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## What key advice would you stress to prospective new-home buyers in these unprecedented times?

More people are looking to locations that give them room to safely distance but still have conveniences close by. This is one reason home sales have been surging in the 905 and beyond, as people seek less dense neighbourhoods. Communities where people can walk to grocery stores, parks, restaurants and services, yet allow for safe distancing, will be sought after.

Parks, greenspaces and trails are more important than ever, not only as places where people can get outside to exercise, relax or socialize, but to enjoy the calming benefits of nature.

Many people want to avoid elevators due to social distancing and hygiene concerns, and they seek homes with private, ground-oriented entrances, such as townhomes. With so many people working from home, or kids being schooled at home, it's important to have enough room for family members, and to have open-concept spaces for the family to come together. Not everyone can afford or wants a large backyard, but thoughtfully designed decks and rooftop patios can maximize space and provide that vital connection to the outdoors.

## How might the pandemic affect the new home industry, that buyers should be aware of?

Buyers wanting to visit a sales office or model home should book an appointment first and bring a mask and hand sanitizer. Alternatively, many builders have turned to technology to serve buyers while keeping everyone safe. Buyers can tour new houses from the safety and comfort of their own homes on their computers or devices, and thanks to DocuSign, purchasers can now complete a transaction entirely online.

Buyers should note how the market is shifting, with many purchasers choosing lowrise homes as opposed to highrise condos. The 905 and other centres beyond the GTA are enjoying robust sales, as more people look to neighbourhoods and communities where they can safely social distance and be close to green space. With a rise in remote working, more buyers are looking

at homes that can accommodate home offices.

## How is Dunpar Homes addressing the affordability issue in the GTA?

While Dunpar specializes in luxury townhomes, we work individually with our buyers to make the purchase process as smooth as possible. We have an in-house mortgage broker to help them find the best financing options, and we work with each buyer to create a deposit structure that works for them.

## What is it about Dunpar Homes that differentiates it in the marketplace?

Our quality of construction, craftsmanship and attention to detail. Rather than building a broad spectrum of housing types, we specialize mainly in luxury townhomes and have created a niche for buyers who want upscale, lowrise living in desirable neighbourhoods. We are discriminating in our choice of locations, seeking out those that provide sustainable living with easy access to highways, recreation, schools, shopping, parks and greenspace. We also strive to give our customers more than they are expecting, and many are repeat buyers who appreciate our standard of customer service and the quality of our homes.

