

Canada's Condo Market Remains an Opportunity For First-Time Homebuyers: Report

TORONTO (March 26, 2008) – Condominium markets in Canada will continue to offer solid opportunities in 2008 to first-time homebuyers looking for accessible, affordable housing in Canada's major urban centres, according to new data released today by Genworth Financial Canada, a subsidiary of Genworth Financial, Inc. (NYSE:GNW).

Genworth's *Winter 2008 Metropolitan Condominium Outlook* concludes that while condo sales numbers are downshifting from near-record levels in eight cities surveyed, resale prices should continue to advance in 2008 and grow steadily through 2012. As a result, condos remain a good entry point for first-time buyers and a good investment for market entrants.

With drops in condo starts from historically high levels in Montreal, Calgary, Edmonton, Vancouver and Victoria, the country will see balancing between re-sales and new condo starts over the next few years. This will encourage moderate price growth and in turn maintain the affordability factor of condominiums. All markets will see price increases in 2008, ranging from 1.6 per cent in Ottawa to 6.4 per cent in Edmonton.

"Condominiums are still filling the demand for relatively affordable housing. With prices for single-detached homes rising well above \$500,000 in Toronto and Calgary, and to at least \$600,000 in Vancouver, the condo market remains extremely important to first-time buyers who wish to remain in Canada's largest urban communities," said Peter Vukanovich, president of Genworth Financial Canada.

The Genworth report, produced with the Conference Board of Canada, concludes that "recently elevated volumes suggest condos are becoming entrenched in most communities." Edmonton, Vancouver and Victoria are estimated to have posted record high starts volumes in 2007, while Calgary and Ottawa hit all time highs in 2006.

“Canada’s condo market continues to remain a good opportunity for first-time home buyers. The slower rate of price appreciation in 2008 will benefit first-time buyers looking to get into the market, and the innovative mortgage solutions available to them make that first-time purchase more accessible and affordable than ever,” said Vukanovich.

“This report underscores the solid value condominiums offer to first-time homebuyers looking to get a foothold in Canada’s robust housing market. A condo offers an affordable opportunity to begin to build equity in a home of your own,” said Jim Murphy, President and CEO of the Canadian Association of Accredited Mortgage Professionals (CAAMP).

The *Winter 2008 Metropolitan Condominium Outlook* reviewed resale condo markets in Quebec City, Montreal, Ottawa, Toronto, Calgary, Edmonton, Vancouver and Victoria. All eight markets registered moderate price growth in 2007 and are forecast to continue to have moderate growth this year and through 2012.

Average Resale Condo Price by City: Forecast

City	2007 Forecast	2008 Forecast	2009 Forecast	2010 Forecast	2011 Forecast	2012 Forecast
	<i>Percentage Increase</i>	<i>Percentage Increase</i>	<i>Percentage Increase</i>	<i>Percentage Increase</i>	<i>Percentage Increase</i>	<i>Percentage Increase</i>
Quebec City	\$130,133 4.7	\$134,872 3.6	\$139,485 3.4	\$144,898 3.9	\$149,623 3.3	\$154,304 3.1
Montreal	\$175,555 2.9	\$182,700 4.1	\$189,571 3.8	\$195,040 2.9	\$199,785 2.4	\$203,591 1.9
Ottawa	\$185,377 5.7	\$188,276 1.6	\$194,778 3.5	\$201,372 3.4	\$208,266 3.4	\$215,231 3.3
Toronto	\$229,708 7.6	\$236,351 2.9	\$242,254 2.5	\$250,623 3.5	\$259,507 3.5	\$268,488 3.5
Calgary	\$275,633	\$286,896	\$295,248	\$303,768	\$312,129	\$320,728

	22.2	4.1	2.9	2.9	2.8	2.8
Edmonton	\$235,881	\$250,873	\$255,193	\$260,748	\$267,116	\$274,333
	43.2	6.4	1.7	2.2	2.4	2.7
Vancouver	\$328,158	\$346,713	\$355,184	\$366,348	\$377,932	\$389,344
	11.9	5.7	2.4	3.1	3.2	3.0
Victoria	\$272,061	\$282,619	\$289,399	\$297,065	\$305,641	\$314,298
	9.4	3.9	2.4	2.6	2.9	2.8

Sources: The Conference Board of Canada; Canada Mortgage and Housing Corporation; Canadian Real Estate Association. **Note:** For Montreal, Ottawa, Toronto and Vancouver, resale apartments classified as condos were included; for Calgary and Edmonton, data includes condos that are single-detached units, semi-detached units, townhouse/row units, and apartments that are classified as condos.

The full *Winter 2008 Metropolitan Condominium Outlook* is available at www.genworth.ca.

About Genworth Financial Canada:

Genworth Financial Canada, The Homeownership Company, works with lenders, mortgage brokers, real estate agents and builders to make homeownership more affordable and accessible throughout Canada. The company combines global experience in mortgage insurance with technological and service leadership to deliver innovation to the mortgage marketplace.

Genworth Financial Canada issues reports on Canada's housing market and Canada's condo market in winter and summer; all in conjunction with the Conference Board of Canada. Our intention is to educate and provide useful information to Canadian consumers, homeowners, future first-time homebuyers and governments. We believe homeowners and homebuyers require up-to-date information about Canada's housing market to make informed decisions about homeownership, for many the most important investment of their lifetime. Genworth Financial Canada also listens to homebuyers about their challenges and concerns, to make us better informed about how we can offer products that help Canadians realize the dream of homeownership.

Additional information about Genworth Financial Canada is available at www.genworth.ca or through mortgage lenders.

About Genworth Financial

Genworth Financial, Inc. (NYSE:GNW) is a leading public Fortune 500 global financial security company. Genworth has more than \$114 billion in assets and employs approximately 7,000 people in 25 countries. Its products and services help meet the investment, protection, retirement and lifestyle needs of over 15 million customers. Genworth operates through three segments: Retirement and Protection, International and U.S. Mortgage Insurance. Its products and services are offered through financial intermediaries, advisors, independent distributors and sales specialists. Genworth Financial, which traces its roots back to 1871, became a public company in 2004 and is headquartered in Richmond, Virginia. For more information, visit Genworth.com.

- 30 -

For additional information or to arrange interviews:

Sherri Leclair
Genworth Financial Canada
Marketing/Communications Leader
905 287.5408
sherri.leclair@genworth.com