

## **Condo Markets in Montreal and Quebec City provide Accessible and Affordable Investment Opportunities**

Markets post moderate through 2012

**MONTREAL** (March 26, 2008) – Condo markets in Montreal and Quebec City will post moderate price growth through 2012, offering solid opportunities for first-time homebuyers and feed the need for accessible, affordable housing in Quebec, 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* reports that Montreal's average resale condo price will rise from \$175,555 in 2008 to \$203,591 by 2012, while in Quebec City resale condo prices are expected to climb from an average \$134,872 in 2008 to \$154,304 by 2012. Prices will increase, on average, 3.5 per cent a year in Quebec City and 3 per cent a year in Montreal between 2008 and 2012.

"Condos remain an affordable and attractive option for first-time homebuyers. With the average price for a detached home in Quebec expected to exceed \$269,000 this year, the condo market remains an important entry point for first-time homebuyers," said Peter Vukanovich, president of Genworth Financial Canada.

With projected declines in condo starts from historically high levels, Montreal and Quebec City will witness a balancing of supply and demand in both the resale and new condominium markets in the coming years. The continued growth of the population aged 55 and over in both cities will help drive demand for condos.

The Genworth report, produced with the Conference Board of Canada, concludes that "recently elevated volumes suggest condos are becoming entrenched in most communities."

"Canada's condo market remains a good opportunity for first-time homebuyers, and innovative mortgage solutions are making that first-time purchase more accessible and affordable than ever," said Vukanovich.

“This report underscores the solid value condominiums in Montreal and Quebec city 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 Naureen Durack, Mortgage Consultant, Multi-Prêts Hypotheques.

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
	Percentage Increase	Percentage Increase	Percentage Increase	Percentage Increase	Percentage Increase	Percentage Increase
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 22.2	\$286,896 4.1	\$295,248 2.9	\$303,768 2.9	\$312,129 2.8	\$320,728 2.8
Edmonton	\$235,881 43.2	\$250,873 6.4	\$255,193 1.7	\$260,748 2.2	\$267,116 2.4	\$274,333 2.7
Vancouver	\$328,158 11.9	\$346,713 5.7	\$355,184 2.4	\$366,348 3.1	\$377,932 3.2	\$389,344 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](http://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](http://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](http://Genworth.com).

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For additional information or to arrange interviews:

Sherri Leclair  
Genworth Financial Canada  
Marketing/Communications Leader  
905 287.5408  
[sherri.leclair@genworth.com](mailto:sherri.leclair@genworth.com)