30,085 dwellings compared with 32,437 in 1962. Under these circumstances, the private lenders directed their operations mainly to the conventional mortgage sector, particularly for apartment construction. Conventional lending for new housing totalled $1,307,000,000 in 1963, surpassing by a wide margin the 1962 figure of $862,000,000. Of the 30,085 dwellings financed by approved lender loans under the NHA in 1963, 16,986 were made by life insurance companies, 11,970 by trust companies, and 1,126 by loan and other companies. The chartered banks continued virtually inactive as mortgage lenders.

While the reduced NHA lending activity by approved lenders was accompanied by an increase in the demand for direct loans, the main impetus to the high volume of lending by CMHC was the extension of these loans to builders, without the usual pre-sale requirements, in the fall. As a result of this action to support the Federal Government's winter house-building incentive program, direct loans reached an unprecedented level in the last quarter of the year. Loans were approved for 15,333 dwellings during the period as compared with 4,031 in the same three months of 1962. When the success of the winter-building program was assured by Nov. 15, the Corporation reverted to its policy of making direct loans to individual prospective home owners and builders where the sale of the houses had already been arranged. Direct loans continued to be available for rental housing construction where assistance was not available from approved lenders and CMHC was satisfied that a need for the units existed.

Lending under the Act declined by some 9 p.c. in the first eight months of 1964 with the approval of loans for 30,073 dwellings as against 33,048 a year previous. Approved lender loans declined by 20 p.c. to 19,604 but the drop was substantially offset by an increase of nearly 24 p.c. in direct loans, which numbered 10,469. Following announcement of the Government's decision to repeat the winter house-building incentive program in 1964-65, CMHC was authorized in September to again make available direct loans to merchant builders without the pre-sale requirement. This action will undoubtedly have a marked effect on the housing market during the winter months.

17.—Mortgage Loans Approved by Lending Institutions, by Type of Property and of Loan, 1954-63

Year	New Housing		Existing Houses	Other Property	Total
	NHA Loans	Conventional Loans	Conventional Loans	Conventional Loans	
	$'000,000	$'000,000	$'000,000	$'000,000	$'000,000
1954	464	180	145	115	904
1955	639	235	183	138	1,195
1956	425	255	177	141	998
1957	278	239	150	104	771
1958	519	291	208	174	1,192
1959	308	343	216	216	1,083
1960	242	307	221	263	1,033
1961	453	333	300	298	1,384
1962	412	450	358	311	1,531
1963	385	652	430	373	1,840

Borrower and House Characteristics—Purchasers of NHA-financed houses in 1963 had an average income of $6,179—slightly higher than the 1962 figure of $6,015. Income of borrowers for houses financed by approved lender loans averaged $6,450 and, for houses assisted by direct loans from CMHC, $5,684. The purchase price of the average house was $15,229 with a down payment of $2,634. Monthly payments by borrowers, including principal, interest and municipal taxes, averaged 21.4 p.c. of income, unchanged from 1962.

As in 1962, the average age of borrowers was 34.5 years, with approximately half the total in the 25-34 age group. The percentage of larger families borrowing under the Act