



T H E

# RETIREMENT HOME

MARKET STUDY



2006 TROIS-RIVIÈRES

# **Retirement Home Market Study**

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## **2006 Trois-Rivières**

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# Trois-Rivières

## Census Metropolitan Area

### Highlights

In the Trois-Rivières census metropolitan area (CMA), the retirement home market tightened again in 2005. After easing slightly in 2004, the vacancy rate fell to 3.7 per cent in the fall of 2005, compared to 4.5 per cent one year earlier.

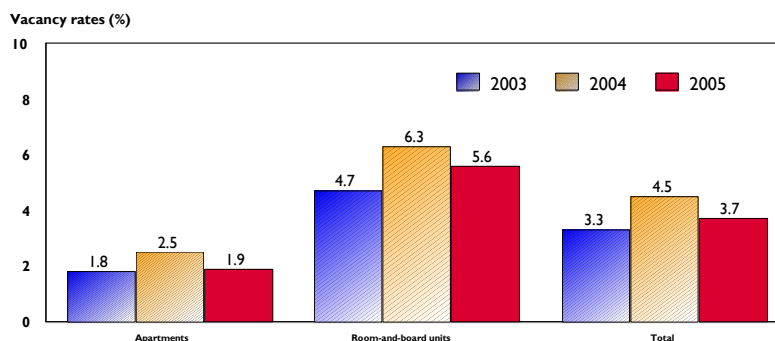
The tighter conditions observed in 2005 affected all market segments. The vacancy rate for apartment retirement homes went down by close to six tenths of a percentage point to 1.9 per cent, from 2.5 per cent in the fall of 2004. This market is therefore qualified as tight.

Room-and-board residences posted a similar decrease in their vacancy rate. The proportion of vacant units of this type declined to 5.6 per cent in 2005, from 6.3 per cent one year earlier. This market can still be considered as being at a balanced level<sup>1</sup>.

### Market Tightens Again After a Pause

In the fall of 2005, the retirement home market tightened again in the Trois-Rivières CMA. After the pause observed in 2004, a year during which the market had eased somewhat, the proportion of vacant units decreased last year. CMHC's annual survey conducted in October 2005 on the private market revealed that the overall vacancy rate was 3.7 per cent, compared to 4.5 per cent in 2004. The overall vacancy rate therefore moved closer to its lowest level of 3.3

### Vacancy Rate Decreases in Trois-Rivières



Source : CMHC

<sup>1</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.

per cent, registered in 2003. In absolute terms, 91 units were unoccupied in the fall of 2005 in the Trois-Rivières CMA, out of a total stock of 2,449 units.

In the rest of the province, market conditions tightened in only one other CMA. In fact, the Saguenay CMA recorded a considerable decrease in its retirement housing vacancy rate. The Trois-Rivières and Saguenay markets are therefore not like the markets of the other CMAs across the province, where conditions eased. In fact, the Québec and Montréal CMA markets continued the easing trend that was already well under way in 2004. The Sherbrooke and Gatineau CMA markets, for their part, were relatively stable, as the proportion of vacant units there went up very slightly. In fact, apart from the Trois-Rivières and Saguenay CMAs, the outlook seems to be pointing to a greater availability of units, in most areas across the province<sup>2</sup>.

## Housing Stock

In the Trois-Rivières area, 137 units were added to the retirement housing universe at the time of the 2005 survey, compared to 65 in 2004. Out of these 137 new units, 85 were apartments and 52 were room-and-board units. The total number of units intended for senior clients therefore went up from 2,312 in 2004 to 2,449 in 2005. This stock is composed of almost equal numbers of apartments and rooms. Even though the supply increased, by more than double in relation to the gain recorded in 2004, renters had more difficulty in finding a unit. In the fall of 2005, there were 12 fewer available units than at the same time in 2004.

The rise in the supply of units resulted from the expansion of existing residences, as no new retirement homes were added to survey universe in 2005. Three retirement homes in the area undertook major additions to meet the demand and offer more units. One residence more than doubled its number of apartments, from 72 to 153 units. Other expansion projects got under way during the second half of 2005, such that their units will be added to the universe of the next survey, and still more projects are on the drawing table for 2006.

## Apartment Retirement Homes

Despite their higher rents, apartments still appeared to be preferred by renters in 2005. These units, which generally provide their occupants with more space and services than room-and-board units, have always posted vacancy rates well below the levels registered for rooms. In addition to these features, apartments differ from room-and-board units in that they have a full bathroom and kitchen. According to the October 2005 survey results, the proportion of vacant apartments for seniors moved farther away from the balanced level, reaching 1.9 per cent, compared to 2.5 per cent one year earlier. This level therefore moved closer to the low point of 1.8 per cent, recorded in 2003. This market tightened, even with the addition of 85 new units.

The 2005 survey results revealed that tenants still seem to prefer to live in apartments contained in mid-size buildings (50 to 99 units). In fact, for a fourth straight year, these buildings showed no vacancies, as not one such unit was available. In larger structures (100 or more units), the vacancy rate went down from 3.0 per cent in 2004 to 2.1 per cent in 2005, while this proportion remained

<sup>2</sup> See the provincial section on page 10.

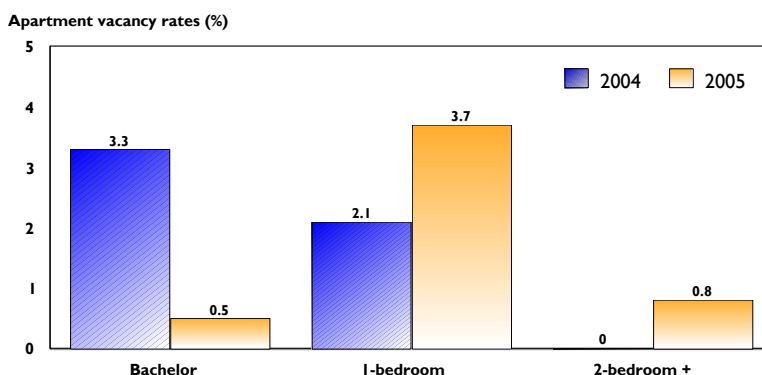
stable in smaller buildings (10 to 49 units). Even with this stability, smaller projects had the highest vacancy rate in 2005, at 2.9 per cent. Apartments contained in smaller buildings are less numerous and often less in demand than units found in larger structures, for several reasons. First, large buildings frequently offer a varied range of services on site, which suits many tenants. Also, these larger projects provide their tenants with a feeling of security, by generally offering them health care and medical services.

## Few Unoccupied Bachelor Apartments

The tighter conditions on the apartment market observed in 2005 were notably due to the decrease in the proportion of unoccupied bachelor units. In fact, these units were the only ones to have registered a decline in their vacancy rate, which fell from 3.3 per cent in 2004 to 0.5 per cent in 2005. The situation eased for one-bedroom units, as the vacancy rate for these apartments moved closer to a balanced level, reaching 3.7 per cent in 2005. Lastly, the two-bedroom apartment market also eased somewhat in 2005. While no two-bedroom units were vacant in the area in 2004, the proportion of available units of this type went up slightly to 0.8 per cent in 2005. Despite this increase, the vacancy rate for two-bedroom units remained very low in the area, and this market is still qualified as tight.

Bachelor apartments and two-bedroom dwellings were therefore the unit types that managed to do well in 2005, as they posted the lowest vacancy rates. These two types of units command generally lower rents, the first on account of their smaller floor area and the second because their rents can be split between more than one tenant. This explains the popularity of these types of apartments.

## Bachelor Apartments and Two-Bedroom Units Preferred by Tenants



Source : CMHC

A review of the results according to the type of services offered reveals that the proportion of vacant apartments with an optional meal service went up from 1.0 per cent in 2004 to 2.3 per cent in 2005. The vacancy rate for apartments with a mandatory meal service went down by more than half, from 4.3

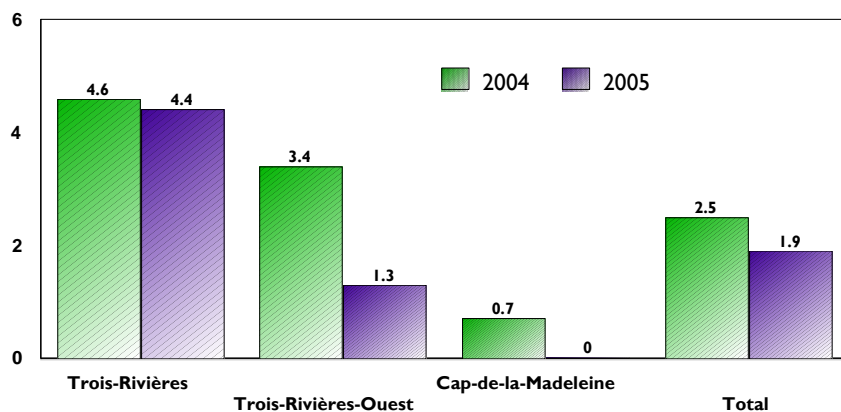
per cent in 2004 to 1.5 per cent in 2005. This situation was attributable to the mix of new units that arrived on the market during 2005. The supply of apartments with an optional meal service grew considerably in 2005, with the arrival of 81 new units of this type on the market. This addition increased the supply of such units by nearly 14 per cent, which contributed to driving up the vacancy rate, as all these units had not yet been rented out.

### Vacancy Rates Vary Depending on the Sectors

The apartment vacancy rates differed depending on the sectors in the area. The sector corresponding to the former municipality of Trois-Rivières had the highest vacancy rate, at 4.4 per cent, compared to 4.6 per cent at the time of the 2004 survey. This market, which is balanced, always has a higher vacancy rate than the other sectors, mainly because the buildings in this sector are older. As well, it was in this zone that the new units were added in 2005. The increase in the supply of apartments therefore pushed up the vacancy rate.

### Apartment Vacancy Rates Vary Depending on the Sectors

Apartment vacancy rates (%)



Source : CMHC

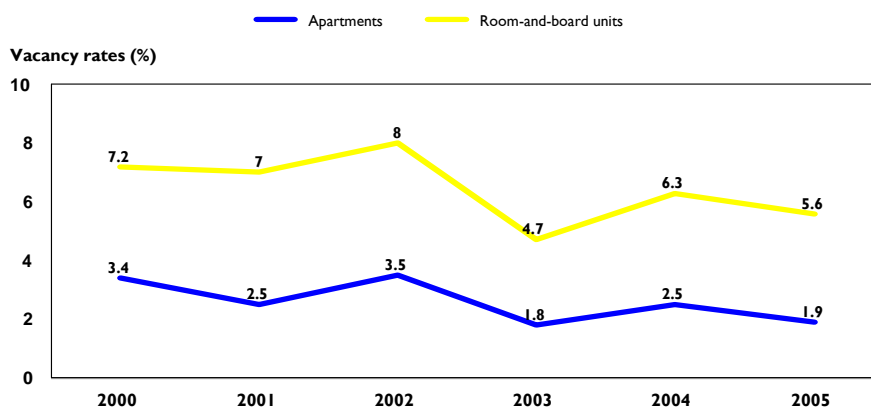
The Trois-Rivières-Ouest sector, for its part, saw its market conditions tighten significantly. In fact, the vacancy rate there reached 1.3 per cent in 2005, compared to 3.4 per cent one year earlier. In this sector, supply remained limited, as only 4 new apartments were added to the survey universe in 2005. Finally, in the Cap-de-la-Madeleine sector, there were no available apartments, and no new units were added to the universe in 2005.



## Room-and-board Retirement Homes

Room-and-board retirement homes did not escape the tightening trend that prevailed in 2005. While they have a much higher vacancy rate than apartments, this proportion decreased to 5.6 per cent in 2005, from 6.3 per cent in 2004. However, this market can still be considered as being at a balanced level, which is around 6 per cent.

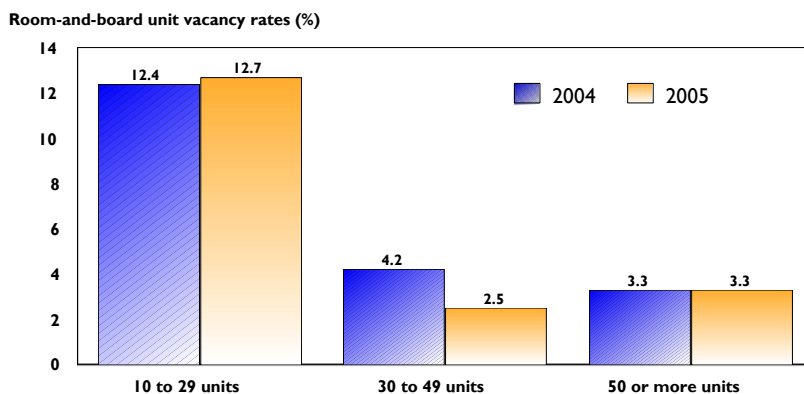
### Retirement Housing Vacancy Rate Down Slightly in Trois-Rivières



Source : CMHC

Just like for apartments, the unoccupied rooms within the territory are concentrated in smaller structures (10 to 29 units). The vacancy rate for units contained in such buildings rose slightly to 12.7 per cent in 2005, compared to 12.4 per cent in 2004. A surplus of rooms therefore persists in these projects. To no great surprise, and for the same reasons as in the case of apartments, rooms in larger structures had the lowest vacancy rates: 2.5 per cent for buildings with 30 to 49 units and 3.3 per cent for those comprising 50 or more units.

### Larger Projects Popular Among Tenants

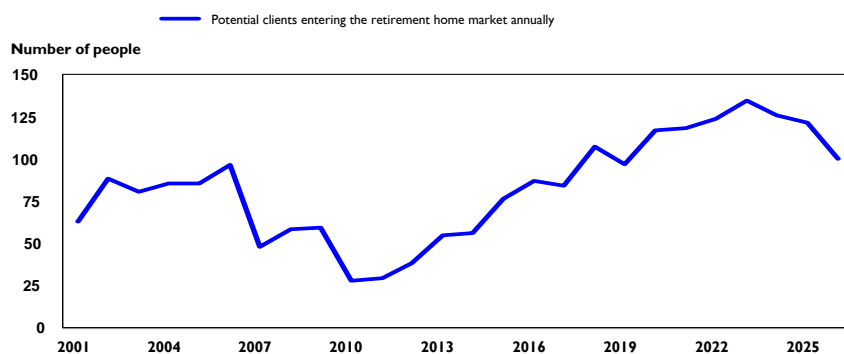


Source : CMHC

## Market to Ease in 2006

The demographic profile of the Trois-Rivières CMA is helping to support the retirement home market. In fact, the Trois-Rivières area population is the oldest in the province, and the demographic growth of the group aged 75 years or older, who are the usual clients of retirement homes, will be vigorous over the coming years. In the short and medium terms, however, that is, from now until 2010, demand can be expected to weaken, as the demographic growth of people aged 75 years or older will slow down somewhat. In fact, between 2007 and 2010, this growth will not be as strong. Starting in 2010, though, growth will get back up to a good cruising speed and will be solid.

### Market to Keep Growing



Source : CMHC

Considering the latest estimates issued by the Institut de la statistique du Québec (ISQ), and given that the total retirement housing stock stands at 2,449 units, the retirement home penetration rate<sup>3</sup> reached 22.5 per cent in 2005, compared to 22 per cent in 2004. It can therefore be noted that the penetration rate posted a small increase, as the growth in the number of units slightly exceeded that of the target population. For 2006, the potential demand<sup>4</sup> for retirement housing is about 100 units. Over 100 units are already under construction and should be added to the stock during 2006. As well, in Shawinigan-Sud, construction recently got under way on a major housing project comprising over 230 apartments. Even if these new units should only arrive on the market in 2007, and although this future retirement home is not located on the territory of the Trois-Rivières CMA, this project will still contribute to driving up the vacancy rate in 2006. The Trois-Rivières CMA attracts a significant share of older clients from the surrounding zones where there are few or no large buildings (100 or more units). This new residence will therefore ensure a certain retention of these clients who were previously moving to Trois-Rivières. As a result, the considerable supply of new units, combined with a demand that will lose some strength, will cause this market to ease in 2006. By the fall of 2006, the overall vacancy rate could reach a level between 4 per cent and 5 per cent.

<sup>3</sup> The penetration rate is the ratio between the total number of privately initiated retirement housing units in a given market zone and the total number of people aged 75 years or older living in this zone.

<sup>4</sup> The penetration rate for people aged 75 years or older living 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 a demand of 100 units for the year 2006. This growth will slow down between 2006 and 2010 and then pick up again and surpass the 100-unit mark in 2020.

## Regional results

The results of the latest retirement home market survey conducted across the province of Quebec revealed different situations, depending on the CMAs. First of all, the retirement home penetration rates<sup>1</sup> are more than twice as high in some CMAs as in others, and the vacancy rates also vary from one area to another. Before reviewing these results, it is important to mention that, for smaller CMAs, both the penetration and vacancy rates are more sensitive to marginal increases in supply (that is, in construction). The results must therefore be analyzed in a specific context.

The Sherbrooke area had the highest penetration rate (24.2 per cent). Developers have been at the forefront of the retirement home construction sector, offering innovative products sometimes targeted to a broader client group. In 2005, the vacancy rates reached 2.2 per cent for apartments and 3.6 per cent for room-and-board units. According to the 2005 survey, rooms still accounted for 45 per cent of the retirement housing units in this area.

The Trois-Rivières area followed with a penetration rate of 22.5 per cent.

The vacancy rate for apartment retirement homes went down by close to six tenths of a percentage point to 1.9 per cent, from 2.5 per cent in the fall of 2004. In the room-and-board retirement home segment, the proportion of vacant units fell to 5.6 per cent in 2005, from 6.3 per cent one year earlier.

In the Québec area, the penetration rate attained 20.0 per cent, with a significant proportion of apartment retirement homes. The recent increase in the number of vacant units in apartment residences caused the vacancy rate to climb to 3.1 per cent in the fall of 2005. In the room-and-board retirement home segment, the proportion of unoccupied units rose slightly, reaching 6.2 per cent in the fall of 2005.

The Saguenay area posted a penetration rate of 18.3 per cent. The overall vacancy rate was 1.5 per cent in October 2005, down from 2.9 per cent one year earlier. It was the status quo in supply that accounted for the tighter market conditions, as no new units were added to the universe between the October 2004 and 2005 surveys. Stable supply and a higher demand resulting from the

increase in the senior population therefore led to a decrease in the vacancy rate.

In Montréal, the penetration rate was estimated at 14.3 per cent. In 2005, for a third straight year, construction got under way on several new retirement homes in Greater Montréal. In all, over 2,600 new units were added to the retirement housing stock, which drove up the vacancy rates in both apartment residences (to 4.0 per cent) and room-and-board homes (to 4.5 per cent).

The Gatineau area, which has a younger population, had a penetration rate of 11.1 per cent. The overall vacancy rate of 0.9 per cent was not very different from the level observed the year before (0.6 per cent). The vacancy rate for apartment retirement homes went from 9.0 per cent in 2002 to 0.8 per cent in 2003 and then fell to 0.3 per cent in 2004. In 2005, there were no vacancies in residences of this type.

<sup>1</sup> The penetration rate is the ratio between the supply of retirement housing units and the population aged 75 years or older.

	Sherbrooke	Trois-Rivières	Québec	Saguenay	Montréal	Gatineau
<b>Population in 2005</b>						
75 years or older	11,198	10,907	45,725	9,274	218,094	11,162
<b>Housing stock</b>						
Apartments	1,477	1,230	6,044	794	22,334	506
Rooms	1,232	1,219	3,109	900	8,935	729
Total	2,709	2,449	9,153	1,694	31,269	1,235
<b>Vacancy rates (%)</b>						
Apartments	2.2	1.9	3.1	2.6	4.0	0.0
Rooms	3.6	5.6	6.2	0.3	4.5	1.5
Total	3.1	3.7	4.2	1.5	4.1	0.9
<b>Penetration rate (%)</b>						
	24.2	22.5	20.0	18.3	14.3	11.1

Source: CMHC, Statistics Canada

**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 2005**

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
2005	5	69	2	172	8	989	15	1,230

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 2005**

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
2005	587	516	127	1,230

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 2005**

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	--	--	6	581	6	464	13	1,068
2004	--	--	6	581	8	541	15	1,145
2005	--	--	6	662	8	545	15	1,230

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

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 2005**

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
2005	17	324	8	285	9	610	34	1,219

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 2005**

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
2005	1,123	96	1,219

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  
2005**

Zone	Apartment	Room-and-Board	Mixed *	Total
1 - Trois-Rivières	3	8	3	14
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>28</b>	<b>6</b>	<b>43</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  
2005**

Zone	Apartment*	Room-and-Board*	Total
1 - Trois-Rivières	407	384	791
2 - Trois-Rivières-Ouest	301	281	582
3 - Cap-de-la-Madeleine	442	97	539
4 - Outlying Sector	80	457	537
<b>TROIS-RIVIÈRES CMA</b>	<b>1,230</b>	<b>1,219</b>	<b>2,449</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 2005**

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%
2005	2.9%	0.0%	2.1%	1.9%

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 2005**

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%
2005	0.5%	3.7%	0.8%	1.9%

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 2005**

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%
2005	--	2.3%	1.5%	1.9%

--: 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  
2005**

Zone	Studio	# of units	1-bedroom	# of units	2-bedroom +	# of units	Total	# of units
1 - Trois-Rivières	2.7%	112	6.3%	237	0.0%	58	4.4%	407
2 - Trois-Rivières-Ouest	0.0%	230	6.9%	58	--	--	1.3%	301
3 - Cap-de-la-Madeleine	0.0%	216	0.0%	181	0.0%	45	0.0%	442
4 - Outlying Sector	--	--	--	--	--	--	--	--
<b>TROIS-RIVIÈRES CMA</b>	<b>0.5%</b>	<b>587</b>	<b>3.7%</b>	<b>516</b>	<b>0.8%</b>	<b>127</b>	<b>1.9%</b>	<b>1,230</b>

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

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 2005**

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%
2005	12.7%	2.5%	3.3%	5.6%

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 2005**

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%
2005	6.1%	0.0%	5.6%

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  
2005**

Zone	Single occupancy	# of units	Double occupancy +	# of units	Total	# of units
1 - Trois-Rivières	5.3%	378	--	--	5.2%	384
2 - Trois-Rivières-Ouest	6.4%	265	--	--	6.0%	281
3 - Cap-de-la-Madeleine	8.4%	95	--	--	8.2%	97
4 - Outlying Sector	6.0%	385	0.0%	72	5.0%	457
<b>TROIS-RIVIÈRES CMA</b>	<b>6.1%</b>	<b>1,123</b>	<b>0.0%</b>	<b>96</b>	<b>5.6%</b>	<b>1,219</b>

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

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  
2005**

Type	Unavailable	Optional	Mandatory
Studio	\$689	\$827	\$1,032
1-bedroom	\$754	\$1,053	\$1,505
2-bedroom +	--	\$1,270	\$1,943
<b>Total</b>	<b>\$752</b>	<b>\$998</b>	<b>\$1,241</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  
2005**

Zone	Studio	# of units	1-bedroom	# of units	2-bedroom +	# of units
1 - Trois-Rivières	\$912	112	\$1,179	237	\$1,175	58
2 - Trois-Rivières-Ouest	\$995	230	\$1,583	58	--	--
3 - Cap-de-la-Madeleine	\$943	216	\$1,237	181	\$1,651	45
4 - Outlying Sector	--	--	--	--	--	--
<b>TROIS-RIVIÈRES CMA</b>	<b>\$941</b>	<b>587</b>	<b>\$1,209</b>	<b>516</b>	<b>\$1,403</b>	<b>100</b>

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

\* 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  
2005**

Zone	Single occupancy	# of beds	Double occupancy +	# of beds
1 - Trois-Rivières	\$960	378	\$553	--
2 - Trois-Rivières-Ouest	\$1,044	265	\$922	--
3 - Cap-de-la-Madeleine	\$869	95	\$600	--
4 - Outlying Sector	\$1,036	385	\$773	72
<b>TROIS-RIVIÈRES CMA</b>	<b>\$998</b>	<b>1,123</b>	<b>\$780</b>	<b>96</b>

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

Source: CMHC

**Table 4.1**

**Features**  
**Percentage of Residences Offering a Specific Service**  
**Private Retirement Homes with 10 or More Units**  
**Trois-Rivières CMA**  
**2005**

Services	Apartment	Room-and-board
Cable television	93%	91%
Worship service	93%	91%
Banking counter	40%	26%
Hairdresser	93%	91%
Convenience store	40%	3%
Swimming Pool	33%	3%
Footpath	93%	85%
Bedding	47%	79%
Clothes cleaning	47%	88%
24-hour on-site medical care	40%	38%
Limited medical care (visits)	60%	62%
Housekeeping	100%	100%
Furniture	47%	74%
Indoor parking	20%	0%
Outdoor parking	100%	100%
Supervision	93%	88%
Intercom system	93%	94%
Transportation system	73%	71%
Other services	7%	15%

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 2005 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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