



T H E

# RETIREMENT HOME

MARKET STUDY



2001 HULL



HOME TO CANADIANS  
Canada

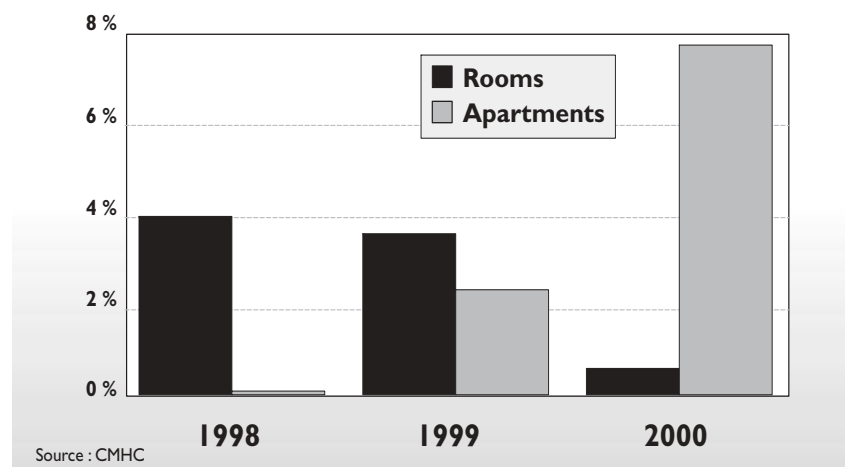
# Hull

## Metropolitan Area

### Supply increases

The Hull metropolitan area posted a very active year in the new retirement housing sector. The area now has an extra 253 rooms and 12 apartments. The vacancy rate for rooms and that for apartments are following two very different courses. In fact, for room-and-board residences, there was a significant decrease in the vacancy rate, which went down from 3.5 per cent to 0.7 per cent. As for apartment retirement homes, it was a major increase: from 2.3 per cent to 7.6 per cent. These results were drawn from the annual survey conducted in October by CMHC.

**Vacancy Rate Falls**



Like for conventional apartments, the retirement home market is said to be balanced when the vacancy rate is close to 3 per cent for apartments and around 6 per cent in the case of rooms. For both types of residences, this market therefore appears to be well below the balance point, making for conditions that could favour landlords. It should be noted, however, that this situation was not a pretext for any major rental increases.

The bulk of the new supply on this market came from two projects: the move of the Sisters of Charity into the Résidence Notre-Dame and the opening of the Résidence du Monastère des pères rédemptoristes in Aylmer, projects in which rooms are the dominant option.

## **Demand seems to be growing**

The vacancy rate trend seems to be pointing to the presence of a real need for retirement housing in the area. It would appear, though, that seniors prefer room-and-board residences. In fact, even with a major increase in the universe, there was a drop in the number of vacant units in this category, while apartments seem to be less popular.

However, it should be noted that, when the survey was conducted, the construction of Habitations Sans Cartier was completed. The units were therefore ready to be rented, but still unoccupied. These 12 units on the market would therefore be a sufficient factor to account for the particularly high vacancy rate for apartment retirement homes.

According to our projections, the Hull area should expect to receive 500 new senior households every year. It is therefore not surprising to see this market segment so active.

## **More projects in sight**

Some new projects will be added over the coming year to a housing stock that is growing every day. For instance, it should be noted that, out of the 234 rental units started in the Hull area in 2001, 162 (70 per cent) are intended for seniors with Phase I of a major project in Gatineau, a phase that would appear to have an objective of 330 units.

In the short term, the supply will come mainly from the expansion of the Résidence de l'île, with 79 additional units, and the construction of Phase III of the Résidence Notre-Dame, for another 130 units.

Regional investors and developers are therefore well aware of the ever-increasing need for housing for independent seniors over the years to come.

# Tables

Private Room-and-Board Retirement Homes				
		Single	Double	Total
Vacancy rate	1999	3.6 %	3.0 %	3.5 %
	2000	0.9 %	0.4 %	0.7 %
Average rent	1999	\$1,298	\$665	\$1,261
	2000	\$1,495	\$830	\$1,275
Number of beds	1999	392	33	425
	2000	454	224	678

Private Apartment Retirement Homes					
		Studio	1-Bedroom	2-Bedroom	Total
Vacancy rate	1999	3.5 %	2.5 %	*	2.3 %
	2000	1.4 %	16.4 %	*	7.6 %
Average rent	1999	\$1,369	\$1,819	*	\$1,416
	2000	\$1,139	\$1,314	*	\$1,030
Number of apartments	1999	57	79	36	172
	2000	71	61	52	184

\* Sample too small to be disclosed.

# Methodology

---

The **survey universe** includes all privately initiated retirement homes with 10 [depending on area] or more units, enumerated in the Hull census metropolitan area. The survey is conducted in October every year, and the retirement homes covered must have been in operation for at least three months.

The data collected on vacancy rates and rents was compiled by building type, building size, market zone and dwelling type, among other factors.

The **rent data** corresponds to the actual amount paid by tenants for their dwelling. Certain services such as meals, care and recreational activities may be included in the monthly rental rates. Monthly rents indicated in this publication reflect the average rent for the different dwellings, regardless of the services included. However, some tables make a distinction between rents for apartments with mandatory meals (included in the rent) and optional meals (excluded from the rent).

Apartment retirement homes are divided into three categories, according to the type of meal service offered. As a result, in certain residences, the rental rates include meal service charges. When the meal service is optional, tenants can purchase a pass that entitles them to a certain number of meals or they can pay for their meals individually. The amount so paid is not included in the monthly rent. Finally, there may also be no meal service available.

In the case of room-and-board retirement homes, meals are included in the rental rates. As well, for double occupancy or other types of rooms, the rates are based on the rent paid by each tenant and not on the total rent paid for the room.

It should be noted that the survey does not aim to measure changes in rents, but rather to provide an indication of rent levels. As well, in each zone, the average rents may be strongly influenced by the presence of retirement homes where the rents are very different from the average, which explains some of the disparities between the zones.

The results for apartment retirement homes also take into account the apartments found in **mixed retirement homes** (including both apartments and rooms). Likewise, the results for room-and-board retirement homes take into account the rooms contained in mixed retirement homes.

# Definitions

---

**Retirement home:** A housing project intended for and serving clients whose average age is 65 years or older. The project must not be linked to the public health system (admission is not controlled by the government or its representatives). The dwellings can be either apartments or rooms. Retirement homes can offer a variety of support services (supervision, medical care, housekeeping, etc.).

**Apartment retirement home:** A building providing self-contained dwellings, that is, units with a full kitchen and bathroom. A meal service may be mandatory (included in the rental rates), optional (for an additional charge) or unavailable.

**Room-and-board retirement home:** A building providing single occupancy, double occupancy or other types of rooms. As applicable, the bathroom may be private or shared. This type of retirement home offers meals.

**Mixed retirement home:** A building providing both apartments and rooms.

**Privately initiated retirement home:** A building owned by an individual or a private company and not directly subsidized by a public agency. Conversely, all publicly initiated retirement homes, such as low-rent housing and buildings owned and administered by CMHC, the Société d'habitation du Québec (SHQ), a municipal housing bureau or a non-profit organization (NPO), are excluded.

**Vacancy:** A unit is considered to be vacant if, at the time of the survey, it is physically unoccupied and available for immediate rental.



# Acknowledgment

---

The retirement home market survey could not have been conducted without the valuable cooperation of the owners and managers of these retirement homes. We greatly acknowledge their hard work and assistance in providing timely and accurate information.

# Confidentiality

---

The retirement home market survey aims to produce reliable statistics to provide an overview of the market in order to facilitate decision making for the various housing sector stakeholders. All the information collected on vacant units, services and rents is strictly confidential and never disclosed individually. The results are published in the form of averages for all retirement homes in a given category or survey zone.

As well, the survey results are confidential if they are compiled from a universe comprising fewer than three buildings.

This CMHC report gives the results of the annual survey conducted in the fall of 2000 on the privately initiated retirement home market in the Hull metropolitan area. This annual report presents vacancy rates, rents and an analysis of the main results derived from the information provided by the people in charge questioned at the time of the survey.

These CMHC survey results are the most comprehensive data on the retirement home market in the Hull metropolitan area. They are useful to lenders, mortgage brokers, property managers, investors, appraisers, owners, tenants, housing advisors and decision makers, various government departments and agencies, as well as several related industries.

***For more information about this survey, please contact:***

**Honorine Youmbissi**

**at (514) 283-2097**

**E-mail: [hyoumbis@cmhc-schl.gc.ca](mailto:hyoumbis@cmhc-schl.gc.ca)**

***For further information about the Products and Services offered by the  
CMHC Market Analysis Centre,  
Please contact our Customer Service Group:***

**Telephone : 1 866 855-5711**

**Email : [cam\\_qc@cmhc-schl.gc.ca](mailto:cam_qc@cmhc-schl.gc.ca)**

**Or visit our Web site : [www.cmhc-schl.gc.ca](http://www.cmhc-schl.gc.ca)**

