



**TOWN OF AJAX**  
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The Honorable Doug Ford  
Premier of Ontario  
Legislative Building Queen's Park  
Toronto ON M7A 1A1  
[premier@ontario.ca](mailto:premier@ontario.ca)

**Sent by E-Mail**

September 23, 2021

Re: **Changes Required to Make New Builds More Affordable and Achievable for Buyers**

The following resolution was passed by Ajax Town Council at its meeting held September 21, 2021:

**WHEREAS** all levels of governments are considering new policies to tackle the housing crisis, with improving affordability being a top priority;

**AND WHEREAS** the minimum down payment for a resale property is usually 5%, while a pre-construction property can be as high as 25% paid through a cost-prohibitive payment schedule set by the builder;

**AND WHEREAS** a 25% deposit on a \$750,000 new build amounts to \$187,500, which buyers have to come up with before they can even move in and stop paying the mortgage or rent on their current home;

**AND WHEREAS** new builds are notorious for delays in construction causing deposits to sit in trust, or even more frustrating, some new builds are simply cancelled and deposits returned with no earned interest;

**AND WHEREAS** there is no regulation around deposits for new builds, and are set at the discretion of the builder to satisfy lender requirements for financing to build;

**AND WHEREAS** governments are encouraging people to invest in new condo and townhouse builds in urban areas to increase density, connect homes and jobs, and encourage transit use;

**NOW THEREFORE BE IT RESOLVED THAT:**

1. The Ontario Government be requested to work with Tarion (the regulator for Ontario's new home building industry), the development sector, and lending organizations to reduce deposits for new builds to lessen the burden and strain on buyers, provide more stability, and make the process more affordable and manageable for all parties; and

2. A copy of this motion be circulated to the Honourable Doug Ford, Premier of Ontario, the Honourable Steve Clark, Minister of Municipal Affairs and Housing, the Honourable Rod Phillips, Minister of Long Term Care and MPP for Ajax, the Honourable Mark Holland, MP for Ajax, Peter Balasubramanian, CEO of Tarion, all Durham area municipalities, and Ontario's Big City Mayors.

If you require further information please contact me at 905-619-2529 ext. 3342 or [alexander.harras@ajax.ca](mailto:alexander.harras@ajax.ca).

Sincerely,



Alexander Harras  
Manager of Legislative Services/Deputy Clerk

Copy: Councillor A. Khan  
Councillor R. Tyler Morin  
Hon. Steve Clark, Minister of Municipal Affairs and Housing  
Hon. Rod Phillips, Minister of Long-Term Care and MPP for Ajax  
Hon. Mark Holland, Ajax MP  
Peter Balasubramanian, CEO of Tarion  
All Durham Region area municipalities  
Ontario's Big City Mayors