And uh, I think basically they're of good design. (not ${ }^{\circ}$ clear) if you will keep these to a minimum. In other words, whatever the authority'might think of the new brick and trim. Let's put this all in a package. The individual is deciding on the byick color and then when he does he's got the trim, the rogf. Everything picked out cause he understands this bèforehand.
(Participant, man:) Ar/d he can't change after,
Mr. Clement ${ }^{\text {B }}$ Right.
(Participant, man:) Because I know what shape can get into if they get to some changes. Well, he can be pulling out what little hair he's got left now. Mr. Clement: And you can understand with the price they 've got on this house. You can not stand a lot of changes in the, field. And oome out with the same (not cIear) (If you mention price uh the authority will know. This house here, briok is around little over nine thousand dollars. "It has over a thousand /square feet in it. This is less, considerably less than ten dollars a foot. We-just, finished a project at Sayre, Aid that other project at Anadarka, not any better quality or anything. It's copsting over fourten dollars a square which is not abnormal at all...
(Participant, mans) I don't..I don't know how you can' build a good house for us. (Conversation $)$

Mr. Ciement $\%$ If you wasn't right in my area, it would be impossibie. bur this is just the start for us and frankly you may not make any money on this but if we break even wéve learned something. And we're sorry and we'll know what the cost is then.
(Participant, mans) That's why I'm interested in these additional homes. At this price..prices you've given us. It may not be that price next time. Mr. Clenents Well, I think your cost..national cost index will reflect that. Well like what we've got 4.2 percent this year. And of course (not clear) in
some stages... ,

