

# NEWHOMES

## Keeping the home-buying dream alive



MARTIN SLOFSTRA  
EDITOR'S  
NOTE

That young couple buying their first home always makes for a great story, and as our Cover Story indicates, more and more couples are moving away from Toronto to realize their dream.

The reality though?

“For the first time in our lifetime, home ownership

is on the decline across the country: there is simply not enough supply to meet demand. The Canadian dream of home ownership has been slipping out of reach for thousands of families, millennials, and new Canadians,” says the Ontario Real Estate Association in a release earlier this week.

Like numerous other industry groups, Ontario realtors have been lobbying for bold action to keep the dream alive, and to some extent, help

has finally arrived with the passing of the More Homes, More Choices Act this week.

This legislation will make it easier for more homes to be built across the province, and embraces such ideas as:

- fostering development next to and above major transit stations;
- speeding up the housing approval process, reducing red tape and controlling development charges; and,
- unlocking surplus government lands for hous-

ing development, including owned homes, rentals, and social housing.

And also, let's not start to think that all young home buyers should move away from the city if they want to buy a home. Also noteworthy, the TD survey referenced in our Cover Story says only 27% of millennials are willing to spend more time on their commute.

There needs to be more home buying options for this group as well.

## Why your moving date may keep moving



HOWARD BOGACH  
YOUR  
NEW HOME

to coordinate the sale and closing date of their former home, as well as planning for school and work changes.

If a builder isn't sure exactly when your new home will be finished, they can set a tentative date. That gives them the flexibility to delay the completion date several times as long as they follow specific rules.

The important thing to know is that the details about what are referred to as your 'critical dates' are spelled out in a document called the Addendum which is attached to every Agreement of Purchase and Sale.

It also indicates when you're entitled to legally back out of your agreement if you choose to do so.

And the good news is that the new home warranty provides protection against delayed closing/occupancy under certain circumstances. So while it may not be possible to prevent all the factors that could impact the final delivery of your home, there is compensation for a number of costs that you might incur as a result of a delay.

If your new home is delayed and you have questions about warranty protection, we're here to help. You can visit [Tarion.com](http://Tarion.com) to learn more or contact us at 1-877-9TARION or [customerservice@tarion.com](mailto:customerservice@tarion.com)

— Howard Bogach  
is president and CEO of  
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There's a lot to be said for the thrill of anticipation, except when that anticipation stretches into endless waiting for your new home to be finished.

Many people who have purchased a new home can tell you about the delays — reasonable and otherwise — that left them waiting for a move-in date that kept moving.

New home construction can be delayed by everything from bad weather to labour or material shortages. Some of these may be considered to be within the control of your builder, while others may not be.

Recently, for example, a number of the trade unions in the new home building industry have been negotiating new contracts. While the majority of the unions now have deals in place, three years ago trade strikes had serious impacts on the delivery of new homes.

When you buy a new home, your purchase agreement includes your builder's commitment that the home will be ready for you to move in by a specific date.

Depending upon what kind of home you're buying, your agreement will specify either an occupancy date (condos) or a closing date (freehold) and this date can be 'firm' or 'tentative'.

If a builder is confident as to when the home will be finished, they'll set a firm date, which is something a lot of home buyers ask for. After all, they may be trying



Julia Zahreddine, a 25-year-old Brampton native, feels honoured to be a part of the construction trade.

and see what happens. When I got it, I was nervous. Over the summer, once I was on the construction site and saw what was involved in it, I realized that this is something I could potentially do as a career.

“I was a construction coordinator. I was on a site, doing some paperwork, getting the project done — all the same tasks that I'm doing now only with more supervision back then. That job opened me up to what the construction industry was all about.”

Julia says she's happy with her choice of career.

“I find it to be challenging but also very rewarding. There's something I can learn every day; I'm always doing something new. I can work on bridgework for one project and railroads on another. It gives me a lot of pride in seeing my work and knowing that I helped Toronto and the region grow and thrive.”

She says she wishes Job

Talks had been available for her when she was thinking about career options.

“I didn't have any idea what I wanted to do when I went to university. A two-minute video is something I could have used when I was younger looking at the field.

“I'm really honoured to be a part of the industry. I definitely want it to be part of the conversation — you can be a doctor, a lawyer, you can be in construction — as the general career paths that people think of.”

Her advice for construction newbies: “Don't be afraid to ask questions. It's always better to ask and the best way to learn in this industry.”

Great tips from a talented professional.

— Richard Lyall, president of  
RESCON, has represented  
the building industry in  
Ontario since 1991. Reach  
him at [media@rescon.com](mailto:media@rescon.com) or  
[@RESCONprez](https://www.resconprez.com).

## Forget doctors, lawyers and engineers — she's in construction!



RICHARD LYALL  
RESCON

When she was heading to university, no one expected Julia Zahreddine to take the leap into construction — not even her.

“I didn't have any friends or family in the industry — for all of us, it was brand new,” says the 25-year-old Brampton native.

She's a site supervisor in the second stint of her young career, with Vaughan-based Bridgecon Construction Ltd., and was featured in a video on construction careers by marketing agency Job Talks that can be seen at [jobtalksconstruction.ca](http://jobtalksconstruction.ca).

As a site supervisor, Julia is in charge of running a construction site with her top priorities including ensuring health and safety standards are met, maintaining a construction schedule to the specifications required, and making sure the appropriate construction materials and equipment are on site.

“I think everyone was surprised but very proud, especially in a male-dominated

field, to see a young woman entering the field and doing well in it. (My family and friends are) proud of me and very supportive of my decision,” Julia says.

“The expectations in our house were for the typical careers — maybe an engineer, a doctor, a lawyer — the typical expectations of going to university. I don't think that a career in construction is the first thing comes to mind, not typically.”

Aside from choosing a far from a mainstream career, she also took an unconventional route to enter the industry, taking a three-year joint university and college program — York University for environmental studies, and Seneca College for civil engineering technology at age 19.

Her first internship was with Dufferin Construction in 2017 through a scholarship paid by the Heavy Construction Association of Toronto (HCAT).

She then went through a speed-dating-type interview process where she spoke with representatives from at least six companies at 15 minutes apiece. Among the recipients, Dufferin saw potential in her.

“The HCAT scholarship came up — I thought I'll just try