

THE TORONTO STAR

NEW IN HOMES

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Buying From Plans? Not Here

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Brussels Court, Dunpar Homes' newest Etobicoke townhouse project, opens for business today.

But unlike many developments these days that sell from floor plans, construction on these 40 Georgian-style units is well underway. "We've always done it that way," said Mark Mintzer, Dunpar's marketing vice-president. "People walk through the units. They see what they're getting."

It's the difference between selling a product and selling a concept, explains Dunpar's development manager, Tom Giancos.

In fact, Giancos himself went to work for the company about a year and a half

ago after he bought a Dunpar house and liked the way it does business.

Brussels Court is located on Beaverdale Rd. near Grand Ave. just south of the Queensway. On the north side of Beaverdale is another one of Dunpar's projects, a development completed about nine years ago.

Mintzer said many previous Dunpar buyers pay the company the biggest compliment by seeking them out when they're looking to move.

Mintzer said Dunpar has built some 400 townhouses in Etobicoke since its first project, Grand Ravine, more than 12 years ago. Since then Mintzer said Dunpar has built 40 to 50 townhouses a year, a number small enough to allow the company to sustain a high degree of quality.

Mintzer, Giancos and the company's president, John Zanini, all live in the neighbourhood.

Giancos said typically, when a builder finishes a development, it moves on. He said it's unlikely purchasers will run into their builder in the supermarket, as happened to him recently. "I haven't seen the shrub on my lawn yet, Tom," a buyer told Giancos as their carts passed each other in the aisle.

The Brussels Court townhouses are 1,700 square feet to 2,700 square feet and cost \$379,000 to \$500,000, including GST. Although they are freehold units, Mintzer said there will be a maintenance fee of \$60 a month for common expenses such as snow removal and grass cutting.

The units are available in several models: The 2,500-square-foot units, for example, have 18-by-23-foot decks and two-car garages, with access from the back of the house, and room for two more cars on the driveways. The narrower 16-foot units being built on ravine lots have a single-car garage.

But Mintzer said no matter the square footage, all the townhouses come with six major appliances, granite countertops, hardwood floors on the main level, gas fireplace, central vacuuming, air conditioning and high-end finishes such as crown mouldings and six-inch baseboards.

Brussels Court will be open for viewing Saturdays and Sundays noon to 5 p.m. It is located on Beaverdale Rd. one block south of The Queensway near Grand Ave. Unit 2 is the sales centre and model home. Weekday visits are by appointment.

For information call 416-253-5888
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