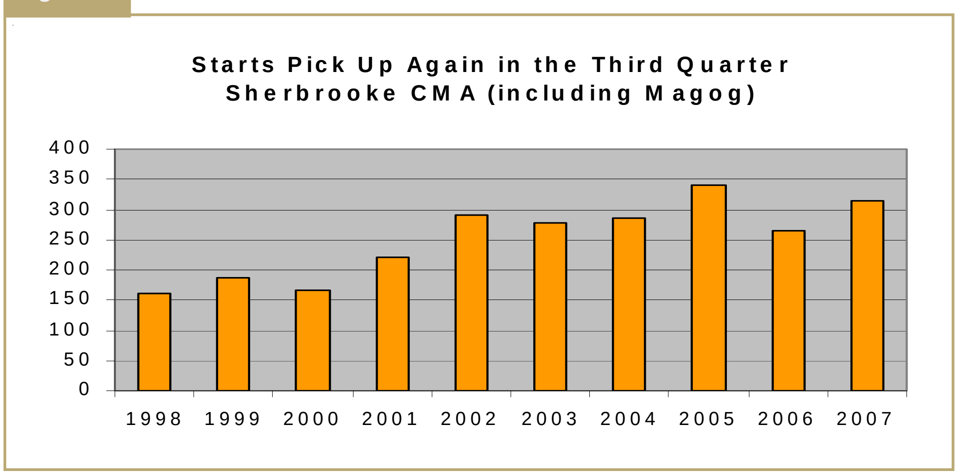
Date Released: Fourth Quarter 2007

Housing starts rise in the third quarter

Housing starts picked up in the third quarter in the Sherbrooke census metropolitan area (CMA). According to Canada Mortgage and Housing Corporation (CMHC), construction got under way on 264 dwellings from July to September 2006, compared to 314 during the same period this year. This 19-per-cent gain followed a 36-per-cent decrease in the second quarter and a 41-per-cent increase in the first. Housing starts have therefore been showing ups and downs since the beginning of the year in the area.

It was single-family home building that increased in the third quarter. During these three summer months, foundations were laid for 210 houses, for a difference of 52 homes in relation to the corresponding period last year. We believe that single-family home starts bottomed out last year, and the third-quarter results confirm our analyses. The higher birth rate, combined with the improved financial situation of families with young children, is one

Figure 1



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Canada

CMHC SCHL
HOME TO CANADIANS

of the factors supporting the recovery.

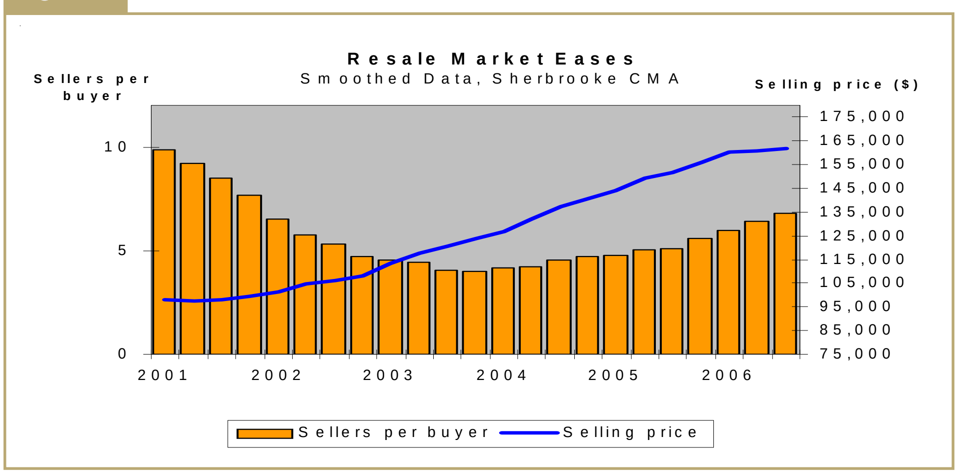
The production of apartments fell slightly in the last three months. During this period, construction got under way on 104 such units, or 2 fewer than in the third quarter of 2006. Activity has been supported by the low percentage of vacant rental housing units and the demand for condominiums. No housing projects with 20 or more units were started in the third quarter.

Year-to-date starts down 13 per cent

Since the beginning of the year, 1,009 dwellings have been started in the Sherbrooke CMA, compared to 1,154 during the first three quarters of 2006. This decrease of 13 per cent was mainly due to the construction of a 279-unit housing project last year. In fact, only the production of apartments is down (-27 per cent). Single-family home starts are now up by 6 per cent (29 units) since the beginning of the year.

Across Quebec, all CMAs, with the exception of Sherbrooke, show increases in starts for the first nine months of the year. In Gatineau, the gain is 29 per cent, while activity is up by 2 per cent in Trois-Rivières, by 61 per cent in Saguenay, by 1 per cent in Québec and by 17 per cent in Montréal.

Figure 2

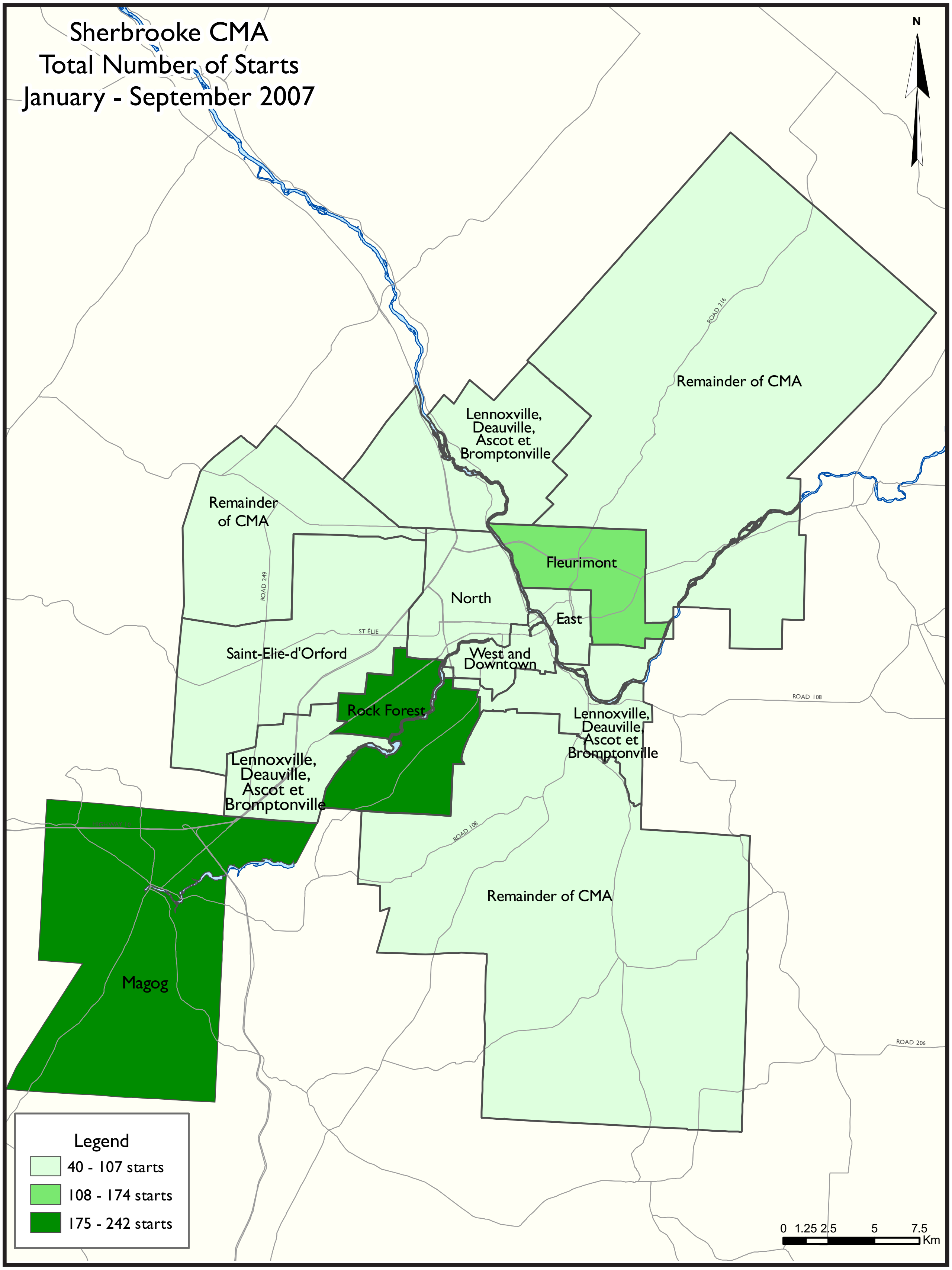


Growth in existing property sales takes a break in the third quarter

From July to September 2007, sales of existing properties stagnated in relation to the same period last year. In all, 383 homes changed hands in the third quarter of this year, compared to 384 during the same quarter last year. It was the borough of Rock Forest–Saint-Élie–Deauville that registered the most transactions (101 sales), followed by the Magog sector (94 sales).

During this period, listings rose by 7 per cent to 1,041 properties. Even though sales remained stable, the greater number of available homes was not sufficient to cause a significant change in the seller-to-buyer ratio. As a result, this ratio stayed at its 2006 level of 7 to 1, for the period from July to September 2007.

The market therefore remained a seller's market and, even if the pressure eased somewhat on account of the rise in listings, the growth in prices stayed strong. In fact, the average price of existing homes increased at an annual rate of 8.9 per cent, reaching $176,200 in the third quarter of 2007.


Sherbrooke CMA
Total Number of Starts
January - September 2007
N
Remainder of CMA
Lennoxville, Deauville, Ascot et Bromptonville
Remainder of CMA
Fleurimont
North
East
Saint-Elie-d'Orford
West and Downtown
Rock Forest
Lennoxville, Deauville, Ascot et Bromptonville
Lennoxville, Deauville, Ascot et Bromptonville
Remainder of CMA
Magog
ROAD 108
ROAD 206
Legend
40 - 107 starts
108 - 174 starts
175 - 242 starts
0 1.25 2.5 5 7.5
Km

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
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4	Absorbed Single-Detached Units by Price Range
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1.1	Housing Activity Summary by Submarket
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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 1: Housing Activity Summary of Sherbrooke CMA
Third Quarter 2007

	Ownership						Rental		Total*
	Freehold			Condominium					
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other	Single, Semi, and Row	Apt. & Other	
STARTS									
Q3 2007	194	12	12	0	4	48	0	44	314
Q3 2006	124	10	6	0	0	4	0	45	225
% Change	56.5	20.0	100.0	n/a	n/a	**	n/a	-2.2	39.6
Year-to-date 2007	482	44	56	0	12	86	0	305	1,009
Year-to-date 2006	374	34	47	0	0	16	0	487	994
% Change	28.9	29.4	19.1	n/a	n/a	**	n/a	-37.4	1.5
UNDER CONSTRUCTION									
Q3 2007	155	6	8	0	0	38	0	416	623
Q3 2006	73	8	4	0	0	8	0	350	479
% Change	112.3	-25.0	100.0	n/a	n/a	**	n/a	18.9	30.1
COMPLETIONS									
Q3 2007	204	20	14	0	4	24	0	182	472
Q3 2006	190	14	10	0	0	8	0	79	301
% Change	7.4	42.9	40.0	n/a	n/a	200.0	n/a	130.4	56.8
Year-to-date 2007	427	46	60	0	12	89	0	369	1,027
Year-to-date 2006	403	28	53	0	0	47	4	225	760
% Change	6.0	64.3	13.2	n/a	n/a	89.4	-100.0	64.0	35.1
COMPLETED & NOT ABSORBED									
Q3 2007	8	4	0	0	0	2	0	1	15
Q3 2006	0	0	0	0	0	27	0	46	73
% Change	n/a	n/a	n/a	n/a	n/a	-92.6	n/a	-97.8	-79.5
ABSORBED									
Q3 2007	196	16	14	0	4	54	0	202	486
Q3 2006	190	14	10	0	0	9	0	91	314
% Change	3.2	14.3	40.0	n/a	n/a	**	n/a	122.0	54.8
Year-to-date 2007	419	42	60	0	12	107	0	387	1,027
Year-to-date 2006	403	28	53	0	0	58	4	244	790
% Change	4.0	50.0	13.2	n/a	n/a	84.5	-100.0	58.6	30.0

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

Table 1.1: Housing Activity Summary by Submarket Third Quarter 2007									
	Ownership						Rental		Total*
	Freehold			Condominium					
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other	Single, Semi, and Row	Apt. & Other	
STARTS									
Old City of Sherbrooke									
Q3 2007	12	0	4	0	0	16	0	18	50
Q3 2006	11	2	2	0	0	4	0	25	80
Banlieues ancienne ville de Sherbrooke									
Q3 2007	105	6	6	0	0	10	0	8	135
Q3 2006	88	8	4	0	0	0	0	20	120
New City of Sherbrooke									
Q3 2007	117	6	10	0	0	26	0	26	185
Q3 2006	99	10	6	0	0	4	0	45	200
Magog									
Q3 2007	20	6	2	0	0	14	0	0	42
Q3 2006	0	0	0	0	0	0	0	0	0
Remainder of the CMA									
Q3 2007	35	0	0	0	0	0	0	6	41
Q3 2006	25	0	0	0	0	0	0	0	25
Sherbrooke CMA									
Q3 2007	194	12	12	0	4	48	0	44	314
Q3 2006	124	10	6	0	0	4	0	45	225
UNDER CONSTRUCTION									
Old City of Sherbrooke									
Q3 2007	7	0	2	0	0	16	0	357	382
Q3 2006	7	2	2	0	0	8	0	304	359
Banlieues ancienne ville de Sherbrooke									
Q3 2007	46	0	2	0	0	0	0	35	83
Q3 2006	39	6	2	0	0	0	0	46	93
New City of Sherbrooke									
Q3 2007	53	0	4	0	0	16	0	392	465
Q3 2006	46	8	4	0	0	8	0	350	452
Magog									
Q3 2007	33	6	2	0	0	14	0	8	63
Q3 2006	0	0	0	0	0	0	0	0	0
Remainder of the CMA									
Q3 2007	38	0	0	0	0	0	0	0	38
Q3 2006	27	0	0	0	0	0	0	0	27
Sherbrooke CMA									

Table 1.1: Housing Activity Summary by Submarket Third Quarter 2007									
	Ownership						Rental		Total*
	Freehold			Condominium					
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other	Single, Semi, and Row	Apt. & Other	
COMPLETIONS									
Old City of Sherbrooke									
Q3 2007	14	4	4	0	0	8	0	21	75
Q3 2006	18	2	2	0	0	8	0	43	73
Banlieues ancienne ville de Sherbrooke									
Q3 2007	131	6	10	0	0	10	0	35	192
Q3 2006	134	12	8	0	0	0	0	36	190
New City of Sherbrooke									
Q3 2007	145	10	14	0	0	18	0	56	267
Q3 2006	152	14	10	0	0	8	0	79	263
Magog									
Q3 2007	23	4	0	0	0	6	0	100	133
Q3 2006	0	0	0	0	0	0	0	0	0
Remainder of the CMA									
Q3 2007	20	0	0	0	0	0	0	10	30
Q3 2006	38	0	0	0	0	0	0	0	38
Sherbrooke CMA									
Q3 2007	204	20	14	0	4	24	0	182	472
Q3 2006	190	14	10	0	0	8	0	79	301
COMPLETED & NOT ABSORBED									
Old City of Sherbrooke									
Q3 2007	0	0	0	0	0	0	0	0	0
Q3 2006	0	0	0	0	0	27	0	46	73
Banlieues ancienne ville de Sherbrooke									
Q3 2007	0	0	0	0	0	0	0	0	0
Q3 2006	0	0	0	0	0	0	0	0	0
New City of Sherbrooke									
Q3 2007	0	0	0	0	0	0	0	0	0
Q3 2006	0	0	0	0	0	27	0	46	73
Magog									
Q3 2007	6	4	0	0	0	2	0	1	13
Q3 2006	0	0	0	0	0	0	0	0	0
Remainder of the CMA									
Q3 2007	2	0	0	0	0	0	0	0	2
Q3 2006	0	0	0	0	0	0	0	0	0
Sherbrooke CMA									

Table 1.1: Housing Activity Summary by Submarket Third Quarter 2007									
	Ownership						Rental		Total*
	Freehold			Condominium					
	Single	Semi	Row, Apt. & Other	Single	Row and Semi	Apt. & Other	Single, Semi, and Row	Apt. & Other	
ABSORBED									
Old City of Sherbrooke									
Q3 2007	14	4	4	0	0	37	0	35	94
Q3 2006	18	2	2	0	0	9	0	55	86
Banlieues ancienne ville de Sherbrooke									
Q3 2007	131	6	10	0	0	10	0	35	192
Q3 2006	134	12	8	0	0	0	0	36	190
New City of Sherbrooke									
Q3 2007	145	10	14	0	0	47	0	70	286
Q3 2006	152	14	10	0	0	9	0	91	276
Magog									
Q3 2007	17	0	0	0	0	7	0	106	130
Q3 2006	0	0	0	0	0	0	0	0	0
Remainder of the CMA									
Q3 2007	18	0	0	0	0	0	0	10	28
Q3 2006	38	0	0	0	0	0	0	0	38
Sherbrooke CMA									
Q3 2007	196	16	14	0	4	54	0	202	486
Q3 2006	190	14	10	0	0	9	0	91	314

Table 2: Starts by Submarket and by Dwelling Type
Third Quarter 2007

Submarket	Single		Semi		Row		Apt. & Other		Total		
	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006	% Change
Sherbrooke (West and City Centre)	0	0	0	0	0	0	12	8	12	8	50.0
Sherbrooke (East)	3	3	0	0	0	0	10	42	13	45	-71.1
Sherbrooke (North)	9	8	0	2	0	0	16	17	25	27	-7.4
Old City of Sherbrooke	12	11	0	2	0	0	38	67	50	80	-37.5
Fleurimont	20	12	2	0	0	0	8	0	30	12	150.0
Rock Forest	36	36	4	6	0	0	12	20	52	62	-16.1
Saint-Élie-d'Orford	26	21	0	2	0	0	4	0	30	23	30.4
Lennoxville, Deauville, Ascot, Bromptonville	23	19	0	0	0	0	0	4	23	23	0.0
Banlieues ancienne ville de Sherbrooke	105	88	6	8	0	0	24	24	135	120	12.5
New City of Sherbrooke	117	99	6	10	0	0	62	91	185	200	-7.5
Magog	20	0	6	0	0	0	16	0	42	0	n/a
Remainder of the CMA	35	25	0	0	0	0	6	0	41	25	64.0
Sherbrooke CMA	194	124	12	10	4	0	104	91	314	225	39.6

Table 2.1: Starts by Submarket and by Dwelling Type
January - September 2007

Submarket	Single		Semi		Row		Apt. & Other		Total		
	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006	% Change
Sherbrooke (West and City Centre)	0	1	0	0	0	0	54	19	54	20	170.0
Sherbrooke (East)	6	5	0	0	0	0	34	64	40	69	-42.0
Sherbrooke (North)	31	32	6	4	0	0	60	350	97	386	-74.9
Old City of Sherbrooke	37	38	6	4	0	0	148	433	191	475	-59.8
Fleurimont	56	56	2	0	0	0	55	32	113	88	28.4
Rock Forest	118	95	22	28	20	0	82	55	242	178	36.0
Saint-Élie-d'Orford	68	51	2	2	0	25	6	3	76	81	-6.2
Lennoxville, Deauville, Ascot, Bromptonville	67	69	0	0	0	0	2	38	69	107	-35.5
Banlieues ancienne ville de Sherbrooke	309	271	26	30	20	25	145	128	500	454	10.1
New City of Sherbrooke	346	309	32	34	20	25	293	561	691	929	-25.6
Magog	52	0	12	0	0	0	136	0	200	0	n/a
Remainder of the CMA	62	65	0	0	0	0	10	0	72	65	10.8
Sherbrooke CMA	482	374	44	34	24	25	459	561	1,009	994	1.5

Source: CMHC (Starts and Completions Survey)

Table 2.2: Starts by Submarket, by Dwelling Type and by Intended Market Third Quarter 2007								
Submarket	Row				Apt. & Other			
	Freehold and Condominium		Rental		Freehold and Condominium		Rental	
	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006
Sherbrooke (West and City Centre)	0	0	0	0	0	0	12	8
Sherbrooke (East)	0	0	0	0	4	2	6	4
Sherbrooke (North)	0	0	0	0	16	4	0	13
Old City of Sherbrooke	0	0	0	0	20	6	18	25
Fleurimont	0	0	0	0	8	0	0	0
Rock Forest	0	0	0	0	8	4	4	16
Saint-Élie-d'Orford	0	0	0	0	0	0	4	0
Lennoxville, Deauville, Ascot, Bromptonville	0	0	0	0	0	0	0	4
Banlieues ancienne ville de Sherbrooke	0	0	0	0	16	4	8	20
New City of Sherbrooke	0	0	0	0	36	10	26	45
Magog	0	0	0	0	16	0	0	0
Remainder of the CMA	0	0	0	0	0	0	6	0
Sherbrooke CMA	4	0	0	0	60	10	44	45

Table 2.3: Starts by Submarket, by Dwelling Type and by Intended Market January - September 2007								
Submarket	Row				Apt. & Other			
	Freehold and Condominium		Rental		Freehold and Condominium		Rental	
	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006
Sherbrooke (West and City Centre)	0	0	0	0	0	0	30	19
Sherbrooke (East)	0	0	0	0	10	4	24	24
Sherbrooke (North)	0	0	0	0	36	16	24	334
Old City of Sherbrooke	0	0	0	0	46	20	78	377
Fleurimont	0	0	0	0	16	6	39	26
Rock Forest	20	0	0	0	32	12	50	43
Saint-Élie-d'Orford	0	25	0	0	2	0	4	3
Lennoxville, Deauville, Ascot, Bromptonville	0	0	0	0	2	0	0	38
Banlieues ancienne ville de Sherbrooke	20	25	0	0	52	18	93	110
New City of Sherbrooke	20	25	0	0	98	38	171	487
Magog	0	0	0	0	24	0	112	0
Remainder of the CMA	0	0	0	0	0	0	10	0
Sherbrooke CMA	24	25	0	0	130	38	305	487

Source: CMHC (Starts and Completions Survey)

Table 2.4: Starts by Submarket and by Intended Market
Third Quarter 2007

Submarket	Freehold		Condominium		Rental		Total*	
	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006
Sherbrooke (West and City Centre)	0	0	0	0	12	8	12	8
Sherbrooke (East)	7	5	0	0	6	4	13	45
Sherbrooke (North)	9	10	16	4	0	13	25	27
Old City of Sherbrooke	16	15	16	4	18	25	50	80
Fleurimont	24	12	6	0	0	0	30	12
Rock Forest	44	46	4	0	4	16	52	62
Saint-Élie-d'Orford	26	23	0	0	4	0	30	23
Lennoxville, Deauville, Ascot, Bromptonville	23	19	0	0	0	4	23	23
Banlieues ancienne ville de Sherbrooke	117	100	10	0	8	20	135	120
New City of Sherbrooke	133	115	26	4	26	45	185	200
Magog	28	0	14	0	0	0	42	0
Remainder of the CMA	35	25	0	0	6	0	41	25
Sherbrooke CMA	218	140	52	4	44	45	314	225

Table 2.5: Starts by Submarket and by Intended Market
January - September 2007

Submarket	Freehold		Condominium		Rental		Total*	
	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006
Sherbrooke (West and City Centre)	0	1	0	0	30	19	54	20
Sherbrooke (East)	16	9	0	0	24	24	40	69
Sherbrooke (North)	41	36	32	16	24	334	97	386
Old City of Sherbrooke	57	46	32	16	78	377	191	475
Fleurimont	68	62	6	0	39	26	113	88
Rock Forest	164	135	28	0	50	43	242	178
Saint-Élie-d'Orford	72	78	0	0	4	3	76	81
Lennoxville, Deauville, Ascot, Bromptonville	69	69	0	0	0	38	69	107
Banlieues ancienne ville de Sherbrooke	373	344	34	0	93	110	500	454
New City of Sherbrooke	430	390	66	16	171	487	691	929
Magog	68	0	20	0	112	0	200	0
Remainder of the CMA	62	65	0	0	10	0	72	65
Sherbrooke CMA	582	455	98	16	305	487	1,009	994

Table 3: Completions by Submarket and by Dwelling Type Third Quarter 2007											
Submarket	Single		Semi		Row		Apt. & Other		Total		
	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006	% Change
Sherbrooke (West and City Centre)	0	2	0	0	0	0	30	11	30	13	130.8
Sherbrooke (East)	2	3	0	0	0	0	19	12	21	15	40.0
Sherbrooke (North)	12	13	4	2	0	0	8	30	24	45	-46.7
Old City of Sherbrooke	14	18	4	2	0	0	57	53	75	73	2.7
Fleurimont	29	29	2	0	0	0	35	22	66	51	29.4
Rock Forest	37	47	4	10	0	0	18	18	59	75	-21.3
Saint-Élie-d'Orford	32	23	0	2	0	4	0	0	32	29	10.3
Lennoxville, Deauville, Ascot, Bromptonville	33	35	0	0	0	0	2	0	35	35	0.0
Banlieues ancienne ville de Sherbrooke	131	134	6	12	0	4	55	40	192	190	1.1
New City of Sherbrooke	145	152	10	14	0	4	112	93	267	263	1.5
Magog	23	0	4	0	0	0	106	0	133	0	n/a
Remainder of the CMA	20	38	0	0	0	0	10	0	30	38	-21.1
Sherbrooke CMA	204	190	20	14	4	4	244	93	472	301	56.8

Table 3.1: Completions by Submarket and by Dwelling Type January - September 2007											
Submarket	Single		Semi		Row		Apt. & Other		Total		
	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006	% Change
Sherbrooke (West and City Centre)	0	2	0	0	0	0	44	11	44	13	**
Sherbrooke (East)	5	4	0	0	0	0	52	28	57	32	78.1
Sherbrooke (North)	34	36	6	4	0	0	72	129	112	169	-33.7
Old City of Sherbrooke	39	42	6	4	0	0	168	168	213	214	-0.5
Fleurimont	56	59	2	0	0	0	53	43	111	102	8.8
Rock Forest	96	105	20	22	20	0	66	63	202	190	6.3
Saint-Élie-d'Orford	68	55	2	2	0	31	2	6	72	94	-23.4
Lennoxville, Deauville, Ascot, Bromptonville	59	75	0	0	0	4	29	14	88	93	-5.4
Banlieues ancienne ville de Sherbrooke	279	294	24	24	20	35	150	126	473	479	-1.3
New City of Sherbrooke	318	336	30	28	20	35	318	294	686	693	-1.0
Magog	59	0	10	0	0	0	186	0	255	0	n/a
Remainder of the CMA	34	67	0	0	0	0	10	0	44	67	-34.3
Sherbrooke CMA	427	403	46	28	24	35	530	294	1,027	760	35.1

Source: CMHC (Starts and Completions Survey)

Table 3.2: Completions by Submarket, by Dwelling Type and by Intended Market Third Quarter 2007								
Submarket	Row				Apt. & Other			
	Freehold and Condominium		Rental		Freehold and Condominium		Rental	
	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006
Sherbrooke (West and City Centre)	0	0	0	0	0	0	6	11
Sherbrooke (East)	0	0	0	0	4	2	15	10
Sherbrooke (North)	0	0	0	0	8	8	0	22
Old City of Sherbrooke	0	0	0	0	12	10	21	43
Fleurimont	0	0	0	0	10	2	25	20
Rock Forest	0	0	0	0	8	2	10	16
Saint-Élie-d'Orford	0	4	0	0	0	0	0	0
Lennoxville, Deauville, Ascot, Bromptonville	0	0	0	0	2	0	0	0
Banlieues ancienne ville de Sherbrooke	0	4	0	0	20	4	35	36
New City of Sherbrooke	0	4	0	0	32	14	56	79
Magog	0	0	0	0	6	0	100	0
Remainder of the CMA	0	0	0	0	0	0	10	0
Sherbrooke CMA	4	4	0	0	38	14	182	79

Table 3.3: Completions by Submarket, by Dwelling Type and by Intended Market January - September 2007								
Submarket	Row				Apt. & Other			
	Freehold and Condominium		Rental		Freehold and Condominium		Rental	
	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006
Sherbrooke (West and City Centre)	0	0	0	0	2	0	18	11
Sherbrooke (East)	0	0	0	0	8	2	44	26
Sherbrooke (North)	0	0	0	0	46	44	26	85
Old City of Sherbrooke	0	0	0	0	56	46	88	122
Fleurimont	0	0	0	0	14	6	39	37
Rock Forest	20	0	0	0	36	15	30	48
Saint-Élie-d'Orford	0	31	0	0	2	0	0	6
Lennoxville, Deauville, Ascot, Bromptonville	0	0	0	4	2	2	27	12
Banlieues ancienne ville de Sherbrooke	20	31	0	4	54	23	96	103
New City of Sherbrooke	20	31	0	4	110	69	184	225
Magog	0	0	0	0	27	0	159	0
Remainder of the CMA	0	0	0	0	0	0	10	0
Sherbrooke CMA	24	31	0	4	137	69	369	225

Source: CMHC (Starts and Completions Survey)

Table 3.4: Completions by Submarket and by Intended Market Third Quarter 2007

Submarket	Freehold		Condominium		Rental		Total*	
	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006	Q3 2007	Q3 2006
Sherbrooke (West and City Centre)	0	2	0	0	6	11	30	13
Sherbrooke (East)	6	5	0	0	15	10	21	15
Sherbrooke (North)	16	15	8	8	0	22	24	45
Old City of Sherbrooke	22	22	8	8	21	43	75	73
Fleurimont	35	31	6	0	25	20	66	51
Rock Forest	45	59	4	0	10	16	59	75
Saint-Élie-d'Orford	32	29	0	0	0	0	32	29
Lennoxville, Deauville, Ascot, Bromptonville	35	35	0	0	0	0	35	35
Banlieues ancienne ville de Sherbrooke	147	154	10	0	35	36	192	190
New City of Sherbrooke	169	176	18	8	56	79	267	263
Magog	27	0	6	0	100	0	133	0
Remainder of the CMA	20	38	0	0	10	0	30	38
Sherbrooke CMA	238	214	28	8	182	79	472	301

Table 3.5: Completions by Submarket and by Intended Market January - September 2007

Submarket	Freehold		Condominium		Rental		Total*	
	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006	YTD 2007	YTD 2006
Sherbrooke (West and City Centre)	2	2	0	0	18	11	44	13
Sherbrooke (East)	13	6	0	0	44	26	57	32
Sherbrooke (North)	46	40	40	44	26	85	112	169
Old City of Sherbrooke	61	48	40	44	88	122	213	214
Fleurimont	66	65	6	0	39	37	111	102
Rock Forest	144	139	28	3	30	48	202	190
Saint-Élie-d'Orford	72	88	0	0	0	6	72	94
Lennoxville, Deauville, Ascot, Bromptonville	61	77	0	0	27	16	88	93
Banlieues ancienne ville de Sherbrooke	343	369	34	3	96	107	473	479
New City of Sherbrooke	404	417	74	47	184	229	686	693
Magog	73	0	23	0	159	0	255	0
Remainder of the CMA	34	67	0	0	10	0	44	67
Sherbrooke CMA	533	484	101	47	369	229	1,027	760

Source: CMHC (Starts and Completions Survey)

Table 4: Absorbed Single-Detached Units by Price Range Third Quarter 2007													
	Price Ranges												
Submarket	< $125,000		$125,000 - $149,999		$150,000 - $199,999		$200,000 - $249,999		$250,000 +		Total	Median Price ($)	Average Price ($)
	Units	Share (%)	Units	Share (%)	Units	Share (%)	Units	Share (%)	Units	Share (%)			
Old City of Sherbrooke													
Q3 2007	3	21.4	2	14.3	2	14.3	4	28.6	3	21.4	14	175,000	235,714
Q3 2006	3	16.7	6	33.3	4	22.2	3	16.7	2	11.1	18	149,000	186,000
Year-to-date 2007	7	17.9	9	23.1	3	7.7	10	25.6	10	25.6	39	200,000	227,436
Year-to-date 2006	6	14.3	11	26.2	6	14.3	9	21.4	10	23.8	42	175,000	209,357
Banlieues ancienne ville de Sherbrooke													
Q3 2007	17	13.0	35	26.7	37	28.2	32	24.4	10	7.6	131	165,000	172,634
Q3 2006	22	16.4	20	14.9	47	35.1	30	22.4	15	11.2	134	165,000	176,694
Year-to-date 2007	49	17.6	59	21.1	76	27.2	71	25.4	24	8.6	279	170,000	173,308
Year-to-date 2006	33	11.2	52	17.7	108	36.7	70	23.8	31	10.5	294	170,000	178,354
New City of Sherbrooke													
Q3 2007	20	13.8	37	25.5	39	26.9	36	24.8	13	9.0	145	165,000	178,724
Q3 2006	25	16.4	26	17.1	51	33.6	33	21.7	17	11.2	152	165,000	177,796
Year-to-date 2007	56	17.6	68	21.4	79	24.8	81	25.5	34	10.7	318	170,000	179,947
Year-to-date 2006	39	11.6	63	18.8	114	33.9	79	23.5	41	12.2	336	172,500	182,229
Magog													
Q3 2007	2	11.8	3	17.6	6	35.3	2	11.8	4	23.5	17	165,000	185,588
Q3 2006	0	n/a	0	n/a	0	n/a	0	n/a	0	n/a	0	--	--
Year-to-date 2007	7	13.2	12	22.6	16	30.2	9	17.0	9	17.0	53	165,000	203,830
Year-to-date 2006	0	n/a	0	n/a	0	n/a	0	n/a	0	n/a	0	--	--
Remainder of the CMA													
Q3 2007	1	5.6	3	16.7	7	38.9	3	16.7	4	22.2	18	185,000	204,333
Q3 2006	1	2.6	8	21.1	13	34.2	12	31.6	4	10.5	38	175,000	192,842
Year-to-date 2007	4	12.5	3	9.4	9	28.1	6	18.8	10	31.3	32	197,500	223,063
Year-to-date 2006	3	4.5	9	13.4	19	28.4	23	34.3	13	19.4	67	200,000	223,060
Sherbrooke CMA													
Q3 2007	26	13.3	44	22.4	58	29.6	45	23.0	23	11.7	196	170,000	181,648
Q3 2006	26	13.7	34	17.9	64	33.7	45	23.7	21	11.1	190	175,000	180,805
Year-to-date 2007	70	16.7	84	20.0	110	26.3	100	23.9	55	13.1	419	170,000	186,203
Year-to-date 2006	42	10.4	72	17.9	133	33.0	102	25.3	54	13.4	403	175,000	189,017

Table 4.1: Average Price ($) of Absorbed Single-detached Units
Third Quarter 2007

Submarket	Q3 2007	Q3 2006	% Change	YTD 2007	YTD 2006	% Change
Old City of Sherbrooke	235,714	186,000	26.7	227,436	209,357	8.6
Banlieues ancienne ville de Sherbrooke	172,634	176,694	-2.3	173,308	178,354	-2.8
New City of Sherbrooke	178,724	177,796	0.5	179,947	182,229	-1.3
Magog	185,588	--	n/a	203,830	--	n/a
Remainder of the CMA	204,333	192,842	6.0	223,063	223,060	0.0
Sherbrooke CMA	181,648	180,805	0.5	186,203	189,017	-1.5

Source: CMHC (Market Absorption Survey)

Table 5: MLS® Residential Activity for Sherbrooke
Third Quarter 2007 vs Third Quarter 2006

	Number of Sales[1]	Yr/Yr[2] (%)	Number of Active Listings[1]*	Yr/Yr[2] (%)	Average Price[1] ($)	Yr/Yr[2] (%)	Sellers per Buyer[1]	Yr/Yr[2] (%)
Brompton District								
Freehold Detached	3	-62.5	17	0.0	**	**	**	**
Freehold Semi-det. & row	0	--	0	--	**	**	**	**
Plex	0	-100.0	2	100.0	**	**	**	**
Condominium	0	--	0	--	**	**	**	**
Total	3	-66.7	19	5.6	**	**	**	**
Fleurimont District								
Freehold Detached	45	28.6	81	12.5	158,508	8.4	5	0.0
Freehold Semi-det. & row	5	25.0	9	80.0	**	**	**	**
Plex	12	33.3	28	40.0	181,595	10.9	5	0.0
Condominium	0	-100.0	8	-27.3	**	**	**	**
Total	62	17.0	127	17.6	159,414	9.2	5	0.0
Lennoxville District								
Freehold Detached	6	-25.0	22	37.5	**	**	**	**
Freehold Semi-det. & row	0	--	0	--	**	**	**	**
Plex	0	-100.0	3	200.0	**	**	**	**
Condominium	0	--	0	--	**	**	**	**
Total	6	-33.3	25	38.9	**	**	**	**
Mont-Bellevue District								
Freehold Detached	18	5.9	39	-15.2	147,328	9.2	5	0.0
Freehold Semi-det. & row	1	0.0	1	--	**	**	**	**
Plex	10	11.1	21	16.7	173,702	13.0	5	0.0
Condominium	2	0.0	3	200.0	**	**	**	**
Total	31	6.9	64	-1.5	154,536	10.2	5	0.0
Rock Forest/St.-Élie/Deauville District								
Freehold Detached	77	13.2	186	0.0	175,872	6.2	6	-1.0
Freehold Semi-det. & row	13	-51.9	21	-30.0	137,790	5.2	3	0.0
Plex	7	40.0	16	220.0	**	**	**	**
Condominium	4	-20.0	10	-37.5	**	**	**	**
Total	101	-3.8	233	-1.7	173,893	9.8	6	0.0
Jacques Cartier District								
Freehold Detached	29	-14.7	72	7.5	208,924	0.7	7	1.0
Freehold Semi-det. & row	8	14.3	12	71.4	**	**	**	**
Plex	2	-80.0	12	-33.3	**	**	**	**
Condominium	9	-43.8	34	-24.4	142,998	4.3	7	0.0
Total	48	-28.4	130	-5.8	193,963	4.2	6	0.0
Remainder of the CMA								
Freehold Detached	37	5.7	140	19.7	210,118	25.7	10	0.0
Freehold Semi-det. & row	0	--	0	--	**	**	**	**
Plex	1	0.0	2	-60.0	**	**	**	**
Condominium	0	--	0	--	**	**	**	**
Total	38	5.6	142	16.4	207,325	24.8	10	0.0

MLS® is a registered trademark of the Canadian Real Estate Association (CREA).
*Freehold homes
[1]Source: Chambre immobilière de l'Estrie
[2]Source: CMHC, adapted from MLS® data supplied by CREA

Table 5: MLS® Residential Activity for Sherbrooke Third Quarter 2007 vs Third Quarter 2006								
	Number of Sales[1]	Yr/Yr[2] (%)	Number of Active Listings[1]*	Yr/Yr[2] (%)	Average Price[1] ($)	Yr/Yr[2] (%)	Sellers per Buyer[1]	Yr/Yr[2] (%)
Magog* **								
Freehold Detached	70	40.0	186	15.5	185,152	3.2	10	1.0
Freehold Semi-det. & row	2	0.0	7	16.7	**	**	**	**
Plex	4	-20.0	10	-23.1	**	**	**	**
Condominium	18	-5.3	99	13.8	170,752	-1.7	18	6.0
Total	94	23.7	302	12.7	179,425	2.0	11	1.0
Sherbrooke CMA* **								
Freehold Detached	285	11.8	743	8.9	179,655	8.5	7	0.0
Freehold Semi-det. & row	29	-29.3	50	4.2	144,444	9.1	4	0.0
Plex	36	-12.2	93	13.4	196,501	10.4	5	0.0
Condominium	33	-29.8	155	-3.7	151,439	4.5	12	1.0
Total	383	-0.3	1,041	6.9	176,202	8.9	7	0.0

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* Freehold homes

*** The Sherbrooke CMA boundaries were modified in order to reflect the new geographical boundaries established by Statistics Canada at the end of the 2006 Census. Thus, the old area of Magog (Magog, Omerville) now form part of the Sherbrooke CMA.

[1]Source: Chambre immobilière de l'Estrie

[2]Source: CMHC, adapted from MLS® data supplied by CREA

Table 6: Economic Indicators Third Quarter 2007											
		Interest Rates			NHPI, Total, Sherbrooke CMA 1997=100	CPI, 2002 =100	Sherbrooke Labour Market			
		P & I Per $100,000	Mortage Rates (%) 1 Yr. Term	Mortage Rates (%) 5 Yr. Term			Employment SA (,000)	Unemployment Rate (%) SA	Participation Rate (%) SA	Average Weekly Earnings ($)
2006	January	658	5.80	6.30	143.8	108.1	81.5	7.7	65.7	639
	February	667	5.85	6.45	144.9	108.0	82.0	7.9	66.2	639
	March	667	6.05	6.45	145.1	108.4	82.3	8.2	66.7	632
	April	685	6.25	6.75	146.3	109.1	82.8	7.9	66.7	627
	May	685	6.25	6.75	146.9	109.3	82.2	7.9	66.1	624
	June	697	6.60	6.95	147.2	109.1	81.8	7.7	65.6	634
	July	697	6.60	6.95	147.2	109.2	81.3	7.9	65.4	642
	August	691	6.40	6.85	147.9	109.2	81.4	7.9	65.3	646
	September	682	6.40	6.70	148.1	108.4	81.2	7.9	65.1	644
	October	688	6.40	6.80	148.5	108.4	81.0	8.0	64.9	646
	November	673	6.40	6.55	149.2	108.6	81.7	7.8	65.2	646
	December	667	6.30	6.45	149.2	108.7	82.2	7.5	65.5	642
2007	January	679	6.50	6.65	149.9	108.8	82.8	7.4	65.9	635
	February	679	6.50	6.65	151.7	109.6	83.0	7.0	65.5	634
	March	669	6.40	6.49	151.9	110.4	83.0	6.7	65.3	639
	April	678	6.60	6.64	151.9	110.6	82.9	6.6	65.2	651
	May	709	6.85	7.14	152.5	111.1	82.9	6.3	64.9	664
	June	715	7.05	7.24	152.7	110.7	83.8	6.1	65.3	674
	July	715	7.05	7.24	152.7	110.6	83.8	5.6	65.0	680
	August	715	7.05	7.24	154.3	110.1	83.7	5.7	64.9	684
	September	712	7.05	7.19		110.5	83.3	6.1	64.7	687
	October									
	November									
	December									

"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 on 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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