



T H E

# RETIREMENT HOME

MARKET STUDY



2005 TROIS-RIVIÈRES

# **Retirement Home Market Study**

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## **2005 Trois-Rivières**

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# Trois-Rivières

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## Census Metropolitan Area

### Highlights

- In the Trois-Rivières area, the overall vacancy rate in private retirement homes went up by 1.2 percentage points, reaching 4.5 per cent in the fall of 2004.
- Apartment retirement home market conditions eased slightly, and the vacancy rate has now attained 2.5 per cent.
- Room-and-board residences remained near the balance point, with a vacancy rate of 6.3 per cent.

## Retirement home market conditions ease

In the overall Trois-Rivières census metropolitan area (CMA), the retirement home market moved closer to the balance point, as the vacancy rate reached 4.5 per cent in October 2004. This rate marked an increase over the historical low attained in 2003, when the proportion of vacant units was 3.3 per cent. This was the first rise recorded in the area since 1998, even though many new housing projects were added to the market over the years.

The retirement home market comprises 1,145 apartments and 1,167 beds in rooms for a total of 2,312 units, or 65 more than in 2003.

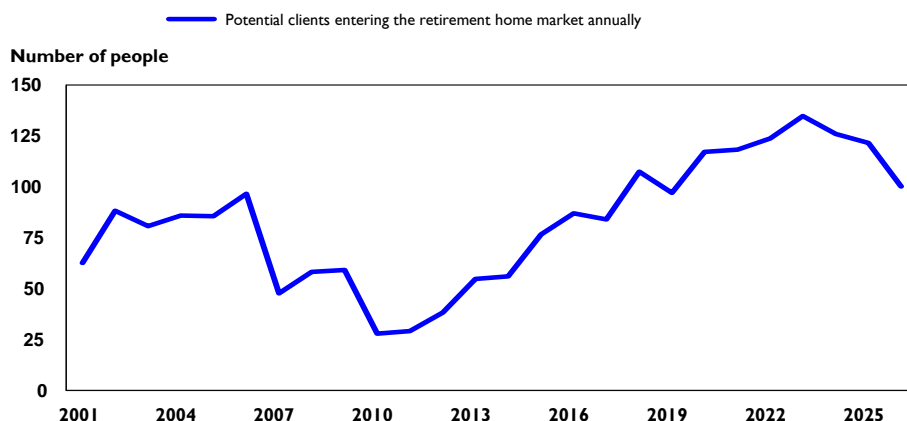
The vacancy rate hike observed in the area was not drastic, however, since this rise represented only about 30 vacant units more than last year. The addition of one residence and modifications made in several other retirement homes were responsible for this increase in the stock. As demand for seniors' housing grows by about 85 units per year<sup>1</sup>, the market remains promising, and

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<sup>1</sup> The penetration rate for people aged 75 years or older in retirement homes is currently estimated at 22 per cent in the Trois-Rivières CMA. By keeping this ratio constant and applying it to the growth in this age group over the coming years, established using the latest forecasts from the Institut de la statistique du Québec (ISQ), we get an increased demand of 85 units for the year 2005. This growth will intensify after a break between 2006 and 2010 and then surpass the 100-unit mark in 2020.

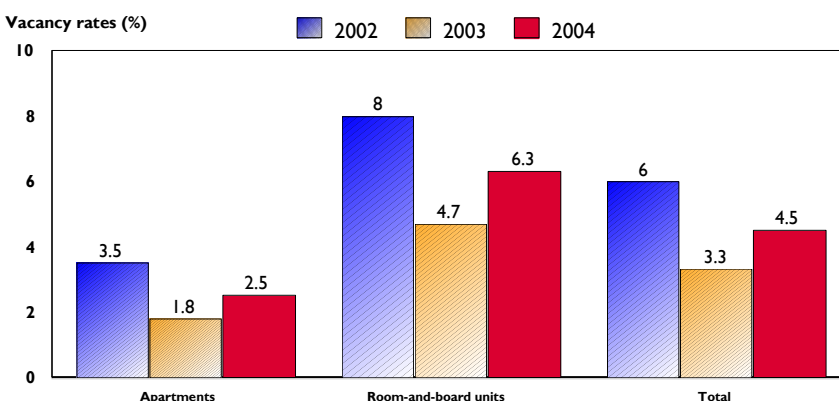
the rise in the vacancy rate over the past year was only a pause in the good performance of this market of the future. Demand will shrink to 30 units before continue to progress and exceed an annual growth rate of over 100 units within 2020.

## Market to Keep Growing After a Break



Apartments are still preferred by seniors, as few such units remain vacant. With a vacancy rate of 2.5 per cent, units of this type remain below the balanced rate of about 4 per cent. It should be recalled that, at the time of the previous survey, 1.8 per cent of these units were vacant in Trois-Rivières. As well, despite a larger proportion of unoccupied units on the market, rooms are not in a difficult situation, as this market reached an honourable vacancy rate of 6.3 per cent. The rise of 1.6 percentage points over 2003 brought this market back towards the balanced level<sup>2</sup>.

## Vacancy Rate Rises Moderately in Trois-Rivières



Source: CMHC

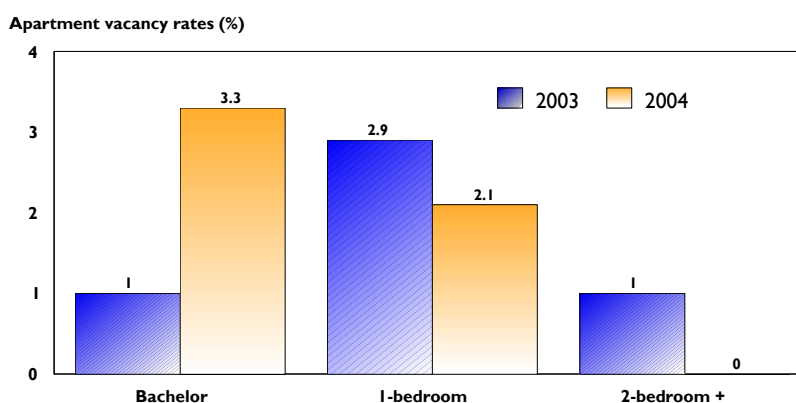
<sup>2</sup> The balanced level represents the vacancy rate observed in a situation where neither tenants nor landlords are favoured. For apartments, the balanced level is about 4 per cent while, for room-and-board units, it is around 6 per cent, given the higher occupant turnover rate.

## Apartment retirement homes

In Trois-Rivières, like in all CMAs across Quebec, the most popular market is the apartment segment. Units in this category have always had a lower vacancy rate than room-and-board retirement housing units, despite their higher rents. As much as possible, seniors turn to apartments, as these dwellings are more spacious and flexible than room-and-board units. The main difference between these two types of units resides in the fact that each apartment must have a kitchen and full bathroom.

The largest apartments, in terms of the number of rooms, are the ones that post the best rental performance. For bachelor apartments, the category with the largest number of units in Trois-Rivières, the vacancy rate stood at 3.3 per cent. In the case of one-bedroom units, this proportion reached 2.1 per cent and, as for apartments with two or more bedrooms, none are now unoccupied in the area. These larger units are somewhat scarcer but their popularity remains high, despite an average rent of \$1,422. When residents have the means, they generally opt for the largest unit possible.

### Larger Units Preferred by Tenants



Source: CMHC

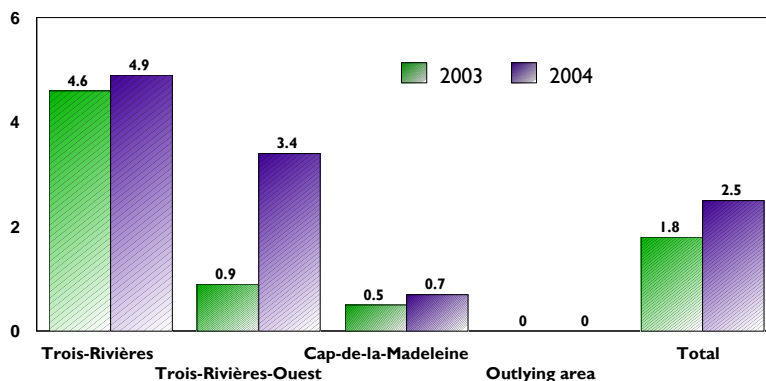
In Trois-Rivières, apartment vacancy rates vary slightly with meal service options. In residences with a mandatory meal service, the vacancy rate is a little higher, with 4.3 per cent of the units waiting for a tenant. Conversely, retirement homes offering an optional meal service are clearly more popular, as only 1 per cent of their units are unoccupied. Seniors are more inclined to seek retirement homes that can adapt to their needs. They therefore seem to prefer to be able to count on a meal service, as needed.

### Vacancy rates vary depending on the sectors

Overall, few apartments are available in the area. However, certain sectors offer more choice to tenants, while others post no vacancies at all. The sector corresponding to the former municipality of Trois-Rivières is at the upper limit of a balanced market, with a vacancy rate of 4.9 per cent. Here, a few units in older buildings account for this performance. Next is the former municipality of Trois-Rivières-Ouest, where the rate reached 3.4 per cent. In the Cap-de-la-Madeleine sector, few units are available, with a vacancy rate of 0.7 per cent, while, in the outlying area, no units were vacant at the time of the survey. The situation in this last sector is somewhat different, as only 16 per cent of the retirement housing units are apartments, compared to one in two for the CMA overall. Because tenants prefer these more spacious units, the few that are available go quickly.

### Apartment Vacancy Rates Vary Depending on the Sectors

Apartment vacancy rates (%)



Source: CMHC

The scarcity observed on the Trois-Rivières retirement home market led to an increase in rents in the area. For bachelor units (\$938), the rise was moderate, reaching 1.3 per cent. It was for one-bedroom apartments that the hike was more substantial. Following an increase of 4.2 per cent, the average rent for units of this type has now attained \$1,204. Lastly, two-bedroom apartments rent for \$1,422, up by 3.1 per cent over the average rental rate charged in 2003. These rent increases are given only as an indication, as they can vary depending on whether the meal service is mandatory or optional and on which other services are included at the time of the survey.



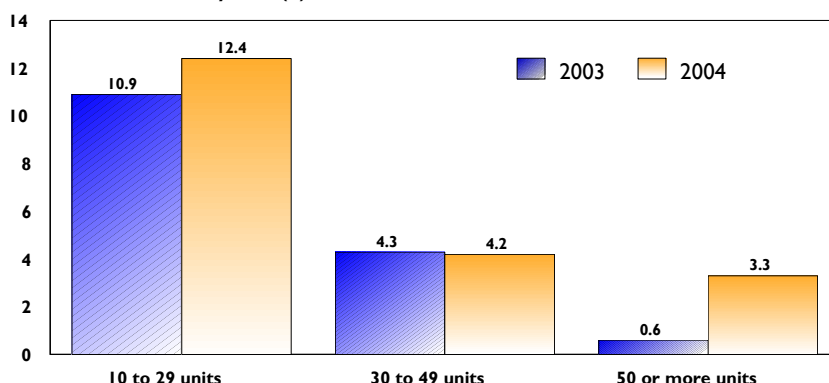
## Room-and-board retirement homes

Room-and-board units make up just over 50 per cent of the retirement housing stock in Trois-Rivières. This supply is divided among the outlying area (37 per cent) and the former municipalities of Trois-Rivières (34 per cent), Trois-Rivières-Ouest (20 per cent) and Cap-de-la-Madeleine (8 per cent).

In the Trois-Rivières CMA, the room-and-board retirement home market segment was balanced in 2004. With a vacancy rate of 6.3 per cent, there was no surplus or shortage in the area. This rate also represented an increase over the level registered in 2003 (4.7 per cent). The vacant units are more inclined to be in smaller buildings. In fact, 12.4 per cent of the rooms in buildings with 10 of 29 units were unoccupied, while this proportion fell to 4.2 per cent in projects with 30 to 49 rooms. Finally, the vacancy rate in projects with 50 or more units was only 3.3 per cent. Seniors living in these larger retirement homes appreciate their more numerous services and greater security than those provided in smaller buildings.

### Larger Projects Popular Among Tenants

Room-and-board unit vacancy rates (%)



Source: CMHC

As much as possible, tenants seem to prefer single-occupancy rooms. Overall, the vacancy rate was 5.8 per cent for rooms of this type, while this proportion stood at 11.8 per cent for double-occupancy rooms. Apart from couples living in retirement homes, people have a distinct preference for single-occupancy rooms. This preference is clearly reflected in the composition of the universe of rooms in Trois-Rivières. In fact, with double-occupancy rooms accounting for less than 9 per cent of this universe, developers never really promoted the construction of such units, given that they are intended for a more exclusive client group.

As for the rents, they followed the inflation rate, with increases of 2.9 per cent for single-occupancy rooms (\$978) and 3.3 per cent for double-occupancy rooms (\$723).

## Provincial Results

At the time of the October 2003 survey, the retirement home markets in Quebec's six census metropolitan areas (CMAs) had been qualified as tight, almost everywhere. After the latest survey (October 2004), we would now describe the market as easing, almost everywhere. In fact, with the exception of the Gatineau CMA, where the vacancy rate reached 0.6 per cent, the other five CMAs attained vacancy rates ranging from 2.9 per cent to 4.5 per cent, in 2004, for all retirement home types combined.

It should be recalled that, in October 2003, the apartment retirement home market was tight everywhere except in Saguenay, where the vacancy rate stood at 10.9 per cent. This situation, qualified as temporary, was resolved in 2004, as the surplus of units is now a thing of the past, with a vacancy rate of 2.9 per cent.

The rate of 0.6 per cent observed in Gatineau was exactly the same as one year earlier. The expected arrival of over a hundred units in 2005 will reduce the pressure on this market, which undoubtedly needs new units.

In closing, it should be noted that, for the Montréal, Québec, Sherbrooke and Trois-Rivières CMAs, apartment vacancy rates vary between 2 per cent and 3 per cent. As for the room-and-board market, the Québec and Trois-Rivières CMAs reached respective vacancy rates of 5.9 per cent and 6.3 per cent, well above the levels observed in the Sherbrooke and Montréal CMAs, where the rates attained 3.0 per cent and 3.6 per cent, respectively.

### Markets Easing Almost Everywhere

Vacancy Rates in 2004 (%)

CMA	Rooms		Apartments		Total	
	2003	2004	2003	2004	2003	2004
<b>Gatineau</b>	0.5	0.8	0.8	0.3	0.6	0.6
<b>Montréal</b>	3.2	3.0	1.1	2.8	1.7	2.9
<b>Saguenay</b>	5.3	3.2	10.9	2.6	7.7	2.9
<b>Sherbrooke</b>	2.0	3.6	1.0	2.2	1.5	2.9
<b>Québec</b>	3.4	5.9	1.2	2.1	1.9	3.5
<b>Trois-Rivières</b>	4.7	6.3	1.8	2.5	3.3	4.5

Source: CMHC 2004 Retirement Home Market Survey

## Pilot study on private residential care homes in the Estrie area: how many and for whom?

Research conducted by Pauline Gervais, doctoral candidate in gerontology, under the direction of Dr. Réjean Hébert and Dr. Michel Tousignant, from the Research Centre on Aging of the Sherbrooke Geriatric University Institute.

In Quebec, around 80,000 people live in collective dwellings that provide different assistance services. Unless these resources hold the permit issued by the Minister of Health and Social Services (R.S.Q., c. S-4.2, s. 437), they cannot accommodate frail persons.

Until now, no Quebec studies had surveyed and established the functional autonomy profile of seniors living in private residential care homes (PRCHs) on a territory, other than in low-rent housing and housing cooperatives. Our study surveyed 28 PRCHs and drew up a picture of their 479 residents. The data was collected in November 2003 from the managers of 25 residences housing seniors in the regional county municipalities (MRCs) of Coaticook and du Granit, located in the Estrie area. The level of functional autonomy and needs of the clients were measured using a Functional Autonomy Measuring System (SMAF), an instrument included in the Multiclientele Assessment Tool adopted by Quebec's Ministère de la Santé et des Services sociaux to assess the needs of frail persons and determine the institutional or home care services that they require. The SMAF assesses 29 functions involved in daily living activities, mobility, communication, mental functions and household tasks. A classification method is used to group individuals assessed according to common and mutually exclusive functional autonomy characteristics. The results are expressed in the form of 14 profiles (ISO-SMAF profiles), each corresponding to a group of comparable subjects with similar levels of autonomy and needs.

In all, the PRCHs in the two MRCs have 628 places, 541 of which were occupied at the time the data was collected. The average age of the residents was 83 years, and nine in ten people were over 75 years. Most of the tenants lived alone (77 per cent), and three in four lived in rooms, with no bathroom, or in one-and-a-half room units, with a bathroom. The average length of stay in the PRCH was two years, and the majority of the residents (80 per cent) previously lived in the MRC. According to our data, nearly half of the clients were substantially frail (profiles 4 and over). More than half of the residents needed help to perform household tasks (profiles 1, 2 and 3), 26 per cent had predominant motor impairments (profiles 4, 6 and 9), 16 per cent had predominant mental impairments (profiles 5, 7, 8 and 10) and 2 per cent had mixed impairments (profiles 11, 12, 13 and 14), representing a very high level of need (Figure 1).

Figure 3: Distribution of Available Places by PRCH Size

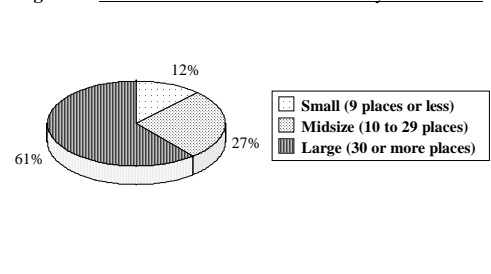
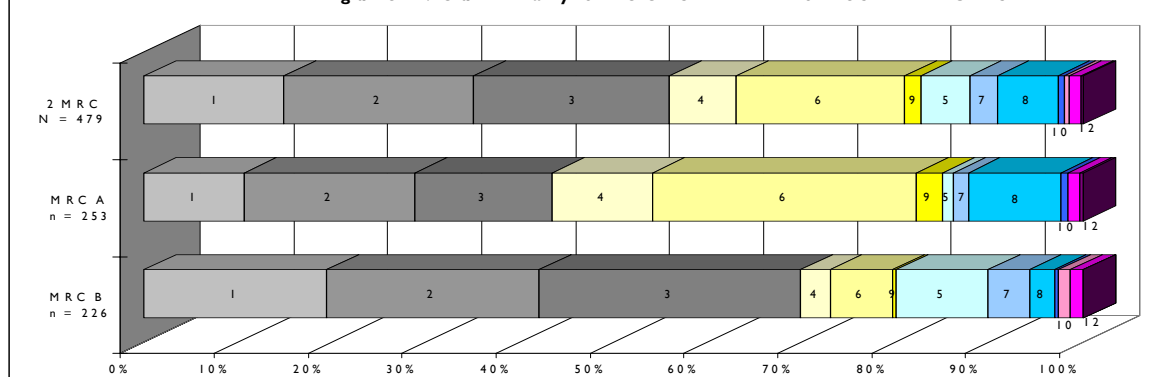


Figure 1: Summary of ISO-SMAF Profiles in PRCHs



Household tasks # 1-2-3

Motor functions # 4-6-9

Mental functions # 5-7-8-10

Mixed impairments # 11-12-13-14

## Private residential care homes: services offered and housing costs

This study, conducted in the MRCs of Coaticook and du Granit, tested a survey methodology to assess to functional autonomy and needs of people living in PRCHs. Information on the services offered and the rental rates charged was also collected (Table 1). This exercise also revealed that rents rose with PRCH size and that costs were higher for 1½-room and 2½-room units. Some of our analyses raised a hypothesis to the effect that the overall rental rate is subject to the tenant's level of functional autonomy. A research project that we intend to conduct over the coming months will therefore comprise two parts, one concerning the autonomy and needs of PRCH clients and the second concerning the costs related to this type of home. The region targeted for this project is the Estrie area, as the age structure there is comparable to that of Quebec overall, with the exception of the major metropolitan areas. It is estimated that some 5,000 people live in 130 PRCHs in the Estrie area, or nearly 11 per cent of people aged 65 years or older. The study will aim to answer these two questions: 1) What is the functional autonomy profile (ISO-SMAF profile) of seniors living in PRCHs in the Estrie area? and 2) With equal functional autonomy profiles, what portions of the costs related to the disabilities are assumed by the private system and by public system?

The first part of the survey will consist in drawing up an inventory of the homes that are eligible for the study and securing the cooperation of the owners. The methodology that served for the pilot project will be used to assess the clients and gather information on the PRCH characteristics, the range of services offered and the prices of the services and housing units. The collection of data on the costs and funding of the services will require the cooperation of the owners, a sample of residents, local community service centres (CLSCs) and other public system partners. The anticipated results are summarized in Table 3. They will also be compared with the data from public home care resources from each MRC and the overall area studied.

Table 1: Average Housing Costs in PRCHs		
By PRCH size	Rent	Standard Deviation
9 places or less	\$822.97	(306.60)
10 to 29 places	\$845.27	(157.41)
30 or more places	\$966.49	(192.62)
By unit type		
Room	\$798.80	(81.72)
1.5	\$964.53	(150.56)
2.5	\$1,102.22	(268.65)
3.5	\$868.39	(424.48)
4.5	\$770.62	(63.00)

Table 3: Anticipated Results
PRCH characteristics
Socio-demographic characteristics of residents
Relative distribution of ISO-SMAF profiles
o PRCH size
o Length of stay
o Age group
Client weight index (ILC)
Distribution of daily hours of care and services required
List of services provided by the PRCHs
o Weekly frequency
o Cost of services
Average cost of housing units
1. PRCH size
2. Unit size
3. ISO-SMAF profile
List of services provided by the CLSCs
1. Types of services – resources involved
2. Frequency and length of interventions
Public funding (tax credit)

The results obtained will provide a regional picture of the clients living in collective dwellings and identify the costs associated with housing and services in PRCHs. For the owners of the homes, as well as for managers and health care workers, this study provides a first opportunity to know about the autonomy profile and needs of people living in PRCHs.

To order the report *Profils d'autonomie fonctionnelle des personnes âgées vivant dans les résidences privées d'hébergement en Estrie*, contact Lucie Duquette at (819) 829-7131 or go to [www.cdrv.ca](http://www.cdrv.ca). You may also download this document from [www.prisma-qc.ca](http://www.prisma-qc.ca).

**Table 1.1**

**Universe of Apartments for Seniors  
By Building Size - In Number of Buildings and Units  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2000 to 2004**

Year	10 to 49 units		50 to 99 units		100 or more units		Total	
	# Bldgs.	# Units	# Bldgs.	# Units	# Bldgs.	# Units	# Bldgs.	# Units
2000	5	60	6	297	5	503	16	860
2001	6	99	7	411	5	502	18	1,012
2002	3	44	3	267	6	555	12	866
2003	4	67	2	172	7	829	13	1,068
2004	5	69	2	172	8	904	15	1,145

Source: CMHC

**Table 1.2**

**Universe of Apartments for Seniors  
By Bedroom Type - In Number of Units  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2000 to 2004**

Year	Studio	1-bedroom	2-bedroom +	Total
2000	423	373	64	860
2001	468	474	70	1,012
2002	406	394	66	866
2003	526	442	100	1,068
2004	572	473	100	1,145

Source: CMHC

**Table 1.3**

**Universe of Apartments for Seniors  
By Meal Service Formula  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2000 to 2004**

Year	Unavailable		Optional		Mandatory		Total	
	# Bldgs.	# Units	# Bldgs.	# Units	# Bldgs.	# Units	# Bldgs.	# Units
2000	2	178	4	299	10	383	16	860
2001	3	217	4	328	11	467	18	1,012
2002	0	0	6	402	6	464	12	866
2003	1	23	6	581	6	464	13	1,068
2004	1	23	6	581	8	541	15	1,145

Source: CMHC

**Table 1.4**

**Universe of Room-and-Board for Seniors  
By Building Size - In Number of Buildings and Beds  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2000 to 2004**

Year	10 to 29 units		30 to 49 units		50 or more units		Total	
	# Bldgs.	# Beds	# Bldgs.	# Beds	# Bldgs.	# Beds	# Bldgs.	# Beds
2000	15	285	6	196	6	382	27	863
2001	20	406	6	190	6	381	32	977
2002	20	380	5	170	8	532	33	1,082
2003	20	386	7	257	8	536	35	1,179
2004	19	363	8	287	8	517	35	1,167

Source: CMHC

**Table 1.5**

**Universe of Room-and-Board for Seniors  
By Occupation Type - In Number of Beds  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2000 to 2004**

Year	Single occupancy	Double occupancy +	Total
	# Beds	# Beds	# Beds
2000	790	73	863
2001	885	92	977
2002	990	92	1,082
2003	1,075	104	1,179
2004	1,065	102	1,167

Source: CMHC

**Table 1.6**

**Universe of Retirement Homes for Seniors  
By Detailed Zone - In Number of Buildings  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2004**

Zone	Apartment	Room-and-Board	Mixed *	Total
1 - Trois-Rivières	3	9	3	15
2 - Trois-Rivières-Ouest	2	5	1	8
3 - Cap-de-la-Madeleine	4	3	0	7
4 - Outlying Sector	0	12	2	14
<b>TROIS-RIVIÈRES CMA</b>	<b>9</b>	<b>29</b>	<b>6</b>	<b>44</b>

\* Including units in mixed retirement homes.

Source: CMHC

**Table 1.7**

**Universe of Retirement Homes for Seniors  
By Detailed Zone - In Number of Units  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2004**

Zone	Apartment*	Room-and-Board*	Total
1 - Trois-Rivières	326	402	728
2 - Trois-Rivières-Ouest	297	239	536
3 - Cap-de-la-Madeleine	442	99	541
4 - Outlying Sector	80	427	507
<b>TROIS-RIVIÈRES CMA</b>	<b>1,145</b>	<b>1,167</b>	<b>2,312</b>

\* Including units in mixed retirement homes.

Source: CMHC



**Table 2.1**

**Vacancy Rates of Apartments for Seniors  
By Building Size  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2000 to 2004**

Year	10 to 49 units	50 to 99 units	100 or more units	Total
2000	1.7%	6.7%	1.6%	3.4%
2001	9.1%	1.2%	2.2%	2.5%
2002	2.3%	0.0%	5.2%	3.5%
2003	14.9%	0.0%	1.1%	1.8%
2004	2.9%	0.0%	3.0%	2.5%

Source: CMHC

**Table 2.2**

**Vacancy Rates of Apartments for Seniors  
By Bedroom Type  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2000 to 2004**

Year	Studio	1-bedroom	2-bedroom +	Total
2000	4.0%	1.3%	10.9%	3.4%
2001	2.4%	3.0%	0.0%	2.5%
2002	5.9%	1.5%	0.0%	3.5%
2003	1.0%	2.9%	1.0%	1.8%
2004	3.3%	2.1%	0.0%	2.5%

Source: CMHC

**Table 2.3**

**Vacancy Rates of Apartments for Seniors  
By Meal Service Formula  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2000 to 2004**

Year	Unavailable	Optional	Mandatory	Total
2000	--	1.7%	6.3%	3.4%
2001	3.2%	3.4%	1.5%	2.5%
2002	--	2.0%	4.7%	3.5%
2003	--	1.1%	0.7%	1.8%
2004	--	1.0%	4.3%	2.5%

--: Data not available, confidential or change of classification between surveys.

Source: CMHC

**Table 2.4**

**Vacancy Rates of Apartments for Seniors  
By Detailed Zone and Bedroom Type  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2004**

Zone	Studio	# of units	1-bedroom	# of units	2-bedroom +	# of units	Total	# of units
1 - Trois-Rivières	13.4%	97	1.5%	194	0.0%	35	4.9%	326
2 - Trois-Rivières-Ouest	1.3%	230	12.1%	58	0.0%	9	3.4%	297
3 - Cap-de-la-Madeleine	1.4%	216	0.0%	181	0.0%	45	0.7%	442
4 - Outlying Sector	0.0%	29	0.0%	40	0.0%	11	0.0%	80
<b>TROIS-RIVIÈRES CMA</b>	<b>3.3%</b>	<b>572</b>	<b>2.1%</b>	<b>473</b>	<b>0.0%</b>	<b>100</b>	<b>2.5%</b>	<b>1,145</b>

Source: CMHC

**Table 2.5**

**Vacancy Rates of Room-and-Board for Seniors  
By Building Size  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2000 to 2004**

Year	10 to 29 beds	30 to 49 beds	50 or more beds	Total
2000	11.2%	9.2%	3.1%	7.2%
2001	11.3%	8.4%	1.6%	7.0%
2002	16.3%	4.7%	3.2%	8.0%
2003	10.9%	4.3%	0.6%	4.7%
2004	12.4%	4.2%	3.3%	6.3%

Source: CMHC

**Table 2.6**

**Vacancy Rates of Room-and-Board for Seniors  
By Occupancy Type  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2000 to 2004**

Year	Single occupancy	Double occupancy +	Total
2000	6.6%	14.5%	7.2%
2001	5.8%	19.3%	7.0%
2002	7.1%	18.5%	8.0%
2003	4.9%	2.9%	4.7%
2004	5.8%	11.8%	6.3%

Source: CMHC

**Table 2.7**

**Vacancy Rates of Room-and-Board for Seniors  
By Detailed Zone and Occupancy Type  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2004**

<b>Zone</b>	<b>Single occupancy</b>	<b># of units</b>	<b>Double occupancy +</b>	<b># of units</b>	<b>Total</b>	<b># of units</b>
<b>1 - Trois-Rivières</b>	<b>4.3%</b>	<b>396</b>	<b>66.7%</b>	<b>6</b>	<b>5.2%</b>	<b>402</b>
<b>2 - Trois-Rivières-Ouest</b>	<b>2.8%</b>	<b>217</b>	<b>0.0%</b>	<b>22</b>	<b>2.5%</b>	<b>239</b>
<b>3 - Cap-de-la-Madeleine</b>	<b>5.2%</b>	<b>97</b>	<b>100.0%</b>	<b>2</b>	<b>7.1%</b>	<b>99</b>
<b>4 - Outlying Sector</b>	<b>9.6%</b>	<b>355</b>	<b>8.3%</b>	<b>72</b>	<b>9.4%</b>	<b>427</b>
<b>TROIS-RIVIÈRES CMA</b>	<b>5.8%</b>	<b>1,065</b>	<b>11.8%</b>	<b>102</b>	<b>6.2%</b>	<b>1,167</b>

Source: CMHC

**Table 3.1**

**Average Apartment Rents\* for Seniors  
By Meal Service Formula  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2004**

Type	Unavailable	Optional	Mandatory
Studio	\$675	\$816	\$1,030
1-bedroom	\$739	\$1,019	\$1,504
2-bedroom +	--	\$1,289	\$1,921
<b>Total</b>	<b>\$736</b>	<b>\$971</b>	<b>\$1,234</b>

\* All services combined.

--: Data not available, confidential or change of classification between surveys.

Source: CMHC

**Table 3.2**

**Average Apartment Rents\* for Seniors  
By Detailed Zone and Bedroom Type  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2004**

Zone	Studio	# of units	1-bedroom	# of units	2-bedroom +	# of units
1 - Trois-Rivières	\$897	97	\$1,164	194	\$1,153	35
2 - Trois-Rivières-Ouest	\$995	230	\$1,583	58	\$2,060	9
3 - Cap-de-la-Madeleine	\$942	216	\$1,237	181	\$1,651	45
4 - Outlying Sector	\$596	29	\$699	40	\$819	11
<b>TROIS-RIVIÈRES CMA</b>	<b>\$938</b>	<b>572</b>	<b>\$1,204</b>	<b>473</b>	<b>\$1,422</b>	<b>100</b>

\* All services combined.

Source: CMHC

**Table 3.3**

**Average Room-and-Board Rents\* for Seniors  
By Detailed Zone and Occupancy Type  
Private Retirement Homes with 10 or More Units  
Trois-Rivières CMA  
2004**

Zone	Single occupancy	# of beds	Double occupancy +	# of beds
<b>1 - Trois-Rivières</b>	<b>\$954</b>	396	<b>\$553</b>	6
<b>2 - Trois-Rivières-Ouest</b>	<b>\$1,032</b>	217	<b>\$673</b>	22
<b>3 - Cap-de-la-Madeleine</b>	<b>\$855</b>	97	<b>\$600</b>	2
<b>4 - Outlying Sector</b>	<b>\$1,006</b>	355	<b>\$757</b>	72
<b>TROIS-RIVIÈRES CMA</b>	<b>\$978</b>	<b>1,065</b>	<b>\$723</b>	<b>102</b>

Source: CMHC

**Table 4.1**

**Features**  
**Percentage of Residences Offering a Specific Service**  
**Private Retirement Homes with 10 or More Units**  
**Trois-Rivières CMA**  
**2004**

Services	Apartment	Room-and-board
Cable television	93%	89%
Worship service	93%	89%
Banking counter	40%	26%
Hairdresser	93%	86%
Convenience store	40%	3%
Swimming Pool	33%	3%
Footpath	93%	83%
Bedding	47%	77%
Clothes cleaning	47%	86%
24-hour on-site medical care	40%	34%
Limited medical care (visits)	60%	63%
Housekeeping	100%	97%
Furniture	47%	71%
Indoor parking	20%	0%
Outdoor parking	87%	94%
Supervision	93%	86%
Intercom system	93%	91%
Transportation system	73%	69%
Other services	7%	14%

Source: CMHC

## Methodology

The **survey universe** includes all privately initiated retirement homes with 10 or more units, enumerated in the Trois-Rivières 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**

1. Trois-Rivières
2. Trois-Rivières-Ouest
3. Cap-de-la-Madeleine
4. Outlying Sector: Bécancour, Pointe-du-Lac, Saint-Louis-de-France, Saint-Maurice, Sainte-Marthe-du-Cap-de-la-Madeleine

## **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 2004 on the privately initiated retirement home market in the Trois-Rivières 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 Trois-Rivières 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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