


**NEW HOMES & CONDOS**

## ON THE MARKET

### ▶ MARKET OVERVIEW

As of September, 87% of the annual Trimart forecast has already been achieved.

Total Market Area (TMA) sales are up 24.5% compared to the previous month, achieving 1,948 new home sales for the month which marks the second highest September sales recorded in the last six years.

Compared to the same month last year, TMA realized a sales increase of 27.2% and the biggest gains (66.9%) were achieved in the North region of the GTA. Also, TMA inventory has increased by 2.7% compared

to the previous month. This was largely the result of 20 new openings and over 30 releases in September which should also continue to improve inventory in the coming months.

Examples of strong sales are Greenpark Homes in Lotus Pointe, Caledon; Great Gulf Homes in Trafalgar Landing, Oakville; Stonebridge Building Group in Ruby Village, Orangeville; Treasure Hill Homes in Urbantowns on Bayview, Richmond Hill; Senator Homes in Bathurst 9130, Vaughan; and Lormel Homes in La Viva Towns, Woodbridge.

### ▶ NOTABLE SITES



#### Caledon

Lotus Pointe  
**Greenpark Homes**  
45 sales on opening month  
1,756-2,177 sq. ft. semi-detached homes from \$459,990;  
2,585-3,602 sq. ft. detached homes on 41' lots from \$643,990;  
2,763-3,615 sq. ft. detached homes on 43' lots from \$675,990;  
2,823-4,110 sq. ft. detached homes on 50' lots from \$798,990;  
Incentives:  
Please see sales pavilion  
[www.greenparkhomes.com](http://www.greenparkhomes.com)



#### Oakville

Trafalgar Landing  
**Great Gulf Homes**  
51 sales on opening month  
1,705-2,015 sq. ft. Townhomes lots from \$449,990;  
Incentives: Please see sales pavilion  
[www.greatgulf.com](http://www.greatgulf.com)



#### Orangeville

Ruby Village  
**Stonebridge Building Group**  
25 sales on opening month  
1,300-1,490 sq. ft. Townhomes lots from \$285,990;  
Incentives: Please see sales pavilion  
[www.stonebridgebg.com](http://www.stonebridgebg.com)



#### Richmond Hill

Urbantowns on Bayview  
**Treasure Hill Homes**  
25 sales on opening month  
1,904-2,460 sq. ft. Townhomes lots from \$729,900;  
Incentives: Please see sales pavilion  
[www.treasurehill.com](http://www.treasurehill.com)



#### Vaughan

Bathurst 9130  
**Senator Homes**  
45 sales on opening month  
1,765-2,420 sq. ft. Townhomes lots from \$709,990;  
Incentives: Please see sales pavilion  
[www.senatorhomes.com](http://www.senatorhomes.com)



#### Woodbridge

La Viva Towns  
**Lormel Homes**  
47 sales on opening month  
977-1,047 sq. ft. Townhomes lots from \$369,990;  
Incentives:  
Please see sales pavilion  
[www.lormelhomes.com](http://www.lormelhomes.com)

Information provided by Trimart Research Corporation. Prices, bonuses and features subject to change.

For more information or to list a new site opening, contact Mark Jin, marketing research manager at [mark@trimart.ca](mailto:mark@trimart.ca).



# Baby, it's cold outside



LISA EVANS

**EIEIHOME.COM**

**K**eeping your home warm and cozy during the winter months means ensuring your home is properly insulated. [eieihome.com](http://eieihome.com) spoke to Wayne Palmer, co-owner of George Kent Home improvement, who says proper insulation is the best way to prevent heat from escaping, ensuring residents are comfortable and heating costs don't go through the roof. The fiberglass tradition

Fiberglass batting is the traditional method used to insulate homes. Batts fit in between the 2x4 studs of the home's walls, creating a barrier between the cold air outdoors and the warm air indoors. The trouble with fiberglass batting, says Palmer, is that over time gravity causes them to shift down, creating an airspace where cold air can enter the home. "They're still insulating 95 percent of your wall, but they don't do as good a job at insulating as some of the more contemporary techniques," says Palmer.

### The sprayfoam solution

Sprayfoam is a liquid that quickly expands into a rigid foam. During the process of expansion, it goes underneath and around 2x4 studs, filling every nook and cranny, closing any gaps that cold air can enter through. Although more effective at creating an air barrier, sprayfoam is also more expensive, costing three to four times the price of fiberglass batting.

### A contemporary twist on fiberglass

The one area of the home responsible for the most air leakage is the attic. The traditional method of laying fiberglass batting between the 2x4

frames on the attic floor won't cut it, but sprayfoaming six inches of insulation on the attic floor would blow your budget. The solution, says Palmer, is a combination of these two methods. For attics, Palmer recommends an inch-and-a-half of sprayfoam insulation to create an initial air barrier to prevent hot air from rushing through the roof, followed by blown-in fiberglass insulation. This is the same fiberglass as is used in batting, but is blown in loose through a hose, providing more coverage. "The more fiberglass you have, the more difficult it is for the air to get through," says Palmer.

### Do an energy audit

Before tackling an insulation project, Palmer recommends first getting an energy audit. This will show you where the majority of air leaks are occurring in your home and will help use your budget most effectively.

— Visit [eieihome.com](http://eieihome.com) for more insulation articles, photos and advice including "Air Leaks: Find & Plug Them Pronto" Read contractor reviews and find local service professionals for your insulation needs.



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