

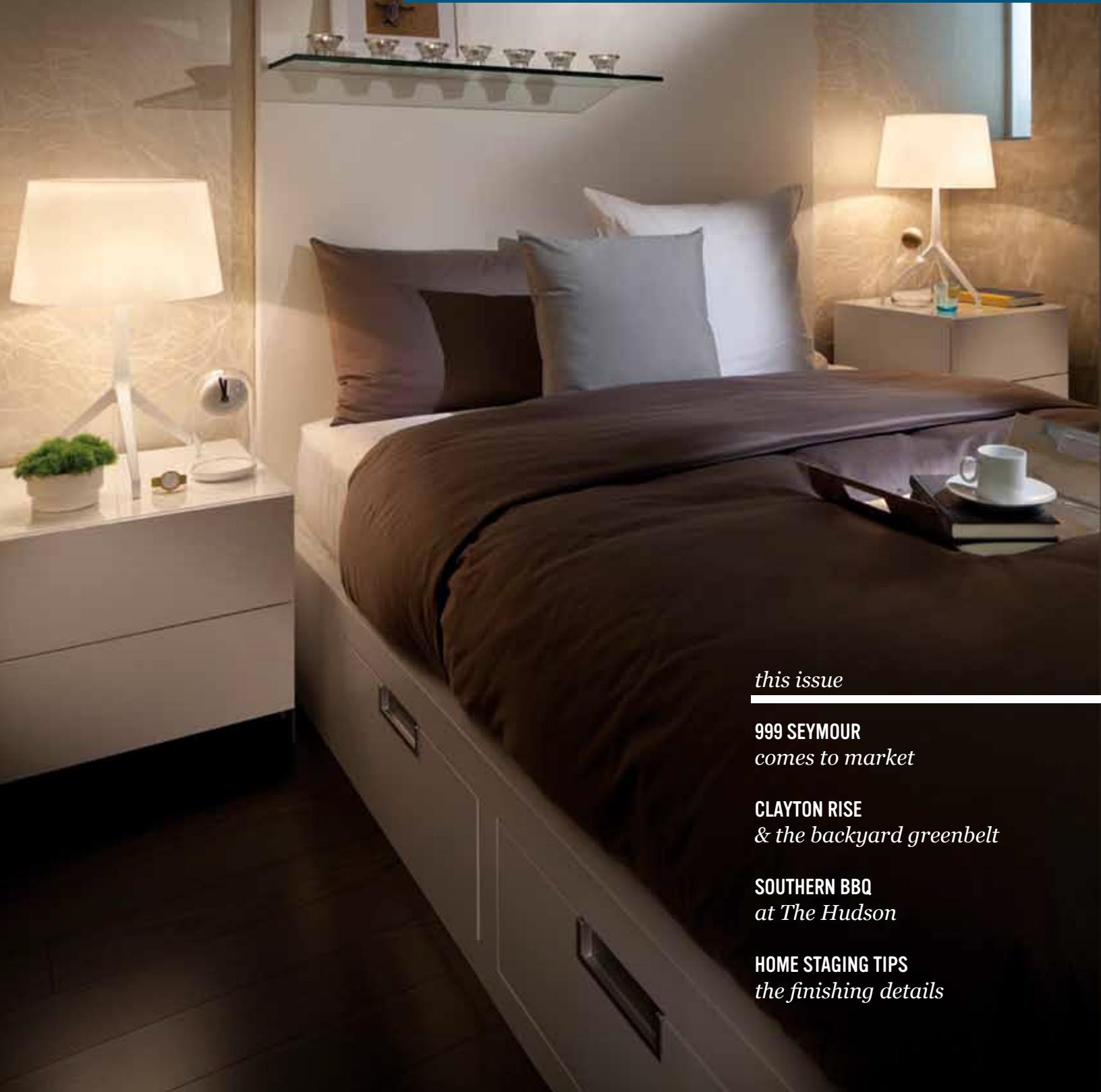


TOWNLINE

CONNECT

QUARTERLY UPDATE

VOLUME 13



this issue

999 SEYMOUR
comes to market

CLAYTON RISE
& the backyard greenbelt

SOUTHERN BBQ
at The Hudson

HOME STAGING TIPS
the finishing details

999 SEYMOUR *COMES TO MARKET*

A 22-STOREY CONDO TOWER OF 134 DESIGN-FORWARD HOMES, ENVIABLY SITUATED WHERE YALETOWN MEETS THE GRANVILLE ENTERTAINMENT DISTRICT. ON MARCH 10TH, 999 SEYMOUR CELEBRATED ITS PUBLIC LAUNCH.

INDOORS, OUTDOORS, AND SOMETHING IN BETWEEN

Design-forward homes adapt to the weather, to the occasion, to your mood. Wake up to one of those brilliant summer days we all live for and take coffee out to your big, bright balcony (really, it's more like a patio in the sky). Then slide your glass walls aside for a seamless flow between indoor and outdoor living. Moveable sunscreens let you maximize daylight, manage your privacy, and create shade at the hottest part of the day.

HIGH-END FROM THE MID \$300'S

High-end features at attractive prices, with options to suit every lifestyle and every budget. Townline's designers have risen to the challenge with:

- Hardwood flooring, stone counters, tiled bathrooms, and exposed concrete walls in some homes.
- Generous balconies and terraces, with penthouse decks up to 929 square feet.
- Gourmet kitchen appliances.
- Floorplans that range from 468 to 1185 square feet.

WALKABOUT: NO CAR REQUIRED

Live in the epicentre of downtown Vancouver and walk everywhere: to the city's business district, a SkyTrain station,

the seawall, or Granville Island. No more arm-wrestling for designated driver duty—you can walk to a different restaurant or bar every night of the week. All purchasers automatically receive a Zipcar membership for those trips that are more fun on four wheels.

A DAY AT 999 SEYMOUR

- Work out in the communal gym or yoga studio.
- Get your morning caffeine and muffin fix from Commune Café, 30 seconds from your door.
- Meet friends to share parsley-truffle yam fries at Cinema, 4 minutes from home.
- Pick up a bottle of wine on your way home from work; Viti Wine and Lager Store's just 1 minute from home base.
- You forgot an essential ingredient for dinner? Pop down to Nesters Market; it'll only take 10 seconds.
- Let someone else do the cooking—Cibo, Brix, The Refinery, and Cactus Club are all within a quick walk.
- Be entertained. Take in PechaKucha night, a play, or a concert at the Vogue Theatre. See a documentary at Vancity Theatre, an art film at Cinématèque, or a blockbuster at Empire 7. All within 10 minutes or less.
- Invite the gang over to gather around the firepit and roast marshmallows, or watch fireworks from the common patio on the 5th floor.



EXCITEMENT GROWING AT THE GARDENS

BUYERS ARE FINDING GOOD QUALITY AT AFFORDABLE PRICES

"Interest has been tremendous since this project launched end of September, and we've seen steady sales over the past six months. In a price-sensitive market, these homes are competitive, with an attractive deposit structure of just 5% to qualified buyers. Most are first-time homebuyers in their 20s and 30s, looking for good quality at affordable prices, with sophisticated finishing—and they're finding it here at The Gardens." —Calvin Kan, Sales Manager

SERVICE WAS ABOVE AND BEYOND

"It was a tough decision whether to buy at The Gardens or another location, and we want to express our sincere gratitude to your team. We very much appreciate the expertise of our salesman, Calvin Kan, who went above and beyond. We wanted carpet in our entire unit and Calvin went out of his way to see if our needs could be met. Within 48 hours, Calvin called us back saying the developer could accommodate us at no additional cost. Everyone was always courteous. We made the right decision in purchasing a Townline home."

Thanks again,
Aeron Cruz

DRAGON PREDICTIONS: THIS IS A GOOD PLACE TO BE

The Dragon is restless, making this year difficult to forecast, but fortuneteller and feng shui master Sherman Tai offers a few predictions:

- Economically speaking, China, Hong Kong, and Canada are expected to fare better than the United States and Europe.
- Mining, natural gas, and the real estate market in British Columbia should remain stable.
- Retail and construction numbers will probably pick up by autumn.
- The Canadian dollar will likely stay strong this year.

EXOTIC RESIDENT AT THE GARDENS

A majestic Snowy Owl has taken up residence in The Gardens, much to the fascination of nighttime security staff. The nocturnal raptor has been spied winging its way to and from The Castle, a legacy structure from the Fantasy Garden attraction once on this site. The Castle will soon be given new life as a daycare facility for 37 children, but meanwhile this Snowy Owl is keeping guard and feeling quite at home in The Gardens.



CLAYTON on the RISE



TO DATE, 10 HOMES HAVE SOLD AT CLAYTON RISE IN 2012, AND THE COMMUNITY IS OVER 60% SOLD. HERE'S WHY BUYERS ARE EXCITED ABOUT THIS FAMILY-FRIENDLY COMMUNITY:

- Homes start from just \$282,900.
- Families enjoy the atmosphere of a country estate conveniently close to the city.
- It's geographically the highest point in Cloverdale, with stunning views of Mt. Baker and the surrounding rolling fields of green.
- About one third of these homes have backyards that open right onto the greenbelt.



TROPICAL GETAWAY GIVEAWAY

Are the tropics calling you? For a limited time, Townline is treating buyers who purchase a two-bedroom home in Phase 5, 6, or 7 to a tropical vacation in Mexico, valued at \$3,000. If you long to feel the sun on your skin and the beach at your feet, don't wait; our home-plus-a-holiday promotion is effective only through March 21st. Please drop by the display centre for more information.

GREENBELT IN YOUR BACKYARD

You might hear "greenbelt" and think of the perfect place to go for a run, walk the dog, or watch the kids learn to ride their first bikes. And you'd be absolutely right. Greenbelts are all that—and more.

GREENBELTS CONTRIBUTE TO ENVIRONMENTAL HEALTH:

- They're abundant in the plant life that absorbs carbon dioxide from the atmosphere and helps offset the effects of climate change.
- They provide habitat for the insects that benefit gardens and pollinate food plants.

GREENBELTS HAVE POSITIVE EFFECTS ON HUMAN WELL-BEING, AND ON NEIGHBOURHOODS:

- Studies show that children who live with access to green spaces find it easier to think clearly, do well in school, and cope with stress and peer pressure.
- Adults tend to have lower blood pressure and experience less tension when they live near a greenbelt and look onto views of plants and trees.
- Surveys show that people who live near green spaces feel more connected to their neighbours and enjoy more social activities as a community.

Just imagine the whirlwind of social activities at Clayton Rise. It's right next to a park and a playground, and on a greenbelt. Even better, it has its own clubhouse, movie theatre, games room, and outdoor pool!



RARE VALUE
and UNIQUE
HERITAGE
AT THE
HUDSON

YOUR OWN PIECE OF HISTORY

How often do you have the opportunity to purchase a piece of Canadian history? This former Hudson's Bay building still wears the elegance of an earlier era, but the homes themselves are ultra-modern, walking an extremely tasteful line between heritage detail and contemporary design. Here, original materials are lovingly reclaimed and restored to merge in harmony with the smart, high-end features of a thoroughly modern lifestyle. Currently priced well below assessed value, they offer exceptional investment opportunity as well as a unique, storied place to live. Check out the new penthouse display home at suite 606.

A TASTE OF THE SOUTH

Downtown Victoria finally has an authentic, Southern-style barbecue house—right in The Hudson. Smoken Bones opened January 20th with a menu that combines pure Louisiana inspiration with BC-grown flavour. Proprietor Ken Hueston has created his menu around locally sourced meat, seafood, and produce, because he believes in supporting the farms in his own backyard. What should you expect?

- In true Southern spirit, the menu offers hushpuppies, fried oysters, and an extensive range of bourbons.
- Meat is cooked long and slow over a natural wood fire, and sauces and charcuterie are hand-crafted in house.
- Victoria's own Phillips Brewery beers are on tap.
- And for those wanting something completely different, how about a bacon-infused vodka?

Slow food at its best, this is an ideal place to kick back, dig in, and watch the game or enjoy some live music, but if you're on the run, consider ordering from the 15-Minute Express Lunch Menu. Or, if you're working through lunch, you'll appreciate the complimentary wireless—with ample napkins to protect your keyboard from sticky fingers.

Smoken Bones. 7-1701 Douglas Street, Victoria.
250-391-6328 (MEAT)



RESIDENTIAL

COMING SOON

THE HUDSON

Upscale flats, 2-level lofts, and innovative courtyard homes in downtown Victoria.

- Modernist interiors located in the historic former Hudson's Bay building.
- Currently below market value, exceptional investment potential.

2 BEDROOMS FROM \$399,900 NET HST INCLs.

PENTHOUSES FROM \$585,900 NET HST INCLs.

770 Fisgard Street, Victoria, BC

CALL: 250-388-0018

OR TOLL FREE 1-877-388-0018

WEB: www.hudsonliving.ca

MOVE IN NOW! PLEASE VISIT OUR NEW PENTHOUSE DISPLAY HOME.



CLAYTON RISE

The high point of Cloverdale—and the highlight of the Clayton neighbourhood. Social life revolves around The Clubhouse and its Fireside Lounge, games room, movie theatre, and outdoor pool.

- Over 60% of these homes are sold.
- Backyards open onto a tranquil greenbelt.

2 & 3 BEDROOMS FROM \$282,900

68A Avenue & 195 Street, Surrey, BC

CALL: 778-278-0030

WEB: www.claytonrise.com

DROP BY TO EXPERIENCE A TASTE OF COUNTRY LIFE NEAR THE CITY, AND ASK FOR THE DETAILS OF OUR HOME-PLUS-A-HOLIDAY GIVEAWAY.



THE GARDENS

Stylish homes boasting the best backyard in Richmond: 12 acres of trees, fields, and flowers.

- Magnolia and Azalea combined are more than 60% sold.

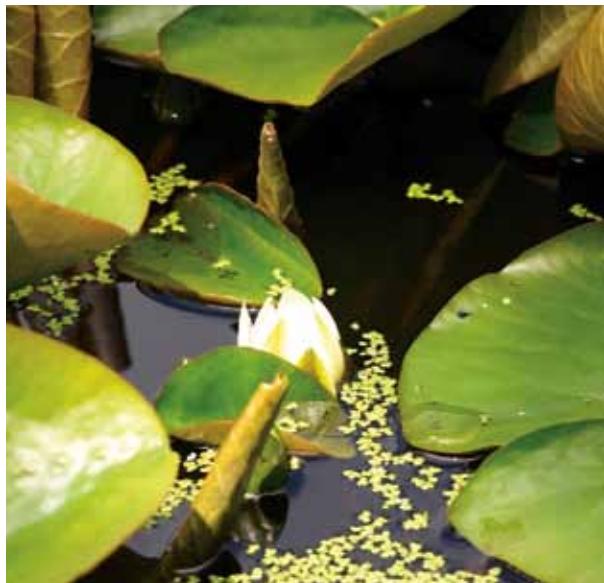
1 BEDROOMS FROM \$234,800, AND 2 BEDROOMS FROM \$314,800 (NET SALES TAX INCLUDED)

10640 NO. 5 ROAD, RICHMOND BC

CALL: 604-271-3331

WEB: www.liveatthegardens.ca

NOW SELLING MAGNOLIA AND AZALEA AT THE GARDENS.



999 SEYMOUR

Where Yaletown meets the Granville Entertainment District.

- 134 design-forward urban residences.
- Public launch March 10th, 2012.

PRICED FROM THE MID \$300S

REGISTER AT: www.999seymour.com

HUDSON MEWS

A 12-storey building of 120 market rental suites in downtown Victoria's Hudson District.

- Construction expected to begin sometime in 2012.

REGISTER AT: www.hudsonmews.ca

THE GROVE

A community of 141 townhomes directly across from Clayton Rise.

- 2, 3, & 4-bedroom homes with an extensive amenity building and access to The Clubhouse at Clayton Rise.
- Soon to launch.

REGISTER AT: www.thegroveatclayton.com

HUDSON PLACE 1 AND 2

Two mixed-use buildings with commercial at street level and residential above.

- At the corner of Blanshard and Herald.
- Connected to The Hudson by a pedestrian-friendly walkway.

REGISTER AT: www.hudsonplace.ca

HUDSON WALK

A mixed-use, multi-family community at Blanshard and Caledonia, with ground floor shops and restaurants making a dynamic contribution to life in downtown Victoria's Hudson District.

REGISTER AT: www.hudsonwalk.ca

BURKE MOUNTAIN

Single Family homes on Burke Mountain, coming soon.

- For more information, contact Townline at 604.276.8823

REGISTER AT: www.townline.ca

feature

Staging tips for ***SELLING*** ***YOUR HOME***



Staging a home for selling gently removes some of the personality of the people who live in it, but not so much as to make it feel soulless. The idea is to invite prospective buyers to imagine themselves at home in your space. Professionals are paid big money, because effective staging can reduce the length of time a home is on the market and can even help fetch a higher price.

If you don't want to hire a pro, here are a few tips for DIY staging. These finishing touches are added after the thorough cleaning, ruthless decluttering, and basic painting and repairs that are essential.

- Arrange furniture in conversational groups.
- Feature blankets and throw cushions in tactile fabrics like silk and wool.
- Group things like framed photos and ornaments in clusters of 3 or 5.
- Place bright, hardcover cookbooks on kitchen counters.
- In the bathroom, place folded guest towels in a shallow basket and top with a beach pebble.
- Open a bar of good-quality, French-milled bath soap and set it beside your sink, for a luxurious scent that won't overpower.

PROFESSIONAL PROPS

Tricks of the staging trade include the following :

- Mirrors to reflect light and create the sense of extra space.
- Potted plants, fresh flowers, stalks of lucky bamboo.
- Fruit bowls; pears are especially good at selling a house.
- Table lamps.
- Area rugs.

For inspiration, please visit one of our display homes at a Townline sales centre.