

NEXTHOME
CONDO & HOME BUILDERS'
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ONTARIO



Expert panel

Michael DiPasquale

CHIEF OPERATING
OFFICER
DUNPAR HOMES

My key advice to homebuyers searching for a new community and home is:

Do your research! Today the market is constantly in flux with some builders that were successful in the past facing difficulties and having to cancel projects resulting in deposits being lost. Seek out a reputable builder with a solid track record building the type of home you are looking for. It is also important to determine what other development is planned or taking place in the neighbourhood where you are looking to be sure it is consistent with your vision.

The major benefit of purchasing a pre-construction home or condo over a resale dwelling is:

Having done your research and finding a reputable builder, you can then be confident that your home will be completed as promised. One of the major benefits in a pre-construction home is the opportunity to customize the home to your own style and personality, selecting colours and finishes that many often just dream of. The thrill of watching your new home materialize through its various stages of building is a wonderful experience. It is also important to note that with a pre-

construction home comes a comprehensive warranty with Tarion, which ensures your home will be built to the standards promised by the builder.

Our top priorities when designing a new community are:

Dunpar's priorities are reflected in our motto "Better by Design." We take great pride in the design, architecture, and livability of all our communities. Our attention to detail of every one of our townhomes both on the interior as well as exterior is paramount in building a community our homeowners and all our employees are proud of. Each floorplan is efficient and functional for families. Our exterior designs feature brick and stone with substantial landscaping of each home, creating the sense of a mature community.

As a builder of new communities in the GTA, we are most proud of:

We are proud of the positive influence our communities bring to a new location. We have found over the years that the designs of our new communities have been a catalyst for other projects in the area to keep up with

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Expert panel

TARIQ ADI

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It's important that we anticipate changes in lifestyles and technology to deliver timeless residences. We also want to enhance the surrounding neighbourhood, something I believe we've done successfully. Our goal is to not only improve the physical landscape, but also lift the property values surrounding all Adi communities.

As a builder of new communities in the GTA, we are most proud of:

We pride ourselves on listening to our customers and keeping them at the centre of everything we do. We are able to deliver homes at attainable prices and unparalleled customer service. We offer great design and better finishes — and we do that at a competitive price, so there's real value for the customer. Architectural integrity has been key for us and to achieve great design, we work with renowned architects, such as New York based CetraRuddy for one of our Toronto projects. We place equal importance on our interiors. If you look at any of our condos in the context of their markets, they are always a slice above.

We give back to the community by:

Adi Development Group is an active community supporter, donating both time and finances to organizations such as Habitat for Humanity, Canadian Diabetes Association, Ronald McDonald House in Hamilton, Halton Women's Place and SickKids Hospital in Toronto. I encourage employees to join me in attending charitable events, as well as providing opportunities for staff to become involved in volunteering and giving back to the community during work time.

We can help alleviate the housing crisis in the GTA by:

The crisis we're facing is a supply issue. Municipalities need to find a way to enable growth to occur and streamline the approval process. Timing from acquisition to market is extremely important for affordability. By building near transportation hubs, for example, we increase density without adding excessive load to current infrastructure. It also currently takes far too long to gain the necessary municipal approvals, which result from the lack of efficiency in operations at the municipal level. Delays increase the building construction and financing costs the developer incurs.

DOMINIC TOMPA

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As a builder of new communities in the GTA, we are most proud of:

We're incredibly proud that our reputation for building communities that are vibrant, reputable and highly desired has become the basis of what we are known for. We plan, design, develop, build, and manage all residential and commercial properties in-house. In essence, we're an all-inclusive community builder and we have the ability to ensure a purchaser has an experience that is nothing less than exceptional.

We give back to the community by:

We believe that it's embedded into our company's DNA to be committed to community. Our support to numerous charities and non-profit organizations goes way beyond just handing over a cheque.

We can help alleviate the housing crisis in the GTA by:

We believe that when it comes to making homeownership attainable, there needs to be both education and opportunity. Education starts with workshops and information sessions, like our Homeownership 101 Seminars we host for a variety of our

communities. Lastly, creating opportunity means programs and partnerships that allow for homes to be priced affordably or achieved in a much more attainable way. The most challenging aspect of attaining homeownership is putting down a deposit, and it doesn't help that most developers require 20 per cent. But this can be an obstacle of the past with impactful partnerships and programs. For example, at FirstHome Markham Sheppard in Scarborough, we offer a First Home BOOST program that enables qualified purchasers to take advantage of an interest-free, payment-free loan for an additional 10 per cent of the purchase price. As well, at many of our Regent Park communities, we offer our Daniels Gradual Deposit Payment Plan. By engaging in partnerships with organizations like RBC, CreateTO, the Canada Mortgage and Housing Corporation, as well as with local and federal governments, we're continuing to make opportunities like these happen.

MICHAEL DIPASQUALE

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the standard of architecture Dunpar has introduced.

This only enhances the value of the entire area. We also do our best to deliver a new home in the very finest form possible. In fact, several purchasers have actually become part of the Dunpar family, moving from one Dunpar community into another.

We give back to the community by:

Dunpar and its owner/founder, John Zanini, have been contributing to the South Etobicoke community for many years. Not only have we been main contributors to the PACT Urban Peace Program, Wychwood Open Door, CFIB, etc., we are also the sole funder and partner for the Jean Augustine Centre for Young Women's Empowerment, which is

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MICHAEL DIPASQUALE

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committed to building the self-esteem and self-worth of young women and girls in the community. Dunpar recently founded the John Zanini Foundation, which is focused on assisting at-risk/underprivileged youth and includes the contribution of scholarships for young people graduating from high school to attend post-secondary education in university or college.

We can help alleviate the housing crisis in the GTA by:

The housing crisis could be alleviated by significantly reducing the red tape surrounding the re-zoning and approval process for development as well as reducing the financial burdens that all levels of government place on new housing. Re-zoning and obtaining approvals for a redevelopment now takes an average of 24 to 36 months, whereas it used to be 12 to 18 months. What the public does not know is the amount of money the government takes with new construction. For example, a three-bedroom townhome worth \$1 million will have more than \$260,000 of government fees, taxes, etc. Construction costs have also skyrocketed over the past several years, adding to the high cost of new homes. These costs have contributed significantly to the rising cost of housing, making it unaffordable for many.

We are now seeing the government identifying a number of their land holdings in the GTA with an eye to building more affordable housing on them. This makes good sense and perhaps we should also see if there are any other areas such as unused buildings/land that could be utilized in the same way.

DAN FLOMEN

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We can help alleviate the housing crisis in the GTA by:

Participating in an open dialogue between different levels of government, homeowners and other builders and developers so that real solutions can be discussed. It's no question that the government's role is a key consideration, particularly in the Ontario housing market where government policy dictates the speed and volume of the housing construction process. As land prices, interest, government fees and timelines, labour shortages and tariffs make development more expensive, builders and developers need to rethink their development models and investments to be able to deliver an affordable, well-built product to the market that meets the current demands.

DAVE DE SYLVA

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At our current project, Milton's Bronte West, we are planting a minimum of 100,000 trees on behalf of the development. That works out to 757 trees per suite, and each resident will receive a title certificate and a thank-you for choosing Howland Green. It is our way of doing more than our part!

We can help alleviate the housing crisis in the GTA by:

Lobbying the process to make the ability to produce housing much easier. The faster the process, the more product will be out there and no shortages will mean that the prices will not be driven up out of reach. Housing is no different than any other product. Fundamental economics hold that the more a supply is restricted, the greater the demand and therefore the price. In places where the demand is not high, it shows that the price is not high either. Affordability only happens when the average person can purchase without jeopardizing their ability to survive. By reducing processes and timelines, market forces will dictate the industry instead of shortages.

FRED LOSANI

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We can help alleviate the housing crisis in the GTA by:

Decreasing barriers through the cooperation of government partners to properly intensify opportunities would certainly go a long way in that. If obstruction were to be reduced by approving bodies, that would help increase the available inventory to the market which would help with affordability as well. Making land more easily accessible, specifically as it related to the green belt, I believe would go a long way as well.

SAMSON FUNG

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Tridel has also partnered with the Toronto Community Housing Corporation in two TCHC revitalization communities – Alexandra Park in downtown Toronto and Leslie Nymark in North York, to offer equitable and outcome-based community economic development opportunities that support the long-term socio-economic integration of vulnerable populations.

We can help alleviate the housing crisis in the GTA by:

Increasing the supply of condominiums in the market. Right now there is a shortage of supply of housing in the GTA marketplace, and space continues to be an issue facing new-home development. Condominiums are still a relatively affordable option by comparison to single-family homes, so this type of dwelling has become increasingly attractive to homebuyers. Beyond affordability, we're seeing a change in the demographic of buyers as well. People place value on being close to urban centres and are willing to sacrifice on space for a good location. Condominiums are no longer just a starter home; we are designing our suites for purchasers who plan to live in their homes for a long period of time.