

Deputation to the Pipeline to Permit Committee**Re: Report FIN-41-25 – Proposed Temporary Reduction to Development Charges
October 9, 2025**

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

I am Victoria Mortelliti, Director of Policy and Advocacy with the Building Industry and Land Development Association.

On behalf of (BILD), thank you for the opportunity to speak in support of Item 6.2 - Report FIN-41-25, which proposes a two-year temporary reduction to City development charges.

This is exactly the kind of proactive, targeted action that can help unlock stalled housing projects at a time when the market is facing unprecedented pressure. High borrowing costs, rising construction prices, and weak consumer confidence are pushing many projects out of reach. For some builders, a 20% cost reduction like this can make the difference between moving forward and shelving a project indefinitely.

The urgency is clear. In the City of Burlington, condominium sales have fallen 94 percent since 2021, while single-family sales have dropped 91 percent. Across the GTA, new home sales are at historic lows. In August 2025, only 300 new homes were sold — down 21 percent year over year and 59 percent below the 10-year average. Condominium sales were just 118 units, 90 percent below the 10-year average. Year to date, total GTA new home sales stand at 3,302, with single-family and condo sales down 45 percent and 63 percent from last year, respectively.

These are not normal market conditions. This is a housing slowdown of historic proportions. And it requires bold local leadership. Under the current leadership, Burlington has never missed the opportunity to lead by example. This proposal is a made-in-Burlington solution that reflects the City's willingness to confront today's market challenges head-on. Burlington is acting. That matters. It signals to the industry, to partners, and to future residents that Burlington understands the moment and is prepared to help get housing built.

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 taxpayers 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, thank you to the Pipeline to Permit Committee, City staff, and Council for demonstrating leadership and advancing a solution that's both practical and locally driven.



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