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# This column is one of many firsts



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BILD

This is my first time writing a column as the Building Industry and Land Development Association's President and CEO, so I thought I would start off by telling you about how I found my first home.

It was 1982. That year, E.T. topped the box office, Atari released a home version of the Pac Man video game and Van Morrison released its Beautiful Vision album. I mention Van Morrison only to say that I'm a big fan and I've been to nine of his concerts over the years.

But back to 1982 — I was newly-married and renting an apartment in London, Ontario. Nearby, there was a new townhouse development that hadn't sold out and we were starting to think about investing in the real estate market.

At that time, the market was slower than it is today and I can remember running by it during my workouts for a few months before I finally decided to stop in and check out what they had left in floor plans and pricing.

That townhouse was the first of five homes I've purchased over the last 30 years. As my career evolved and I went from being Director of Community Planning at the former City of North York, to Acting Assistant Deputy Minister at the Ministry of Municipal Affairs and Housing, to Commissioner of Planning in York Region, I was lucky enough to find suitable homes in Newmarket and

Aurora for my family at the time.

Over the years, we had a variety of housing types to choose from and prices were in line with what our family could afford. Today, things are a little different. Public policy to encourage intensification of neighbourhoods has had the unintended consequence of limiting choice and affordability for new home buyers in the GTA.

As an association, we speak on behalf of the industry and our consumers when changes to public policy are proposed and we are working to improve choice and affordability in the housing market.

Through this column I hope to introduce you to some of the professionals in the industry who are planning and building new homes, developing land to create new communities and renovating the existing stock of homes across the GTA. They work hard every day to make sure that your home buying and renovation experience is a good one — because if you're anything like me, you truly never forget those firsts.

Bryan Tuckey is President and CEO of the Building Industry and Land Development Association (BILD) and can be found on Twitter ([twitter.com/bildgta](http://twitter.com/bildgta)), Facebook ([facebook.com/bildgta](http://facebook.com/bildgta)), Youtube ([youtube.com/bildgta](http://youtube.com/bildgta)) and BILD's official online blog ([bildblogs.ca](http://bildblogs.ca)).

# what's happening

## Geranium plays host to Austrian builders

Building Industry and Land Development (BILD) Association's staff called upon "Home Builder of the Year" Geranium Homes when 30 members of The Austrian Homebuilder's Association requested a tour of a wood-frame construction project.

Geranium's President Boaz Feiner immediately offered their assistance and scheduled a framing walkthrough at Geranium's Cardinal Point in Stouffville and Forest Trail Estates in Ballantrae.

"The fact that a European home builders' association looks to the GIA as an example of quality construction practices speaks volumes about how our industry is viewed on a global scale," said BILD President and CEO Bryan Tuckey.

On June 6th, the Austrians were welcomed by Bryan Tuckey and Andrei Zaretski of BILD, along with Geranium's Boaz Feiner, Louie Morizio, Sue Webb Smith, Diana Sousa, and Penny Ng upon arrival in Ballantrae, where a walkthrough of a 5,000-plus square foot bungalow-loft was provided.

The group were then shown a

completed and furnished model home of essentially the same design. "Our guests were really impressed by the framing tour and very curious about how these homes looked when finished," said Feiner.

outpacing supply of new homes," explained Feiner. "And, they were amazed that we had already pre-sold all 114 townhomes." "These people really understand building



The contingent then boarded their bus for Stouffville, to see a block of townhomes under construction in Phase V of The Neighbourhoods of Cardinal Point. "We provided a snapshot of our local low-rise housing market situation with demand

and asked a lot of technical and detailed questions, which we were pleased to answer. Many were familiar with our materials and methods but were intrigued by the efficiencies we achieve by using far fewer standardized measures of pre-cut lumber," he added.

## Housing market on track for "average" year

New home sales in the GTA remained on par with the historic average, despite a modest decline from last year's record-breaking figures, the Building Industry and Land Development Association (BILD) has announced.

While new home sales in May were in line with sales seen over the last five years, they could not match the success of May 2011, which still stands as one of the best on record, BILD says.

According to RealNet Canada Inc., total new home sales in May decreased by 27% over May 2011 while modestly outdoing its 2010 predecessor.

"As we've observed over the last few months, the residential construction market is now back to a regular, steady pace," said BILD President and CEO Bryan Tuckey, adding that it's important to view the long-term average before jumping to conclusions based on 2011

comparisons. "Looking back at sales over the last five years, we see that the market is once again where it should be."

High-rise sales in Durham and York Regions continued to grow, while total high-rise sales declined by 35% from May 2011.

Low-rise sales saw a decrease of 15% across the GTA with year-to-date totals matching those of last year.



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