

March 3, 2025

**Mayor Frank Scarpitti and Members of Council**  
**City of Markham**  
Markham Civic Centre  
101 Town Centre Boulevard  
Markham, Ontario  
L3R 9W3

Sent via email to [clerks@markham.ca](mailto:clerks@markham.ca)

**RE:     March 4, 2025 General Committee**  
**Item 10.1 Deferral of Development Charges**

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The Building Industry and Land Development Association (BILD) acknowledges receipt of **Item 10.1: Deferral of Development Charges for High-Rise Residential Buildings** coming forward to General Committee on March 4. On behalf of our York Forum members, we appreciate the opportunity to depute and submit this correspondence for consideration.

Ontario's housing crisis continues to place unprecedented strain on our industry, making both building and selling homes more challenging than ever. Consumer purchasing has slowed significantly, while construction costs have reached record highs.

High-rise sales in Markham have seen a staggering decline, dropping 153.8% from 1,682 units in 2015 to just 220 in 2024, according to Altus Group. So far in 2025, only seven units have been sold, underscoring the severity of the market downturn. This crisis is further exacerbated by soaring costs, with the average condo price in Markham rising 72.3% since 2015—from \$499,693 to a projected \$1,065,691 in 2025—pushing homeownership further out of reach for buyers and creating major financial hurdles for developers trying to bring new projects to market.

In addition, low-rise sales in Markham have also plummeted to unprecedented lows. Altus data shows a 46.5% decline in low-rise sales from 2015 to 2024, with only 21 homes sold year-to-date. This sharp drop is compounded by rising costs, as prices have surged 56.1%—from \$1,019,824 in 2015 to a projected \$1,814,972 in 2025—further straining affordability and development viability.

These challenges highlight the urgent need for government action to provide meaningful industry relief, ensuring consumers can confidently re-enter the market. We commend the City of Markham for acknowledging the need for action and thank staff for recognizing the difficulties faced by both the industry and consumers. However, while the proposed 18-month development charge deferral is a step in the right direction, it does not go far enough.

High-rise developments typically take more than three years to complete, making the current 18-month deferral period inadequate. To provide meaningful relief, ***BILD strongly recommends extending the deferral to 48 months or until the building is registered—whichever comes later.*** Since registration is closely followed by unit closings, this extension would better align cash flow with development charge payments, easing the financial strain on builders.

In addition, given that all product types are experiencing economic and cost to build challenges as well as almost non-existent sales, ***BILD strongly urges that this deferral be extended to all housing types.*** The entire housing market—and the broader economy—requires this support to restore stability and encourage future development.

Our members are not just constructing homes—they are shaping communities. We are your partners in building a Markham that serves all its residents, delivering a diverse range of housing options that meet the needs of families, first-time buyers, and renters alike. These initiatives are not just about supporting the industry; they are about ensuring that Markham remains a city where people can afford to live, work, and thrive.

To further support collectively address this housing crisis and to examine additional available tools, ***BILD also recommends convening a small working group with City of Markham*** staff to explore potential reductions for all product types, including rental, and any other additional incentives.

As proud partners in shaping strong, vibrant, and sustainable communities, BILD members are eager to continue to build in the City of Markham. Time and again, our members express their appreciation for Markham's dynamic growth, forward-thinking leadership, and commitment to excellence. They recognize Markham as a city that values partnerships, fosters economic prosperity, and supports high-quality development—making it a premier destination for building thriving communities.

Thank you for the opportunity to submit this correspondence and provide a deputation today on behalf of BILD's York Forum members, and for considering our recommendations. We look forward to continue to working with you at this crucial and unprecedented time so that we can collectively arrive at additional solutions to address the housing crisis for the benefit of Markham's consumers.

Sincerely,

A handwritten signature in black ink, appearing to read "Victoria Mortelliti".

Victoria Mortelliti, MCIP RPP  
Senior Manager, Policy & Advocacy

CC: BILD York Forum Members  
Mark Visser, City of Markham  
Kevin Ross, City of Markham

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*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 1,200 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.*