



**JLR PUBLICATION**

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# Real Estate Portrait of Pointe-Claire

**IN THE CONTEXT OF MONTREAL 375TH ANNIVERSARY, JLR HAS ESTABLISHED A REAL ESTATE PORTRAIT OF THE VARIOUS BOROUGHES OF THIS AGGLOMERATION. NOW THAT THE CELEBRATION IS OVER, JLR WILL CONTINUE TO PUBLISH REAL ESTATE PORTRAITS OF THE LARGEST CITIES OF QUEBEC. HERE IS THE ANALYSIS FOR POINTE-CLAIRE.**

## **OVERVIEW:**

**L**ocated in the western portion of the Island, Pointe-Claire counts 31,380 inhabitants and spreads over a territory covering 19 km<sup>2</sup><sup>1</sup>. The city comprises a large industrial park that employs over 7000 people. It also has 38 public parks, 7 outdoor pools, 24 tennis courts, and 10 outdoor skating rinks. It is bordered by the Lac Saint-Louis, and by the municipalities of Dorval, Kirkland, Beaconsfield and Dollard-des-Ormeaux.

**While about 70% of its population are bilingual,** English is the most spoken language at home. Chinese, Spanish, and Italian are also often used<sup>2</sup>.

**The stock of properties for sale in the territory comprising Pointe-Claire (and surrounding areas) decreased in 2017, compared to the precedent year<sup>3</sup>.** This diminution of supply has certainly favoured sellers, particularly for those seeking to sell their single-family home. At the same time, sales of this type of property rose at a faster pace in the municipality compared to those in the western part of the island<sup>4</sup>.

## **MOST NEW STARTS IN POINTE-CLAIRE ARE OFTEN RENTAL APARTMENTS AND CONDOS**

**In 2017, there were 456 new housing starts on the territory comprising Pointe-Claire and its surroundings<sup>5</sup> in 2017, a significant increase compared to the number recorded over the preceding year.** The majority of these were rental apartments (+236), but also condos (+189). Despite this important increase in housing starts compared to last year, it represents only about 1% of the housing stock in this zone.

The housing inventory in the city is characterized by a large majority of single-family homes (about 85%). The condo is the second most frequent type of housing, accounting for 13% of the housing stock. Plex is infrequent in Pointe-Claire with only 2% of the real estate market share. Having said that, the construction of single-family homes is limited as there is a new tendency to favour construction of rental apartments and condos. Therefore, the market share associated with plex and condos is likely to increase slowly over the next few years.

**Compared to the level recorded 10 years ago, single-family home sales have increased, according to data compiled by JLR based on the Quebec Land Register.** As for condos, while the number of transactions has remained low, it has increased at a faster pace than that of surrounding neighborhoods. Plex sales, on the other hand, have decreased during the same period<sup>6</sup>.

## **THE REAL ESTATE MARKET WAS DYNAMIC, ESPECIALLY FOR SINGLE-FAMILY HOMES**

**When looking at the gap between selling price and municipal evaluation since the beginning of 2017, both the single-family home and condo segments are dynamic.** The ratio between the selling price and the municipal evaluation was 111 for single-family homes, and 106<sup>7</sup> for condos for 2017, which suggests that prices in these markets have been progressing since July 1, 2015, the reference date used for the assessment roll of 2017 to 2019. Furthermore, these ratios are amongst the highest on the Island.

**According to data compiled by JLR based on the Quebec Land Register in 2017, the median purchase price of a single-family home was \$400,000, a 10% growth compared to 2016, compared to 7% in surrounding boroughs/cities.** The median price for condos (\$382,545), on the other hand, has fallen (-4%) during the period, a slight contrast compared to its neighbouring areas (+3%)<sup>8</sup>.

**Note that since the sales volume of this market segment is quite small, the results can vary considerably from one year to the other.** In addition, these variations are frequent for smaller condo markets, as new projects are often built by phase of multiple units that are sold at the same time, resulting in significant changes in price levels for the whole segment. In the last two years, approximately 2/3 of condos sold were new in Pointe-Claire. Projects such as the Ventura condos on boulevard Brunswick and the condominiums built by Sotramont on Gendron Avenue are responsible for many sales of new condos.

## OUTLOOK:

**Similar to the municipalities of Kirkland, Dollard-des-Ormeaux and the borough of Pierrefonds-Roxboro, the housing supply in Pointe-Claire will remain fairly flat for single-family homes especially, as very few lands are still available for new developments.** Hence, prices are expected to go up, especially for single-family homes located in prime locations, as the demand for this type of property will increase with the growth in population and wages, while its supply will remain the same.

**The announcement of the new REM train station planned in Pointe-Claire could increase prices by improving accessibility to public transit.** This announcement may also explain the current rise in prices in the city and the very high number of new condo projects in proportion to the current size of the market.

**At the same time, net migration flows in Montreal will improve over the next few years<sup>9</sup>.** As there are very few plex in Pointe-Claire, the city is less suited to welcoming newcomers who often prefer renting. Thus, it is mainly established immigrants (26% of the population are immigrants)<sup>10</sup> who are seeking to acquire a property that will stimulate housing demand in Pointe-Claire. For condos, as population ages in Pointe-Claire<sup>11</sup>, one might expect a gradual increase in demand for condos coming from older citizens. Residents approaching the retirement age (45 to 64 years old) represents 31% of the population of the municipality, compared to 25% in Montreal<sup>12</sup>. 150 newly completed condos in the city and its surroundings in 2017 will help to address the demand coming from the senior citizens wishing to live in a smaller and easier to maintain space<sup>13</sup>.

In sum, the upward trend in price for single-family homes in Pointe-Claire may be explained in part by the limited growth of housing supply compared to the demand. On the other hand, the drop observed for condos can be attributed to the relatively low number of sales for this market segment, and the several new units sold during the last years.

## BIBLIOGRAPHY

- [1] Census Data Statistic Canada 2016.
- [2] Census Data Statistic Canada 2016.
- [3] QFREB by the Centris system.
- [4] Information retrieved from JLR database on 02/02/2018. <https://www.jlr.ca/radarimmobilier#ventes-immobilieres>.
- [5] Dorval, Hampstead, Montreal-Ouest, Mont-Royal, and Westmount
- [6] Information retrieved from JLR database on 20/01/2018. <https://www.jlr.ca/radarimmobilier#ventes-immobilieres>.
- [7] Information retrieved from JLR database on 02/02/2018. <https://www.jlr.ca/radarimmobilier#ventes-immobilieres>.
- [8] Information retrieved from JLR database on 02/02/2018. <https://www.jlr.ca/radarimmobilier#ventes-immobilieres>.
- [9] According to the *Institut de la statistique du Québec*, net migration flow should be rising from 20,000 people in 2015 to a predicted 30,000 people per year for the next 2 years.
- [10] Census Data Statistic Canada 2016.
- [11] *Institut de la statistique au Québec* estimates.
- [12] Census Data Statistic Canada 2016.
- [13] [https://www.cmhc-schl.gc.ca/odpub/esub/64159/64159\\_2018\\_M01.pdf?fr=1517756323699](https://www.cmhc-schl.gc.ca/odpub/esub/64159/64159_2018_M01.pdf?fr=1517756323699)

## METHODOLOGY

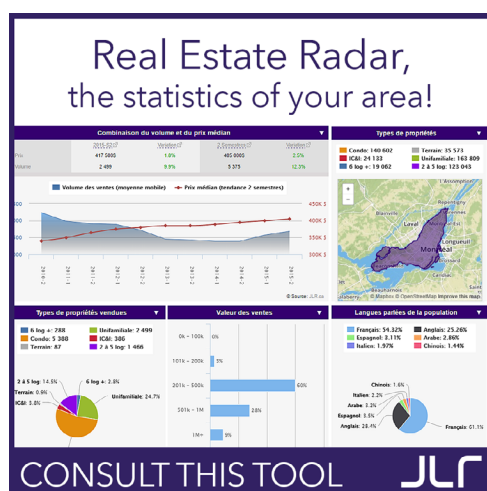
JLR has eliminated for statistical calculations: sales with a transaction value of less than \$5,000, tied sales, mortgage take-back sales, undivided sales and multiple sales.

## FOR MORE DETAILS

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