

October 8, 2025

Mayor Meed Ward and Members of the Pipeline to Permit Committee
c/o City Clerk
City of Burlington
426 Brant Street
Burlington, ON L7R 3Z6

Subject: Item 6.2 | Report FIN-41-25 – Two-Year Temporary Development Charge Reduction

Dear Mayor Meed Ward and Members of the Pipeline to Permit Committee,

On behalf of the Building Industry and Land Development Association (BILD), thank you for the opportunity to provide written comments in support of Report FIN-41-25 regarding the proposed two-year temporary reduction to City development charges that is being tabled at the October 9th Pipeline to Permit Committee.

BILD strongly supports the direction outlined in this report and thanks staff for the information they have brought forward. The proposed temporary reduction is a practical, time-limited tool that will be a factor in getting housing projects moving again in a market that has slowed to its lowest levels in decades. High borrowing costs, inflationary construction pricing due to tariffs and consumer confidence have significantly reduced the viability of many projects. For some builders, even a modest reduction in cost inputs, such as development charges, can make the critical difference between proceeding with construction or shelving a project indefinitely.

The measure sends an important signal to the industry that the City of Burlington recognizes the current market realities and is prepared to act. It demonstrates leadership at a time when the homebuilder industry is facing significant headwinds.

In the context of Burlington, the data from Altus clearly shows that the City's housing market is in distress. When comparing new home sales from 2021 to August 2025, the decline is staggering. In 2021, there were 711 condominium sales whereas so far this year, there have been 46, representing a drop of approximately 94%. For new single-family homes, sales have fallen from 127 in 2021 to 12 in 2025, a decline of roughly 91%. These figures underscore the severity of the slowdown. Projects that would have supported hundreds of new homes are simply not moving forward under current market conditions.

Even when looking at the GTA, the housing market is showing a dramatic shutdown. In August 2025, 300 new homes were sold, including 182 single-family homes, down 21 percent from August 2024 and 59 percent below the 10-year average. Condominium sales were even weaker, with 118 units sold, down 59 percent from last year and 90 percent below the 10-year average.

Through the first eight months of 2025, total GTA home sales came in at 3,302. Single-family sales totaled 1,948, down 45 percent from 2024 and 67 percent below the 10-year average, while condominium sales were 1,354, down 63 percent from last year and 89 percent below the 10-year average. These numbers paint a clear picture of a market under significant stress, with both single-family and condo sales far below historical norms. Projects that would have supported hundreds of new homes are simply not moving forward under current market conditions, putting every region's housing supply and growth at risk.

Addressing Ontario's housing crisis requires meaningful action from all levels of government, and it is both encouraging and commendable to see the City of Burlington step up and take

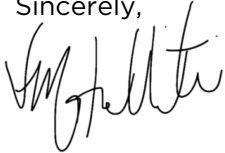
proactive steps. This type of leadership shows a real commitment to supporting housing delivery and local economic recovery.

We recognize that this decision carries short-term fiscal implications, and we appreciate Council's responsibility to manage the tax base carefully. However, as the staff report notes, these impacts are manageable and can be recovered through new assessment growth and construction-related activity. The greater concern is the cost of inaction, without this measure, many projects may remain on hold, meaning no new development, no assessment growth, and no new taxpayer to help share those costs. This temporary reduction represents an investment in Burlington's long-term fiscal and economic health.

On behalf of BILD and our members, we thank City staff, the P2P Committee, and the Mayor and Members of Council for advancing this discussion and for demonstrating the kind of forward-thinking leadership needed to address Ontario's housing challenges.

Thank you for your time and consideration of our letter and for your continued collaboration.

Sincerely,



Victoria Mortelliti, MCIP, RPP
Director, Policy and Advocacy
BILD

CC: Members of BILD
Jason Sheldon, Past BILD Chair, BILD Representative on P2P, EVP, Land The Remington Group

The Building Industry and Land Development Association is an advocacy and educational group representing the building, land development and professional renovation industry in the Greater Toronto Area. BILD is the largest home builders' association in Canada, and is affiliated with the Ontario Home Builders' Association and the Canadian Home Builders' Association. It's 1,000 member companies consists not only of direct industry participants but also of supporting companies such as financial and professional service organizations, trade contractors, as well as manufacturers and suppliers of home-related products.