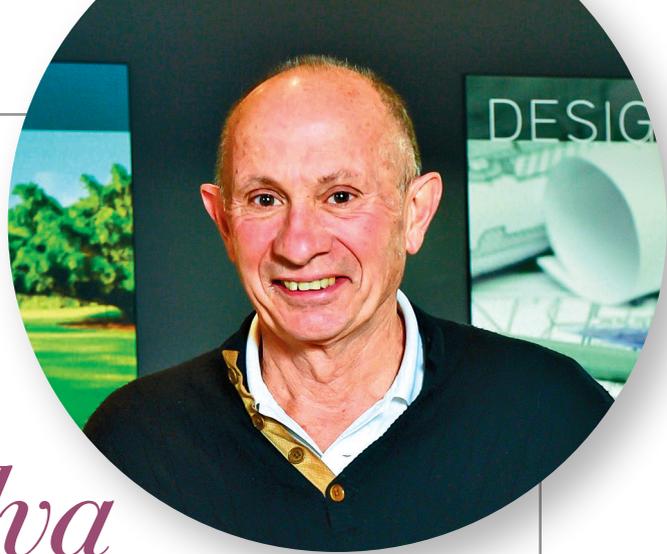


## Expert panel



# Dave De Sylva

PRESIDENT HOWLAND GREEN LTD.

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

To look for sustainable features that will help you financially on a long-term basis. This will include ways of reducing energy costs through building design and construction as well as monitoring your consumption in a way that allows for possible further reduction. In addition to this, it is important to consider your location. This helps the average person minimize the time and cost of trips by combining stops during the day as well as advantages of transit-oriented activities.

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

In all probability, the price of a pre-construction home will be less than the market will pay when the home is built. Usually, pre-construction pricing is geared to creating sales so that construction can begin. After completion, the real market takes over and typically the price of the home is higher, thereby creating a profit for those who took the risk of purchasing before construction.

**Our top priorities when designing a new community are:**

Efficiency in building design and energy. This includes how the entire home functions in terms of operational energy demands as well as water conservation and general maintenance. Taking the time to understand how the building functions during the design stage creates long-term benefits for the future owner by saving time and money. At

Howland Green we don't just build homes, our mission is to build "Positive Energy Developments". These are zero-energy homes, buildings and communities that are so efficient they produce more energy than they consume. Hence our corporate tagline "Beyond Net Zero".

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

Setting a standard for real measurable sustainability. To promise an outcome is the initial effort, but to be able to deliver and prove through ongoing measurement that the goal has been reached is just as important. One must measure in order to manage. Partnered with this is the ability to provide product that the average person can afford. By setting the price points consistent with others, the public does not have to fear that there are any premiums for sustainable design and construction. The home must also be "attainable" to be "sustainable".

**We give back to the community by:**

Honouring the challenge of building in a way that benefits the world at large. By working to reduce the global carbon footprint rather than increasing it, we set a standard for others in a way that is educative and demonstrative. Apart from the physical benefit of decarbonizing our process, the public becomes aware of the importance that this goal has in every walk of life with a real example of achievement. At Howland Green, we have an ongoing partnership with like-minded organizations like Forests Ontario.

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## Expert panel

### **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.