

idea. It was not that there was not sufficient money but their fear was that they would not be able to sell all the houses they could build. You do not agree with that, I see. You believe that we are going to go on year after year building the same number of houses each year.

Mr. JOUBERT: I think that the statistics given in the Gordon Royal Commission Report show quite clearly that we need more and more housing.

Senator HORNER: But I do not see that the insurance company, the lending companies are willing to lend on these high cost housing units. The greater number of people, I am sorry to say, are people in the low income brackets, so it stands to reason that there is a greater possibility of loans being repaid in the case of low cost housing, a greater possibility of the money that was borrowed being returned.

Mr. JOUBERT: We have to be very careful when we talk of higher cost housing. It does not mean that the lenders want to lend on \$25,000 housing; they are lending on \$12,000 houses very currently and we think this is very sound practice.

That is why I mention this aspect of the financing of the better demand houses, because it may be that with the \$12,000 to \$18,000 houses we may add the appropriate numbers of housing units needed in Canada; then, gradually there would be a shift for the low-wage earner, as soon as his income power increases, to go from the lower cost house to the higher cost house; the lowest cost house may happen to be the old house or a small house that a builder has built new. It is a matter of having him come up to a better house when his income improves.

Senator PEARSON: I should like you to discuss further the question of the multiple family type of house as against the single unit.

Mr. JOUBERT: It is very wide in scope and entails various principles, starting with ownership and rentals. It may be more difficult to establish home ownership with the low-wage earner if you build only multiple units; although, it could be studied to find out about the co-operative ownership plan that may help low wage earners to own co-operatively their share of an apartment house.

On the other hand, apartment houses may be built more economically with fewer dollars per apartment unit. Also, you have the cost of land, which is increasing rapidly when you get into multiple unit buildings, and you find that the number of dollars allotted to providing land for one housing unit is sometimes higher in the apartment house type than on the individual house type. It may be found from statistics in larger cities that apartment houses are built economically and absorb a certain part of the excess cost of land.

Senator PEARSON: I was referring to the multiple type of house rather than the apartment type: that is, individual units which are joined together so as to save the addition of one wall.

Mr. JOUBERT: You mean a row of houses?

Senator PEARSON: Yes, a row of houses.

Mr. JOUBERT: Row housing may be a good solution. Of course, there has been very poor row housing built in years gone by. But you can have better designs which would provide more family units per acre and better investment per acre.

You see, when you look at the low cost housing, the type which is built by our research committee, you have to figure on \$8,000 to \$9,000 per unit with five to six units per acre, which may mean an investment of \$40,000 to \$60,000 per acre; while with the apartment house at the other end of the bracket, you would have \$200,000 to \$300,000 per acre. But in the middle you could have row type housing built at about \$120,000 to \$150,000 per acre,