


**NEW HOMES & CONDOS**

## ON THE MARKET

### MARKET OVERVIEW

First quarter low-rise new home sales amounted to a total of 5,480 sales.

Total Market Area (TMA) March sales are up 59% compared to the previous month and marked the highest monthly sales in the last seven years.

The strong performance was especially noticeable from new openings and releases, particularly in the affordable townhome

segment which is significantly gaining larger market share.

Examples of strong sales are Regal Crest Homes in Mayfield Village, Brampton; Royal Pine Homes in Spring Valley, Brampton; Geranium Homes in Friday Harbour, Innisfil; Mattamy Homes in Hawthorne South Village, Milton; and Brookfield Homes in Willow Glen, Tottenham.

### NOTABLE SITES



#### Brampton

Mayfield Village

##### Regal Crest Homes

18 sales last month

1,622-2,336 sq. ft. Townhomes from \$385,900;

1,889-2,267 sq. ft. Semi-detached homes from \$499,900;

2,093-2,253 sq. ft. detached homes on 32' lots from \$449,900;

2,489-2,592 sq. ft. detached homes on 38' lots from \$625,900;

3,172-3,174 sq. ft. detached homes on 45' lots from \$725,900;

Incentives: Please see sales pavilion [www.regalcresthomes.com](http://www.regalcresthomes.com)

#### Brampton

Spring Valley

##### Royal Pine Homes

37 sales

last month

2,840-3,375 sq. ft.

detached homes on 40' lots from \$671,900;

Incentives: Please see sales pavilion

[www.royalpinehomes.com](http://www.royalpinehomes.com)



#### Innisfil

Friday Harbour

##### Geranium Homes

15 sales last month

433-1,766 sq. ft. Urban Townhomes from \$239,900;

Incentives: Please see sales pavilion [www.geraniumhomes.com](http://www.geraniumhomes.com)



#### Milton

Hawthorne South Village

##### Mattamy Homes

91 sales last month

1,044-1,541 sq. ft. Village Townhomes from \$340,990;

1,517-2,211 sq. ft. detached homes on 30' lots from \$487,990;

1,950-2,824 sq. ft. detached homes on 36' lots from \$581,990;

Incentives: Please see sales pavilion [www.mattamyhomes.com](http://www.mattamyhomes.com)



#### Tottenham

Willow Glen

##### Brookfield Homes

21 sales last month

1,470-1,820 sq. ft. Townhomes from \$334,990;

1,540-1,810 sq. ft. detached homes on 30' lots from \$379,990;

1,720-2,520 sq. ft. detached homes on 36' lots from \$449,990;

1,750-2,920 sq. ft. detached homes on 43' lots from \$489,990;

1,940-3,630 sq. ft. detached homes on 50' lots from \$544,990;

Incentives: Please see sales pavilion [www.brookfieldhomes.ca](http://www.brookfieldhomes.ca)

# Save money on air conditioning this summer



LISA EVANS

**EIEIHOME.COM**

The warm, sultry temperatures of summer are coming and with them, a high energy bill! But using your air conditioner to cool your home doesn't have to break the bank.

eieihome.com spoke with Wayne Palmer, co-owner of George Kent Home Improvement, about ways to beat the heat without breaking your wallet.

**Keep air filters clean.** A dirty air filter means your air conditioner will run less efficiently, causing it to use more energy. Palmer recommends checking your air conditioner's filter at the start of the summer season and replacing it if it's dirty.

Air filters typically last three months (our typical summer), but if your air conditioner is running from June well into September, you may want to have an extra filter on hand.

**Use a programmable thermostat.** A programmable thermostat can reveal the largest energy savings by allowing you to turn up your air conditioner two or three degrees while you're out of the house at work or while you're away at the cottage for a week.

Palmer recommends setting the temperature down an hour before you're set to arrive home so your home's temperature is comfortable when you arrive. You can also set your thermostat to increase the temperature of your home in the evening.

"You don't need the same level of cooling as when you're awake and you won't notice

if your home is a few degrees warmer," says Palmer.

**Close basement vents.** The basement is the coolest part of your home and doesn't need a lot of cool air pumped into it. "Hot air rises, so you want that cold air to be pushed up through your house to cool down the main living areas," says Palmer.

The cool air will then come down to the basement from the bedrooms and main floor. To close off basement air vents, purchase magnetic strips that fit on top of the vent.

**Avoid furniture obstructions.** To maximize your home's

efficiency, you may want to rearrange your furniture to ensure it doesn't obstruct any of your home's cooling vents.

If you do have a couch placed over top of a vent, you can use a deflector to direct the air coming out of the vent into the main living space so it's not bouncing against the back of the couch.

George Kent Home Improvement's new joint venture company Link Home Improvements, an HVAC company, will offer an array of energy efficiency home improvement products. Visit them at [www.georgekent.ca](http://www.georgekent.ca) or call 1-800-668-5439.

— Visit [eieihome.com](http://eieihome.com) for more heating and air conditioning stories, including "How to Keep Your Home's HRV in Working Order," read contractor reviews and find local service professionals.



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