



T H E

# RETIREMENT HOME

MARKET STUDY



2003 SAGUENAY



HOME TO CANADIANS  
Canada

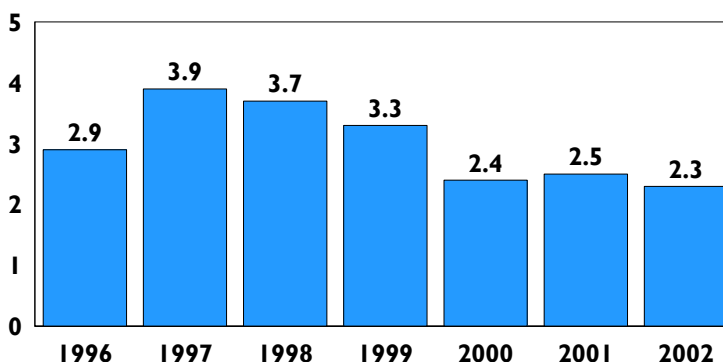
# Saguenay

## Census Metropolitan Area

In the Saguenay census metropolitan area (CMA), the retirement home market has been stable for the past few years. The results of our latest annual survey revealed that the vacancy rate was 2.3 per cent. This survey, conducted in October 2002, yielded results comparable to those observed in 2000 and 2001. In fact, at the time of these two surveys, we recorded proportions of vacant units<sup>1</sup> of 2.4 per cent and 2.5 per cent, respectively. The vacancy rate registered in 2002 represented 33 unoccupied units.

### Overall Vacancy Rate

Vacancy rate (%)



Source: CMHC

Overall, the Saguenay CMA has 1,423 units, divided among 28 privately initiated retirement homes with 10 or more units. There are 22 room-and-board residences, 4 apartment establishments and 2 mixed retirement homes (comprising both rooms and apartments).

<sup>1</sup> The units represent the sum of the apartments and beds forming part of the retirement home universe.

## A very active market

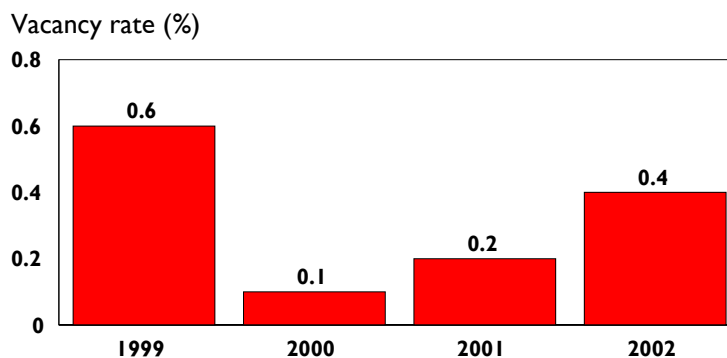
Activity is intense in the retirement housing construction sector, as the vacancy rate has been below the balanced level for the last few years and the aging of the population is pointing to an increase in demand. In 2002, this vigorous activity resulted in the addition of units to existing residences. In fact, four retirement home expansion projects brought about the start of 280 units during the past year, including around 60 rooms and 220 apartments. Although construction got under way on all four projects in 2002, only two, with a total of 61 units, were covered by our retirement home market survey. The other two projects will become operational during 2003. We will therefore have to wait for the results of the next survey to get a good evaluation of the impact caused by an increase of 20 per cent in the housing stock in a single year.

## APARTMENT RETIREMENT HOME MARKET

### Apartment market still facing a shortage

The apartment retirement home market segment has changed little over the past year. There is still a shortage of apartments, even though the vacancy rate doubled (0.2 per cent in 2001 versus 0.4 per cent in 2002). In fact, available apartments went from 1 unit in 2000 and 2001 to 2 units in October 2002, for a stock of 530 apartments<sup>2</sup>. This small number of vacant apartments largely accounts for the renewed construction activity recorded in 2002 and explains why 80 per cent of the new units built are apartments.

### Apartment Vacancy Rate



Source: CMHC

<sup>2</sup> Further to some changes made in certain residences, we had to reclassify as room-and-board units 110 dwellings that had previously been considered as apartments.

## **Apartments are the most popular**

In addition to targeting the apartment market, developers are attempting to meet the needs of their clients as best as they can. Consequently, the current trend consists in offering spacious one-bedroom apartments, equipped with a full kitchen (standard-size range and refrigerator). Still, bachelor units and two-bedroom apartments continue to be built. A spacious unit with a kitchen can satisfy both independent and less independent clients, since a cafeteria service is offered in the establishment. Such units provide tenants with great flexibility, as they can either use the cafeteria or cook their own meals. This factor therefore becomes important when people first choose their retirement home, as initially independent residents will be able to stay in the same place when they start losing their independence. This transitional phenomenon, which develops long-term client loyalty, responds to the need for stability on the part of seniors. As well, certain retirement homes took this concept one step further, by adding rooms to their complexes in order to allow residents who can no longer cook and who require more health care services to stay at the same address.

## **Where are the apartments?**

A closer look at the apartment retirement home market reveals that there are 530 units on the territory, divided among six buildings. These establishments are concentrated in Chicoutimi (76 per cent) and Jonquière (24 per cent), while La Baie has only room-and-board residences. Overall, there is an equal distribution of bachelor apartments and one-bedroom units (46 per cent each), but dwellings with two or more bedrooms account for only 8 per cent of the total.

## **Large buildings offer many services**

An analysis of the survey results revealed an interesting phenomenon: the predominance of large buildings in the apartment segment. In fact, the four retirement homes that comprise only apartments have at least 100 units. Then, the mixed residences are in the category of buildings with 50 to 99 units. This phenomenon is attributable to the necessity of realizing economies of scale in order to offer a range of services while maintaining the profitability of the establishment. Let's take the example of meal services, which are optional<sup>3</sup> in these residences, since every unit has a full kitchen. In order to ensure the profitability of the cafeteria, the owner must maintain a minimum number of meals served. Consequently, the more units—and therefore the more clients—there are, the better the owner will be able to make this operation profitable while offering competitive prices. The same reasoning can be applied to such services as medical care, an indoor swimming pool or a transportation system: the more clients there are, the more competitive the prices will be for all the services offered.

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<sup>3</sup> Meal services are mandatory in only one residence.

In most establishments, residents can either purchase packages with a given number of meals or simply pay for each meal individually. The average rent for apartments with optional meal services reached \$1,046, up by 2 per cent over the rates registered in 2001. This increase in the average rent, due to the shortage, was slightly above the overall inflation rate (1.5 per cent) for Quebec during the same period.

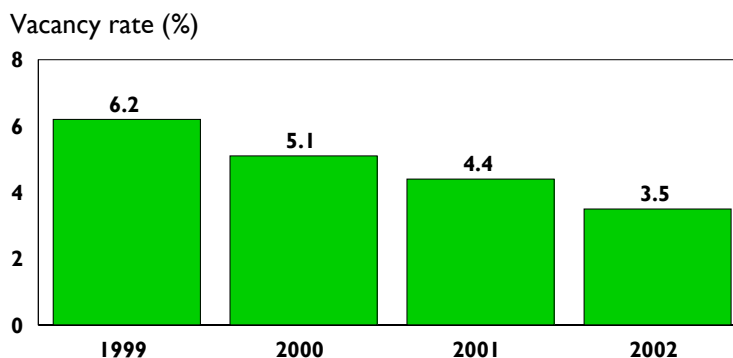
## ROOM-AND-BOARD RETIREMENT HOME MARKET

### Apartment shortage favours room-and-board residences

The room-and-board retirement home market segment has been steadily improving over the last four surveys. While unoccupied rooms represented 7.1 per cent of the stock in 1998, the vacancy rate had fallen to just 3.5 per cent in October 2002, or 31 vacant beds out of a stock of 893.

The main reason why this market tightened is the shortage of apartments that has been prevailing for the past several years. In fact, clients who would prefer an apartment, but who are not in a position to wait, will probably turn to room-and-board residences. These clients feel well served, as this market segment has many very spacious units, comparable in size to bachelor apartments or one-bedroom units, with the only difference being that they do not have a full kitchen. This type of accommodation, which offers spacious rooms, represents around 45 per cent of the room-and-board retirement housing stock. Such housing started being built in the 1990s and is mainly composed of residences with 50 or more units.

### Room-and-Board Vacancy Rate



Source: CMHC

### Stock distribution among geographical zones

The room-and-board retirement housing stock comprises 893 beds, including 78 in double-occupancy rooms. Jonquière is the zone with the most beds (419), followed by Chicoutimi (360). La Baie is far behind, as it has only three retirement homes on its territory, with a total of 114 beds.

### Vacancy rate lower in large retirement homes

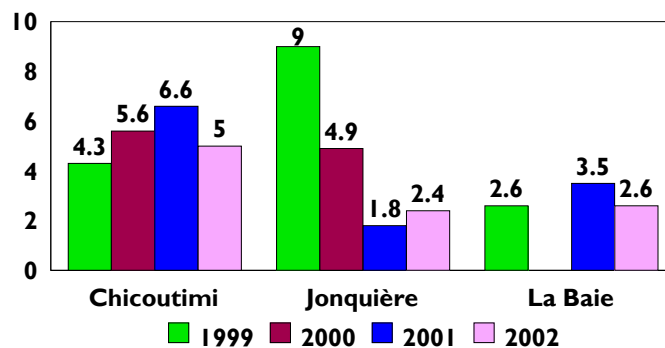
Once again, the economies of scale generated by residences with 50 or more units explain why they account for over 50 per cent of this market segment. In addition, given their high concentration of spacious rooms and the range of services that they offer, large buildings had a vacancy rate of 0.4 per cent. The vacancy rate for smaller structures (10 to 29 beds), which represent one in five rooms, reached 5.8 per cent. As for mid-size buildings (30 to 49 beds), they have two thirds of the beds, and their vacancy rate attained 7.6 per cent.

### Market details

This past October, we enumerated 78 beds in double-occupancy rooms, or 14 fewer than during the 2000 and 2001 surveys. This reduction in the supply had a direct impact on the market, as all places are now occupied, whereas the vacancy rate stood at 2.2 per cent in 2001. As for beds in single-occupancy rooms, their vacancy rate also decreased, from 4.7 per cent in 2001 to 3.8 per cent in 2002. Among the geographical zones, Jonquière stood out with a vacancy rate that was on the rise, attaining 2.4 per cent. La Baie, where the vacancy rate reached 2.6 per cent, and Chicoutimi, where 5.0 per cent of the beds were vacant, registered decreases at the time the survey this past October (see Table 2.6).

### Room-and-Board Vacancy Rates by Geographical Zone

Vacancy rate (%)



Source: CMHC

Note: Data confidential for La Baie in 2000

The most affordable monthly rent is that for double-occupancy rooms, averaging at \$751 per person. In the case of single-occupancy rooms, the average rent was higher, at \$925. The most affordable zone is La Baie, with an average rent of \$879 for a single-occupancy room. To live in Chicoutimi, an average rent of \$912 must be paid, and this amount rises to \$946 in the Jonquière zone (see Table 3.3).

### 2003: a turning point

The shortage of retirement homes that has been prevailing for several years in the Saguenay CMA stimulated the construction of some large housing projects in 2002. Since the new residences are still not all operational, the October 2002 survey did not capture the full impact of the massive arrival of some 280 new units.

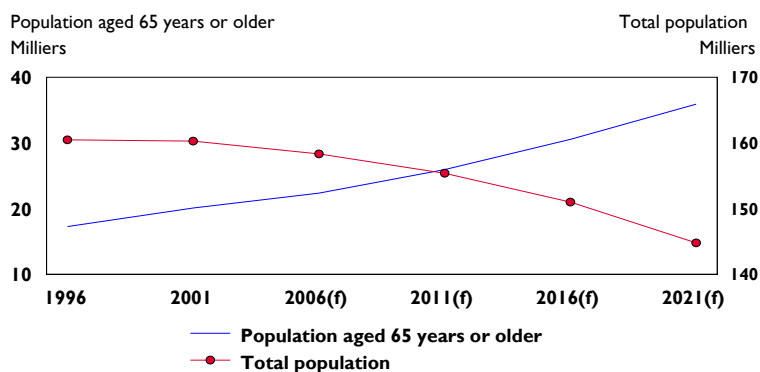
### Forecast for 2003

We expect that the overall vacancy rate will go back up to 6 per cent in October 2003. The increase in vacancies will be the direct result of new units that will not have found takers on the market. It will therefore be very interesting to observe the market reaction at the time of our next survey.

### Some thoughts on the aging baby boomer generation

It is known fact that the imposing aging baby boomer cohort will drive up the proportion of seniors in the population. In 2002, in the Saguenay CMA, some 19,910 people aged 65 years or older were enumerated, and they represented 13 per cent of the total population. However, this percentage will start to rise more rapidly as of 2011, when the oldest members of this generation (born between 1947 and 1966) will be turning 65. According to the latest CMHC forecasts, these people will make up 17 per cent, 20 per cent and 25 per cent of the CMA population in 2011, 2016 and 2021, respectively. By 2031, all the members of this generation will be seniors.

## Saguenay CMA Population Getting Older



Source: Statistics Canada  
Forecasts: CMHC

Given the imposing number of baby boomers, their housing-related decisions have always had a major impact on the residential market (strong demand for rental housing during the 1970s, record levels of single-family home starts in the 1980s). It is therefore to be expected that the next upheaval on the housing market will occur in the seniors' segment, when this imposing cohort will reach the age of retirement. A significant business opportunity for developers and builders, the challenge now consists in accurately targeting their future needs. The following are some thoughts that emerged from different surveys conducted among this population segment in Canada and the United States:

- Contrary to previous generations, baby boomers will live longer and be healthier. Better educated, financially better off and more experienced, they are intent on staying young and healthy, and they expect much more from their retirement than did their parents.
- They want to remain active in their community and see their retirement as an opportunity to start a second career or do some volunteer work.
- They see themselves acquiring new knowledge, within a continuing education process. They enjoy attending cultural activities, eating out and shopping.
- Convinced of the benefits of physical exercise and not wanting to do without the services of their computer, they will demand dwellings that will provide them with sophisticated equipment (exercise room, swimming pool, office space to work at home).

## HOUSING CONDITIONS OF SENIOR-LED HOUSEHOLDS<sup>1</sup> IN QUEBEC'S CENSUS METROPOLITAN AREAS (CMAs)

The following table was drawn from a study<sup>2</sup> conducted using the 1996 census data on seniors' housing conditions. According to these statistics for the province of Quebec, the only CMAs that had a majority of homeowners among senior-led households were the Saguenay area (57 per cent) and the Trois-Rivières area (53 per cent). But these proportions were lower than the average observed for all Canadian CMAs (63 per cent).

### Senior-led Households\* in Census Metropolitan Areas and their Housing Conditions, 1996

CMA	Homeowners **	Average Income (\$)	Shelter Cost-to- Income Ratio (%)	Households At or Above All Housing Standards**	Households Below Housing Housing Standard	
					Could Afford to Meet All Standards **	In Core Housing Need **
Trois-Rivières	53%	27,735	23%	70%	8%	22%
Saguenay	57%	28,408	23%	68%	11%	21%
Québec	48%	45,980	23%	64%	11%	25%
Sherbrooke	47%	27,267	25%	63%	12%	25%
Montréal	47%	34,410	27%	60%	11%	29%
<b>All Canadian CMAs</b>	<b>63%</b>	<b>38,785</b>	<b>23%</b>	<b>68%</b>	<b>8%</b>	<b>24%</b>

(\*) These include non-farm, non-Native, non-reserve senior-led households with incomes greater than zero and shelter cost-to-income ratios less than one.

(\*\*) Percentage of all senior-led households.

Senior-led households were better housed in smaller CMAs, even though their average incomes were clearly below those of senior-led households in the larger CMAs of Montréal and Québec. In fact, Trois-Rivières (70 per cent) and Saguenay (68 per cent) had the highest proportions of senior-led households who could live in dwellings that met or exceeded all three standards<sup>3</sup>. However, while the average incomes of households in these two CMAs may have been among the lowest in Canada (\$27,735 and \$28,408, respectively), this did not affect their shelter cost-to-income ratio, which corresponded to the average level of 23 per cent calculated for all Canadian CMAs.

<sup>1</sup> Persons aged 65 years or older.

<sup>2</sup> "Seniors' Housing Conditions" (Research Highlights, Issue 55-8), CMHC. To get a copy, please visit CMHC's Web site ([www.cmhc.ca/publications/en/rh-pr/index.html](http://www.cmhc.ca/publications/en/rh-pr/index.html)).

<sup>3</sup> The three standards stipulate that a dwelling must be **adequate** in condition (does not require major repairs), **suitable** in size (has enough bedrooms) and **affordable** (shelter costs are less than 30 per cent of before-tax household income).

Continued page 9

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It was also in these two areas that the proportion of senior-led households in core housing need<sup>4</sup> was the lowest for the province, as just under one in five households stated that they lived in these conditions. Sherbrooke was the exception to this general finding as, in this small CMA, it was more difficult for senior-led households, mostly renters, to find adequate housing at an acceptable cost. With fewer of these households living in, or able to live in, dwellings that met all three standards (63 per cent), more of them were in core housing need (one in four households). In addition, these senior-led households were the least well-off in Canada (average income of \$27,267). Their shelter cost-to-income ratio (25 per cent) was higher there than the average for all Canadian CMAs.

While senior-led households in the Québec area lived in housing conditions that were quite similar to those of Sherbrooke area households, they did benefit from higher incomes. With an average income of \$45,980, these Québec area households ranked second among those from all Canadian CMAs, right behind Toronto area households. The Montréal area had the most households in core housing need, as close to one in three households stated that they lived in such conditions.

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<sup>4</sup> A household is said to be in **core housing need** if its housing falls below at least one of the standards mentioned in note 3 **and** it would have to spend 30 per cent or more of its income to pay the average rent of alternative housing that meets all three standards.

## RETIREMENT HOME MARKET TIGHT IN SEVERAL CMAs ACROSS QUEBEC

Overall, the proportion of available retirement housing units is on the decline in the six census metropolitan areas (CMAs) across Quebec.

For the past four years, the vacancy rates in room-and-board retirement homes have been decreasing in Quebec's CMAs. According to the October 2002 survey, all CMAs posted vacancy rates below the 5-per-cent mark, with the exception of the Trois-Rivières CMA. Conditions tightened more significantly in the Québec CMA. In 1999, the proportion of unoccupied beds stood at 11.6 per cent, the highest among all CMAs. It has since fallen to 4.6 per cent. However, Gatineau was, once again this past year, the CMA that posted the lowest vacancy rate (2.1 per cent) in residences of this type.

In 2002, in retirement homes with apartments (offering full kitchen and bathroom), there was a shortage of available units in most CMAs. Only the Gatineau and Trois-Rivières CMAs escaped this situation. The high and very volatile vacancy rate in Gatineau is due to the greater impact of the changes that occur in a limited universe of apartments. In the Saguenay CMA, the shortage that has been lasting for years should ease in 2003, with the arrival on the market of over 200 new units.

### Vacancy Rates in Private Retirement Homes with 10 or More

#### Room-and-board units

CMA	1999	2000	2001	2002
Trois-Rivières	9.5%	7.2%	7.0%	8.0%
Saguenay	6.2%	5.1%	4.4%	3.5%
Québec	11.6%	7.1%	7.7%	4.6%
Sherbrooke	4.4%	6.0%	5.4%	3.6%
Gatineau	3.5%	0.7%	1.0%	2.1%
Montréal*	7.2%	5.2%	5.6%	3.1%

#### Apartments

Trois-Rivières	3.1%	3.4%	2.5%	3.5%
Saguenay	0.6%	0.1%	0.2%	0.4%
Québec	4.1%	1.5%	1.6%	1.0%
Sherbrooke	5.9%	1.6%	3.0%	0.7%
Gatineau	2.3%	7.6%	26.6%	9.0%
Montréal*	2.0%	1.3%	1.5%	1.3%

(\*) The Montréal universe is composed of retirement homes with 20 or more units.

**Table I.1**

<b>Universe of Apartments for Seniors by Building Size - In Number of Buildings and Units Private Retirement Homes with 10 or More Units Saguenay CMA 1999 to 2002</b>								
Year	10 to 49 units		50 to 99 units		100 or more units		Total	
	# Bldgs.	# Units	# Bldgs.	# Units	# Bldgs.	# Units	# Bldgs.	# Units
1999*	3	17	4	225	4	472	11	714
2000	2	12	4	224	4	473	10	709
2001	0	0	2	116	4	473	6	589
2002	0	0	2	12	4	518	6	530
* For 1999, the total included buildings with fewer than 10 units. Note: In 2001 and 2002, we reclassified certain apartment buildings to room-and board. <b>Source: CMHC</b>								

**Table I.2**

<b>Universe of Apartments for Seniors by Unit Size - In Number of Units Private Retirement Homes with 10 or More Units Saguenay CMA 1999 to 2002</b>				
Year	Studio	1-bedroom	2-bedroom +	Total
1999*	369	304	44	717
2000	366	296	47	709
2001	322	224	43	589
2002	246	245	39	530
* For 1999, the total included buildings with fewer than 10 units. Note: In 2001 and 2002, we reclassified certain apartment buildings to room-and board. <b>Source: CMHC</b>				

**Table I.3**

<b>Universe of Apartments for Seniors by Meal Service Formula Private Retirement Homes with 10 or More Units Saguenay CMA 1999 to 2002</b>								
Year	Unavailable		Optional		Mandatory		Total	
	# Bldgs.	# Units	# Bldgs.	# Units	# Bldgs.	# Units	# Bldgs.	# Units
1999*	--	--	4	390	7	324	11	714
2000	0	0	4	473	6	236	10	709
2001	0	0	4	473	2	116	6	589
2002	0	0	5	525	1	5	6	530
--: Data not available, confidential or change of classification between surveys. * For 1999, the total included buildings with fewer than 10 units. Note: In 2001 and 2002, we reclassified certain apartment buildings to room-and-board. <b>Source: CMHC</b>								

**Table I.4**

<b>Universe of Room-and-Board for Seniors by Building Size - In Number of Buildings and Beds Private Retirement Homes with 10 or More Units Saguenay CMA 1999 to 2002</b>								
Year	10 to 29 units		30 to 49 units		50 or more units		Total	
	# Bldgs.	# Beds	# Bldgs.	# Beds	# Bldgs.	# Beds	# Bldgs.	# Beds
1999*	12	246	6	217	3	185	26	690
2000	8	157	7	255	3	190	18	602
2001	8	149	6	205	7	400	21	754
2002	9	171	7	250	8	472	24	893
* For 1999, the total included buildings with fewer than 10 units. Note: In 2001 and 2002, we reclassified certain apartment buildings to room-and-board. <b>Source: CMHC</b>								

**Table 1.5**

<b>Universe of Room-and-Board for Seniors by Occupation Type - In Number of Beds Private Retirement Homes with 10 or More Units Saguenay CMA 1999 to 2002</b>			
Year	Single occupancy	Double occupancy +	Total
	# Beds	# Beds	# Beds
1999*	600	90	690
2000	510	92	602
2001	662	92	754
2002	815	78	893
* For 1999, the total included buildings with fewer than 10 units. Note: In 2001 and 2002, we reclassified certain apartment buildings to room-and-board. <b>Source: CMHC</b>			

**Table 1.6**

<b>Universe of Retirement Homes for Seniors by Market Zone - In Number of Buildings Private Retirement Homes with 10 or More Units Saguenay CMA 2002</b>			
Zone	Apartment*	Room-and-Board*	Total
1- Chicoutimi	3	10	13
2- Jonquière	3	11	12
4- La Baie	0	3	3
<b>Saguenay CMA</b>	<b>6</b>	<b>24</b>	<b>28</b>
* Including units in mixed retirement homes. Note: In 2001 and 2002, we reclassified certain apartment buildings to room-and-board. <b>Source: CMHC</b>			

**Table 1.7**

<b>Universe of Retirement Homes for Seniors by Market Zone - In Number of Units Private Retirement Homes with 10 or More Units Saguenay CMA 2002</b>			
<b>Zone</b>	<b>Apartment*</b>	<b>Room-and-Board *</b>	<b>Total</b>
<b>1- Chicoutimi</b>	403	360	763
<b>2- Jonquière</b>	127	419	546
<b>4- La Baie</b>	0	114	114
<b>Saguenay CMA</b>	<b>530</b>	<b>893</b>	<b>1,423</b>
<i>* Including units in mixed retirement homes.</i>  <b>Source: CMHC</b>			

**Table 2.1**

<b>Vacancy Rates of Apartments for Seniors by Building Size Private Retirement Homes with 10 or More Units Saguenay CMA 1999 to 2002</b>				
<b>Year</b>	<b>10 to 49 units</b>	<b>50 to 99 units</b>	<b>100 or more units</b>	<b>Total</b>
1999*	5.9%	0.4%	0.4%	0.6%
2000	8.3%	0.0%	0.0%	0.1%
2001	--	0.0%	0.2%	0.2%
2002	--	--	0.4%	0.4%
* For 1999, the total included buildings with fewer than 10 units. --: Data not available, confidential or change of classification between surveys. <b>Source: CMHC</b>				

**Table 2.2**

<b>Vacancy Rates of Apartments for Seniors by Unit Size Private Retirement Homes with 10 or More Units Saguenay CMA 1999 to 2002</b>				
<b>Year</b>	<b>Studio</b>	<b>1-bedroom</b>	<b>2-bedroom +</b>	<b>Total</b>
1999*	0.8%	0.3%	0.0%	0.6%
2000	0.0%	0.3%	0.0%	0.1%
2001	0.3%	0.0%	0.0%	0.2%
2002	0.4%	0.0%	2.6%	0.4%
* For 1999, the total included buildings with fewer than 10 units. <b>Source: CMHC</b>				

**Table 2.3**

<b>Vacancy Rates of Apartments for Seniors by Meal Service Formula Private Retirement Homes with 10 or More Units Saguenay CMA 1999 to 2002</b>				
Year	Unavailable	Optional	Mandatory	Total
1999*	--	0.5%	0.6%	0.6%
2000	--	0.0%	--	0.1%
2001	--	0.2%	--	0.2%
2002	--	0.4%	--	0.4%
* For 1999, the total included buildings with fewer than 10 units. --: Data not available, confidential or change of classification between surveys. <b>Source: CMHC</b>				

**Table 2.4**

<b>Vacancy Rates of Apartments for Seniors by Market Zone and Unit Size Private Retirement Homes with 10 or More Units Saguenay CMA 2002</b>								
Zone	Studio	No. of units	1-bed- room	No. of units	2-bed- room +	No. of units	Total	No. of units
<b>1- Chicoutimi</b>	<b>0.5%</b>	203	<b>0.0%</b>	175	<b>4.0%</b>	25	<b>0.5%</b>	403
<b>2- Jonquière</b>	<b>0.0%</b>	43	<b>0.0%</b>	70	--	14	<b>0.0%</b>	127
<b>4- La Baie</b>	--	0	--	0	--	0	--	0
<b>Saguenay CMA</b>	<b>0.4%</b>	<b>246</b>	<b>0.0%</b>	<b>245</b>	<b>2.6%</b>	<b>39</b>	<b>0.4%</b>	<b>530</b>
Note: Including units in mixed retirement homes. --: Data confidential because less than 3 buildings.. <b>Source: CMHC</b>								

**Table 2.5**

<b>Vacancy Rates of Room-and-Board for Seniors by Building Size Private Retirement Homes with 10 or More Units Saguenay CMA 1999 to 2002</b>				
<b>Year</b>	<b>10 to 29 beds</b>	<b>30 to 49 beds</b>	<b>50 or more beds</b>	<b>Total</b>
1999*	2.0%	7.4%	6.5%	6.2%
2000	3.2%	8.6%	2.1%	5.1%
2001	4.0%	10.0%	1.5%	4.4%
2002	5.8%	7.6%	0.4%	3.5%
* For 1999, the total included buildings with fewer than 10 units. <b>Source: CMHC</b>				

**Table 2.6**

<b>Vacancy Rates of Room-and-Board for Seniors by Market Zone and Occupancy Type Private Retirement Homes with 10 or More Units Saguenay CMA 2002</b>						
<b>Zone</b>	<b>Single occupancy</b>	<b>No. of beds</b>	<b>Double occupancy +</b>	<b>No. of beds</b>	<b>Total</b>	<b>No. of beds</b>
<b>1- Chicoutimi</b>	<b>5.7%</b>	318	<b>0.0%</b>	42	<b>5.0%</b>	360
<b>2- Jonquière</b>	<b>2.5%</b>	393	<b>0.0%</b>	26	<b>2.4%</b>	419
<b>4- La Baie</b>	<b>2.9%</b>	104	--	10	<b>2.6%</b>	114
<b>Saguenay CMA</b>	<b>3.8%</b>	<b>815</b>	<b>0.0%</b>	<b>78</b>	<b>3.5%</b>	<b>893</b>
<b>Source: CMHC</b>						

**Table 3.1**

<b>Average Apartment Rents* for Seniors by Meal Service Formula Private Retirement Homes with 10 or More Units Saguenay CMA 2001 and 2002</b>			
Type	Unavailable	Optional	Mandatory
2001	--	\$1,025	--
2002	--	\$1,046	--
<p>* All services combined.            --: Data not available, confidential or change of classification between surveys..</p> <p><b>Source: CMHC</b></p>			

**Table 3.2**

<b>Average Apartment Rents* for Seniors by Market Zone and Unit Size Private Retirement Homes with 10 or More Units Saguenay CMA 2002</b>						
Zone	Studio	No. of units	1-bed-room	No. of units	2-bed-room+	No. of units
<b>1- Chicoutimi</b>	\$788	203	\$1,195	175	\$1,421	25
<b>2- Jonquière</b>	\$895	43	\$1,306	70	--	14
<b>4- La Baie</b>	--	0	--	0	--	0
<b>Saguenay CMA</b>	<b>\$807</b>	<b>246</b>	<b>\$1,226</b>	<b>245</b>	<b>\$1,475</b>	<b>39</b>
<p>* All services combined.            --: Data confidential because less than 3 buildings.</p> <p><b>Source: CMHC</b></p>						

**Table 3.3**

<b>Average Room-and-Board Rents* for Seniors by Market Zone and Occupancy Type Private Retirement Homes with 10 or More Units Saguenay CMA 2002</b>				
<b>Zone</b>	<b>Single occupancy</b>	<b># beds</b>	<b>Double occupancy +</b>	<b># beds</b>
<b>1- Chicoutimi</b>	\$912	318	\$743	42
<b>2- Jonquière</b>	\$946	393	\$799	26
<b>4- La Baie</b>	\$879	104	--	10
<b>Saguenay CMA</b>	<b>\$925</b>	<b>815</b>	<b>\$751</b>	<b>78</b>
<i>* All services combined.</i> <i>--: Data confidential because less than 3 buildings.</i> <b>Source: CMHC</b>				

**Table 4.1**

<b>Features</b> <b>Percentage of Residences Offering a Specific Service</b> <b>Private Retirement Homes with 10 or More Units</b> <b>Saguenay CMA</b> <b>2002</b>		
<b>Service</b>	<b>Apartment</b>	<b>Room-and-board</b>
Cable television	100%	100%
Worship service	100%	100%
Banking counter	50%	4%
Hairdresser	67%	71%
Convenience store	67%	0%
Swimming Pool	50%	4%
Footpath	50%	25%
Bedding	0%	54%
Clothes cleaning	17%	71%
24-hour on-site medical care	83%	46%
Limited medical care (visits)	17%	54%
Housekeeping	100%	100%
Furniture	0%	29%
Indoor parking	50%	0%
Outdoor parking	100%	100%
Supervision	100%	100%
Intercom system	100%	96%
Transportation system	67%	54%
Other services	50%	46%
<b>Source: CMHC</b>		

## Methodology

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The **survey universe** includes all privately initiated retirement homes with 10 or more units, enumerated in the Saguenay 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), optional meals (excluded from the rent) and unavailable meals.

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.

## **Market Zones**

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The market zones corresponds to the limits of the stated municipalities. We also include, to Saguenay: Saint-Fulgence, Saint-Honoré, Shipshaw and Canton Tremblay; and to Jonquière : Lac-Kénogami, Saint-Ambroise and Saint-Charles-de-Bourget.

## **Definitions**

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**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 2002 on the privately initiated retirement home market in the Saguenay 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 Quebec 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.*

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