

on the market

New low-rise homes across the GTA are selling with a sense of urgency as supply is very limited. Builders who weathered the storm of the last few months have now achieved a high number of sales particularly in the townhome and mid-sized detached market (30'-40' lots).

Many builders have sold out and are preparing for new launches in September 2020. Trimart's Top 10 Cities based on year-to-date sales are as follows: 1. Brampton; 2. Milton; 3. Unionville; 4. Barrie; 5. Oakville; 6. Whitby; 7. Oshawa; 8. Markham; 9. Aurora; 10. Guelph.

New releases in growth communities will continue to drive sales in the new housing market that has remained relatively stable in spite of difficult market conditions.

Examples of notable sites are: Kingsview Ridge in Oshawa by Treasure Hill Homes; Anchorwoods in East Gwillimbury by Regal Crest Homes; Fair Tree on the Rouge in Markham by Castle Rock Developments; Glenway on the Green in Newmarket by Lakeview Homes; and, North Oakville by Lindvest Homes.



Oshawa Kingsview Ridge Treasure Hill Homes

Prices range from \$599,900 to \$894,900 for 2,117 sq. ft. to 3,123 sq. ft.
Detached homes on 30', 36' and 40' lots
www.treasurehill.com



East Gwillimbury Anchorwoods Regal Crest Homes

Prices range from \$703,000 to \$1,088,900 for 2,117 sq. ft. to 3,206 sq. ft.
Townhomes plus semi-detached homes and detached homes on 38' lots
www.regalcresthomes.com



Markham Fair Tree on the Rouge Castle Rock Developments

Prices range from \$937,800 to \$965,800 for 1,850 sq. ft. to 2,170 sq. ft.
Semi-detached homes
<http://castlerockdevelopments.ca>



Newmarket Glenway on the Green Lakeview Homes

Prices range from \$954,990 to \$1,294,990 for 1,640 sq. ft. to 4,550 sq. ft.
Detached homes on 50' and 55' lots
www.lakeviewhomesinc.com



Oakville North Oakville Linvest Homes

Prices range from \$1,230,000 to \$1,675,000 for 2,126 sq. ft. to 4,095 sq. ft.
Detached homes on 36', 38', 41', 43' and 45' lots
www.linvest.com

Immigration is critical to sustaining growth



RICHARD LYALL
RESCON

Immigration has driven — and also now sustains — the GTA. We are one of the most multicultural cities in the world. Many of our greatest city builders were immigrants or born to immigrant parents.

The recent passing of Angelo Del Zotto, chairman emeritus of Tridel, serves as a reminder of that fact and what such an individual can accomplish. The company has built homes for more than 100,000 families.

Del Zotto was a titan in the industry and a caring human being who put people first. We need more like him.

Over the next three years, Canada intends to allow another one million immigrants to enter the country. This is a good thing because we need immigrants to balance an aging population and sustain the workforce that helps drive construction.

The challenge will be housing all the newcomers, but it is one the industry relishes. With recent reforms and those to come, there is confidence this can be handled.

Immigration is critical to our country. Statistics show that immigrants are more likely to start businesses than individuals born in Canada. Interestingly, their children also typically outperform Canadian-born children when it comes to schooling. Having said this, there's still notable problems and delays in the recognition of foreign credentials.

The construction industry, in particular, has traditionally relied on skilled immigrants to sustain its workforce. This trend has helped build Canada and has fueled our country's residential construction boom dating back to after the Second World War.

However, despite decades of success, the flow of talented and much-needed immigrant workers has slowed in recent years. It is now in jeopardy, unless targeted immigration programs for construction are improved, expanded, and implemented. We have requested that the govern-



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ment safely and responsibly resume immigration services that were put on hold due to COVID-19 to meet immigration level targets for 2020.

Clearly, many jobs will not be filled if immigration targets are not met. Considering the current economic outlook, then, immigration is more important than ever to fuel our economic recovery.

That is why we have called for the government to allow a higher number of immigrants to be selected through Ontario's Immigrant Nominee Program (OINP). This would help employers target skills that are in need, some of which Canadian-born workers have shown a disinclination to perform.

The housing that is needed will have to be supported by appropriate infrastructure and other services. The pieces are falling into place there although many municipalities are already tightening up on contracts, in light of the current fiscal situation, notwithstanding the recently announced federal funding.

Thankfully, Canadians get the fact we need more people. Twenty per cent of our construction workforce is over 55 years of age. There are forecasts which show that even with various training efforts, we will still need to focus on skilled trades.

This is a serious challenge, given that we must anticipate increased construction production, as almost one-third of immigrants come to the GTA. The last full year we saw 150,000 immigrants come to the GTA. That's a big number, compared to the just over

33,000 natural increase in population growth.

COVID-19 has certainly thrown a wrench into the immigration works and while I have every confidence we will come through this, there remain many unanswered questions.

It is my understanding that government intends to stay with its one-million target, so the processing of applications should continue. The GTA is still considered one of the most livable metropolises in the world, and in spite of all of the almost-daily reported failings we are still a destination for those seeking democracy, quality of life and a chance to better themselves and their families.

Those who appreciate those qualities will, in turn, become the most stalwart defenders of our country and system in future. Many who complain are not familiar with how bad life is in other countries where rights are a matter of form rather than substance.

Of course, greater immigration care will be needed to try to ensure the skills of the people who are immigrating to Canada match the opportunities available, as the social safety net is under considerable stress due to the pandemic.

Without immigration, however, the GTA and Canada will falter — even more so now with the prospects of a difficult recovery ahead.

Richard Lyall, president of RESCON, has represented the building industry in Ontario since 1991. Contact him at media@rescon.com.