

TOWNLINE CONNECT

SEASONAL UPDATE
WELCOME TO VOLUME 23
SUMMER 2016



In this issue:

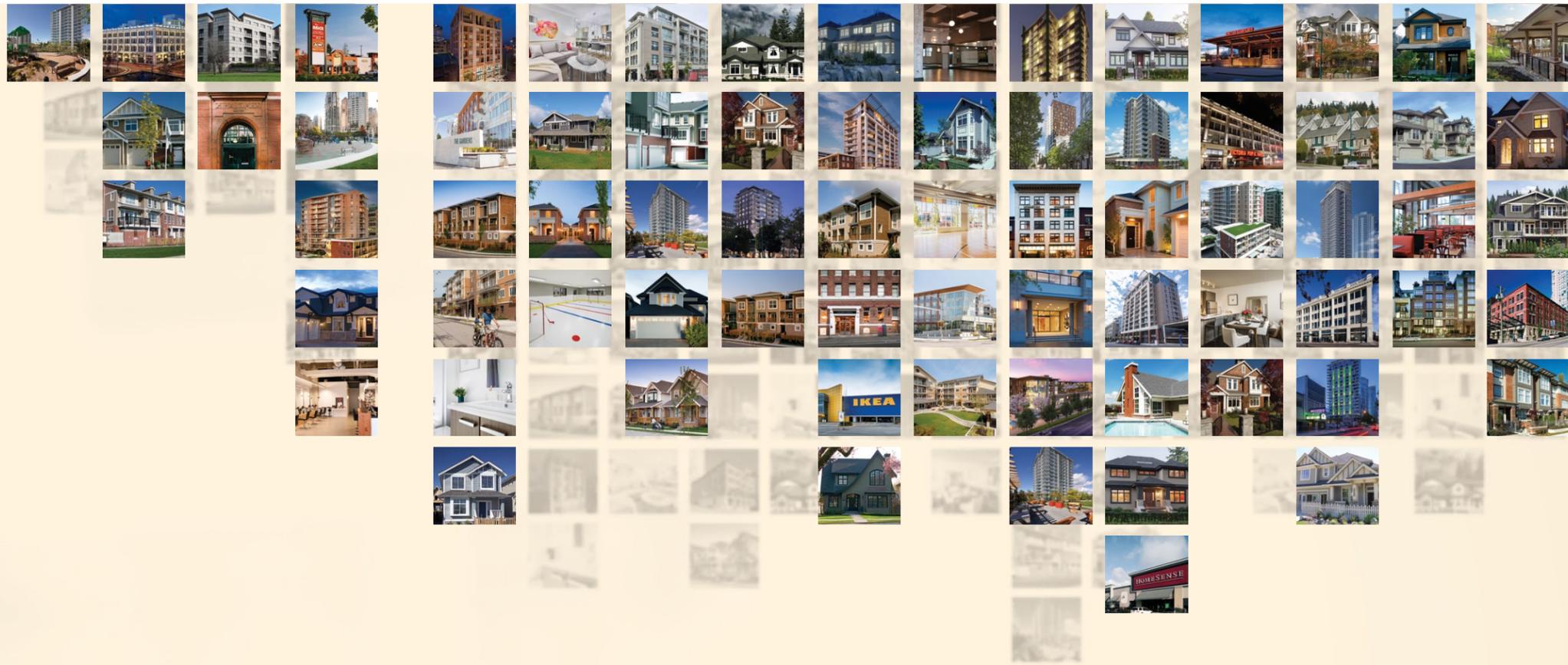
What Exactly Does
“Down-to-Earth”
Mean?

How to
Prepare for
Homeownership

The Townline
Difference



TOWNLINE



Down to Earth, Experienced, Approachable

At Townline we celebrate each day according to one simple, down-to-earth philosophy: we don't just build homes, we create great places for real people to live, work, and play.

The Townline story began in 1981 when Rick Ilich fulfilled a personal dream and built his first custom single-family home in Richmond where he had been born and raised. It was a leap of faith to leave the security of a promising career with Block Bros, but somewhere between overseeing every aspect of construction — from the foundation pour to siding and cabinetry installation — Rick realized his passion was working onsite not in an office. Another house soon followed, and word began to spread about the local builder who consistently exceeded quality and customer service expectations for his clients.

Since that day, Rick never looked back. Today, the Townline portfolio includes a rich diversity ranging from trend setting high-rises to heritage restorations, master planned communities to seniors' residences and purpose-built rental apartments. We build homes for singles, couples, blended families, downsizers, and people with pets. True to our roots, we still have an entire division devoted to custom homes.

We also still believe we have a responsibility to listen — really listen — to what our homeowners want from their home. Lifestyles change. We understand this because our own families' needs and wants have evolved over the three and a half decades Townline's been in business.

It's why we actively seek innovative, thoughtful solutions to contemporary living — innovations like sliding balcony screens to preserve privacy in high-density urban environments, onsite electric car charging stations, and Vancouver's first automated residential vehicle parkades. We sweat the small stuff so you don't have to.

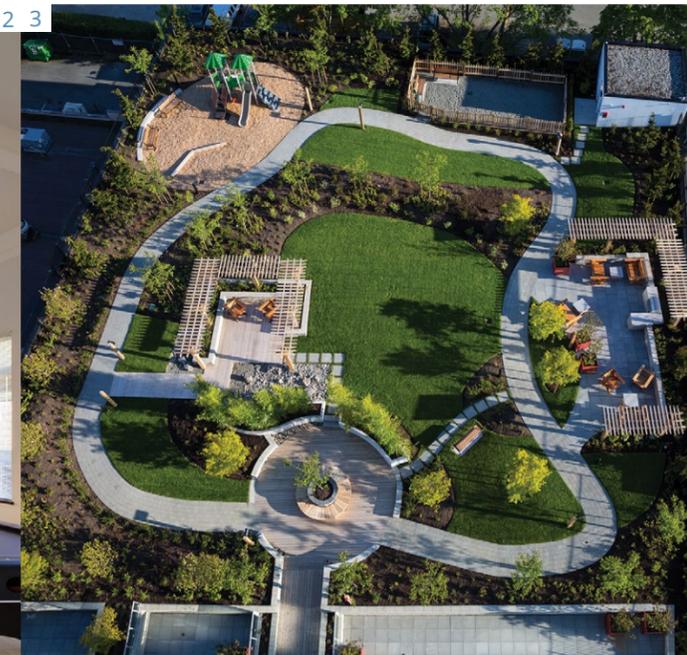
We've grown a lot in 35 years, but at heart we remain a team committed to exceptional craftsmanship, open communication, and setting a great example through integrity and hard work. Our greatest joy is seeing the happiness that lights up the eyes of our homeowners when we hand them the keys to their new home. And to this day, Rick sometimes still can't resist dropping by our project sites to ensure construction and finishing levels meet his demanding standards of superior quality.

Thoughtful Amenities

At Townline, we're constantly searching for new ways to create multi-family homes that enhance city convenience, social interaction, and natural beauty — homes that not only look good, but ones that provide a balanced lifestyle for every generation.



- 1 Clayton Rise - Swimming Pool
- 2 The Grove - Clubhouse
- 3 Harmony - Courtyard
- 4 Clayton Rise - Dog Wash Station
- 5 The Grove - Indoor Hockey Rink

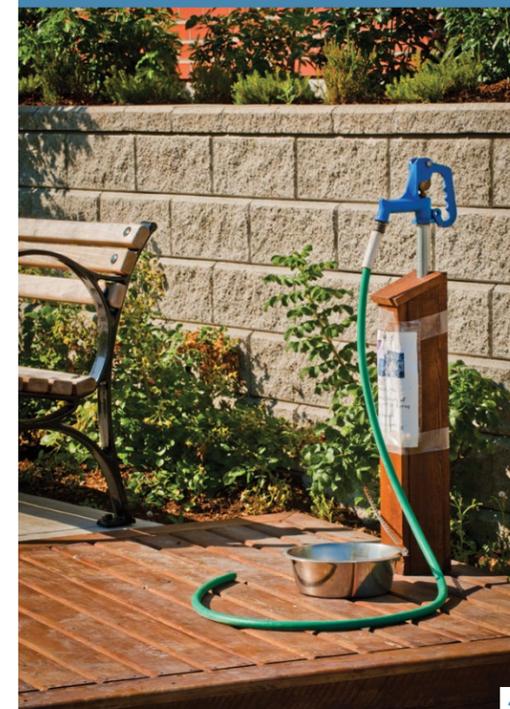


It's why developing innovative amenities to complement and enhance livability is a challenge we embrace — whether it's for a 30-storey tower or a parkside enclave of townhomes.

Naturally, our communities include amenities like fitness centres as well as outdoor terraces and fireside lounges for socializing, but we've also designed family-friendly extras like indoor hockey rinks, pools, theatre rooms, and inviting outdoor

green spaces and children's playgrounds. Many of our condominium communities also include secure bike parking and a place to tune up your two-wheeler. We've even built secure dog runs and wash stations with hot and cold running water — because the four-footed members of your urban family deserve consideration too.

After all, your home is more than four walls — it's the community you live in too.



Affordability Innovations

It's the quintessential dream for most Canadians: owning a home they love. But in today's market, financial barriers often seem daunting — especially for first time buyers. That's why Townline is introducing two exciting ways to help put home ownership in reach.

Located in the heart of Port Moody's Oceanfront neighbourhood, The Strand's first-of-its-kind Affordable Housing Program is a breakthrough in affordability. Thanks to a partnership between Townline Homes, BC Housing and TL Housing Solutions, qualified buyers can purchase a brand new home for 8% less than its appraised market value using an innovative down payment grant program.

We're also in preliminary planning for another industry first — taking the traditional, single-family mortgage helper concept and giving it a fresh, new twist in the condominium market. Stay tuned for more details as we unveil them.

Get Ready for Home Ownership

Buying your first home is an exhilarating experience. It's easy to get caught up in the excitement of gourmet kitchens, trendy bathrooms, and the thought of paying yourself rather than a landlord. Being proactive and well prepared is critical to ensure your purchase is a smart one. Here are a few insider tips to make the transition as smooth and worry-free as possible.

Figure Your Finances

- Get pre-approved. Typically you can borrow up to 35% of your gross income, so tripling your annual family income is usually a rough estimate of how much mortgage you can expect. Remember that your total monthly payments (including items like car loans, credit card debt, property taxes, estimated heating costs, and 50% of your strata fees if you're buying a condo) shouldn't exceed 42% of your gross income.
- Just because you qualify for a \$400,000 mortgage, doesn't mean you should get one. Decide how much you're comfortable spending each month and stick to your budget. Remember, you want to be able to fall asleep in your home, not worry about how you're going to pay for it.
- Pro tip: the lowest interest rate isn't always your best option. A lot can change in three to five years — marriage, your family grows, the kids move out, you land the dream job on the other side of the country — so flexibility matters. Looking at portability, penalties for paying off your mortgage early, even how your property is registered can save you money if your financial circumstances change.
- Don't forget closing costs like legal fees and incidentals like redirecting your mail or transferring hook-up for hydro and cable. If you opt to buy a brand new home, you'll also be charged 5% GST — a cost some banks will finance but others won't.
- First time homebuyers can borrow up to \$25,000 from their RRSP (\$50,000 for a couple) toward the down payment on their primary residence. Funds must have been in your account for at least 90 days, and you must repay the full amount back into your RRSP within 15 years.
- If you're a first time buyer, a Canadian citizen or permanent resident, and have lived in BC for the last year, the Property Purchase Tax (PPT) is waived on brand new homes under \$475,000. That's a saving of up to \$7,500 by buying new rather than a resale.



Perfect Home in the Perfect 'Hood

- Make a list of everything that matters to you. Remember: this is about your lifestyle — not your friends' or family's. Do you want a yard, walk-in pantry, secure bike room, gym, or garden plot? Is being close to the SeaWall, shopping, transit, or good schools important to your lifestyle? Be really clear which are 'must have' features and which are negotiable.
- Use the presentation centre's display home. Cozy down at the eating bar or on the living room sofa and visualize where your furniture and art could go. If everything feels natural, this could be your new castle.
- Unless you've already lived there, spend time hanging out in the neighbourhoods you're considering. Visit at different times of day as well as during the week and on weekends. The funky-looking restaurant that's closed in the morning could be a noisy neighbour when the late night crowd arrive.
- Creative idea: if your condo comes with a parking stall you don't need, consider renting it out — check the bylaws first. In downtown Vancouver, that can easily be a \$150-\$250/month bonus.

Due Diligence

- Check the builder/developer's history and reputation. Visit past projects to see how well they've stood up over time. Check with the Homeowner Protection Office for positive (and negative) reviews.
- Read the disclosure statement — yes, every page of it. Get help from your Realtor, your lawyer, and your mortgage broker. Issues like bylaws, proposed strata fees, and proposed restrictions on things like pets or rentals all impact the enjoyment of your home.

Be Sure to Celebrate

- Fun tip: mortgage payments usually don't start until the month after you close. Put that first 'payment' aside for unanticipated moving expenses and celebratory pizza with wine or beer on moving day.

Expect the Best in Quality Assurance & Customer Service

Building Better Homes

From start to finish, Townline's dedication to quality assurance is second to none. It's why we have two levels of in-house specialists checking on your home every step of the way.

During the building process, our Construction Quality Control Team, site supervisors, and Customer Service Team all conduct ongoing inspections to ensure everything — from foundations and framing to lights, wall coverings, and floors — is up to Townline and Rick Ilich's personal standards of excellence.

About a month before the possession date, the Customer Service Team put on their "purchaser's hat" to conduct a further, pre-delivery inspection identifying any small details or deficiencies that

might need fixing or fine tuning, because each home should be picture perfect for our homeowners. Once the Customer Service Team is satisfied each and every item on this list has been corrected, we invite our buyers for a Homeowner Walk-Through and Orientation. Usually this final check takes place about two weeks prior to moving, so we have plenty of time to address any remaining deficiencies that are identified.

After all, when you arrive at your new home for the first time you don't want the movers to be unloading your furniture while a painter is doing touch ups. You want to spend your day on the important things... like where to hang your favourite painting and which celebratory bottle of wine to open first.

GETTING THE KEYS TO YOUR NEW HOME IS A FEELING LIKE NO OTHER. AT TOWNLINE, WE GO THE EXTRA MILE TO MAKE SURE IT'S AN EXPERIENCE YOU'LL ALWAYS REMEMBER AND TREASURE.

We're Here to Help Every Step of the Way

Our commitment to "above and beyond" Customer Care doesn't end when you move into your home. We're part of the communities we build, so our Customer Service Team is always happy to answer questions and address concerns... even years later.

Listening to feedback from our buyers is one of the ways we're able to continually provide innovative living solutions in the rapidly evolving new home market. So let us know what you love best about your home and where we can improve to meet our buyers' changing lifestyles. We've grown a lot since Rick Ilich started

Townline Homes three and a half decades ago: from one man and a toolbox to a diverse team of over 87 industry professionals and a portfolio that includes luxurious high-rise towers, trend-setting townhomes, rental apartments, and commercial units. But at heart, we're still the same down-to-earth company rooted in passion for building great places to live and work.

Yes, we set high standards for ourselves... and we deliver on them. Why? Because we believe in treating every home as if it was our own.



Residential

NOW SELLING

THE GARDENS – CALLA

We've saved the best for last with Calla, part of the final phase at The Gardens, a master-planned urban village in sought-after South Richmond. With luxurious finishings, expansive outdoor spaces and impressive views to the North and of the soon-to-be-revitalized 12-acre natural park, every home feels like a penthouse.

SALES CENTRE: #140-10880 No. 5 Road, Richmond BC
CALL: 604-271-3331
EMAIL: thegardens@townline.ca
REGISTER AT: townline.ca

NOW LEASING

HUDSON WALK ONE

Hudson District's newest 16-storey, 178-suite urban rental mid-rise, featuring studio and 2-bedroom + den townhomes and retail at street-level, along with a mix of studio, one- and two-bedroom homes above. Renting is now close to complete, with move-ins starting this August.

LEASING CENTRE: #112-755 Caledonia Avenue, Victoria BC
CALL: 250-388-0018
EMAIL: HUDSONWALK@townline.ca
REGISTER AT: HUDSONDISTRICT.ca

THE GARDENS – CAMELLIA

A collection of 163 sophisticated and well-finished studio, 1-bedroom, and 2-bedroom urban village rental suites. Camellia is the 2nd of 4 phases at The Gardens, a vibrant master-planned urban village that boasts proximity to both urban amenities and natural, picturesque parkland. Now leasing, with move-ins scheduled for Fall 2016.

LEASING CENTRE: #1060-10820 No.5 Road, Richmond BC
CALL: 604-274-3588
EMAIL: info@rentcamellia.ca
REGISTER AT: rentcamellia.ca

ON THE HORIZON

THE GARDENS – DAHLIA & JASMINE

The final phase at The Gardens boasts luxury living on the park. Homes are well-planned and thoughtfully positioned to take advantage of the panoramic views of the North Shore Mountains and neighbouring all-natural 12-acre park.

SALES CENTRE: Opening Early 2017
EMAIL: thegardens@townline.ca
REGISTER AT: townline.ca

SUSSEX

In the heart of Burnaby's sought-after Metrotown area, just one block from the shops and services of Metropolis at Metrotown and the SkyTrain, yet set back from the hustle and bustle of Kingsway. This residential luxury 41 storey high-rise will feature stylish 1-, 2- & 3-bedroom homes and expansive, protected views, particularly to the North.

SALES CENTRE: Opening Early 2017 at 5021 Kingsway, Burnaby, BC
EMAIL: sussexmetrotown@townline.ca
REGISTER AT: townline.ca

THE PARKER

A boutique collection of 47 luxury 1-, 2-, and 3-bedroom residences in Vancouver's prestigious Westside. Live steps from Oakridge Mall, 41st Canada Line SkyTrain Station and stunning Queen Elizabeth Park.

SALES CENTRE: Opening Early 2017
EMAIL: theparker@townline.ca
REGISTER AT: townline.ca

133 + OLD YALE

A 26-storey residential high-rise featuring 1, 2 and 3-bedroom suites and city homes overlooking Holland Park in the heart of Surrey's emerging City Centre, close to the King George SkyTrain Station, SFU's Surrey Campus, and the Central City Shopping Centre.

SALES CENTRE: Opening 2017 at 13260 Old Yale Road, Surrey, BC
EMAIL: 133+oldyale@townline.ca
REGISTER AT: townline.ca

HUDSON WALK TWO

Another 16-storey, mid-rise tower coming to downtown Victoria's popular Hudson District, featuring a collection of 106 luxurious, urban rental homes, with street-level retail and an outdoor amenity complete with children's play area, outdoor seating and dog run.

LEASING CENTRE: Opening Summer 2017
EMAIL: HUDSONWALK@townline.ca
REGISTER AT: HUDSONDISTRICT.ca

THE BRISTOL

A collection of 99 charming rental apartments just steps from Cloverdale Town Centre.

LEASING CENTRE: Opening Mid 2017
REGISTER AT: townline.ca

Custom Homes

True to our roots, custom single-family homes still make up a significant portion of our portfolio. Contact us today for a consultation to start planning the foundation and design of your home.

EMAIL: charlotte.au@townline.ca
townline.ca/en/homes/custom-homes

Office/Commercial

HUDSON DISTRICT

Downtown Victoria's new urban, village-style residential neighbourhood located close to Chinatown and Victoria's scenic Inner Harbour. With 450 homes now completed and another 500 homes on the horizon, Hudson District is becoming known as the "it" neighbourhood for urbanites of all ages and Victoria's preferred place to live, work, shop and eat. It features dynamic street-level retail from yoga studios and spas to coffee shops and the Victoria Public Market, home to a variety of merchants and local farmers.

- Hudson Mews has just two retail spaces remaining, one is approximately 2,000 sq. ft. and the other is 600 sq. ft. For details contact Fraser Campbell at
T: 250-382-3381 | **E:** fraser@campbellcommercialgroup.ca
- Hudson Walk One has approximately 2,800 sq. ft. of retail space available with an adjacent multi-purpose storage room of about 1400 sq. ft. For details contact Anne Tanner at
T: 250-410-3001 | **E:** anne.tanner@ca.cushwake.com
- Hudson Walk Two has 4,000 sq. ft. of retail space with prime frontage on Blanshard Street and kitty corner to the Save-On-Foods arena. Ideal space for a restaurant or pub with great exposure and optional outdoor covering and open patios. For details contact Anne Tanner at
T: 250-410-3001 | **E:** anne.tanner@ca.cushwake.com
- The Victoria Public Market has a space approximately 800 sq. ft. fronting the carriageway and interior market stalls available for lease. For details contact Quay Management at
T: 778-433-2787 | **E:** info@victoriapublicmarket.com
- The Hudson has 4,500 sq. ft. of demisable restaurant/retail space available equipped with a commercial kitchen, washrooms and access to a loading bay. For details contact Justin Filuk at
T: 778-887-6071 | **E:** Justin.filuk@townline.ca

THE STRAND

Approximately 6,800 sq. ft. of street-level retail will soon be available in the heart of Port Moody's emerging Oceanfront District, an area rich in heritage, culture and community.

LOCATION: 2513 Clarke St., Port Moody, BC
REGISTER AT: townline.ca

THE BRISTOL

Approximately 10,000 sq. ft. of commercial retail space located in Historic Downtown Cloverdale, just off Highway 15 and north of Highway 10.

LOCATION: 5738 175th Street, Surrey, BC
REGISTER AT: townline.ca



1 Calla at The Gardens 2 Camellia at The Gardens 3 Sussex 4 Hudson Walk One

Spotlight:

Ralph Mathiesen

Custom Home Manager

It's easy getting Ralph Mathiesen to smile. Just ask him about building custom homes and his eyes light up instantly.

As Townline's Custom Home Manager, Ralph leads a team of four people who continue the legacy our company has built its reputation on. "Custom homes are extremely satisfying because we're doing more than just building a house — we're helping our clients transform a vision of their dream home into a reality they'll enjoy for many years to come," he says.

From start to finish, this is a collaboration that's all about you, our homeowners. It begins with a meeting to explore both your wish list and your must-have list. After all, a home isn't just a house — it's a place where families grow and memories are made. It has to be perfectly tailored to match your unique lifestyle.

Next we'll introduce you to our design and architectural consultants. Here's where you bring your ideas, pictures of a favourite house, magazine clippings together — anything that made you say "Oh wow! I love how that looks." Together we'll find the elements that inspire you so we can incorporate them into your own custom design.

Once construction begins, so does the fun of watching your home actually taking shape right in front of your eyes. And Ralph, plus the entire Custom Home Team, is with you every step of the way. Questions are not only welcomed, they're encouraged — at any time. "I believe people should know how their home works, so I believe in educating our homeowners as well," Ralph stresses.



"Most people don't understand how many of the really important aspects of their home are behind the walls, because no one has ever taken the time to explain these things to them in a way that's easy to follow. We do. For example, the reason we put the shut-off valve to your fridge's icemaker under the sink is so you can access it — which you couldn't do if it was placed where the waterline goes into the back of the fridge."

Then there are the small, often invisible extras that make a big difference in livability. "Again, as an example, many of our clients have never heard of a recirculating hot water line, so they don't ask for one. When I explain it means that when they turn on the tap in the bathroom farthest from the tank, they'll have hot water right away, they think it's a great idea. When they move in, they discover it's even better than they anticipated."

Ralph says people often ask him what his job as Custom Home Manager actually entails. "Usually I tell them I work collaboratively with the clients, oversee the trades people and scheduling during construction, and make sure the quality of workmanship is always up to Rick's exacting standards." He grins. "Sometimes I'll even jump in to sweep up if there's no one else around to do it — it's all part of being a team." Mostly, though, he listens. He listens to your homeownership dreams and aspirations. Then he goes above and beyond to ensure your Townline custom home is the exact one you wanted and even better than you imagined.

