

TOWNLINE CONNECT

SEASONAL UPDATE
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Renting 101
Mastering
Your Approach

The Process Behind
Creating Great
Communities

2017
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Trends



TOWNLINE



Renting 101: A Tenant's Primer

You've narrowed down the neighbourhood. You know how to access bike and transit routes, timed your walk to the nearest grocery and coffee shop, and even got several great recommendations for the best pizza and sushi. In short, you're ready to rent a place of your own. This issue Townline chats with *Kelly Hannah*, Property Manager at Peterson BC, for her insights into the next steps when you're looking for a rental home.

Her top tip? Preparation ahead of meeting your potential landlord will reap rewards — especially in a market like Metro Vancouver where vacancy rates are hovering near zero. Arrive with a package that includes everything the landlord is going to ask for — in other words, make it easy for them.

Here's what your "Impress the Landlord" package should include:

- At least two, written references (with contact information) preferably from a previous landlord and/or employer.
- Copy of your current credit report.
- Income verification.
- Photo ID.
- If possible, an already completed application.

The Bottom Line: Important Money Considerations

- Never pay a deposit in cash and always snap a photo of your deposit cheque.
- If you're considering a newly constructed, purpose-built residence, do your research and tour their display suite so you can feel confident you will be renting a quality home from a reputable landlord/developer.
- You may be requested to make your monthly payments by automatic debit or post-dated cheques, but landlords are not allowed to ask for credit card details.
- Most landlords require a damage deposit in addition to your first/last month's rental fee. If you're a pet owner, your damage deposit may be larger and you may have to provide a photo along with a completed Pet Registration Form indicating details such as your pet's name, age, breed, and weight for the landlord's approval.

More Insider Tips

It's no secret, moving is stressful. The good news is that there are plenty of ways to make the process smoother. Google "moving day checklists" and you'll discover a wealth of information, but here are a few more insider tips from Kelly — things she says people often forget:



- You are required to notify your current landlord one full month prior to moving out. So if you're moving on November 1st, you must give notice by September 30th. If you wait until October 1st, you could be liable for both October and November's rent.
- Order your moving truck early. U-Haul and professional moving companies are often booked solid on the first and last days of the month.
- Book the moving elevators in both your old and new residences.
- You can't transfer hydro, phone, and cable until you've taken possession of your new place. The earlier you contact your providers, the more likely you'll be able to pick a date that works best for you. While free Wi-Fi at the local coffee shop is handy in a pinch, being without internet or cable for a week can be extremely inconvenient.
- Update or get contents insurance and confirm it covers any damage that may occur during your move. Many landlords will ask for a copy of your documentation so they know you're covered.

And finally, Kelly offers four straightforward ways to help you become the ideal tenant:

- Pay your rent on time... always.
- Understand and follow the rules shown in your lease.
- Be respectful of the building and other tenants.
- If problems do arise, keep the lines of communication open and be helpful in working towards a solution.

Townline Listens

At Townline, we're committed to making your rental experience a happy one. We listen when our tenants tell us the features and amenities that matter most to them, and then we respond with thoughtful design and lifestyle enhancing options.

It's one of the reasons the majority of our rental apartment buildings include amenities like community lounges and well-equipped gyms. Many of our buildings are also pet-friendly because we know that four-legged friends are part of your family too.

It's an approach that works. In downtown Victoria, all 178 suites at Hudson Walk One were leased in only four months. Closer to home, Camellia at the Gardens was met with enthusiasm thanks to its stylish interiors, proximity to shops and amenities, as well as a prime location adjacent to an upcoming 12-acre natural park — within three short months, happy tenants had moved into all 163 urban village suites.

Need a copy of your credit rating? Here's where you can get it.

www.equifax.ca
www.transunion.ca

Consider packing options like FrogBox.

More durable and larger than liquor store boxes, they can actually lower your moving costs. How? Because they're securely stackable by design, it will take your moving team less time both loading and unloading. A lower cost for you, plus they're easier on the environment and are delivered right to your home ready for packing.

One picture really is worth 1,000 words!

During the walk-through inspection on the day you get your keys, take pictures of any pre-existing damage, then email them to your landlord. That way you'll both have a record.

Did you know?

A landlord is required to give 24-hours notice before entering your home for an inspection or to show it to a prospective new tenant.



From Concept to Keys: Crafting a Community to Call Home

At Townline, we’re continually on the search for properties we can transform into vibrant, dynamic communities. It’s our passion, pure and simple. And some of the most exciting opportunities we discover are locations that focus on Metro Vancouver’s growing enthusiasm for urban, transit-oriented communities — neighbourhoods that thrive on diversity, connectivity and convenience.



If you’ve ever wondered what goes into creating this modern lifestyle, it’s more complex and time consuming than you might think.

Get in the Zone

Most often, a developer’s first step is to rezone the property they’ve purchased — a process that typically takes between 12 and 18 months, but in some cases has been known to drag on for five years or even longer.

The City of Vancouver is on the leading edge of a trend that considers maximum allowable numbers of parking stalls per suite in high-rise towers rather than minimums. In fact, throughout many parts of Metro Vancouver the average number of parking stalls per suite is now 1.1 — down from 1.6 only a few years ago. At our award-winning 999 Seymour, our ratio was 0.67 — less than half the new average.

“In simplistic terms, rezoning is what allows exciting new homes to be built on a specific parcel of land,” explains Richard Bernstein, Principal at Chris Dikeakos Architects Inc. And it’s far from being a quick review followed by rubber stamping a form. It’s a collaborative negotiation that involves architects, city planners, transit consultants, and in some cases, heritage specialists. Most municipalities also have an urban design panel made up of industry experts who weigh in on issues like design, form, massing, and sometimes even the public art that becomes part of the community.

The results are lively, engaging spaces that appeal to an increasingly diverse demographic who want to have everything they need right outside their front door.

“Transit-oriented communities layer different uses,” Richard explains. “Usually there’s street-level commercial — retail, restaurants and other services — with offices above and residential above that. It’s all about creating an environment where everything you need to live, work, and play is in the same place.”

Get Mobile

By definition, transit-oriented communities are leaders in celebrating a less car-dependent lifestyle. Innovations like the electric car charging stations seen both at Harmony in Richmond and 999 Seymour in downtown Vancouver are now popular components in the fabric of sophisticated, urban living. As a bonus, we also offered a two-zone transit pass that’s good for a full year to all our tenants at Camellia at The Gardens.

Every Townline condominium property also includes plenty of secure bike storage for your prized two-wheelers and some, like 999 Seymour, are literally within steps of a MOBI bike-share station. At 999 Seymour, we also provided a one-year car share membership and a gift certificate to purchase a new bicycle from a nearby bike shop to anyone who purchased a suite without parking.

Then there’s the “two-feet” option for getting around... which is why we love urban locations with impressive WalkScores. Sometimes, we even create them. For instance, The Gardens in South Richmond is a master-planned urban village that includes a Loblaw’s City Market, a nail salon and a soon-to-arrive Anytime Fitness right on site. Of course, this is all in addition to the diverse amenities and services just across the street at the Ironwood and Coppersmith Malls.

Townline’s 999 Seymour residential tower has a perfect WalkScore of 100.

And let’s not forget the alternative to the private vehicle that’s the true cornerstone of all transit-oriented developments — public transportation. After all, whether you’re a daily commuter or an occasional visitor, getting to neighbouring towns should be easy too — just ask the people who live at Harmony or 999 Seymour how convenient it is being 10 minutes or less from a SkyTrain Station and two minutes or less from multiple regular bus stops. Now under construction in the highly connected Port Moody community, The Strand is located two blocks from the West Coast Express and new Evergreen Line.

Looking ahead, we’re also excited about three upcoming Townline communities that will continue this trend of forward-thinking, urban design.

Studies show that properties located within an 800-metre radius of rapid transit typically appreciate in value faster than ones located farther away.

Sussex at Metrotown and an exciting new tower coming to the Burquitlam neighbourhood adjacent to the new Evergreen Line will both make connecting to downtown Vancouver and points beyond effortless, reliable, and fast. On West 41st Avenue near Oakridge Centre, The Parker is poised to take advantage of the existing Canada Line as well as bike routes and multiple car share programs.

What's Trending in Interior Design for 2017?



The New Year is almost here and that's a great excuse to consider redecorating. This issue we asked award-winning Interior Designer *Cristina Oberti* for her predictions about what's hot in the design world for the coming year.

Q What key interior design trends do you expect for 2017?

A One strong shift is the merging of spaces where walls are either flexible or optional to meet people's needs for versatile rooms that serve more than a single function. We've seen this already with the kitchen/living room combo, but this idea is now migrating to other areas of the household.

The furniture we put into these spaces needs to be versatile and able to adapt as well. Collapsible and flat-pack furniture is becoming increasingly popular. It not only saves space when you need it, but it's easier and cheaper to transport — so it's perfect for Millennials and other urban dwellers who live in smaller spaces and tend to move frequently.

Another is the desire to create a personal oasis where you can disconnect from technology. Even in a compact, two-bedroom condo you can do this by putting in a day bed that you could still use for overnight guests, then adding plenty of cushions and perhaps some built-in shelving and wall-mount lighting fixtures to keep the space open and uncluttered. The goal is to create a place where you're free from digital distractions.

Q What about colour trends?

A Gold, rose gold and bronze will become the metallics of choice, replacing the more traditional silver and chrome options.

Cool pastels will make a comeback especially in large blocks of three or more. The 2017 colour of the year prediction is "Shadow" — a rich, deep amethyst colour.

The all-white interior is seeing a comeback, only this time it's incorporating multiple layers. By piling up several whites and off-whites that are not perfectly 'matched,' you can create a sense of texture and depth.

There will also be a new opulence emerging in the form of material mashups — like a sensory materials overload. The pavilion that OMA designed for Knoll at this year's Salone del Mobile in Milan is a good indication of what's to come.

Q What factors influence 2017's interior design trends?

A Creative industries are constantly feeding off of one another. That said, though, the fashion industry is usually the main driver when it comes to interior design trends. You see this a lot with colour and patterns, but also in the use of materials.

Keep in mind that fashion moves extremely fast: the design world is slow in comparison. It's much faster to design a dress than a chair... or a home for that matter.

Q What will be the major differences between 2016 and 2017 interior design trends?

A I believe 2017 will be bolder than 2016 — there will be more experimentation happening.

Q What advice would you give people who want to incorporate some of these trends into their own home?

A Don't overdo it. In the beginning, stick to one or two things at the most — don't attempt to implement them all into your home at once. Be selective, and base your selection around your personal lifestyle and needs.

Q And finally, something so many of us want to know from an industry expert, what are some of your top recommendations for finding amazing design accessories?

A Vancouver has so many great stores but four of my favourites are Parliament Interiors, Provide Home, The Cross Décor & Design, and CB2.

Home Sweet Home: Insider Scoop on Mortgages



Wondering how the new mortgage rules may affect you? You're not alone. That's why in this issue we asked *Denny Segal*, Mortgage Broker with Origin Mortgages, how Canada's new mortgage regulations could impact you and for his suggestions about how to get on the home ownership ladder sooner.

Mortgage Regulation Changes

"Almost every new regulation is designed to make it tougher to qualify for a mortgage," Denny acknowledges. "The goal, however, is to ensure purchasers, especially first time homebuyers, are well prepared to handle the financial responsibilities of a mortgage payment — even if interest rates or their life circumstances change."

One of the most significant differences, and one that's particularly important for many first time homebuyers, is the impact on high ratio mortgages (less than 20% down payment). Previously, if you took a five-year term your financial institution

would qualify you at the discounted rate of interest. Now you'll have to qualify at the Bank of Canada's posted, five-year rate regardless of the term you choose. That can be a difference in interest rate of as much as 2.5% — costs which add up quickly.

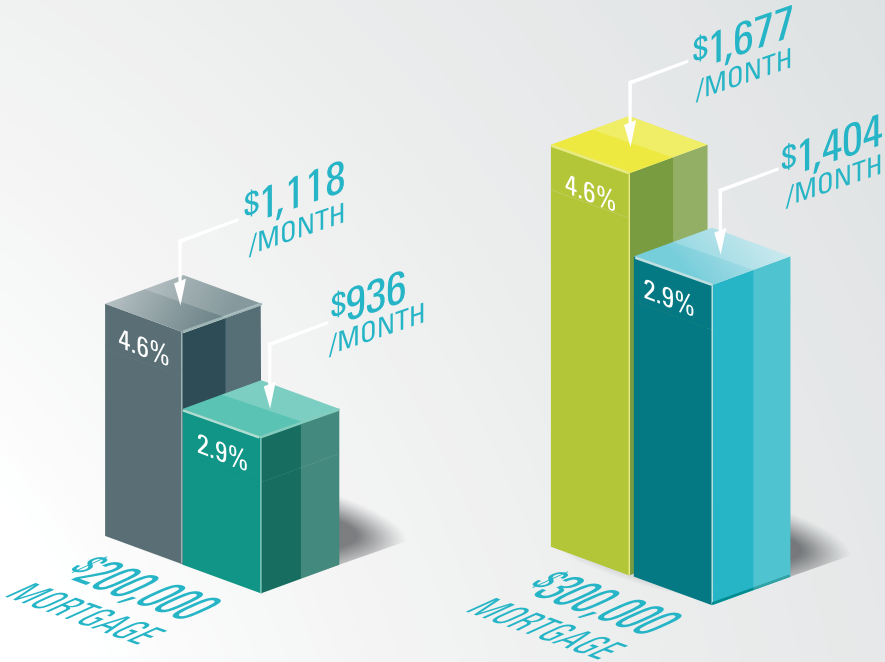
History Matters

Your credit rating is one of the first and most important considerations a lender will look at, so establishing an impeccable history of managing debt responsibly is essential. The good news is that you can start this process early — even as a student.

"Credit cards often have a negative connotation, but they aren't necessarily a bad thing," Denny says. "What matters is how you manage your debt because that speaks to your character." He recommends getting a credit card as soon as possible — even one with a \$500 limit — then paying the balance off every month to establish your reliability.

Rates Changes - What This Means For You

Using a discount rate of 2.9% versus a posted rate of 4.6%, the \$200,000 mortgage that use to to cost \$936/month will now be \$1,118/month while a \$300,000 mortgage will jump from \$1,404 to \$1,677/month.



Stability Is Key

Starting out on the employment ladder, it's tempting to take every opportunity to advance — even when that promotion means changing companies. But Denny cautions that most lenders like to see the stability of at least one year with the same employer. "And you definitely don't want to be changing jobs the week before you apply for a mortgage."

Be Realistic About Your Budget

"Talk to your banker or mortgage broker to get a sense of your buying power so you aren't looking at properties outside your price range," Denny stresses. "But remember that a pre-approval is still an estimate and will be subject to factors like strata fees, whether there's a mortgage helper suite, and how much your property taxes are. Often it's better to know your bottom line and then get a rate hold."

Don't forget the closing costs: property transfer tax, legal fees, and utility transfer expenses.

Did You Know?

A parent or family member can be a guarantor for your mortgage without being on title. Friends or business associates can be co-signers, but their name will appear on the title document filed at City Hall.

Rental Revenues

In the past, if you purchased a home with a rental suite, most lenders would consider the potential rent either as an offset to the mortgage payment or as additional income in the overall qualifying criteria — whether or not the suite was tenanted at the time of purchase or refinance. With recent changes, however, many lenders now require either an actual lease in place or a proven history of rental income before using this income in their mortgage qualification calculation. And even with a lease in place, some lenders will still require a Schedule "A" appraisal — a professional appraiser's estimate of the potential "economic" rent.

Residential Update

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. Concrete 1- and 2-bedroom homes start from \$374,900.

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

THE STRAND

A collection of well-appointed 1- and 2-bedroom homes in Port Moody’s picturesque Oceanfront District.

SALES CENTRE: By Appointment Only
EMAIL: thestrاند@townline.ca

ON THE HORIZON

THE GARDENS – DAHLIA, JASMINE

The final phase at The Gardens boasts luxury living on the park. Dahlia’s stunning concrete condos and Jasmine’s 23 luxury townhomes 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 luxury, residential 41-storey high-rise will feature stylish 1-, 2- and 3-bedroom homes, expansive, protected views, and boasts 3 levels of high-end, luxurious amenities.

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 West Side. Live steps from Oakridge Mall, the 41st Avenue Canada Line SkyTrain Station and stunning Queen Elizabeth Park.

SALES CENTRE: Opening Early 2017 at 5844 Cambie Street, Vancouver, BC
EMAIL: theparker@townline.ca
REGISTER AT: townline.ca

HUDSON WALK TWO

Hudson District’s next 16-storey, 106-suite urban rental mid-rise, featuring one and two-level 2-bedroom townhomes and 4,000+ sf of retail at street-level, along with a mix of 1- and 2-bedroom homes above. This building will also include an outdoor amenity complete with a children’s play area, outdoor seating and dog run, along with unlimited access to Hudson Walk One’s fully equipped gym and amenity lounge.

LEASING CENTRE: Opening Spring 2017
EMAIL: HUDSONWALK@townline.ca
REGISTER AT: [HUDSONDISTRICT.CA](https://townline.ca)

THE BRISTOL

A collection of 99 charming and well-finished 1- and 2-bedroom rental apartments just steps from Cloverdale Town Centre, Downtown Cloverdale and an abundance of quaint mom and pop shops and urban conveniences.

LEASING CENTRE: Opening Fall 2017 at 5738 175 Street, Surrey, BC
REGISTER AT: [TOWNLINE.CA](https://townline.ca)

HUDSON PLACE

The final 2 mixed-use, residential market towers to complete downtown Victoria’s popular Hudson District. Hudson Place will include a landmark tower with the highest elevation of any other building in the City of Victoria, with luxuriously appointed 1-, 2- and 3-bedroom homes offering unsurpassed Inner Harbour and Mount Baker views.

SALES CENTRE: Opening Late 2017
EMAIL: HUDSONPLACE@townline.ca
REGISTER AT: [TOWNLINE.CA](https://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: Coming Soon at 13260 Old Yale Road, Surrey, BC
EMAIL: 133+OLDYALE@townline.ca
REGISTER AT: [TOWNLINE.CA](https://townline.ca)

BURQUITLAM TOWER COMING TO NORTH ROAD

An upcoming 31-storey high-rise tower compromised of approximately 189 thoughtfully planned studio, 1-, 2-, and 3-bedroom homes conveniently situated on North Road. These homes will put residents in the centre of Burquitlam’s burgeoning community, adjacent to the Evergreen SkyTrain line and just steps from a plethora of urban amenities.

REGISTER AT: [TOWNLINE.CA](https://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: custom.homes@townline.ca
REGISTER AT: [TOWNLINE.CA](https://townline.ca)

Office/Commercial Update

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 452 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 only two retail spaces remaining, one is approximately 2,000 sq. ft. and the other is 600 sq. ft. For details contact Justin Filuk at: **T: 778-887-6071 | E: Justin.filuk@townline.ca**
- **Hudson Walk Two** has 4,000 sq. ft of retail space with prime frontage on Blanshard Street, adjacent to the Save-On Memorial Centre – Victoria’s venue for world-class concerts, events and sports. Ideal for a restaurant or pub, this space offers great exposure and optional outdoor covering and open patios. For details contact Anne Tanner from Cushman Wakefield at: **T: 250-410-3001 | E: Anne.Tanner@ca.cushmanwake.com**
- **The Victoria Public Market** currently has a space of approximately 800 sq. ft. fronting the Hudson District Carriageway and Interior Market Stalls available for lease. For details contact Quay Management at: **T: 778-433-2787 | E: info@victoriapublicmarket.com**

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 Street, Port Moody, BC
REGISTER AT: [TOWNLINE.CA](https://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](https://townline.ca)



1 Sussex 2 Calla at The Gardens 3 Hudson Walk Two

Spotlight:

Ross Moore

Development Manager

Ross Moore didn't have to wait long after graduating with a Bachelor of Business from UBC to become immersed in construction and development.

In fact, just over 24 hours after his convocation, he joined the Townline team and he hasn't looked back since.

"While I was earning my degree in finance, I was always intrigued by the real estate classes offered through the Sauder School of Business," he says. "Initially I enrolled in a few of them as electives thinking they would be an easy way to boost my GPA. As it turned out, they were quite difficult, but they sparked my interest in the world of real estate development. I remember thinking it was pretty cool how, at the end of the development process, you'd wind up with a real structure that you can see and touch and that people will live and work in for years to come. It was quite different from what I was used to — which was predominately spreadsheets."

Steve Jedreicich, Townline's Vice President of Development, saw Ross's passion for building and decided to take the new employee under his wing. "Steve has been a terrific mentor," Ross says.

In September 2014, Ross became the team leader at Oxford Lane, a 49-unit townhome development in Richmond. Now he's in charge of The Bristol in Cloverdale as well as The Strand, a Port Moody development focused squarely on creating new options to facilitate homeownership through innovative financing.



"One of the things I enjoy most about development is that there are always so many variables. No two days are ever the same. One day I could be working on floor plan layouts with the interior design team, the next I'll be dealing with City Hall for permitting, and the one after that I could be answering questions or concerns from neighbours at a proposed site."

And after over three years, it's still the attention to detail and quality that Ross is most proud of. "I think buyers are impressed by the amount of thought and detail that goes into every Townline home — whether it's a 500-square-foot condo or a 5,000-square-foot custom residence," he says. "You have to get every detail, every finishing spec right because that's what buyers want... and what they're entitled to get."

Although he says his projects fill many hours of his day, Ross does confess that when he's not working, he has "a slight addiction to golf." He's also an enthusiastic weekend hockey player and loves to jog and hike the many trails of the North Shore. Next on his "To Do" list? Further fueling his golf addiction.

