

# **Report on the Proceedings of the Housing Forum 2001, Winnipeg, Manitoba: November 19 and 20, 2001**

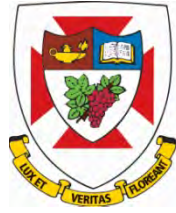
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2002

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**The Institute of Urban Studies**





THE UNIVERSITY OF  
WINNIPEG

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**REPORT ON THE PROCEEDINGS OF THE HOUSING FORUM 2001, WINNIPEG, MANITOBA:  
NOVEMBER 19 AND 20, 2001**

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The Institute of Urban Studies is an independent research arm of the University of Winnipeg. Since 1969, the IUS has been both an academic and an applied research centre, committed to examining urban development issues in a broad, non-partisan manner. The Institute examines inner city, environmental, Aboriginal and community development issues. In addition to its ongoing involvement in research, IUS brings in visiting scholars, hosts workshops, seminars and conferences, and acts in partnership with other organizations in the community to effect positive change.

Winnipeg Housing and  
Homelessness Initiative



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Report on the Proceedings  
of the  
**Housing Forum 2001**



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November 19 and 20, 2001

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Report on the Proceedings of the  
**Housing Forum 2001**

Prepared by the Institute of Urban Studies

Published May 7, 2002

Hosted by the Winnipeg Housing and Homelessness Initiative  
Sponsored by the Government of Canada, the Province of Manitoba  
and the City of Winnipeg

### **The WHHI Housing Forum 2001**

On November 19 and 20, approximately 120 people from various backgrounds came together to discuss important issues related to the inner city housing stock. The government, third and private sectors were all represented at the forum, and geographic representation ranged from Spence, West Broadway and the North End, to Elmwood, McDermot-Sherbrook, and even Thompson and Brandon.

The event was organized around two main themes: Affordable Rental Housing in the Inner City, and New Residential Construction in the Inner City. Each session was launched by presentations from representatives drawn from the community, the university and the private sector. The presentations were followed by group discussions focussing on questions provided at the outset of the forums. The goal of the discussions was to set a direction for the development of housing, both new and rehabilitated, resident-owned and rental, in the inner city. It was felt that this dialogue would identify strategies which could be used to improve the quality of residences in the inner city.

The sessions were held at the Indian and Metis Friendship Centre. Special thanks to their staff for their help in hosting the event, and for providing the meals.

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## LIST OF ACRONYMS

<b>CED</b>	Community Economic Development
<b>CLT</b>	Community Land Trust
<b>CMHC</b>	Canada Mortgage and Housing Corporation
<b>FCM</b>	Federation of Canadian Municipalities
<b>MHA</b>	Manitoba Housing Authority
<b>NEHP</b>	North End Housing Project
<b>NHA</b>	Neighbourhood Housing Assistance
<b>RRAP</b>	Residential Rehabilitation Assistance Program
<b>SNA</b>	Spence Neighbourhood Association
<b>TLC</b>	Tenant-Landlord Cooperation
<b>WBDC</b>	West Broadway Development Corporation
<b>WHHI</b>	Winnipeg Housing and Homelessness Initiative
<b>WHS</b>	Westminster Housing Society

## DEFINITIONS

**Economies of Scale:** Per unit cost savings resulting from building large volumes, because of bulk purchasing power, pooled overhead expenses, etc.

**Household:** the person or group of people living together in the same unit.

**Plex:** a small, multi-unit dwelling (i.e. duplex, triplex, fourplex, fiveplex)

**R-2000:** Manitoba R-2000 Home Program for Energy Conservation to build healthier, more energy-efficient, and environmentally-friendly homes (for more information, see <http://www.gov.mb.ca/natres/r2000/>).

**Radburn Concept of Design:** neighbourhood design with houses facing a pedestrian-oriented front, and a service- and vehicle-oriented rear; exemplified by Wildwood in Winnipeg.

**Unit:** the self-contained suite of rooms in which a household lives (i.e., an apartment, half a duplex, a single-family house).

**Infill Housing:** new housing construction in already established neighbourhoods (i.e. building on a vacant lot with existing houses on each side).

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## Acknowledgments

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Appreciation is extended to the many people and organizations who contributed to the organization and success of the Housing Forum 2001. Funding was provided by the Government of Canada, Province of Manitoba and the City of Winnipeg through the Winnipeg Housing and Homelessness Initiative (WHHI).

Special thanks are extended to Tim Sale, Minister of Family Services and Housing, Deputy Mayor Lillian Thomas, Councillor Dan Vandal, and Dennis Cleve of the Canada Mortgage and Housing Corporation. Their considerable contribution to the Forum is gratefully appreciated. Special thanks are also extended to the many presenters at the workshop, who presented a wide and diverse range of issues, ideas and challenges. Keynote Speaker Martin Wexler also deserves special thanks for the valuable information he provided on the housing programs available in the City of Montreal.

Thanks are also due to the staff at the Indian and Metis Friendship Centre for allowing us to use their facilities, and for their willingness to assist in the organization of this forum. I would also like to thank the recorders, and Stephanie Heidenreich for her efforts in recording the presentations and the substantial amount of work she put into preparing the proceedings. Finally I would like to thank the participants for their attendance and participation in the discussion.

Tom Carter  
Director, Institute of Urban Studies  
Moderator of the Workshop

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## Vision

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While the Provincial and local governments and Winnipeg's private and non-profit sectors have in recent years been working to share knowledge and to create innovative new partnerships, opportunities to come together collectively to share ideas and viewpoints and to brainstorm strategies are rare. The Housing Forum 2001 provided the opportunity to address the issue of affordable rental housing, and through it participants were invited to address the issues of affordable rental housing and new construction in Winnipeg's inner city. The forum generated dialogue between government, the community and the private sector that identified barriers to affordable rental housing and new construction in the inner city, and created strategies to work collectively to overcome these barriers. Winnipeg's inner city faces many challenges: among them an aging housing stock, changing demographics and falling vacancy rates. At the same time, community groups are coming together as never before, launching an unprecedented number of renovation and new construction projects, which have been made possible through both government funding and support, and through creative collaborations with the private sector. Groups working to improve housing in the inner city must be congratulated for their successes to date, and supported in their work toward meeting ongoing challenges. The discussion in this Forum builds on the issues and ideas raised in the WHHI Forum held in 2000, which focussed on infill housing.



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## The Winnipeg Housing and Homelessness Initiative

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The Winnipeg Housing and Homelessness Initiative (WHHI) is a three-year multi-million dollar tripartite partnership established by the governments of Canada and Manitoba, and the City of Winnipeg, to address declining housing stock, homelessness and the revitalization of Winnipeg's older neighbourhoods. Located at 233 Portage Avenue in the Curry Building, the WHHI office serves as a one-stop shop approach for community organizations that want information and easy access to government-funded housing and homelessness programs. The single window concept also helps foster improved cooperation and information sharing between the various levels of government and community groups. For more information on how the WHHI can help your organization with ideas to address issues of declining inner city housing and homelessness, call the WHHI at (204) 940-3070.

*The WHHI has committed nearly \$6.5 million for housing redevelopment in Winnipeg's inner city to December 31, 2001. This funding has or will contribute to the repair, rehabilitation or development of 517 housing units and 75 rooms or beds.*

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## The Report

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This report was written based on materials presented at the forum, and notes provided by the designated recorders of the discussion groups. Information from the presentations was synthesized, based on notes taken during the presentations. Information from groups discussions represents a synthesis of discussions and ideas collected from all of the groups participating. These views do not necessarily reflect those of the writers of the report, the sponsors of the event, or all of the participants at the forum. The keynote presentation included in the appendix is adapted from speaking notes used at the forum. We gratefully acknowledge the presenters who shared with us their speaking notes, and the recorders whose participation was vital to the writing of this report.

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## Executive Summary

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Discussion among the various groups focussed on different aspects of housing needs and strategies, reflecting the diverse backgrounds of the participants. While some felt that new construction was needed on a large scale, others argued strongly that the emphasis should be on rehabilitation of the existing stock, and that new construction should occur only on a small scale. However, despite differences of opinion, there was strong consensus on a number of points. Following is a brief synopsis of views expressed by many, though certainly not all, participants in the group discussions which took place at the forum, and an overview of issues where participants failed to reach a consensus.

### **Housing Need**

There was a strong consensus that individuals most in need of affordable rental housing were: 1) large families (three children or more); 2) single individuals; and 3) people with disabilities. The construction of new housing should target these groups by providing units that: 1) have three or more bedrooms to accommodate large families; 2) provide a low-cost alternative to rooming houses or residential hotels for low-income single individuals; and 3) provide more wheelchair-accessible units, particularly units that accommodate families, not only singles.

### **Defining "Affordability"**

Definitions as to what constitutes "affordable" rents for low income tenants ranged significantly among participants. Many noted that affordability is defined by the social assistance shelter allowance in many inner city neighbourhoods. Some participants suggested that affordable rents should not be calculated as 30% of gross income for low income households. It was also noted that rents must be kept below market value in order to be affordable for some households. One group felt that affordable should mean that tenants do not regularly struggle to make rent.

### **Rehabilitation vs. New Construction**

Given the scarcity of government dollars, most participants expressed a strong preference for investment in the existing housing stock through renovation as opposed to new construction. Any new construction that does take place should not be at the expense of existing rehabilitation programs.

### **Strategies to Improve Existing Stock**

Strategies to improve the existing stock include government programs to provide financial incentives for landlords to renovate their properties, and increased cooperation between government and financial institutions. While current programs support major renovations, there is no support for routine maintenance on rental properties. Resident advisory committees of landlords and tenants, and housing registries such as the Tenant-Landlord Cooperation program, were seen as providing important incentives for landlords to improve their properties. Subsidies to private developers willing to work in struggling neighbourhoods were seen as a positive option.

### **Flexible Standards**

Government programs and codes often require total rehabilitation when only minor repairs are needed. There was strong agreement that building codes should be more flexible, and that existing structures should not be required to conform to the same standards as new construction, since often this is simply not possible. Instead, buildings being redeveloped should be upgraded to an

acceptable, “livable” standard, that is, warm, dry, clean and safe. It was noted that the high standards in place do not tend to improve the housing conditions of those at the very low end of the housing market, since landlords providing units at very low rents are often financially unable to comply. Government programs dealing with general maintenance issues would be welcome.

### **Acceptable Density and Design**

The type of new construction that would be considered acceptable varied dramatically among participants. Some felt that any type of multi-family unit is unacceptable, while others indicated that duplexes, triplexes or small walk-up units would be acceptable if they blended into the surrounding streetscape. Duplexes were seen by many as an appropriate compromise in terms of economies of scale. Some noted that the impact of higher-density residential buildings could be mediated through design features, such as broken-up roof lines and facades and by incorporating design elements appropriate to the neighbourhood. Many participants emphasized the need to consult with local residents as to appropriate densities and designs for their area.

### **Management**

Participants felt strongly that effective management was key to successful multi-family housing projects. Where units are resident-owned, effective management is needed to ensure neighbourhoods maintain their properties adequately. In rooming house situations, participants felt that a live-in “caretaker” would greatly improve the quality of this type of accommodation.

### **Coop Housing**

Alternative tenure and building management models were explored throughout the workshop. Among the options explored were cooperative ownership models, as well as ways to encourage “buy-in” by residents in rental units and supportive management practices in rental units. In particular, a number of groups felt that coop housing deserved serious consideration, noting that it has been applied successfully to various income groups elsewhere (i.e. Montreal and the United States).

### **The Domi-Cible Approach**

Many participants saw the Domi-Cible approach as an innovative solution to absentee landlords. However, there were some reservations as to how it could be implemented in Winnipeg. Among the concerns were the city’s core area housing stock, which consists primarily of single detached homes rather than multi-family “plexes.” It was also noted that Winnipeg may not have a large enough population with adequate income and willing to become landlords to implement such a program. However, groups also suggested ways of adapting this model to the local context, for instance by developing basement suites to rent out, or creating multiple suites in large, single-family houses.

### **Land Assembly**

Demolition of buildings for land assembly should take place only within the context of a broad-based community plan. Many participants felt that strategic acquisition of property by the City of Winnipeg would help communities assemble land for new construction. Many felt that buildings in tax arrears should be seized more quickly by the city, and turned over to community groups for redevelopment at minimal, or no, cost. Some also suggested that landlords be allowed to write off the donation of derelict buildings to community groups as a charitable donation, as an incentive for landlords to turn over their property.

### **Education and Training**

Groups viewed training initiatives to provide local residents with home building skills as highly beneficial. Not only do such initiatives offset high costs due to the labour shortage in the construction industry, but they also provide area residents with income, as well as employment skills and experience.



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## GREETINGS AND OPENING REMARKS

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The WHHI Housing Forum 2001 consisted of two events: an evening reception on Monday, November 19, and the day-long forum on Tuesday, November 20. The evening reception included greetings from the three levels of government, as well as community presentations from several housing and community groups that focussed on the successes of the past year. The day-long forum also included greetings from the three levels of government, as well as presentations from community, university and private sector representatives, and extensive group discussions. The discussions were focussed on a series of questions provided to participants prior to the forum, and included in the discussion sections of this report. Summaries of the greetings and opening remarks are provided below.

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### Evening Session, November 19

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**Jacque East-Ming** welcomed the participants at the forum on behalf of the Winnipeg Housing and Homelessness Initiative, noting the hard work Winnipeg's community groups had done over the last year in the area of housing.

#### **Greetings**

#### **The Honourable Tim Sale Minister of Family Services and Housing, Province of Manitoba**

Minister Sale brought greetings on behalf of the Government of Manitoba. He noted that since last year's forum on infill housing, more than 400 new units had been committed, were underway, or had been completed. He was encouraged by the development of community groups over the last several years, not only in their ability to create more housing units, but more importantly in their capacity and confidence to meet the challenges that remain. He pointed to a "reawakening" of the housing industry which is beginning to work respectfully with community, forging partnerships that benefit from the industry's skills and economies of scale and the communities' knowledge as to how to invest in the inner city and keep the benefits there.

Combined, the new federal, provincial and municipal partnerships, the improved capacity at the community level, and the new technologies displayed around the room, made the Minister confident that this was an opportune time to move forward. The industry needs to remember that "The City is the City is the City," and that supporting the inner city is supporting the suburbs. The Minister concluded that it is not selfish to focus on the inner city; rather it is the only intelligent approach, since a healthy city needs a healthy core area.

#### **Councillor Dan Vandal Chair of the Housing Steering Committee, City of Winnipeg**

Councillor Vandal brought greetings on behalf of the City of Winnipeg. He noted that the City had, over the last two and a half years, developed a housing policy where none had existed before. Furthermore, \$7 million has been committed to inner-city housing over the next five years. While

traditionally housing has been a federal and provincial responsibility, the City has become involved because assessments in the downtown have plummeted, making it clear that the City had to take action. He expressed confidence in the partnerships between community groups, governments, financial institutions, developers and builders in bringing about change in the inner city.

**Dennis Cleve**

**Corporate Representative for the Canada Mortgage and Housing Corporation,  
Government of Canada**

Dennis Cleve brought greetings on behalf of the Government of Canada. He noted the accomplishments of the many partners in the room over the last 12 months. For the Canada Mortgage and Housing Corporation's (CMHC), these include contributing \$2,192,000 in RRAP funding to the housing projects funded by the Winnipeg Housing and Homelessness Initiative and the City, contributing \$50,000 to the design and tendering of infill housing in the inner city, and providing a research grant of \$336,000 to support inner-city research through the Winnipeg Inner-City Research Alliance, a partnership between the University of Winnipeg and community organizations. He indicated that he and the Federal Government look forward to building on this momentum with the pending Affordable housing Initiative, which will be delivered through provincial-federal partnerships.

***Community Presentations***

**Brian Grant**

**Housing Development Coordinator, West Broadway Development Corporation**

Brian Grant provided an overview of the West Broadway neighbourhood and its Housing Plan, the focus of which is to provide stable, safe, affordable housing in the community. He indicated that stable housing is the key to allowing businesses and services to prosper in a community. The guiding principles of West Broadway's Housing Plan are:

- housing should meet the diverse needs of residents
- a range of housing options should be developed
- community consultation is integral
- neighbourhood partnerships are encouraged
- local participation and home ownership are important

Among the housing initiatives underway in West Broadway, are:

- Westminster Housing Society
- Lions Housing
- historical and architectural tour of the neighbourhood, drawing attention to the history and heritage homes in the area
- Tenant Landlord Cooperation (TLC) program
- Yellow Sign program, signalling owners' commitment to improve their property and the community
- University of Winnipeg Student Housing

- CORE Construction Company, developed by the West Broadway Development Corporation (rehabilitates homes and employs community residents)
- West Broadway Community Land Trust (CLT)
- Youth Builders Program, in partnership with Gordon Bell High School

Among the challenges facing the community are boarded homes and vacant lots. Among the recent successes and future plans are the development of the neighbourhood's businesses, restaurants and community services and resources, the development of a river walk, and the restoration of Wilson House, part of the proposed new Klinik facility.

**Gail Stapon**  
**North End Housing Project**

Gail Stapon related the decline and gradual renewal of one particular street in the North End between 1984 and 1997. The onset of the decline began as many ageing original home owners moved away and a new rental population moved in. The area destabilized to the point where it was no longer possible to obtain mortgages or fire insurance on the homes. North End Housing now owns most homes on the block in question, and has begun restoring them as rent-to-own properties, hoping to attract a new generation of home owners. The RRAP and NHA programs have enabled the group to undertake necessary repairs and renovation, while Assiniboine Credit Union has supported the project by providing mortgages and grants. The new North End Construction Crew, a partnership with RB Russell Vocational High School, provides community residents with employment and opportunities to upgrade their skills. The North End recently completed a "ready-to-move" home, and has built two side-by-sides with geothermal heating as a research initiative in partnership with WHHI, Qualico Homes and Manitoba Hydro. The neighbourhood is currently scaling up their activities.

**Inonge Aliaga**  
**Spence Neighbourhood Association**

Inonge Aliaga indicated that Spence neighbourhood is looking at renovating and selling boarded houses in the area. This initiative has expanded over the last year, and Spence has begun working on a five-year Housing Plan to guide the process. A new rent-to-own project has duplexed some houses to make them more affordable. The neighbourhood association has also worked with House of Opportunities to involve local residents through employment opportunities. Among other initiatives underway at present, she noted:

- Lazarus Housing: innovative new program for renewing rooming houses
- University of Winnipeg Student Housing: renovated four rooming houses, and hoping to build four new houses

Among the ongoing issues, she mentioned rooming houses and disinvestment in the rental stock.



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## Day-Long Session, November 20

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**Roy Kirby** of the Winnipeg Housing and Homelessness Initiative welcomed participants to the day-long forum. He thanked those who had been involved in organizing the forum for their participation.

### *Opening Remarks*

**Tom Carter**  
**Director of Urban and Regional Research**  
**Institute of Urban Studies**

Dr. Tom Carter, Moderator of the Forum, made the opening remarks. He indicated that the topics to be discussed presented a challenge. Last year's forum concentrated on infill houses, and some successes had been achieved in the interim. This year's topic of rental housing posed even more challenges. He wished the participants success in their discussions.

### *Greetings*

**The Honourable Tim Sale**  
**Minister of Family Services and Housing**  
**Government of Manitoba**

Minister Sale remarked on problems associated with the rental housing market. While he commended the increase in community capacity over the last several years, he outlined some of the ongoing challenges associated with affordable rental housing. He expressed doubts as to the possibility of constructing affordable rental housing for low-income households without intervention in the market. Citing British examples of tract housing and municipal ownership of housing, the Minister noted that Canada is the only developed country without a long-term national housing program. The federal Minister has allocated \$680 million over four years as a short-term measure to leverage funding to respond to the critical shortage of affordable rental housing. However, in the long term, market mechanisms are needed to ensure that the supply is stable and predictable.

The government feels it cannot replicate the high subsidies required by the 1960s and 1970s public housing model. There is a need to get landlords involved, and to look at the federal tax system and its treatment of active versus passive investors. Agreement among provinces is required to ensure that, to the extent possible, the housing needs of citizens are met through normal mechanisms, allowing scarce government funds to target the highest-need communities. While it is acknowledged that the market cannot provide for all incomes, at present it is not even able to provide for modest-income rental housing. The Minister envisioned a long-term, affordable framework that meets *most* housing needs through conventional mechanisms, focussing the energies of government and community partners on those in most serious need of housing. He called for all partners to use their ingenuity to make rental housing successful in our communities.

**Councillor Lillian Thomas  
Deputy Mayor  
City of Winnipeg**

Councillor Thomas brought greetings on behalf of the City of Winnipeg. She noted that Winnipeg is one of the most affordable places to live in Canada, but that many people still have difficulty meeting their housing needs. To ensure a stable community, it is important that everyone has a place to call home; a place that is safe, affordable, accessible and meets their needs. Home is where the heart is, and the focus around which family is built. What do people need? Where do they need it? How do we make it safe, accessible, and affordable? She called for cooperation and collaboration around these questions, and wished the participants well in their discussions.

**Dennis Cleve  
Corporate Representative for the Canada Mortgage and Housing Corporation  
Government of Canada**

Dennis Cleve brought greetings from the Government of Canada, and wished the participants a productive and rewarding forum. The forum presents an opportunity to look at affordable rental housing in the inner city and strategies for new residential construction and, more specifically, to discuss market needs and demands and to look at the key issues in the inner city. He commended the partners who have made the efforts of the Winnipeg Housing and Homelessness Initiative possible for their dedication to improving communities and neighbourhoods in Winnipeg; Lazarus Housing, North End Housing Project, Spence Neighbourhood Association, West Broadway Community Development Corporation, Westminster Housing Society, Winnipeg Housing Rehabilitation Corporation, and the University of Winnipeg.

The Government of Canada is working on many levels and with many partners, spending \$1.9 billion annually to address the housing needs of 639,000 low-income households. Discussions are currently underway with the provinces for additional programming to supplement the Residential Rehabilitation Assistance Program (RRAP) program, which is cost-shared with the Province and is delivered by the City. The Winnipeg Housing and Homelessness Initiative is an example of how the three levels of government work together with community and neighbourhood associations to come up with solutions to help revitalize Winnipeg's neighbourhoods and the residents' quality of life. He felt that this forum will build on these successes for the betterment of communities in Winnipeg.



## KEYNOTE ADDRESS

### HOME OWNERSHIP STRATEGIES: AN INTEGRAL PART OF NEIGHBOURHOOD REVITALISATION

*Martin E. Wexler*  
*Service de l'habitation, City of Montreal*

*Martin Wexler works for the City of Montreal, and is responsible for policy development and evaluation, including the City of Montreal housing policy which was adopted in the early 1990s. He is also responsible for other major municipal initiatives, such as the city's revitalization program, the "Programme de revitalisation des quartiers centraux" (PRQC), and the "Domi-cible" program, which encourages the purchase of small rental properties. Mr. Wexler is an adjunct professor at the School of Urban Planning at McGill University, a past president of the CHRA, and sits on the board of directors of Rooftops Canada.*

#### **The Context**

In the early 1990s, Montreal faced clear signs of disinvestment in a number of central neighbourhoods surrounding the downtown core. This decline was evident in an increase in vacant or boarded up buildings, a higher number of bank repossessions and mortgage arrears, and a decline in the number of owners, particularly landlords of small rental units. The neighbourhoods discussed here contain a large number of "plexes" (duplex, triplex, four-plex, or five-plex) built around the turn of the century. The neighbourhoods declined despite municipal subsidies provided for the renovation of rental units over the last 30 years.

#### **The Approach**

As a result of this decline, the City of Montreal took the following actions:

- geographically targeted subsidy programmes to a limited number of neighbourhoods;
- obtained sustained government investment, with a five-year funding cycle;
- new emphasis was placed on the elimination or replacement of physical or visual nuisances such as vacant or boarded up buildings;
- encouraged other-than-housing public investment, such as main street revitalisation and public infrastructure investment; and
- developed a series of new programmes that give preferential treatment to owner-occupied dwellings or buildings.

These actions are supported by the following program initiatives:

- Renovation grants are more generous for dwellings occupied by an owner (75% subsidy rather than 50%).

- Grants are given to developers for the creation of new dwellings, either by new construction or recycling nonresidential buildings (almost always condominiums). These grants are piggybacked by modest tax credits to the purchasers of new dwellings (these tax credits are more generous in the downtown area and apply regardless of whether or not the dwelling is occupied by the owner.).
- Collective ownership is favoured (coops and private nonprofit) by providing more generous grants in targeted neighbourhoods within the provincial-municipal programme, AccèsLogis.
- In February 2002, the city and the province announced the Domi-cible programme, providing grants for the purchasers of existing plexes in the targeted neighbourhoods. Complementing this grant are two other programmes: an education and training programme; and a modest renovation programme called RénoVe Atout.

### **The Rationale**

The revitalization programme acknowledged the benefits of home ownership. These include greater housing and financial security for residents, the promotion of neighbourhood stability, encouragement of maintenance and modernisation of the housing stock, and greater citizen involvement in local affairs. Nevertheless, the promotion of modest-income home ownership in distressed neighbourhoods is contentious, particularly in the case of small, older rental buildings. Among the difficulties:

- targeted households are often inexperienced as owners and can only marginally afford home ownership, thereby constituting a higher level of risk;
- because buildings targeted by Domi-cible tend to be more affordable and older, they generate higher maintenance costs and require more repair and renovation;
- because the buildings contain rental units, management issues must also be dealt with; and
- the level of risk in the targeted neighbourhoods is higher, and neighbourhood decline and a resulting decline in property values could force the owner into a negative equity situation.

Nevertheless, the City decided to encourage modest-income households to become home owners because it represented an opportunity to revitalize and improve the quality of life in targeted neighbourhoods, to improve the municipal tax base, and to provide modest-income households with the opportunity to pursue home ownership. Within this context, modest-income home ownership programmes act as both a stimulus for revitalization, and as a means of “protecting” modest-income households from price increases and possible displacement as a result of revitalization.

### **Domi-Cible**

Domi-cible has three components: 1) an outright grant; 2) an education, training and promotional programme; and 3) access to a modest renovation subsidy (at least in theory).

The objectives of the programme are:

- to increase the number of owners, and particularly resident-landlords, in the targeted areas;
- to promote and facilitate home ownership for modest-income households; and
- to ensure that such ownership is sustainable.

The Domi-cible programme offers an outright grant, ranging from \$3,000 to \$8,000, for the purchase of a two- to five-plex in targeted neighbourhoods, on the condition that purchasers agree to live in the building for at least three years. The grant cost is shared by the provincial government (70%) and the city (30%) (as opposed to the 50/50 cost share for renovation). Municipal building assessments (building and land) must be below the upper 10% of assessments for three- to five-plexes in the targeted neighbourhoods; in the case of duplexes, below the upper 25%.

### Targeted Buildings

*To qualify, the building must meet the following criteria:*

- it must be exclusively residential and have two to five dwellings
- it must have been built before January 1, 1991
- the property evaluation (land and building) must not exceed:
  - \$135,000 for a 2-dwelling building
  - \$185,000 for a 3-dwelling building
  - \$190,000 for a 4-dwelling building
  - \$205,000 for a 5-dwelling building

The grant is intended to create a level playing field between ownership of a single-family house and a plex. The amount of the grant was calculated to reduce the down payment to roughly 5% for the average sales price in the targeted neighbourhoods in 1999. Since some buildings may sell for below average assessments, the Domi-cible grant can actually bring the purchaser's contribution to his/her down payment to less than 5%.

### Purchase Price

	Max. evaluation	Average (N)	Median (N)	High	Low
Duplex	\$135,000	\$105,705 (86)	\$107,500 (86)	\$190,000	\$35,000
Triplex	\$185,000	\$131,201 (113)	\$129,000 (113)	\$280,000	\$60,000
Fourplex	\$190,000	\$144,456 (30)	\$140,000 (30)	\$262,500	\$54,000
Fiveplex	\$205,000	\$180,163 (25)	\$169,000 (25)	\$320,000	\$112,457

In order for the grant to work as a down payment, the city negotiated two concessions from the Canada Mortgage and Housing Corporation (CMHC) and GE Capital mortgage insurers:

- The grant needed to be counted as a gift in order to be considered part of the down payment; and
- Five plexes needed to be treated as owner-occupied buildings rather than as rental properties, (four plexes and smaller were already considered owner-occupied).

### Minimum Gross Income

The minimum gross income to purchase a duplex is less than to buy a condominium, which requires \$46,000 for an \$88,000 condominium. A duplex, by contrast, requires an annual gross income of \$34,000, and a triplex \$32,000.

### ***Are neighbourhoods being invaded by outsiders?***

Over half of Domi-cible purchasers were already living in the neighbourhood (borough) prior to their purchase: more than 50% of the households came from the same neighbourhood, and another 22% came from an adjacent neighbourhood.

There is no significant difference between the incomes of households coming from the same neighbourhood and those coming from a different neighbourhood. A small number of purchasers from off island are, however, better off. Almost two-thirds (2/3) of households have incomes of less than \$50,000 per year, and 25% of households have incomes of less than \$30,000 per year.

Income	Same Neighbourhood		Other Neighbourhood on Montreal Island		Off Island		Total	
less than \$30,000	23.2%	67.4%	24.3%	66.9%	28.1%	46.9%	24.3%	64.3%
\$30,001 to \$35,000	8.4%		15.5%		9.4%		11.7%	
\$35,001 to \$40,000	11.6%		8.7%		0.0%		8.7%	
\$40,001 to \$50,000	24.2%		18.4%		9.4%		19.6%	
\$50,001 to \$60,000	12.6%	32.6%	13.6%	33.1%	15.6%	53.1%	13.5%	35.7%
\$60,001 to \$80,000	14.7%		11.7%		12.5%		13.0%	
\$80,001 to \$100,000	3.2%		4.9%		15.6%		5.7%	
More than \$100,000	2.1%		2.9%		9.4%		3.5%	
<i>Total</i>	95		103		32		230	

### ***Does Domi-cible promote home ownership?***

The vast majority of Domi-cible purchasers were previously tenants. In fact, 80% of households were tenants or were living with their parents before purchasing their plex. A slightly higher percentage (86%) of purchasers who were previously living in the same neighbourhood were tenants. Over 65% of purchasers used the Domi-cible grant to constitute a part of their down payment or to cover the transaction costs associated with their purchase. Most of the others (32%) intend to use their grant for renovations. For almost two-thirds (2/3) of households, Domi-cible influenced their decision to purchase.

#### **Domi-cible Purchasers: Some Facts**

- Almost 80% of Domi-cible purchasers acquired duplexes or triplexes.
- Almost 38% of Domi-cible purchasers have children; 38% are singles, and another 25% are couples without children.
- Almost 30% of households have at least one member (spouse) born outside of Canada.
- Domi-cible purchasers are highly educated. 50% of households have some university education, with two-thirds (2/3) of these having obtained a university degree.

### ***How efficient was Domi-cible in increasing home ownership rates?***

Historically, the rate of owner occupation has been declining in the targeted neighbourhoods. Domi-cible increased the number of owner-occupied buildings, and assured the replacement of resident-landlords in buildings already occupied by their owner. Moreover, about 60% of households purchased a plex not occupied by an owner. Forty per cent (40%) replaced a resident landlord.

### ***Does Domi-cible have a positive impact on the level of maintenance and modernisation/upgrading?***

Sixty-six per cent (66%) of purchasers intend to undertake renovations. As mentioned, 32% of purchasers were planning to use their Domi-cible grant for such work. Unfortunately, the city does not currently have a programme to assist the owners of smaller rental buildings to do modest renovation as had been intended.<sup>1</sup>

Rénove Atout is a modest renovation subsidy programme aimed at buildings that need updating or improvement, but do not necessarily require major investment in the structure or in the electrical or plumbing systems. While the subsidy is modest – ranging from a minimum of \$2,000 to a maximum of \$4,000 per dwelling in targeted neighbourhoods – the unsubsidized portion that owners must pay is also modest in that the subsidy covers about 40% of the renovation costs. When the programme was announced more than a year ago, it was oversubscribed within the first seven weeks, even before the announcement of the Domi-cible programme. Consequently, it has since been re-targeted to modest rental buildings with 12 dwellings and more.

### ***Education, training and promotional programme***

In order to promote and encourage sustainable home ownership, the city, the provincial housing corporation, the Société d'habitation du Québec (SHQ) and Canada Mortgage and Housing Corporation (CMHC) are funding two community-based groups: 1) Regroupement des organismes du Montréal ethnique pour le logement (ROMEL), a technical resource group; and 2) l'Association coopérative d'économie familiale (L'ACEF del'Est) to provide a series of five courses in three neighbourhoods. The first course is aimed at promoting ownership and the Domi-cible programme. Courses 2 and 3 are pre-purchase courses and deal with budgeting, financing and the purchase process. Courses 4 and 5 are post-purchase courses and deal with specific aspects of management, rent control legislation, fiscal and tax issues, maintenance and renovation. The goal is to insure that new homeowners have the necessary skills and information to deal with specific issues as they arise and know where to seek additional help.

<p><b>Course 1</b> Advantages and disadvantages of home ownership and description of Domi-cible</p> <p><b>Course 2</b> Household budgeting and financing the purchase of a home</p> <p><b>Course 3</b> Purchase process including the purchase offer, inspections, roles of professionals...</p> <p><b>Course 4</b> Management (landlord-tenant relations, standard lease, Rental Board), fiscal and tax implications</p> <p><b>Course 5</b> Maintenance and renovation and available subsidies</p>
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<sup>1</sup> The only renovation programme available for small rental buildings in the targeted neighbourhoods is the RRAP (PAREL), which entails major renovation. The average cost of work is about \$27,000 per dwelling (with a minimum of \$10,000 per dwelling) and an average subsidy of \$13,000 per dwelling.



In addition to these courses, personal counselling is also being offered to households participating in the courses and to purchasers receiving the Domi-cible grant.

The content of the courses is being integrated into our Internet site. In partnership with a mortgage broker Multiprêts, we have also developed an online calculator specifically designed for plexes, and which can also take into account the Domi-cible grant.<sup>2</sup>

The educational programme's objective is sustainability. Future owners need to be able to make an educated decision based on their personal objectives (i.e., to become a homeowner), their financial and management capacities, and the risk/benefits of their future purchase. The challenge for the city has been to achieve a balance between promoting home ownership and exercising caution, given the degree of inexperience and level of risk entailed in modest-income home ownership in the targeted neighbourhoods. This dilemma was resolved through information and counselling, delivered by a "neutral" party that intimately knows the situations of the households being assisted.

## **Conclusions**

Although it is premature to speculate about the desired outcomes in terms of neighbourhood revitalisation, improvement in the quality of life, and sustainability of home ownership, certain signs are encouraging:

- Take-up of the Domi-cible grant is higher than had been estimated.
- As mentioned, a higher percentage of Domi-cible purchasers acquired a plex that had previously been occupied by a nonresident landlord. Consequently, the net increase in owner-occupancy is higher than had been expected.
- Courses have been more popular than expected and participants are attending the full series, rather than dropping out after one or two courses.
- Clearly, purchasers intend to upgrade their properties.
- Although some community-based groups have always been favourable to the programme, others have not. The criticism seems to have waned, perhaps because of Domi-cible's success and because there have been no apparent problems with tenant displacement.

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<sup>2</sup>Multi-calculator: [Http://www.multi-prets.com/mphbrokers/qcalc.asp?Lang=E](http://www.multi-prets.com/mphbrokers/qcalc.asp?Lang=E)  
Multi-qualifier: [Http://www.multi-prets.com/mphbrokers/qqual.asp?Lang=E](http://www.multi-prets.com/mphbrokers/qqual.asp?Lang=E)

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## AFFORDABLE RENTAL HOUSING IN THE INNER CITY

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The morning session focussed on the issue of affordable rental housing. Presentations were made by Charles Huband, who spoke on the experiences of the Westminster Housing Society in providing rental housing to low-income households, and Dr. Tom Carter who spoke on demographic trends that will affect Winnipeg's rental housing market. The presentations were followed by group discussions, which focussed on questions addressing the need for new rental housing in the inner city, the types of rental housing that would be appropriate and acceptable in inner city neighbourhoods, the definition of "affordability" in the inner city context, and strategies that could be used to upgrade existing rental properties.

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### Presentations

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**Presenters::** Charles Huband, *Westminster Housing Society*  
Dr. Tom Carter, *Institute of Urban Studies*  
Bob Shaer, *Professional Property Manager's Association\**

\*Due to unforeseen circumstances, Bob Shaer was unable to present.

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### Charles Huband Westminster Housing Society

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- ▶ *Charles Huband provided an overview of the Westminster Housing Society (WHS), its history, mandate and projects.*

#### *Going About Renovations*

Westminster Housing Society did not embark on its project in accordance with a particular plan. It did not prepare a demographic study or look at population or economic indicators. Rather, it used funding for a public housing project, and created a corporate vehicle, supplemented by charitable status.

#### *Charitable Status*

Charitable status enables WHS to do things it would not otherwise be able to do, such as accept gifts of property. Two houses requiring limited repair, and two houses requiring more extensive work, have been donated to the Society in exchange for a charitable receipt. This arrangement benefits landlords who would rather receive the receipt than undertake the repairs, and constitutes an inexpensive way for WHS to acquire property. The charitable status also allows the group to access government funding that would not otherwise be available. If government funding continues, WHS would be in a position to accelerate its rehabilitation work.

#### *Rehabilitating Old Buildings*

The main focus has been on the rehabilitation of older buildings. WHS has six or seven buildings at present, and three more are underway. The organization is currently converting large, old three-storey dwellings into three-unit structures.

### *New Construction*

With the development of two new duplexes, WHS has recently begun to move into the area of new construction. However, it has been the experience of the organization that from a financial perspective, it is easier to rehabilitate old buildings than to build new in this neighbourhood. He noted that it cost \$35,000 per unit (acquisition and rehabilitation costs) to convert an old three-storey building into three apartments.

### *Local Housing Needs*

Based on observations made while working in the area, there is an obvious housing need for single mothers with a number of children. Most units in the 12-unit WHS public housing project on Maryland Street are occupied by single parents with three to six children. Accommodation for this type of family is not easily obtained in rehabilitated units. However, this demographic group has expressed significant interest in safe, affordable rental accommodations.

### *Partnership with New Directions*

WHS is developing one triplex, the units of which will be made available for individuals with mental health problems. The project is undertaken in partnership with *New Directions for Children, Youth and Families*, which will rent the entire triplex and in turn sublet the units to clients. A *New Directions* office will be located on the main floor. It is hoped that this arrangement can be carried over to other houses.

### *Affordable Housing in West Broadway: An Analysis*

Most housing in West Broadway is affordable in that the market rents are low. At present, it is an unattractive area for private developers, or for private landlords to develop their property, because much of the population is low-income or on social assistance, limiting the levels at which rents can be set. At present it is not feasible to improve existing or build new dwellings without government grants. The only way to involve the private sector would be through financial incentives for private landlords. It was stressed that some form of government incentives and subsidies are needed to enable the development of the housing stock.

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**Tom Carter**  
Institute for Urban Studies

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- ▶ *Tom Carter provided a demographic overview of the market for affordable rental housing in the inner city, recognizing that the housing needs of some groups cannot be met without public subsidies.*

### *Trend: Smaller Households*

Although population growth rates have fallen, household size has decreased, resulting in an increased number of households seeking accommodation. For example, there has been a rise in single individuals, childless couples, and single parents, many of whom tend to be lower income. This has resulted in an increased demand for rental housing, and for more rental units appropriate to these household structures.

### *Trend: Ageing Population*

The ageing Baby-boom generation can be expected to increase the demand for rental accommodation as elderly individuals move out of their home into higher-density living situations. However, many of these may move into condominiums or life lease units.

### *Trend: Growing Aboriginal Population*

The growth of the Aboriginal population will have a significant impact on the demand for rental housing in Winnipeg, particularly in the inner city, because a large proportion of this population is low-income and lives in rental accommodation.

### *Who Rents?*

The following groups do not need subsidies, but may factor into planning strategies for urban revitalization:

- families moving up the housing ladder
- lifestyle renters (predominantly singles)
- graduates starting out (young, upwardly-mobile, likely to buy homes in near future)
- elderly life cycle renters

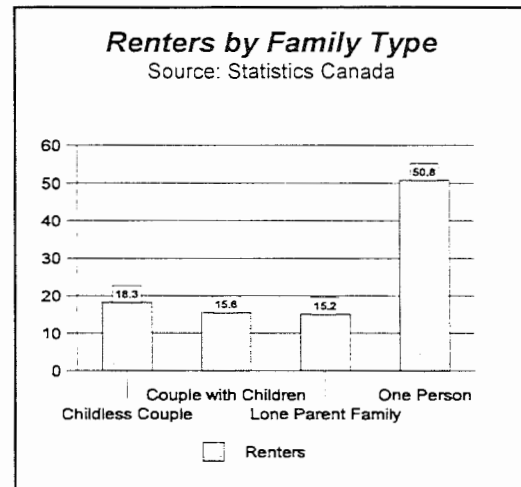
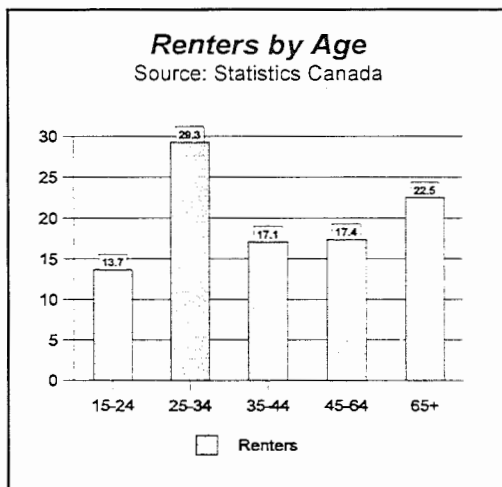
The following group may make up an increasing proportion of the rental market:

- blue collar workers: with the growing income gap, many blue-collar workers fall into low-income categories

The following group may be a major challenge to accommodate in existing rental units:

- people with very low incomes
- people on social assistance

This last group often includes significant numbers of Aboriginal people, immigrants, and single parents. There is likely to be very significant growth within these demographic sectors.

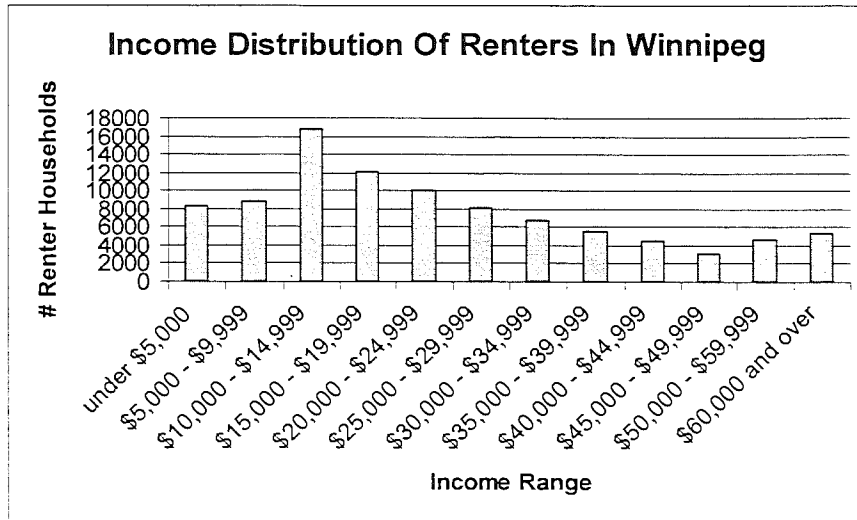


### *Income Distribution and Affordability*

Of the 96,000 renter households in Winnipeg, 33,000 have annual incomes under \$15,000. Applying the formula that housing costs should account for 30% of the annual household income suggests that these households can afford to pay \$375/month, including utilities. According to this formula, 55% of Winnipeg's renters could not afford the rents of new units. Given this figure, it is no wonder that the private sector has distanced itself from rental housing.

### Income Distribution among Renters

<i>Income</i>	<i>Rents affordable</i>	<i>% of Renters</i>
under \$15,000	\$375/month	34%
under \$25,000	\$625/month	38%



Given the difficulty of providing affordable, new rental units, perhaps the housing needs of very low income households must be met through other housing types. It may be that we cannot think only in terms of new rental units, but must also start asking questions about how boarding houses can be improved, or seek ways to implement other alternative models.

#### *Social Assistance*

In Winnipeg, many renters are on social assistance. The social assistance rates rose steeply to the mid-1990s, but have dropped off slightly since then. There is a strong correlation between the spatial distribution of social assistance caseloads and poverty. As a result, in many neighbourhoods, social assistance rates set the rent.

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### Participants' Comments

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*Tom Yauk:* Housing is the specific focus of this forum, but for people experiencing hardship, housing is only part of the issue. Service availability, and other issues at the neighbourhood level, are also major concerns for low-income people.

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## Group Discussion

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### Themes and Highlights

The groups identified as being most in need of affordable rental units are large families, and single individuals, and people with disabilities. Construction of new rental units should take these groups into account.

Participants were strongly in favour of concentrating efforts on rehabilitating existing stock, rather than building new units. New units should not be built at the expense of the existing stock, much of which is in serious need of repair. There was

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*“Rehabilitate to acceptable standards, not new standards.”*

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#### THE QUESTIONS:

The following questions were posed to participants to guide their discussion about rental housing in the inner city:

- What is the need for new rental housing in the inner city?
- What types of rental housing would be appropriate and acceptable in inner city neighbourhoods in terms of design, density, tenure, management, etc.?
- What does “affordable” mean in the context of the needs and market demand for rental housing in the inner city?
- What feasible strategies could collaboratively be implemented or strengthened by the community, private sector and WHHI that would have a positive impact on private landlords upgrading existing rental properties?

*Because the issues related to these questions tended to overlap, and discussions were wide-ranging, the comments collected from each group have been synthesized and are presented below by theme, rather than by question.*

also strong consensus that programs should encourage rehabilitation to “livable” standards, rather than “new” standards. More flexible zoning and building codes would also facilitate the creation of new units in existing buildings.

Participants did not view high density development as favourable, preferring moderate-density structures such as duplexes and triplexes. Groups made it clear that big-block social housing projects such as those undertaken in the past are not acceptable, and that new construction should not detract from community residents’ quality of life.

Resident managers, or live-in caretakers, were identified by many as a key feature of successful rental housing for certain population groups. Management style was seen as a key element for successful rental developments. Other services, such as community policing and health services, should also be “built in” to revitalization efforts.

Groups identified the need for mechanisms to discourage absentee landlords and encourage property owners to invest in their buildings.

### Recommendations

- Opt for renovation over new construction.
- provide rental housing that accommodates all household types.
- Provide rental housing that encourages long-term occupancy.
- Formalize a process for working together to identify needs, issues (private landlords, government, renters, associations/non-profits, academics, practitioners, financial institutions, homeowners, real estate board), making a commitment to develop and implement workable solutions.

- Governments must get back into funding new construction.
- Tie shelter component of social assistance to the unit, providing slightly higher amounts for new or very well-maintained units, to encourage landlords to build and maintain properties.

### Demand for Rental Housing

While some groups perceived there to be a low demand for more rental housing, others felt that the demand was high. One group felt that a vacancy rate of three to five per cent (3% to 5%) would be ideal.

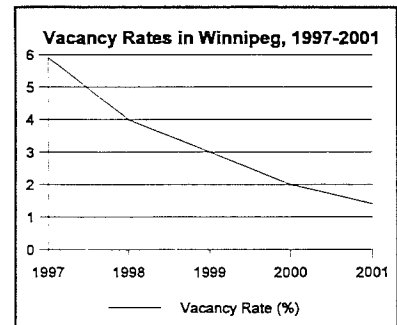
#### Facts & Figures

- 2,500 people are currently on the MHA waiting list\*
  - 300 new applications/month for subsidized housing
- \*a significant number are existing tenants with an approved transfer, not new applicants

### Who Needs Affordable Rental Housing?

The following groups were identified as having a particular need for new rental housing in the inner city:

- large families (3 children or more)
- single-parent families
- single-person households
- people with disabilities, especially those living in a family situation
- seniors (general)
- single seniors living in residential hotels, i.e. requiring some support services such as meals
- multi-family households (associated with Aboriginal and immigrant communities)
- mainstreamed transitional housing units for ex-prison, mental health, post-substance abuse and short-term emergency
- students



Source: Canada Mortgage and Housing Corporation, 2001

The following types of unit would be required to accommodate these groups:

- more 3 or 4 bedroom units for large families
- more appropriate accommodation for single individuals with low incomes (i.e. bachelor suites)
- more units accessible to people with disabilities

#### *People with Disabilities*

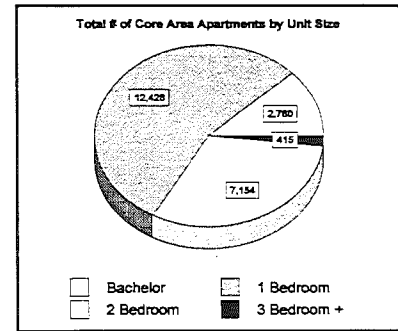
It was noted that units designed to be accessible for people with disabilities usually targeted single individuals. Few of these units had multiple bedrooms to accommodate families or other types of households. It was noted that the housing currently available is nowhere near the demand, and that the demand will likely increase as the population ages.

### Large Families and Multiple-Family Households

Participants noted that it can be difficult to find adequate, affordable accommodation for large families or multiple-family households that require more than two bedrooms. There is a shortage of large, affordable units.

### Single-Individual Household

Low-income single individuals often find themselves living in rooming house situations because this is what is affordable to them. Participants felt that there was a need for an alternative to the “cubicle” rooming-house format for low-income singles.



Source: Canada Mortgage and Housing Corporation, 2001

Participants noted that the rental market does not currently accommodate many of the groups most in need of rental housing.

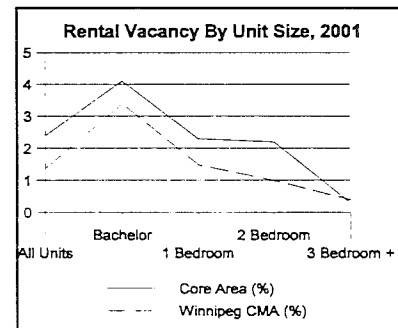
### Appropriate New Unit Structure and Design

The participants did not, overall, view high density construction favourably. Large-scale developments, such as those managed by the Manitoba Housing Authority (MHA), were not seen as desirable by a number of participants. Single detached homes were highlighted as the ideal, although participants recognized that they are not always financially feasible. It is not economical to rehabilitate and rent single detached houses, unless it is a duplex or a rent-to-own model. As a compromise, many participants felt that duplexes and triplexes represented acceptable, higher-density options for rental units. Row housing was seen as too high-density by some, while others felt it was acceptable.

*“Should new affordable rental housing be concentrated in the inner city, or does this lead to the “warehousing” of low-income people?”*

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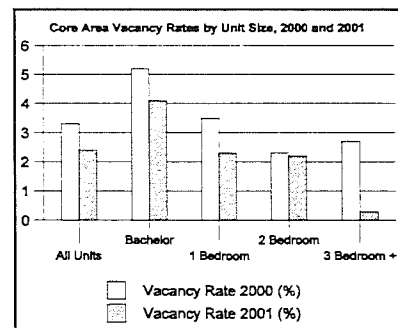
In terms of both scale and design, new rental units should be compatible with existing housing units. New construction should not detract from residents’ quality of life. Big-block construction without adequate green space, appropriate services and adequate commercial activity should not be undertaken. Parks and green space were seen as important components of successful new rental developments, and a number of groups cited the Radburn concept as a favourable guiding framework (houses face a pedestrian-oriented common area, with services and vehicles in the back, i.e. Wildewood neighbourhood).



Source: Canada Mortgage and Housing Corporation, 2001

The subject of rooming houses was addressed by a number of groups. One felt that there was a need for more social supports, and strategies to deal with issues around physical safety in shared facilities. In Montreal, many rooming houses have been converted into studios.

New units should be built to a high standard of construction to ensure durability. One group noted that housing in the inner city



Source: Canada Mortgage and Housing Corporation, 2001



is often crowded, resulting in greater wear and tear than in typical single-family units. One group felt that given the scarcity of program dollars, the focus should be less on the unit's appeal, and more on quality and durability.

New units should be flexible to accommodate changing demographics. For instance, one and two bedroom suites that could be converted into a bachelor unit and three-bedroom apartment would better be able to adapt to changes in the neighbourhood.

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*"We need to build housing that retains its value."*

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Rental stock should better encourage a mix of people, by income, age and family structure. Currently, housing is segregated along these lines.

### Features of Desirable Rental Units

#### Management Attributes

- stable rental rates
- stable occupancy base (refers to both long-term tenants, and unproblematic tenants)
- on-site management
- specialized management to provide support for particular populations, i.e. rooming house model with a live-in "caretaker", such as the University of Winnipeg student housing model
- Resident participation in management to encourage "buy-in" and "stakeholdership"
- discourage absentee landlords

Lack of appropriate housing is a major contributor to high mobility among low-income households.

#### Mobility rates among renters\*

<i>Inner City:</i>	57.9%
<i>Winnipeg CMA:</i>	42.8%

\*1996 Census Data, obtained from the Social Planning Council of Winnipeg.

#### Issues

- The difficulty of housing both transient populations and a stable rental base was noted. However, transience was also linked to the lack of appropriate housing.

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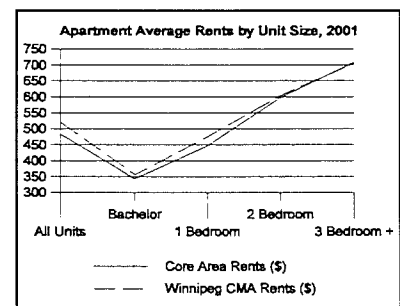
*"Rental housing to encourage long-term occupancy"*

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### Affordability

Definitions as to what is "affordable" to low-income tenants ranged significantly. Among those proposed are:

- tenants can afford to pay the rent
- tenants do not regularly struggle to make rent
- one group pegged "affordable" at \$375 per month for two bedrooms, including utilities
- affordable does not mean 30% of gross income: while at \$25,000/year this comes to \$625/month, at \$20,000/year this comes to \$500/month, regardless of family size
- rents must be kept below market because that is all some can afford



Source: Canada Mortgage and Housing Corporation, 2001

It was noted that “affordable” units are often of poorer quality. It was also noted that the social assistance shelter allowance of \$275 to \$375 per month, including utilities, often defines what is “affordable” in neighbourhoods with a large number of households on social assistance. However, it was also pointed out that social assistance does not always cover true costs, so “affordable” rents may be even lower than these figures.

One group felt that “affordable” must be separated from social assistance shelter allowance rates, because these are not sufficient to provide safe, comfortable, dry housing. Another group noted that individuals earning minimum wage also struggle to find affordable housing. For low-income households, it was suggested that 20% of earnings would be more appropriate than 30%.

Another group distinguished between short-term and long-term affordability. Short-term affordability was defined as lowest immediate cost, while long-term affordability was defined as the life cycle cost. Currently, it was felt, too much focus is on the “right now” of short-term affordability, with not enough analysis of housing costs over the long-term, comparing different tenure models. The long-term costs and savings of initiatives such as R-2000 upgrades should be factored in.

Some felt that the housing stock would improve if individuals could use their social assistance payments for mortgage financing, rather than to rent. Alternative tenure models could be developed to allow social assistance payments to be converted into ownership, or equity. For instance, enabling prospective home owners to use sweat equity to pay the down payment and use a rent-to-own model that directs their social assistance shelter allowance to mortgage payments, would enable very low income residents to own their home.

### **Challenges and Models for Providing Housing for People with Disabilities**

One issue around housing for people with disabilities is that private landlords are often hesitant to provide supervised housing or housing with an advocacy component built in.

It was felt that mixed housing, with mixed market rents within one building, would be desirable. For instance, one-third or one-half of the building could be reserved for people with disabilities. Incentives such as parking variances and equivalencies could be used to make it financially feasible.

### **Challenges Facing Landlords**

- Buildings without subsidies are difficult to maintain.

### **Challenges in Building New Rental Units**

- High cost of construction.

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*“New construction and affordable don’t go together.”*

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### **The Renovation Alternative**

Renovation was perceived as a less expensive way of improving and expanding the rental housing stock than new construction.

The “plexing” of larger structures was seen as a desirable route by many participants, providing an acceptable level of density at costs more affordable than single-family houses.

## Strategies to Encourage Private Landlords to Upgrade Properties

### *Government*

#### Financial mechanisms:

- tax breaks on property or income for renovation
- grants to private landlords
- on-going subsidies (current grants do not assist with long-term maintenance costs)
- reserve funds
- incentives to upgrade (property tax reduction for property improvements)
- use penalties rather than rewards
- increase housing allowance
- graduated incentive program for landlords

#### Other mechanisms:

- more flexible zoning to facilitate conversions
- more flexible building codes, since many existing buildings could never meet current codes
- CMHC appraisals should recognize improvements in inner city
- Create compatibility among various government programs, such as employment, social assistance, housing etc.
- inspectors should target problem properties
- CMHC should recognize improvements to property, not only market value
- CMHC guarantees
- Make programs more flexible so they do not require total rehabilitation when only some changes would be adequate
- because affordable rents are often tied to the social assistance shelter allowance, provide a higher level to new or very well maintained units
- More flexibility from CMHC re: what they underwrite
- Programs to support maintenance of existing units, for post-renovated units
- Better communication between government and landlords, i.e. people get displaced when the city gives landlords two weeks to make improvements. Government should work with landlords and provide tools.
- Partnering between CMHC and the banks
- require landlords to provide a sustainable plan to be eligible for subsidies and grants
- Programs dealing with general maintenance issues are needed

### *Community*

- sweat equity (see p 35)
- housing registries
- develop housing registries, such as the TLC in West Broadway, with community access
- identify best practices in communities, and support them with added resources
- improved knowledge-sharing through forums, workshops etc.
- resident associations to provide information to landlords
- advisory committees of landlords and tenants, recognizing the need for the support of residents

### *Private Sector*

- encourage financial institutions to make low-interest loans in the inner city easier to access
- city inspectors to work with landlords, promoting awareness of programs and how to use them
- make properties more energy-efficient to reduce long-term costs
- invest in improving management - there are many rental apartments, but few quality units

### *In General*

- Better communication between the government, private and public sectors, specifically through outreach to the community. Improved networking, coordination, cooperation, communication and partnerships.
- more preventative mechanisms, i.e. business and sustainability plans
- promote awareness of housing assistance programs; need for standardized accessible information
- Match needs to the community. For instance, have students live in a seniors' block at reduced rates in exchange for their presence to help elderly residents.
- Subsidize developers/renovators to take a risk in declining neighbourhoods

### **Evaluation of Current Programs**

#### *Residential Rehabilitation Assistance Program (RRAP)*

- Long waiting lists
- Locked in for several years, with high renovation costs
- Should be more flexible; the program is geared at new construction standards, which is not necessary. Should focus on basic safety and livability (warm, dry, habitable shelter)
- RRAP standards are higher than city codes, discouraging landlords from participating
- Should better ensure that long-term commitment to the property is built into subsidies
- Landlord should have to provide a sustainable plan, including a budget for maintenance for at least five years

#### *Grants*

- Do not assist with long-term maintenance costs (sustainability plan)

#### *Subsidized Housing*

- A number of groups felt that tenants, not units, should be subsidized

#### *Rehabilitation Programs*

- Current programs for rehabilitation require complete upgrades, when what is needed is a clean, warm, dry, livable environment. It was noted that rehabilitation can be undertaken to acceptable standards, rather than "new" standards.



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## NEW RESIDENTIAL CONSTRUCTION IN THE INNER CITY

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Strategies to improve the ageing housing stock of the inner city cannot focus exclusively on renovation, but must include new construction as well. Boarded houses and vacant lots are an issue in many neighbourhoods in the inner city, but are of particular concern in some areas. Recognizing variations among neighbourhoods in terms of their character and aspirations, this session sought to address issues around land assembly for new construction, and appropriate densities and design for infill housing. Presentations were made by Gord McIntyre, who reported on the North End Housing Project's current infill housing activities, Dr. Ian Skelton, who provided an overview of issues to consider in putting together a strategy for new residential construction, and John Daniels, who addressed the issue of economies of scale, and cost-saving practices to consider in planning for new construction. The presentations were followed by group discussions, which focussed on appropriate strategies for new residential construction in inner city neighbourhoods, appropriate multi-family approaches, issues related to assembling land for new development, and how the Domi-cible approach could be applied to Winnipeg's inner city.

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### Presentations

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Presenters: Gord McIntyre, *North End Housing Project*  
Dr. Ian Skelton, *Department of City Planning, University of Manitoba*  
John Daniels, *Qualico Homes Inc.*

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### Gord McIntyre North End Housing Project

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- ▶ *Gord McIntyre provided an overview of the activities of the North End Housing Project, some of the directions it is taking, and challenges it faces.*

#### *New Housing Underway*

Seven new units are being built on Flora Avenue: one single-family bi-level, and three side-by-side duplexes.

The bi-level and one of the two-storey side-by-side duplexes is being built by RB Russell Vocational High School, while Qualico is building the other two side-by-side duplexes.

- Single-family bi-level: a front and back entrance; a broken-up facade; a small front porch. The porch is an important feature to residents, and requested as a component in all homes. The home was built on RB Russell School property as a ready-to-move.
- Two-storey, side-by-side duplex: three bedrooms in each side; shared front porch; fits on 50-foot lot. Built by RB Russell School, with CAT Contract Design, using modular wall panelling technology. Built by an independent North End contractor.

- Two two-storey, side-by-side duplexes: three bedrooms in each side; 1,000 sq. ft. per unit; front porch; R-2000 design; geothermal heating system which cuts heating costs by at least two-thirds (2/3). Built by Qualico Homes Inc.

### *Design Preferences*

Residents of the neighbourhood have expressed a strong preference for traditional, single-family two-storey homes with a front porch. The porch was identified as a key feature because it adds character to the home, and is a safety feature in that it fosters neighbourliness and creates a sense of community.

### *Single Family vs. Duplex*

The goal of building single-family homes is difficult to realize because of the costs involved. Tendering two different projects revealed that the construction of a duplex cost \$8,000 less than building a single-family house. The duplex cost \$80/sq. ft., or \$80,000 for a 1,000-sq.-ft. home. The North End housing market simply does not sustain single-family houses. With market value at \$45,000, each unit built requires a \$35,000 subsidy. The costs highlighted here do not include land assembly or overhead costs.

### *Comparison among Neighbourhoods*

The West End, West Broadway and Spence neighbourhoods are in a better position to develop single-family units, since the market values are higher. Homes that sell for \$20,000 in the North End might sell for \$70,000 or \$80,000 in these neighbourhoods. Direct home ownership is more feasible in these neighbourhoods than it is in the North End.

### *Costs*

By partnering with RB Russell School to build the single-family bi-level, the initiative was able to construct the unit for approximately \$55,000 (which roughly corresponds to its market value). If the unit had been built privately, the cost would have been approximately \$75,000, resulting in a significant difference, or 'market gap', between the cost of construction and market value.

### *Accessibility*

All seven units built on Flora Avenue have been designed to be accessible for visits by people in wheelchairs, recognizing that the inner city is home to a high number of people in wheelchairs.

### *Multiple Units*

Multiple unit dwellings have to be considered seriously in terms of new housing construction. A number of issues are associated with multiple units:

- *Homeowners in Multiple Purchase*  
*Challenge:* neighbour's level of maintenance is a major concern  
*Strategy:* enforce some level of standards on building
- *Townhouses*  
*Challenge:* barracks-style architecture  
*Strategy:* break up facades and rooflines (although this raises construction costs)
- *Land Assembly*  
*Challenge:* relatively few vacant lots in inner city, since many have boarded houses  
*Strategy:* full-scale intervention that identifies and demolishes homes that are not salvageable

### *Land Assembly Costs*

Costs involved in land assembly in the North End:

- approximately \$10,000 to \$20,000 for the house
- approximately \$5,000 to \$6,000 for demolition

A key question is how much money the government is willing to put forward for land assembly to demolish some buildings.

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**Ian Skelton**

Department of City Planning, University of Manitoba

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- ▶ *Ian Skelton addressed the questions that were posed to participants regarding appropriate strategies for new residential construction, multiple-family approaches, and issues related to land assembly.*

*What are appropriate strategies for new residential construction in inner city neighbourhoods that address both community needs and economies of scale (i.e. how many units are cost effective?)*

- Begin with community goals, rather than with the program.
- Target residents to be involved in the project in terms of costs, types of units built.
- One-on-one replacement: it is vital that individuals displaced by new construction are rehoused in equivalent circumstances.
- Recycle existing stock, even with new building development.
- Mix land uses: residential, commercial and employment-generating.
- Include services from the start (i.e. neighbourhood facilities).

*Are there multi-family approaches (rental and home ownership) that are appropriate and acceptable in inner city neighbourhoods?*

- *Housing form:* single detached, row houses, apartments. Higher density minimizes initial and long-term costs, and allows residents to share facilities, such as daycare.
- *Housing tenure:* owner occupied, private rental, government-owned, non-profit-owned, cooperative model, condominiums. Influences how money is brought together for purchase and provision of housing. Joint ownership provides a broader pool of resources for ongoing costs, which is important because everyone pays less, spreading the risk (i.e. in case of major repairs).
- *Housing management:* custodial care can involve varying levels of supervision.

*What are the issues related to assembling land for newer development?*

- Raising capital to purchase.
- Target properties that are poorly maintained by present owners.
- Observe principle of one-on-one replacement (discussed above).



*How could the 'Domicible' approach presented by Martin Wexler be applicable to Winnipeg's inner city?*

- Because of the dominance of single-family units in Winnipeg, the model may be implemented on a street-by-street basis, rather than building-by-building (i.e. using three buildings together, rather than a triplex).
- The owner might be a group, such as a cooperative or other joint ownership corporation.

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**John Daniels**  
Qualico Homes Inc.

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- ▶ *John Daniels' presentation covered the issue of economies of scale, and cost-saving practices to consider in planning for new construction.*

#### *Economies of Scale*

Building a larger number of units makes the construction more efficient, reducing the per-unit cost of construction. This is due to a number of factors:

- The greater the volume of construction, the greater the purchasing power.
- When operating costs of organizations are averaged, the cost per unit decreases.

#### *Considerations in Planning for New Construction*

##### *Location:*

- Costs are reduced when properties are closer together (in terms of supervision, travel etc.)
- Building five new homes on one street can have a bigger impact than scattering them throughout the neighbourhood.

##### *Design:*

- Simplify designs and reduce the total number of designs to be built.
- Use colour, architectural detailing, minor changes to elevation and finishing as cost-effective ways to introduce variation.

##### *Timing:*

- Most new homes are built between April and September. Due to Winnipeg's shortage of skilled labour for residential construction, scheduling around this period results in more competitive bids.

##### *Internal Processes:*

- Ensure that an efficient tendering process is in place, that the job site is well run, that scheduling is reliable, that the project is ready at the right time for different phases of construction. Delays in construction result in inefficient use of contractors' time.

##### *The Perils of Scale:*

- Organizations should ensure that adequate systems are in place to handle increased volume, both in terms of financial organization and production controls.

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## Participants' Comments

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*Harry Lehotsky:* Do economies of scale apply to renovation situations as well?

*John Daniels:* New construction is suitable when the returns for renovation do not make the effort worthwhile. Innovation in technology and design can bring down costs, but subsidies are still necessary for new construction in the inner city.

*Gord McIntyre:* The North End has found itself putting \$70,000 to \$80,000 into the acquisition and renovation of homes. Is it worth putting those amounts into a 100-year-old home? Heating efficiency is much better in new homes. Still, so many homes that are not being rehabilitated have to be demolished, or they will be passed from one slum lord to the next.

*Martin Wexler:* In Montreal, the city tried to develop an equivalent subsidy for the rehabilitation or demolition and reconstruction, leaving individuals free to evaluate the situation on a case-by-case basis. Rather than taking a programmatic approach, this system lets the person administering the subsidy make individual decisions based on empirical fact, rather than an ideologically-driven notion.

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## Group Discussion

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### Themes and Highlights

As in the case of rental housing, participants by and large agree that best use should be made of the existing housing stock before new units are constructed, particularly because this was seen as being more cost-effective. New construction should not take funds from programs encouraging home repairs and renovations.

#### THE QUESTIONS:

The following questions were posed to participants to guide their discussion about new construction housing in the inner city:

- What are appropriate strategies for new residential construction in inner city neighbourhoods that address both community needs and economies of scale (i.e. how many units are cost effective)?
- Are there multi-family approaches (rental and home ownership) that are appropriate and acceptable in inner city neighbourhoods?
- What are the issues related to assembling land for new development?
- How could the Domi-cible approach presented by Martin Wexler be applicable to Winnipeg's inner city?

*Because the issues related to these questions tended to overlap, and discussions were wide-ranging, the comments collected from each group have been synthesized and are presented below by theme, rather than by question.*

While participants were not averse to new construction, they felt that the focus should be in areas where the private sector would be involved with only modest government

subsidies. It was agreed that subsidies are essential. However, how these subsidies should be allocated in terms of new construction versus rehabilitation varied among participants, and possibly among neighbourhoods. There was a recognition among some participants that some areas need to focus on new construction, while in others the emphasis should remain on rehabilitation. Concern was expressed that with regard to the declining post-war stock and areas with large numbers of vacant lots or derelict properties. New construction,

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*“New construction should not take place at the expense of maintaining and improving existing housing.”*

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*“When building new units, community buy-in is essential, both by residents and community organizations.”*

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it was felt, should be targeted at areas where the stock was never very sound.

Any program to build new residential units in the inner city will have to have a long time horizon, and cannot be a two- or three-year project. To ensure sustainability, support programs must be in place both in terms of financing (i.e. emergency loans for major repairs etc.) and home owner support (education on maintenance, budgeting, etc.). Ongoing subsidies and program evaluation are crucial.

There was general agreement that strategic planning was required to enable communities to be more pro-active in targeting strategic properties to be demolished, allowing redevelopment to proceed on a more efficient basis than rehabilitating properties in an ad hoc manner. Community groups were not entirely against demolishing derelict houses to build new units or develop green space, but emphasized that demolition must occur within a framework of a broad-based community plan.

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*“Community plans must be in place before building infill units.”*

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Poor management was identified as a major concern with regard to multi-family housing. If neighbours do not maintain their property, a unit's market value can drop dramatically. Poorly planned and managed projects in the past have left communities and residents wary of this approach.

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*"Some houses are not salvageable, or have outlived their value..."*

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Many groups felt that coop housing and other forms of shared ownership models should be considered for new construction in the inner city, particularly for multi-family structures. Funds are needed to develop a coop program, possibly based on international models in the United States. Education and information are needed for community buy-in. This is a popular housing form elsewhere, but there is little happening in Winnipeg.

### **Recommendations**

- Before embarking on new construction, work with existing stock, setting a time frame to move to new construction.
- Designs for new construction should be flexible and adaptable.
- Financing questions must be considered.
- Land assembly should be facilitated by providing incentives to owners who do not maintain their properties to turn it over to the community.
- The fire department, police and planning department should be brought to the table to pursue equivalencies more aggressively. A one-day workshop might launch this process.

### **Appropriate Density**

The following types of structures were seen as providing acceptable densities:

- owner-occupied duplex
- condominium (townhouse or apartment-style)

It was pointed out that there is a strong preference in Winnipeg for suburban-type accommodation, and that single-family or duplex dwellings are more accepted than higher-density housing. Many viewed duplexes as a workable compromise. While they are more cost-effective than single detached homes, they also build community. Another group challenged the desire for single-detached houses, and felt that it was a matter of changing people's mentality.

Some felt that an eight-unit apartment complex (not townhouses) would be acceptable in terms of density, while others felt that 5-plex or multi-plex walk-ups would be appropriate.

It was noted that multi-family units built in the past have experienced problems in terms of poor quality of construction and poor management. Therefore, many participants saw single-family units as preferable.

One group noted that building volumes that achieve economies of scale runs the risk of ghettoising low-income people. However, such volumes might be achieved in some areas by working with vacant lots, and therefore constitute an improvement to the neighbourhood.

## Appropriate Design

Groups emphasised that new units should be flexible and adaptable. This could mean accommodating mixed uses, a variety of household types, and “ageing in place” (designed to allow elderly people to remain in the units even if they become mobility-impaired).

Multi-family approaches were seen as appropriate and acceptable provided they:

- incorporate green space
- do not have a “cookie-cutter” design
- consider the population’s diversity (i.e. if 2% of population is disabled, make 2% of units accessible to people with disabilities)

Higher densities are more acceptable if the units are architecturally sensitive and provide a mix of tenures. For instance, row houses of six to eight units might be appropriate in some areas if they blend in with existing structures.

As with rental housing, participants indicated there was a need for affordable housing for large families, many of which currently live in crowded conditions.

Some felt that there is a need for rooming houses with shared facilities and a “caretaker” (i.e. University of Winnipeg student housing model) to support “special populations.”

It was felt that new approaches would have a positive effect on levels of new construction in the city. Alternative technologies could be used, taking into consideration cost implications. It was also felt that relaxed or more flexible zoning and land use bylaws would facilitate new construction in the inner city.

Challenges
<ul style="list-style-type: none"><li>• New construction may attract negative attention, such as vandalism.</li><li>• Demolition costs are very high.</li><li>• There is no process by which to expropriate derelict properties where the owner continues to pay taxes.</li><li>• Real costs of infill houses can be comparable to suburban starter homes.</li></ul>

## Building for People

Groups mentioned the benefits of designing new units for particular groups. For instance, new construction should reflect an awareness of cultural needs, and be flexible and adaptable to meet these needs (i.e. multi-family occupancy, inter-generational occupancy). Housing design should be driven by need, to suit the neighbourhood’s demographic context. Multi-generational units can support services, both formal and informal, such as daycare.

New construction must take place in conjunction with safety initiatives and other programs to improve the community overall so that people will invest in the area through home ownership.

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*“New homes increase property value.”*

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## Appropriate Tenure Models

- Coop housing was seen as a desirable tenure model for new housing. One group suggested neighbourhood coops, with rents based on residents’ ability to pay.

- While encouraging resident owners was seen as a desirable strategy, fostering a mixed rental structure was also important.
- Rooming houses with a live-in caretaker, such as the University of Winnipeg's student housing.

### **Education and Training**

Participants emphasized that, as much as possible, new construction should involve local residents through education and training initiatives which can increase community capacity at the same time as new housing units are created.

One group felt there should be more linkages between community organizations and the building associations, particularly in the areas of education and information-sharing.

Home owner training was seen as a vital components of home ownership programs targeting households with modest incomes.

#### *Sweat Equity*

"Sweat equity," which allows future home owners to pay off part of their down payment through volunteer labour on the house, was seen as a very positive practice. Such volunteer work adds to a community's wealth and provides a reward for volunteers; makes the home owner less likely to leave; and can include an educational/training component.

### **Models for New Home Construction**

Habitat for Humanity's model was cited as highly effective. The project works with donated labour and material, provides interest-free mortgages, and builds several houses on packages of land.

Qualico's rehabilitation in Jameswood benefited from economies of scale (300 homes were renovated).

Alternative technologies were seen as desirable. However, while one group saw new technology as a way to achieve economies of scale while preserving the neighbourhood "look," another felt that the cost implications might pose some difficulties.

#### **Economies of Scale**

- WHRC needs 12 single family units per year to run its rent-to-own program.
- Lazarus Housing needs 80 apartment units to maintain its three staff members.

### **Minimizing Cost of Construction**

#### *Economies within houses:*

- some degree of standardization is acceptable
- substituting less expensive materials/techniques, without compromising durability

#### *Economies through volume of houses:*

- begin with an inventory of houses in the community
- survey residents to determine what design features are important
- take into consideration the impact of design features carefully, on the type of resident they attract

### Clustering

- While clustering can result in economies of scale, efforts should be made to spread developments of low-income housing throughout an area to prevent ghettoisation.

## Financing and Affordability

As in the case of rental housing, some participants felt that more cooperation could take place between homebuilders and financial institutions to lower the cost of homes.

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*"How much subsidy is acceptable?"*

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Potential home owners could be given assistance with their credit rating. A down payment plan was viewed as essential to home ownership in the inner city. It was suggested that the initial up-front costs of home ownership, such as legal fees and down payment, could be covered by funding programs.

Mechanisms to assist with down payments on the purchase of a home: Brandon's buy down program.

While participants agreed that it is important to leverage funds through the anticipated federal housing program, federal funding should not be relied upon in the long term. Land trusts are one way of rationalizing public subsidies, because the property will not be flipped.

One group noted that although the per-unit cost of duplexes is lower than for single detached homes, appraisals on duplexes are coming in at 48% of the cost, while single detached homes are at 60% to 75% of cost. Families could take on more financing, but are not allowed to by CMHC, based on appraisals.

## Land Assembly

### Challenges

- Land is at a premium/shortage of land
- existing infrastructure may not support new development
- cost of infrastructure renewal
- vacant land may not be available
- is it effective to bank vacant lots?
- displacement of residents
- when is expropriation appropriate?
- landlords may raise prices to unrealistic amounts

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*"land clearance is not the answer because too many people are displaced and the relationships in the neighbourhood change"*

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### Strategies

- provide tax credit/receipt to landlords not interested in improving property and give the property to the community
- land trust: community control of land assembly, to preserve long-term value of project subsidies
- municipal involvement in strategic acquisition of vacant or distressed buildings (municipal land bank)
- accelerate tax sales

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*"bulldozing and building does not create a neighbourhood"*

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### *Models for land assembly:*

- Habitat for Humanity has built several homes on a package of land
- Qualico redevelopment of military housing in St. James

## **Strategies**

### *Location*

- Consider new construction in portions of neighbourhoods that demonstrate a potential market of buyers, where the private sector is willing to take some risks (with modest subsidies). Deeper subsidies might be available for targeted streets.
- Build infill in shoulder neighbourhoods, with eventual benefits to lower-income neighbourhoods.
- Cluster new units, even among different program (adopt a coordinated approach)
- Avoid clustering major affordable housing developments

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*“The inner city needs a broad, collective strategy to allow community groups to target more than one street at a time...”*

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### *Holistic Neighbourhood Approach*

- Need a broad collective strategy in the inner city, not just targeting one street at a time.
- a housing strategy must be developed in conjunction with a broader strategy, that includes economic, social services, education and training, private sector involvement, and increased community policing, neighbourhood watches, etc.
- Rehabilitation should be combined with Community Economic Development (CED).
- Include neighbourhood promotion to attract and keep residents; improve neighbourhood image. Affordability must be seen in terms of neighbourhood stability.
- New construction should not take place at the expense of maintaining and improving existing housing, and to increase government subsidies for this purpose.
- Survey residents as to housing wants and needs before building new units
- Involve existing homeowners in education, training support etc. For Instance, Habitat for Humanity builds houses with the help of other owners on the block

### *Policy Supports*

- More flexible zoning, especially for basement suites.
- Change bylaws regarding boarded-up houses and slum landlords.
- Accelerate tax sales on vacant and distressed buildings (i.e. after one year forego the tax and give the building to a community organization for \$1).
- City could provide developers with land, rather than money, with stipulations on the development of the land.
- Single window to facilitate the process and provide funding information.

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*“Government needs to get back into construction of new housing... and to get back into managing low-income housing”*

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### *Innovative Partnerships*

- The private sector may be willing to partner with training programs, on the condition that workers may enter the private sector workforce after their training is completed. This would be beneficial to both the private and non-profit sectors, particularly if the worker/trainee is also someone who would live in one of the houses being built.



### *Demonstration Projects*

- Build demonstration houses to build support for flex housing concept.
- Convert commercial properties.

### *Create a Mix*

- Most groups felt that it is important to build for a range of incomes
- Identify who can afford ownership to ensure sustainability

### *Outcomes*

- Raising property values was seen as an important outcome

## **Owner-occupied (Domi-cible<sup>3</sup>) Approaches**

### *Available Stock*

- Would not work in Winnipeg's inner city, because of small units that cannot support an owner-occupied model, and community residents do not want new multi-family dwellings.
- Owner-occupied duplex, as in Montreal, might work.
- Appropriate model for houses with three suites.
- Basement suite model might work in Winnipeg context, which is predominantly single-family housing.

### *Resident Landlords*

- "Landlords" should be a mixture of private, resident, investing and third-sector to ensure a broad, sustainable ownership base.
- Might work in some areas of the city, but their targeted neighbourhood should be carefully chosen. Success depends on individuals with adequate income coming into area; does Winnipeg have such a population?

### *Lending Institutions*

- A good program, but lending institutions will not consider potential rental income for mortgage financing.

### *Education and Training*

- Training and education must be integral components of such a program. The education component of the Domi-cible approach was seen as very positive.

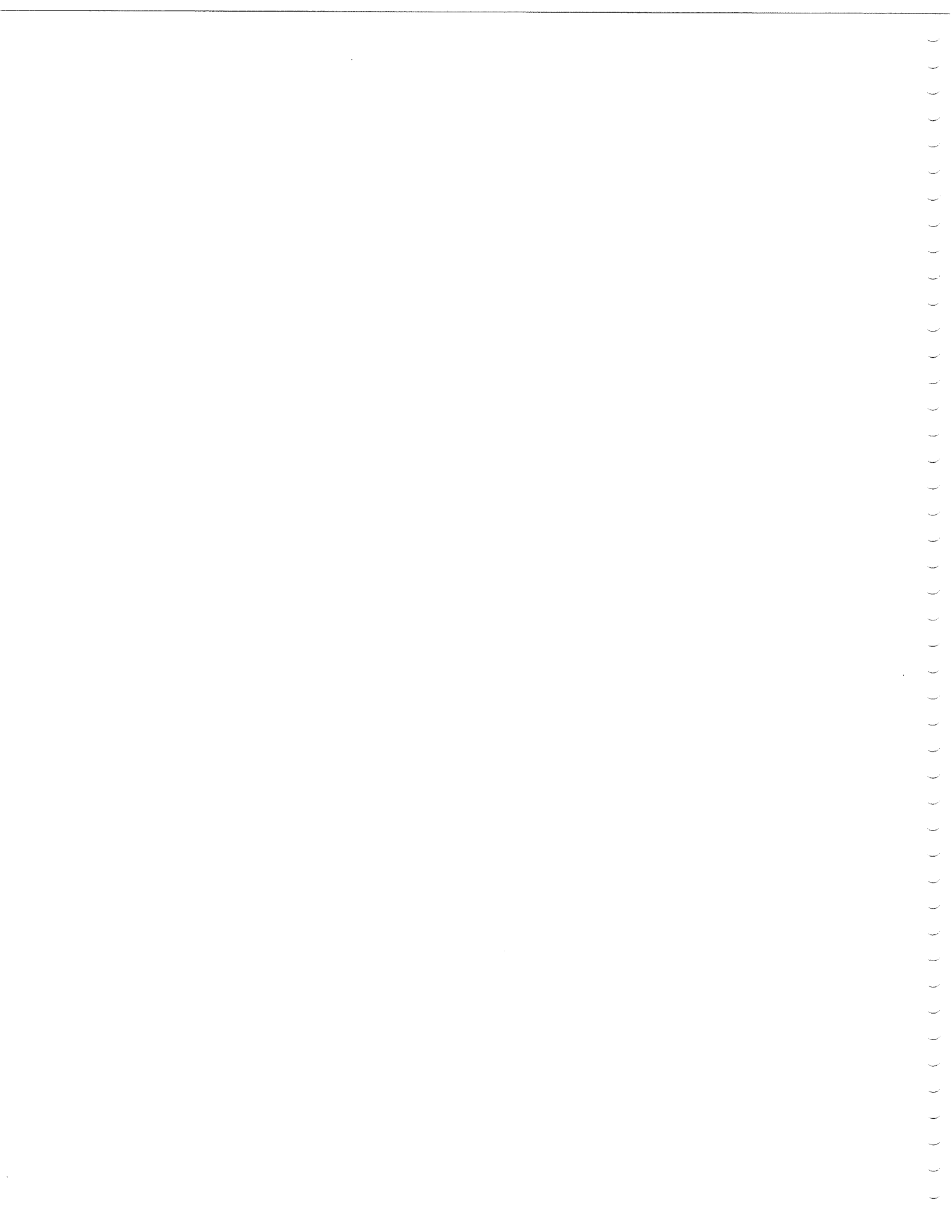
### *Return on Public Investment*

- Seen as an efficient way to distribute public funds. Perhaps it could be applied to new construction.

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<sup>3</sup>Participants were asked how Montreal's Domi-cible approach might be applied to Winnipeg. For information about the Domi-cible approach, please see p 7.

**LIST OF  
EXHIBITORS AND REGISTERED PARTICIPANTS**



## EXHIBITORS

Assiniboine Credit Union  
Canada Mortgage and Housing Corporation  
Frontier Refrigeration/Ice Kube Technologies  
Manitoba R-2000 Program  
Manitoba Hydro  
Qualico Homes  
T-Square Technologies  
Tronco (Metal Logs)  
West Broadway Development Corporation  
Winnipeg Housing and Homelessness Initiative

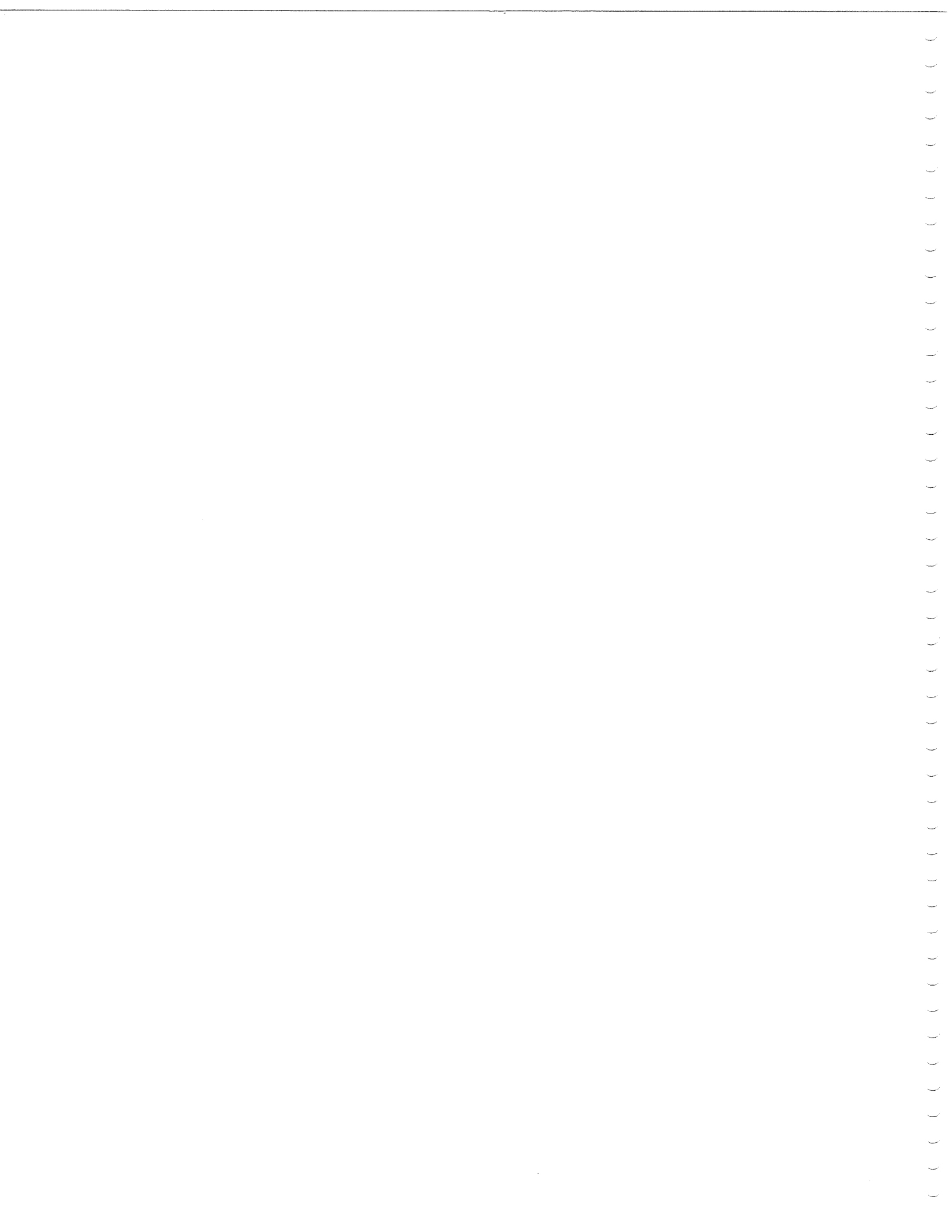
## REGISTERED PARTICIPANTS

Aliaga, Inonge	Spence Neighbourhood Association
Archambault, Geoff	Alpine Design
Aubin, Jeannette	Western Economic Diversification
Beckman, Jeff	Manitoba Hydro
Block, Yvonne	Manitoba Health
Carter, Tom	Institute of Urban Studies, Director
Cates, Farley	Progressive Accessibility Re-Form Associates
Childs, Neil J.	CHAM Holdings Inc.
Chornenki, Lisa	North End Community Renewal Corporation
Chorney, Paul	West Broadway Development Corporation, Executive Director
Cumming, Jack	
Curry, Fred	McDermot-Sherbrook Resident's Assoc.
Daniels, John M.	Qualico, Branch Manager
DeCuypere, Henry	CHAM Holdings Inc.
Dieleman, Martin	Alpine Design
Distasio, Jino	Institute of Urban Studies
Dobchuk, Doug	
Drystek, Connie	Manitoba Education, Training and Youth
Dudley, Michael	Institute of Urban Studies
Fournier, Jonee	West Broadway Housing Resource Centre
Foy, Aldin R.	Brandon Neighbourhood Renewal Corp.
Frechette, Carole	Citizen Equity Committee
Golby, Jillian	Institute of Urban Studies
Grant, Brian	West Broadway Development Corporation, Housing Coordinator
Guy, Roger	
Haines, Denise	North End Housing Project
Harrison, Michelle	City of Winnipeg, Mayor's Office, Community Outreach Coordinator
Heidenreich, Stephanie	Institute of Urban Studies
Higgitt, Nancy	University of Manitoba, Department of Family Studies
Huband, Charles	Westminster Housing Society
Karanja, Njeri	
Klassen, Ray	City of Winnipeg, Housing Administrator
Kozak, Terry	Manitoba Housing
Lapointe, Linda	Lapointe Consulting
Laquette, Wallace	Lord Selkirk Tenants Association

Loewen, Garry	North End Community Renewal Corporation, Executive Director
Martindale, Doug	MLA, Burrows
McIntyre, Gord	North End Housing Project
McKay, Darlene	Western Economic Diversification, Executive Director
Montean, Bobbi	Thompson Neighbourhood Renewal Corporation, Facilitator
Morgan, Sharon	Aboriginal Health & Wellness Centre Inc.
Pedlow, Merv	Brandon & Area Planning District
Piche, Elaine	North End Housing Project
Poirier, Lawrence	Kinew Housing Inc., Manager
Prokopchuk, Dan	Community Services, City of Winnipeg
Rapson, David	Progressive Accessibility Re-Form Associates
Ring, Linda	City of Winnipeg
Romas, Randy	Manitoba Conservation
Rothney, Russ	Assiniboine Credit Union, CED Manager
Sawatzky, Randy	Thompson Neighbourhood Renewal Corporation, Manager
Simmonds, Russ	Ministers Regional Office
Skelton, Ian	University of Manitoba, Department of City Planning
Strapazzon, Dana	The City of Winnipeg, Community Services
Stroppa, Gary	Burrows Central Residents
Thornton, Nancy	Western Economic Diversification
Tom, Jerry	The Manitoba Housing Authority, Aboriginal Liaison/Special Placements
Tymchak, Christine	Manitoba Conservation
Vandall, Renata	The Manitoba Housing Authority, Tenant Services, Manager
Viarobo, Laurene	Brandon Neighbourhood Renewal Corp.
Watson, Shannon	Spence Neighbourhood Association
Wexler, Martin	City of Montreal, Service de l'habitation
Yauk, Tom	Housing Opportunities Partnership
Zacharias, Ingrid	Elmwood Community Resource Centre
Ziemski, Sue	William Whyte Resident's Association

# **Appendix A**

**Keynote Address  
by Martin Wexler**



**HOME OWNERSHIP STRATEGIES:  
AN INTEGRAL PART OF NEIGHBOURHOOD REVITALISATION**

*Martin E. Wexler  
Service de l'habitation, City of Montreal*

**Distressed neighbourhoods**

In the early and mid 1990s, the City of Montreal was faced with clear signs of increasing disinvestment in numerous central neighbourhoods, surrounding the downtown core.

Signs of disinvestment included the following:

- an increase in the number of vacant and boarded up buildings;
- a high number of bank repossessions and mortgage arrears;
- a decline in the number of owners, in particular resident-landlords of small rental buildings – what we call the “plex” (duplex, triplex, fourplex, fiveplex).

**Topology of Neighbourhoods**

Two types of neighbourhoods were represented among areas having these characteristics:

1. The first type of neighbourhood is characterised by a high percentage of rental, walk-up, 3-1/2 story buildings, generally having 6 to 16 units or more. In these neighbourhoods, most buildings date from the period after WWII until the '60s. In some cases, walk-ups may have a concierge, but this is exceptional. Today walk-ups in the targeted neighbourhoods primarily house recent, low-income immigrants.
2. The second type of neighbourhood is characterised by a high percentage of plexes built in the latter part of the 19<sup>th</sup> and early part of the 20<sup>th</sup> century.

These neighbourhoods have undergone a process of de-industrialisation and contain a large number of vacant industrial structures. Unemployment rates are high and many residents are unqualified to compete in the “new economy”.

Our concern today is with this second type of neighbourhood.

**The Need to do Things Differently**

The City of Montreal has been subsidizing private rental renovation over the last 30 years. In fact, Montréal's renovation programme preceded the earliest federal programs. Despite this, however, neighbourhoods continued to decline. It became clear to a number of actors (municipal, private financial institutions, community-based groups, etc.) that radical change was required.

Essentially, the approach changed from a “rental renovation programme” to a “neighbourhood revitalisation programme”. More specifically, the following measures were undertaken:

- geographically targeted subsidy programmes to a limited number of neighbourhoods. In some cases the programme is only available in distressed neighbourhoods; in other cases the programme is available throughout the city but is more generous in targeted neighbourhoods;



- assured sustained government investment, with a five-year funding cycle (the programme was extended for another two years in the November 2001 provincial budget);
- while continuing to subsidize the renovation of occupied residential buildings, new emphasis was placed on the elimination or the replacement of physical or visual nuisances (which may also be dangerous) such as vacant or boarded-up buildings. New construction is also encouraged on vacant land;
- encouraged other-than-housing public investment, such as main street revitalisation and public infrastructure investment (community social and sports centre, street and park improvements (quartiers ciblés), etc.);
- developed a series of new programmes (or programme parameters for existing programmes) that give preferential treatment to owner-occupied dwellings or buildings. Previous programmes had favoured rental dwellings, either by being less generous to owner-occupied dwellings or excluding them entirely.

As a result of these measures, the following has occurred:

- renovation grants are more generous for dwellings occupied by an owner (75% subsidy rather than 50%);
- grants are given to developers for the creation of new dwellings, either by new construction or the recycling of nonresidential buildings. In almost all cases the new dwellings created are condominiums. These grants to developers are piggybacked by modest tax credits to the purchasers of new dwellings. These tax credits are more generous in the downtown area and apply regardless if the dwelling is or is not occupied by the owner.
- the programme favoured collective ownership (coops and private nonprofit) by providing more generous grants in targeted neighbourhoods within the provincial-municipal programme, AccèsLogis;
- in February 2002, the city and the province announced the Domi-cible, which provides a grant for the purchasers of existing plexes in the targeted neighbourhoods. Complementing this grant are two other programmes: an education and training (ET) programme which was started in fall 2001, and a modest renovation programme which is more generous in the targeted neighbourhoods. The latter programme is called Rénove Atout. Among other things, it was designed to complement the Domi-cible grant.

### **Why Promote Homeownership?**

The city (and the province) decided to favour home ownership as a fundamental part of its revitalisation programme for several reasons. The impact of home ownership can be looked at at two levels: the individual or household level and the neighbourhood level:

At the household level, it is believed that home ownership, and modest income ownership in particular, results in greater housing and financial security for the owners. The benefits include the ability to modify/upgrade housing to better fit one's needs (appropriation), to better control housing costs, to accumulate wealth through forced saving and asset appreciation, and, finally, to insure security of tenure (assuming no default or forced sale) .

At the neighbourhood level, it is believed that home ownership promotes neighbourhood stability (or reduced turnover) and social mix, encourages maintenance and modernisation of the housing stock, and encourages greater citizen involvement in local affairs. Where rental buildings are owner-occupied, better maintenance and better landlord-tenant relations are believed to result.

### **Some Concerns About Encouraging Modest-Income Home Ownership**

Despite these advantages, the promotion of modest-income home ownership in distressed neighbourhoods is contentious. This is especially true in the case of small, older rental buildings in such neighbourhoods.

The targeted households are often inexperienced (i.e., first time buyers), and can only marginally afford home ownership. Such buyers are highly leveraged and can afford minimal down payments. Consequently, they represent a higher level of risk than households having more steady jobs or that have been able to save larger down payments.

Job or family instability, while affecting all owners, could more easily force such households into mortgage arrears or default. This may result in the loss of the equity they have saved, or even personal bankruptcy.

Compounding these challenges, buildings targeted by Domi-cible are generally more affordable and hence older. They frequently generate higher maintenance costs and are in need of repair or renovation. Costs in such cases can be unpredictable. In addition, because they contain rental units, numerous management issues must be dealt with, requiring additional skills. Rental arrears or a vacant apartment can, for example, undermine an owner's investment.

Finally, the level of risk in targeted neighbourhoods is higher. Even if an individual owner maintains his or her building, a less conscientious neighbour may not. A fire in a nearby building or a significant number of vacant or boarded up buildings in the neighbourhood will impact negatively on the value of adjoining properties. Neighbourhood decline and a resulting decline in property values could force the owner into a negative equity situation where the mortgage itself is higher than the property value. Problems arise when the mortgage needs to be renewed or when the household wants to move.

### **The Dilemma**

Under these conditions, why encourage modest-income households to become home owners? There are two reasons:

- 1) The opportunity to meet municipal goals in terms of revitalisation and more generally to improve the quality of life in targeted neighbourhoods. It goes without saying that, from a municipal viewpoint, revitalisation also preserves and improves the municipal tax base and the municipality's ability to provide a high level of public services. Better maintenance of residential buildings also reduces the need for further public renovation subsidies.
- 2) The opportunity of meeting individual goals related to home ownership and wealth creation.

If all goes according to plan, long-term, significant public investment within a geographically limited area will stimulate and sustain significant private investment and lead to revitalisation. Not surprisingly, this puts upward pressure on property values and rents. At the same time, however, the risk entailed by modest-income home ownership is reduced. Initially, the cost of home ownership is low while a positive investment climate reduces neighbourhood risk.

Within this context, modest-income home ownership programmes act as both a stimulus for revitalisation (increasing the number of homeowners in the neighbourhood, the level of maintenance, etc.) and as a means of “protecting” modest-income households from price increases and possible displacement resulting from revitalisation. If modest-income owners must sell, they have acquired positive equity due to savings and equity appreciation (wealth creation), which is amplified by the effect of leveraging.

Collective ownership in the form of coops and non-profits can function in a similar manner. Moreover, private and collective ownership may palliate, attenuate or offset some of the negative effects of revitalisation on the local population (often referred to as gentrification).

The impact of revitalisation is the subject of much debate. On the one hand, low- and modest-income households living in social or collective housing are protected from rent increases. Revitalisation can also provide, as has been discussed, an opportunity for modest-income home ownership and equity appreciation.

On the other hand, low-income households (and advocacy groups) are often concerned with being evicted or “priced out” of the market. They are also concerned that the improvement of commercial services will provide services that are not affordable or that do not respond to their needs. Other questions of cohabitation and social cohesion are also raised.

### **The Domi-cible Programme**

The Domi-cible programme is one strategy within a much larger revitalisation strategy in Montreal. Domi-cible has three parts: an outright grant, an education, training and promotional programme and, at least in theory, access to a modest renovation subsidy.

The overall objectives of the programme are :

- to increase the number of owners (particularly resident-landlords) in the targeted neighbourhoods (to have more owners and to create a social mix);
- to promote and facilitate home ownership for modest-income households, particularly households living in the targeted neighbourhoods; and
- to assure that such ownership is sustainable.

### **The Domi-cible Grant**

The Domi-cible programme provides an outright grant, ranging from \$3,000 to \$8,000, for the purchase of a two- to five-plex in the targeted neighbourhoods, on the condition that purchasers agree to live in the building for at least three years. The grant is cost shared by the provincial government and the city at a 70:30 ratio.

Municipal building assessments (building and land) must be below the upper 10% of assessments for three- to five-plexes in the targeted neighbourhoods; in the case of duplexes, below the upper 25%. The percentage of owner occupants in more expensive plexes (having high municipal assessments) is already high and there is little possibility of increasing it.

The grant is based on creating, at least in theory, a level playing field between ownership of a single-family house and a plex. The amount of the grant was calculated to bring down the down payment to roughly 5% for the average sales price in the targeted neighbourhoods in 1999. Since

some buildings may sell for below average assessments, the Domi-cible grant can actually bring the purchasers contribution to his/her down payment to less than 5%.<sup>4</sup>

In order for the grant to work as a down payment, the city negotiated two conditions with Canada Mortgage and Housing Corporation (CMHC) and GE Capital, mortgage insurers. First, the grant needed to be counted as a gift in order to be considered to constitute part of the down payment.

Second, five plexes needed to be treated as owner-occupied buildings as are four plexes, rather than as commercial rental properties. In certain neighbourhoods, particularly Hocheloga-Maisonneuve, five plexes represent a significant part of the stock and these buildings were built to house a resident-landlord.

### **Outputs from the Domi-cible Grant**

Nine months after the announcement of Domi-cible, it is obviously too early to discuss outcomes. Nonetheless, we can discuss some of the outputs based on administrative questionnaires completed by each purchaser when they first make their request for a grant and when they requested payment of their subsidy after having occupied the building.

#### ***Are neighbourhoods being invaded by...outsiders, by the rich?***

Over half of Domi-cible purchasers were already living in the borough (arrondissement). Moreover, over 50% (n=112) of households came from the same borough and another 22% (N=48) came from an adjacent borough.

Furthermore, there is no significant difference between the incomes of households coming from the same neighbourhood with those of households coming from a different neighbourhood. A small number of purchasers from off island are, however, better off. Almost 2/3s (N=143) of households have incomes of less than \$50,000 per year; 25% (N=55) of households have incomes below \$30,000 per year.

#### ***Does Domi-cible promote home ownership?***

The vast majority of Domi-cible purchasers previously had been tenants. In fact, 80% (N=184) of households were tenants or were living with their parents before purchasing their plex. A slightly higher percentage (86% or 81 households) of purchasers who were previously living in the same neighbourhood were tenants.

Over 65% (N=63) of purchasers used the Domi-cible grant to constitute a part of their down payment or to cover the transaction costs associated with their purchase. Most of the others (32% or N=36) intend to use their grant for renovations.

For almost 2/3s of households (N=144), Domi-cible influenced their decision to purchase.

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<sup>4</sup> The plex represents the majority of buildings in neighbourhoods (2<sup>nd</sup> type) we are discussing. Given their price and the income derived from rentals, they also represent an economical form of home ownership. On the other hand, affordable single-family houses are a rarity. The other economical form is the purchase of condominiums resulting from the conversion of existing rental units into "copropriété indivise". While conversion was, until recently, also promoted by the city as a means of affordable home ownership, this has stopped due to the sudden drop in the rental vacancy rate to below 3% in all of the targeted neighbourhoods.

### ***How efficient was Domi-cible in increasing home ownership rates?***

Historically, the rate of owner occupation has been declining in the targeted neighbourhoods. Domi-cible increased the number of owner-occupied buildings and assured the replacement of resident-landlords in buildings already occupied by their owner. Moreover, about 60% (N=153) of households purchased a plex not occupied by an owner. 40% (N=98) replaced a resident-landlord.

### ***Does Domi-cible have a positive impact on the level of maintenance and modernisation/upgrading?***

66% (N=72) of purchasers intend to undertake renovations. As mentioned, 32% (N=36) of purchasers were planning to use their Domi-cible grant for such work.

Unfortunately, the city does not currently have a programme to assist the owners of smaller, rental buildings to undertake modest renovation as had been intended.<sup>5</sup>

Rénove Atout is a modest renovation subsidy programme aimed at buildings that need updating or improvement but do not necessarily require major investment in the structure or in the electrical or plumbing systems. While the subsidy is modest – ranging from a minimum of \$2,000 to a maximum of \$4,000 per dwelling in targeted neighbourhoods – the unsubsidized portion that owners must pay is also modest in that the subsidy covers about 40% of the renovation costs. Rénove Atout was announced more than a year ago, and was oversubscribed within the first seven weeks, even before announcement of the Domi-cible programme. Consequently, it has since been re-targeted to modest rental buildings having 12 dwellings and more.

### ***Some other facts***

Almost 80% (N=199) of Domi-cible purchasers acquired duplexes or triplexes.

Almost 38% (N=84) of Domi-cible purchasers have children; almost 38% (N=83) are singles and another 24% (N=53) are couples without children.

Almost 30% (N=62) of households have at least one member (spouse) born outside of Canada.

Domi-cible purchasers are highly educated. 50% (N=114) of households have some university education, with 2/3s (N=77) of these having obtained a university degree.

### ***Education, training and promotional programme***

In order to promote and encourage sustainable home ownership, the city, the provincial housing corporation, the Société d'habitation du Québec (SHQ) and Canada Mortgage and Housing Corporation (CMHC) are funding two community-based groups to provide a series of five courses in three neighbourhoods: Regroupement des organismes du Montréal ethnique pour le logement (ROMEL), a technical resource group, and l'Association coopérative d'économie familiale (L'ACEF del'Est). In one neighbourhood, courses are in English. Courses will be repeated twice over an 18 month period.

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<sup>5</sup> The only renovation programme that is actually available for small rental buildings in the targeted neighbourhoods is the RAP (PAREL) which entails major renovation. The average cost of work is about \$27,000 per dwelling (with a minimum of \$10,000 per dwelling) and an average subsidy of \$13,000 per dwelling.

The first course is aimed at promoting ownership and the Domi-cible programme. Courses 2 and 3 are pre-purchase courses and deal with budgeting, financing and the purchase process.

Courses 4 and 5 are post-purchase courses and deal with specific aspects of management, rent control legislation, fiscal and tax issues, maintenance and renovation. The goal is to insure that new homeowners have the necessary skills and information to deal with specific issues as they arise and know where to seek additional help.

Course 1	Advantages and disadvantages of home ownership and description of Domi-cible
Course 2	Household budgeting and financing the purchase of a home
Course 3	Purchase process including the purchase offer, inspections, roles of professionals, etc.
Course 4	Management (landlord-tenant relations, standard lease, Rental Board), fiscal and tax implications
Course 5	Maintenance and renovation and available subsidies

In addition to these more formal courses, personal counselling is also being offered to households participating in the courses and to purchasers receiving the Domi-cible grant.

The content of the courses is being integrated into our Internet site (50% of Domi-cible purchasers have Cegep or university training—most can probably use Internet). We have also developed, with a mortgage broker – Multiprêts – a calculator specifically for plexes and which can also take into account the Domi-cible grant. While many bank sites have calculators, these are only for nonrevenue buildings (i.e., single-family homes or condominiums).

The goal here is sustainability. Future owners need to be able to make an educated decision based on their personal objectives (i.e., to become a homeowner), their financial and management capacities and the risk/benefits of their future purchase. The challenge for the city has been to achieve a balance, riding the fine line between the promotion of home ownership and the exercise of caution, given the inexperience and level of risk of modest-income home ownership in the targeted neighbourhoods.

This dilemma was resolved by providing information and counselling, delivered by a “neutral” party that intimately knows the situations of the households being assisted. This compliments information being provided by financial institutions, Realtors and sales personnel who have a direct interest in promoting a sale.

### ***Outputs of Education & Training***

Interest in the courses has been strong. Because of the room size and type of interaction desired, sessions have been limited to about 50 persons. To date, the courses have been “sold out” and over 100 persons have put their names on a list for the repeat series to be given in early 2002. An evaluation form is filled out by participants after each course, and quality of the courses is rated extremely highly.

### **Conclusions**

While it is premature at this time to speculate about the hoped for outcomes in terms of neighbourhood revitalisation, improvement in the quality of life, and sustainability of home

ownership, certain signs are encouraging:

- Take-up of the Domi-cible grant is higher than had been estimated. At the present rate, we will run out of funds after the first 15-16 months of what was expected to be a two year programme.
- As mentioned, a higher percentage of Domi-cible purchasers acquired a plex having a nonresident-landlord. Consequently the net increase in owner-occupancy is higher than had been expected.
- Although it is too early to speculate about the sustainability of ownership, courses have been more popular than expected and participants are attending the full series, rather than dropping out after one or two courses.
- Clearly, purchasers intend on upgrading their properties.
- Although some community-based groups have always been favourable to programme and have promoted it, others have not. Their criticism seems to have waned, perhaps because of Domi-cibles success and because there have been no apparent problems with tenant displacement.

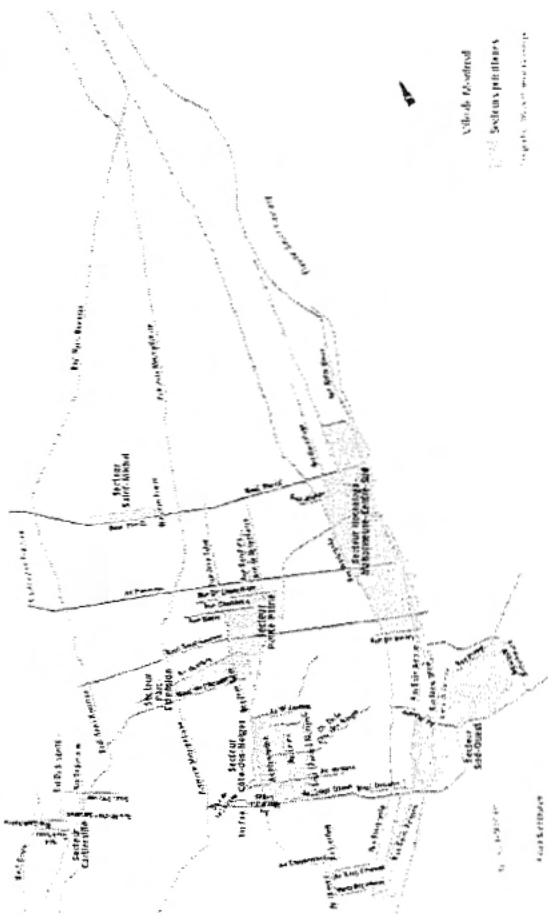
## Domi-cible

**DE SUBVENTION**

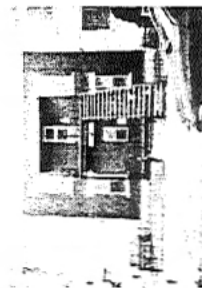
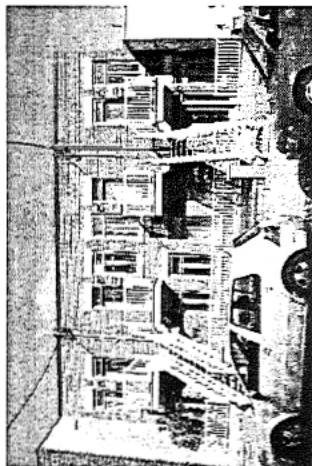
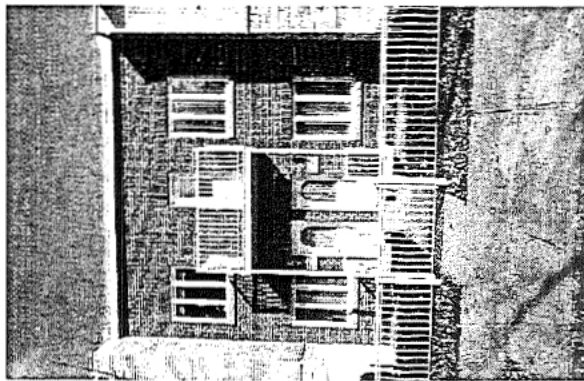
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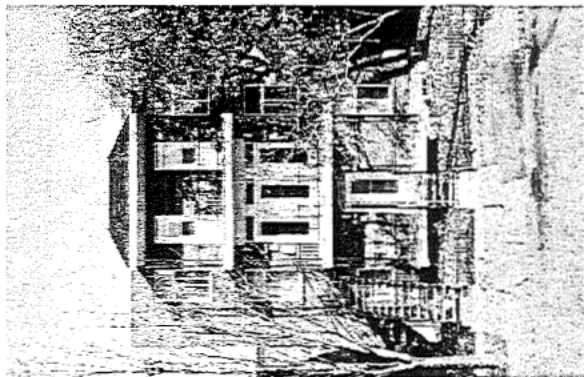
## Domi-cible



## Plex



## Plex





## Domi-cible



Habiter Montréal

## Domi-cible

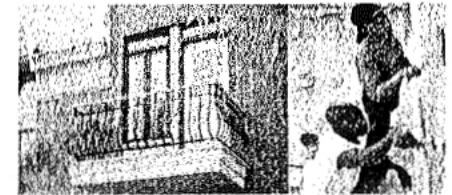
### DOMI-CIBLE

**AN ASSISTANCE PROGRAM TO ENCOURAGE THE PURCHASE OF SMALL RENTAL PROPERTIES BY OWNER - OCCUPANTS**

### Become a landlord

The City of Montréal is offering a helping hand in the form of a \$3,000 to \$8,000 subsidy to help you purchase a "plex" in which you will live.

Whether you need extra cash for the down payment, for expenses associated with the purchase or for renovations, Domi-cible can help.



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## Domi-cible

### Eligibility criteria

To qualify for a subsidy, the building must meet the following criteria:

- it must be exclusively residential and have from two to five dwellings;
- it must have been built before January 1<sup>st</sup>, 1991;
- the property evaluation (land and building) must not exceed:
  - \$135,000 for a 2-dwelling building
  - \$185,000 for a 3-dwelling building
  - \$190,000 for a 4-dwelling building
  - \$205,000 for a 5-dwelling building

Habiter Montréal

## Domi-cible

### PURCHASE PRICE

	Max. evaluation	Average	Median	Hi	Low
Duplex	\$135,000	\$105,705 (86)	\$107,500 (86)	\$190,000	\$35,000
Triplex	185,000	131,201 (113)	129,000 (113)	280,000	60,000
Fourplex	190,000	144,456 (30)	140,000 (30)	262,500	54,000
Fiveplex	205,000	180,163 (25)	169,000 (25)	320,000	112,457

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# Domi-cible

	Same Neighbourhood		Other Neighbourhood on Montreal Island		Off Island		Total	
Less than \$ 30,000	23.2 %	67.4 %	24.3 %	66.9 %	28.1 %	46.9 %	24.3 %	64.3 %
\$ 30,001 to \$ 35,000	8.4 %		15.5 %		9.4 %		11.7 %	
\$ 35,001 to \$ 40,000	11.6 %		8.7 %		0.0 %		8.7 %	
\$ 40,001 to \$ 50,000	24.2 %		18.4 %		9.4 %		19.6 %	
\$ 50,001 to \$ 60,000	12.6 %	32.6 %	13.6 %	33.1 %	15.6 %	53.1 %	13.5 %	35.7 %
\$ 60,001 to \$ 80,000	14.7 %		11.7 %		12.5 %		13.0 %	
\$ 80,001 to \$ 100,000	3.2 %		4.9 %		15.6 %		5.7 %	
More than \$ 100,000	2.1 %		2.9 %		9.4 %		3.5 %	
<b>Total</b>		<b>95</b>		<b>103</b>		<b>32</b>		<b>230</b>

Habiter **Montréal**

## Domi-cible

**DEVENIR PROPRIÉTAIRE D'UN PETIT IMMEUBLE LOCATIF ?**

**PROFITEZ D'UNE SESSION DE FORMATION GRATUITE**

Vous souhaitez devenir propriétaire d'un petit immeuble locatif et profiter des avantages de ce programme, de la formation gratuite, de la garantie, de l'assurance et de la formation ?

C'est maintenant le bon moment de bénéficier de la formation gratuite de DOMI-CIBLE 2010-2011. C'est maintenant le bon moment de profiter de la formation gratuite de DOMI-CIBLE 2010-2011. C'est maintenant le bon moment de profiter de la formation gratuite de DOMI-CIBLE 2010-2011.

PROJET	DATE DE DÉBUT	DATE DE FIN	COÛT DE LA FORMATION	COÛT DE LA GARANTIE	COÛT DE L'ASSURANCE
PROJET 1	15 Mars	15 Avril	1000 \$	1000 \$	1000 \$
PROJET 2	15 Avril	15 Mai	1000 \$	1000 \$	1000 \$
PROJET 3	15 Mai	15 Juin	1000 \$	1000 \$	1000 \$
PROJET 4	15 Juin	15 Juillet	1000 \$	1000 \$	1000 \$
PROJET 5	15 Juillet	15 Août	1000 \$	1000 \$	1000 \$
PROJET 6	15 Août	15 Septembre	1000 \$	1000 \$	1000 \$
PROJET 7	15 Septembre	15 Octobre	1000 \$	1000 \$	1000 \$
PROJET 8	15 Octobre	15 Novembre	1000 \$	1000 \$	1000 \$
PROJET 9	15 Novembre	15 Décembre	1000 \$	1000 \$	1000 \$
PROJET 10	15 Décembre	15 Janvier	1000 \$	1000 \$	1000 \$

Centre de formation: 750, rue de la Montagne, Montréal, Québec H3T 1Z1. Téléphone: 514-392-1111. Site web: www.domi-cible.com

Habiter **Montréal**

# Domi-cible

Adresse <http://www.multi-prets.com/mphbrokers/qc/qa.asp?Lang=E>

### Multi-calculator

Calculate your monthly mortgage payments here. To determine the maximum amount you could qualify for, use the **Multi-Qualifier**.

Type of Property:

Property Value:

Role Evaluation:

Down Payment:

Mortgage Rate:

Amortization period:

Mortgage Amount:

Potential subsidy (1):

CMHC Insurance:

Total amount to borrow:

Monthly Payment:

**Calculate**

**Back**

(1) The building must be located in one of the program's target areas  
 (2) Monthly Payments with Domi-Cible subsidy added to the down payment  
 (3) Monthly Payments without Domi-Cible subsidy or with the subsidy being used for other purposes (renovation, purchase related charges, etc...)

\*NB Multi-Prêts Hypothécaires does not guarantee the accuracy of the calculation. In particular the calculations might not apply to certain individual situations. The calculations are not valid for interest rates which do not apply to "prime" loans. The information should therefore be verified with one of our agents and not used for legal or financial purposes or other advice.

# Domi-cible

Adresse <http://www.multi-prets.com/mphbrokers/qc/qa.asp?Lang=E>

### Multi-qualifier

Calculate the maximum amount you could qualify for by filling in the boxes below and clicking the 'Compute' button. To calculate your monthly payments use our **Multi-Calculator**.

Yearly Gross Revenues:

Additional monthly Property Revenue from rent(s):

Total of monthly debt payments:

Projected Mortgage interest rate:

**Calculate**

### How much can you afford?

For example purposes: this method computes what your borrowing capacity could be using the industry standard Total Debt Service Ratio (TDS). It considers your additional revenues from renting at 50% of their gross value to make for current expenses and tax payments.

Simulated Maximum Mortgage:

**Back**

\*NB Multi-Prêts Hypothécaires does not guarantee the accuracy of the calculation. In particular the calculations might not apply to certain individual situations. The calculations are not valid for interest rates which do not apply to "prime" loans. The information should therefore be verified with one of our agents and not used for legal or financial purposes or other advice.

