



## Tsawwassen: a sunny boutique town.

Whether down on the beach, at the mall or on the golf course, Tsawwassenites have a sunny disposition. It's not all due to the wonderful weather, although that surely helps. With dozens of small family-run stores, quiet streets and terrific beaches, people always take time to say hi. They simply don't make communities like this any more.

- The Beach and the Bay. Tsawwassen means 'facing the sea' so it's no surprise to find yourself at the beach, just minutes from the town centre. Boundary Bay, picturesque all year round, is enticingly warm for swimming and sunbathing in summer.
- The streets and boutiques. Books, chocolates, VQA wines, interior design, entertainment systems... The list of stores is a long one. What unites them all is a commitment to friendly, personal, charming service. And it's all so walkable-everything is within four blocks.
- Everything on your doorstep. Tsawwassen is absolutely connected. Of course, the ferries to the wonderful Gulf Islands and Victoria are literally steps away. Also minutes away is Point Bob's (Point Roberts, USA) for cheap gas. YVR airport is 20 minutes away, downtown Vancouver 30 minutes. And for shoppers bound for Bellingham and Seattle, the US border is just 30 minutes to the south.



**TSAWWASSEN SPRINGS**  
*A Whole New Kind of Community*

## FEATURES AND OPTIONS CONDOS

### GENEROUS SPACES FOR LIVING

- Choose from 3 interior design palettes featuring the colours and organic beauty of wood, granite and wool – carefully selected by award-winning Martie Knockaert of Different Designs Group Inc.
- Dramatic 9 foot high ceilings
- 15 foot high ceilings in great rooms of penthouse condos , 5055 Springs Blvd
- Large master bedrooms, fit for a king-sized bed
- Oversized windows everywhere to let light in, and to show off the spectacular views outside
- Rich engineered hardwood floors in entry, kitchen and great rooms
- Stain-resistant wool carpets in all bedrooms and dens
- Spacious, covered decks and patios for seamless indoor/outdoor all-season living
- Natural gas hookups for barbeques and overhead heaters on decks and patios

### KITCHENS THAT COOK, BATHROOMS THAT SOOTHE

- Kitchens with islands (select homes) and quality cabinetry throughout
- Granite countertops in all kitchens and bathrooms
- Quality appliances in stainless steel finish including:
  - Refrigerator
  - Range
  - Dishwasher
  - Microwave
  - Hoodfan
- Stainless steel undermount kitchen sink with powerful garburator, stainless steel faucet and spray
- Heated floors in all ensuites
- Detached showers and freestanding tubs in ensuites (select homes)

### IT'S INCLUDED!

- Geo-exchange heating and air conditioning backed by Fortis BC for low and stable energy costs for decades to come
- TELUS Fibre Optic Network for high speed internet, television, mobility and local phone
- TELUS One Year Free HDTV and High Speed Internet Service
- One parking stall (2 stalls in select homes) in a fully secure, brightly lit parkade
- One parking stall per condo wired with an electrical outlet to charge an electric golf cart - or electric car
- Heat recovery ventilation (HRV) system to provide fresh air indoors
- In-suite storage room
- Built-in closet shelving
- 2" window blinds
- Rough-in security system

### QUALITY CONSTRUCTION AND CRAFTSMANSHIP

- Superior soundproofing with insulated walls and concrete between floors
- Hand-crafted mortise and tenon joinery true to old-world Arts and Crafts architecture
- Engineered TJI joists providing flat, quiet, firm floors (5099 Springs Blvd)
- Denshield board behind all tub and shower surrounds
- Attractive and durable Hardi-board and cultured stone cladding
- Reassuring rainscreen technology on all exterior walls
- Travelers Guarantee 2-5-10 warranty for your peace of mind
- The Talisman Covenant - your guarantee of craftsmanship and value

### OPTIONS

- Add outdoor gas heater
- Add washer and dryer
- Upgrade window blinds to California Shutters
- Upgrade appliances to Fisher & Paykel Kitchen
- Upgrade appliances to Subzero/Wolf Dream Kitchen (5055 Springs Blvd only)
- Upgrade interior finish (5055 Springs Blvd)
- Finish security system





### GENEROUS SPACES FOR LIVING

- One level living with spacious master bedrooms on the main floor, fit for a king-sized bed
- Choose from 3 interior design palettes featuring the colours and organic beauty of wood, granite and wool – carefully selected by award-winning Martie Knockaert of Different Designs Group Inc.
- Dramatic 10 foot high ceilings
- Soaring vaulted ceilings in great rooms (select homes)
- Oversized windows everywhere to let light in, and to show off the spectacular views outside
- Rich engineered hardwood floors in entry, kitchen and great rooms
- Stain-resistant wool carpets in all bedrooms, dens, flex and entertainment rooms
- Spacious, covered patios for seamless indoor/outdoor all-season living
- Natural gas hookups for barbeques, overhead heaters and outdoor fireplaces
- Covered upper floor viewing decks (select golf course location homes)

### KITCHENS THAT COOK, BATHROOMS THAT SOOTHE

- Oversized kitchens featuring islands and quality cabinetry throughout
- Granite countertops in all kitchens and bathrooms
- Quality appliances in stainless steel finish including:
  - Refrigerator
  - Range
  - Dishwasher
  - Microwave
  - Hoodfan
- Stainless steel undermount kitchen sink with powerful garburator, stainless steel faucet and spray
- Detached showers and freestanding tubs in master bedroom ensuites

### IT'S INCLUDED!

- Geo-exchange radiant in-floor hot water heating backed by Fortis BC for low and stable energy costs for decades to come
- TELUS Fibre Optic Network for high speed internet, television, mobility and local phone
- TELUS One Year Free HDTV and High Speed Internet Service
- Two parking stalls in a spacious garage
- One golf cart stall in garage (select homes)
- Garages wired with electrical outlets to charge an electric golf cart or, an electric car
- Built-in closet shelving
- 2" window blinds
- Rough-in vacuum system
- Rough-in security system

### QUALITY CONSTRUCTION AND CRAFTSMANSHIP

- Hand-crafted mortise and tenon joinery true to old-world Arts and Crafts architecture
- Engineered TJI joists providing flat, quiet, firm floors
- Denshield board behind all tub and shower surrounds
- Attractive and durable Hardi-board and cultured stone cladding
- Reassuring rainscreen technology on all exterior walls
- Travelers Guarantee 2-5-10 warranty for your peace of mind
- The Talisman Covenant - your guarantee of craftsmanship and value

### OPTIONS

- Add hot tub
- Add outdoor gas heater
- Add outdoor gas fireplace
- Add washer and dryer
- Add built-in home theatre (select homes)
- Add wet bar (select homes)
- Upgrade window blinds to California Shutters
- Upgrade appliances to Fisher & Paykel Kitchen
- Upgrade appliances to Subzero/Wolf Dream Kitchen
- Upgrade exterior finish
- Upgrade interior finish
- Finish security system
- Finish built-in vacuum system

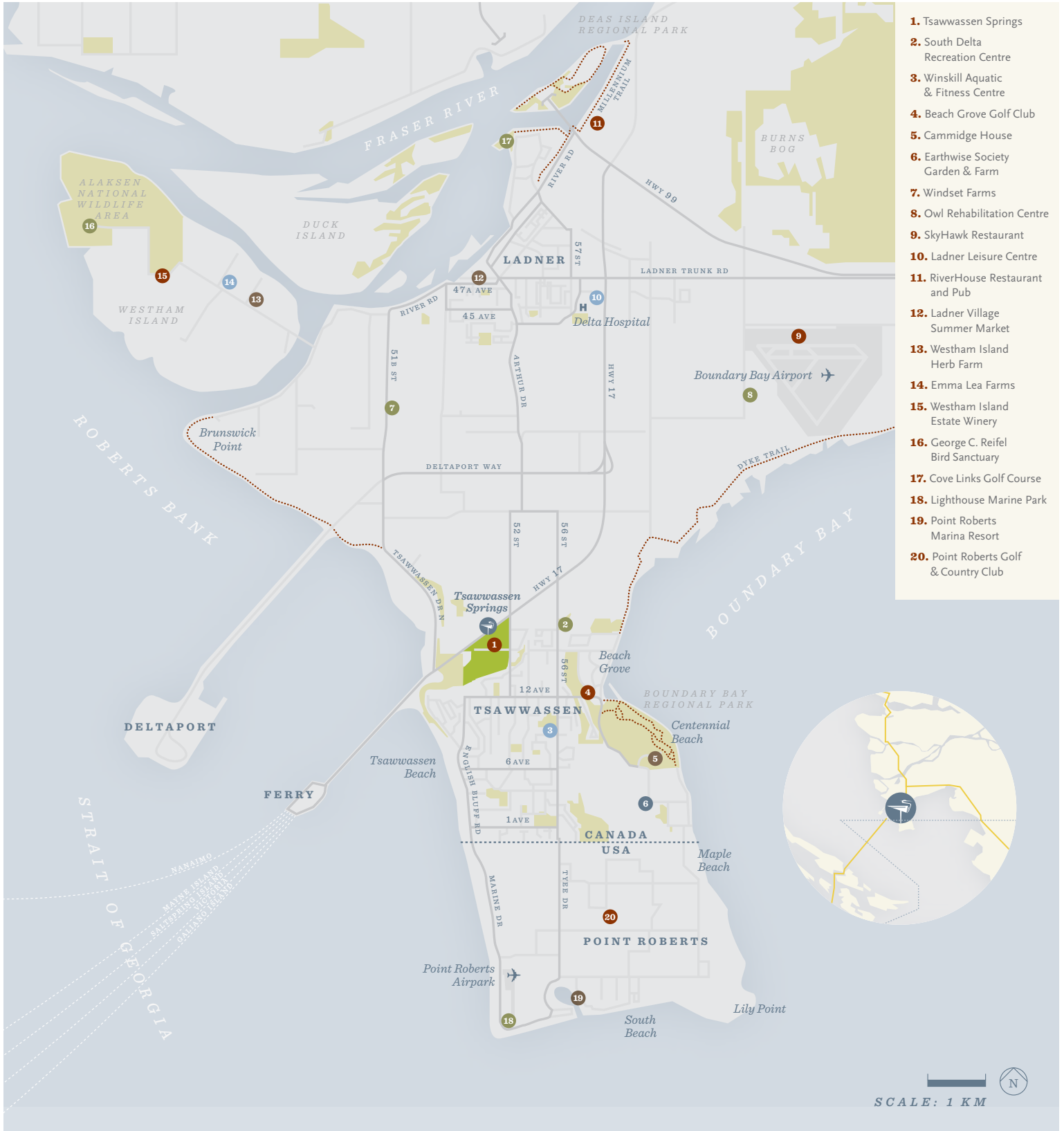




# TSAWWASSEN SPRINGS

A Whole New Kind of Community

## LOCATION MAP





# Take a tour of Tsawwassen

[Click to Enlarge Map \(PDF\)](#)





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*A Whole New Kind of Community*



LOCATION

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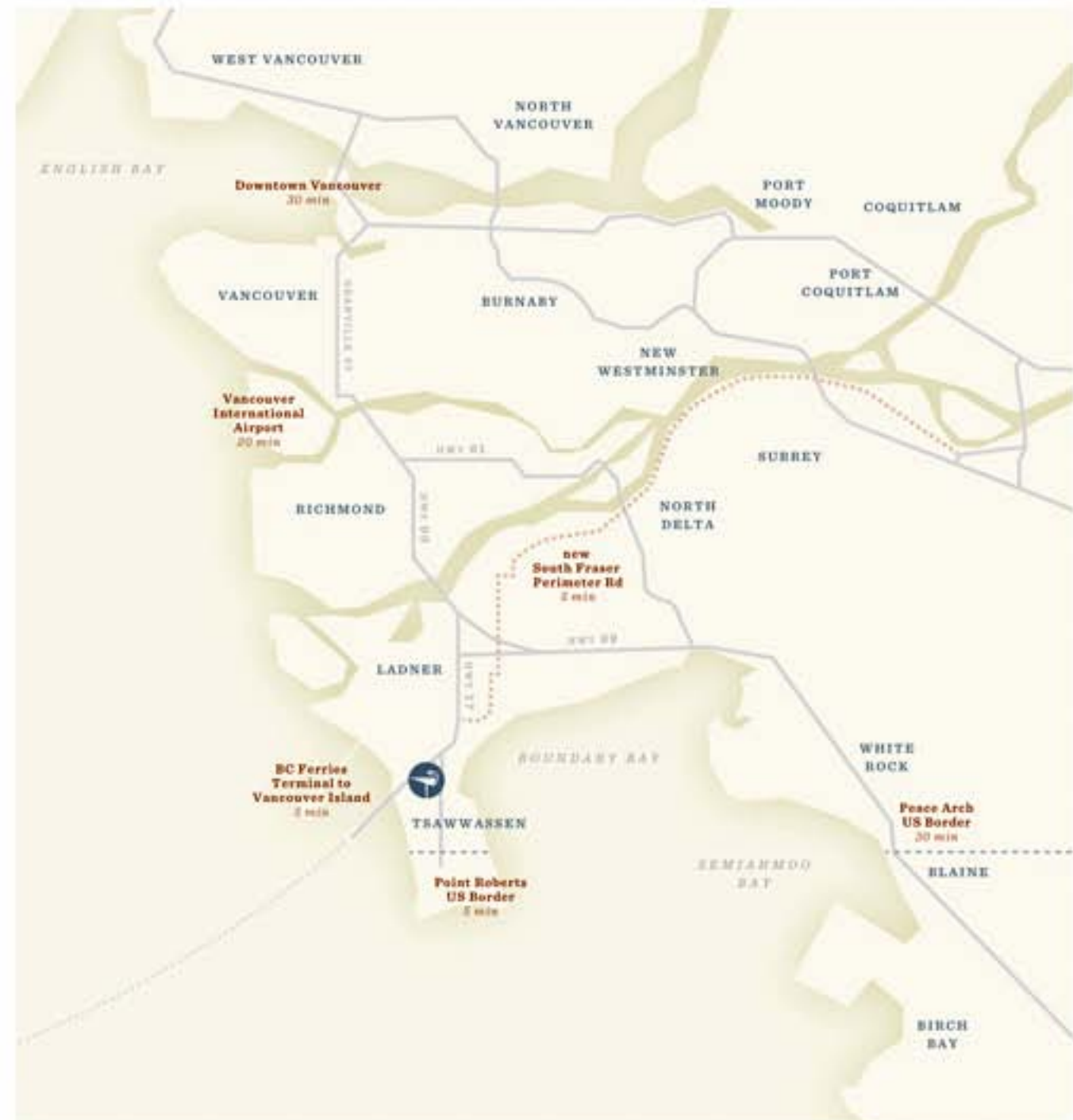
# 30 minutes or less

Living in a masterplanned golf resort is good. Living in a charming town 30 minutes to the centre of the world's most livable city is even better.

Tsawwassen Springs brings all the good things in life close to home. Right on your doorstep, you'll find a brand new golf course, fitness centre and spa, restaurant and pub, and all the sunny beaches and trails of Tsawwassen.

All this, yet you are only minutes to downtown Vancouver, the US border, Vancouver International Airport, and ferries to Vancouver Island and the Gulf Islands.

[Click to Enlarge Map \(PDF\)](#)



Live in Sunny Tsawwassen, BC



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# Resort Community: the masterplan.

Tsawwassen Springs is a masterplanned community set within a brand new all-season golf course featuring:

- 296 condos from 750 square feet to over 2,300 square feet, all with oversized decks.
- 194 houses with Master-on-Main plans from 1,500 square feet to over 3,000 square feet.

This integrated 55.4-hectare (137-acre) development is located at Springs Boulevard (formerly 16 Avenue) and 52 Street. At Tsawwassen Springs, strata fees are kept very low, with all amenities such as golf green fees or fitness centre costs on a pay-as-you-go basis. Every home has its own natural gas and electrical meters. Simply put, at Tsawwassen Springs, the idea is that if you don't use an amenity or service, you don't pay for it.

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# Resort amenities on your doorstep

Tsawwassen Springs provides vacation-style recreation and services all year round. Located in the center of the par 70 all-season golf course with its 32,000-square-foot clubhouse, you'll find everything right outside your door—from spin and yoga classes to a great restaurant and pub, as well as a neighbourhood store and café.

**An all-season outdoor lifestyle is perfectly practical at sunny Tsawwassen Springs. If you run, hike, cycle, garden, birdwatch, or play tennis or golf, you will feel right at home here.**

- |                                                                           |                         |
|---------------------------------------------------------------------------|-------------------------|
| 1. Tennis Court                                                           | 5. Banquet Facility     |
| 2. Neighbourhood Store & Café                                             | 6. Restaurant & Pub     |
| 3. Driving Range & Golf Performance Centre with Short Game Practice Green | 7. Outdoor Ice Rink     |
| 4. Two Electric Vehicles for Car Sharing                                  | 8. Fitness Centre & Spa |
|                                                                           | 9. Pro Shop             |
|                                                                           | 10. Practice Green      |
|                                                                           | 11. Electric Car Plugin |
|                                                                           | 12. Kid's Play Area     |
|                                                                           | 13. Community Garden    |

[Click to View Masterplan with All Amenities \(PDF\)](#)





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## All-season golf

Designed and constructed by local golf course architect Ted Locke according to the requirements of the Audubon Cooperative Sanctuary Program, the 18-hole golf course is friendly to the environment. About one-third of the golf course area is set aside as an undisturbed natural habitat for local wildlife-including the great blue heron.

The par 70 course is designed around extensive water features that are sure to delight amateurs and seasoned pros alike. The course is naturally beautiful-the best of the old course has been integrated into the new design, with many mature trees carefully transplanted. And with vastly upgraded drainage, the new Tsawwassen Springs Golf Course benefits fully from a local climate that welcomes golfers all year long.

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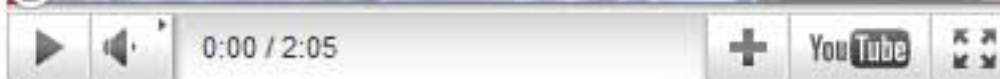
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Come home to Tsawwassen Springs, E



## Great Homes: built to last

The architecture at Tsawwassen Springs draws from the heft and craftsmanship of Greene & Greene, architect brothers who settled in Pasadena, California, and who helped to pioneer the American Arts & Crafts style in the late 1800s and early 1900s. It's a style that is ideally suited to modern West Coast living.

Featuring great overhanging eaves, easy transitions from indoor to outdoor spaces, massive timber beams and handicraft details, Arts & Crafts is inspired by nature and traditional construction techniques. Architect Wayne Fougere has interpreted the timeless elements of the Arts & Crafts style made famous at Torrey Pines Golf Club, and interior designer Martie Knockaert has taken the Arts & Crafts passion for nature as inspiration for her interior colour palette.

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## Architecture

The architectural statement at Tsawwassen Springs is very much 'built to last'.

From the outside, the most striking feature of the condominium buildings is the size of the decks-outdoor spaces of the condos at Tsawwassen Springs are far larger than most. As a bonus, decks come with built-in natural gas hookups for barbecues, and even hookups for outdoor gas heaters.

Indoor and outdoor spaces flow seamlessly, as every home at Tsawwassen Springs features a Great Room with ample openings to the adjacent outdoor spaces. Here, you live both inside and outside, maximizing the enjoyment of the better weather, spectacular views and resort setting.

Every home at Tsawwassen Springs, regardless of size, features single-level living with a spacious master bedroom and ensuite. Condos feature ceiling heights of 9 feet, and houses an even more impressive 10 feet. With oversized windows throughout, all homes at Tsawwassen Springs enjoy an abundance of natural light.



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# Interior Design

Timeless design, colours and materials in every room.

The Arts & Crafts theme is echoed in the interior design, with three natural colour palettes by Martie Knockaert of Different Designs Group. The organic beauty of granite, wood and wool are ever present.

Artful simplicity is the key, especially in the bathroom and kitchen. Ensuites feature the unadorned quality of a luxury spa-all houses and many condos feature a free-standing bathtub and oversized shower. In the kitchen, wood cabinetry and high quality stainless steel appliances will never go out of style.

For a full list of the features and finishes, **click here.**

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B C C O N D O S . N E T





## Developer: Stability and Vision

Tsawwassen Springs is backed by a local developer and delivered by a dedicated team with a proven track record.

Shato Holdings and Talisman Homes, along with architect Wayne Fougere and interior designer Martie Knockaert, have worked together for over 12 years on projects such as Seafair West in Richmond and River Woods in Ladner. The development team is joined by an investors group of Pat Quinn, Canada's 2002 Olympic Gold Medal Hockey Coach; Bruce Allen, music industry leader; and world famous musician, Michael Bublé.

This is a team that believes in the long term, a team that believes wholeheartedly in Tsawwassen-and in Tsawwassen Springs.

Shato Holdings

### Shato Holdings



Ron Toigo, owner of the Vancouver Giants hockey team, along with his family's company, Shato Holdings, owner of White Spot Restaurants, has teamed with Talisman Homes to bring you Tsawwassen Springs.

The Toigos have a strong connection with Delta. Ron landed in Tsawwassen as a young child in 1964 and still lives here. Indeed, almost the entire Toigo family lives here too. For the past 30 years, Shato Holdings has been building in Delta, at Sunrise, Ashley Green, Royal Oaks, Morningside and the River House, for example. Throughout that time, Shato has sponsored many local foundations and youth sport activities. Whether it is for minor hockey, softball, baseball or soccer-these kinds of contributions keep a community together.

### Talisman Homes



#### TALISMAN HOMES

Together, Ross Clouston and Phil Yee are Talisman Homes, the Project and Construction Manager of Tsawwassen Springs. They've been developing communities and building upscale townhomes, condos and single-family homes in the Lower Mainland since 1995. Talisman is a specialist developer and builder, concentrating on one major project at a time-and they do it right. Ross and Phil are both proud to say they don't build cookie-cutter homes. For them, Tsawwassen Springs is a perfect fit!



# Doing the right thing is natural

Living at Tsawwassen Springs means living in a natural environment of international importance.

Tsawwassen lies at the heart of a highly sensitive natural crossroads, a stopover on the Pacific Flyway for 250,000 migrating birds. The environment around Tsawwassen ranks #1 out of 600 wild bird habitats in Canada. It's probably the best birding there is. You can just walk or cycle along and see eagles overhead or herons out on the water.

## Building Green

Among many green initiatives, the homes at Tsawwassen Springs feature:

- geo-exchange energy to heat and cool condos and houses
- outlets to charge an electric golf cart-or electric car (not just every house, but every condo too)
- building materials such as carpet and paint that don't emit harmful gases like toluene and formaldehyde
- heat recovery ventilation (HRV) systems that provide you with fresh air inside your condo at all times
- wherever possible, locally sourced building materials

In every case, the most environmentally conscious choice has been given priority.



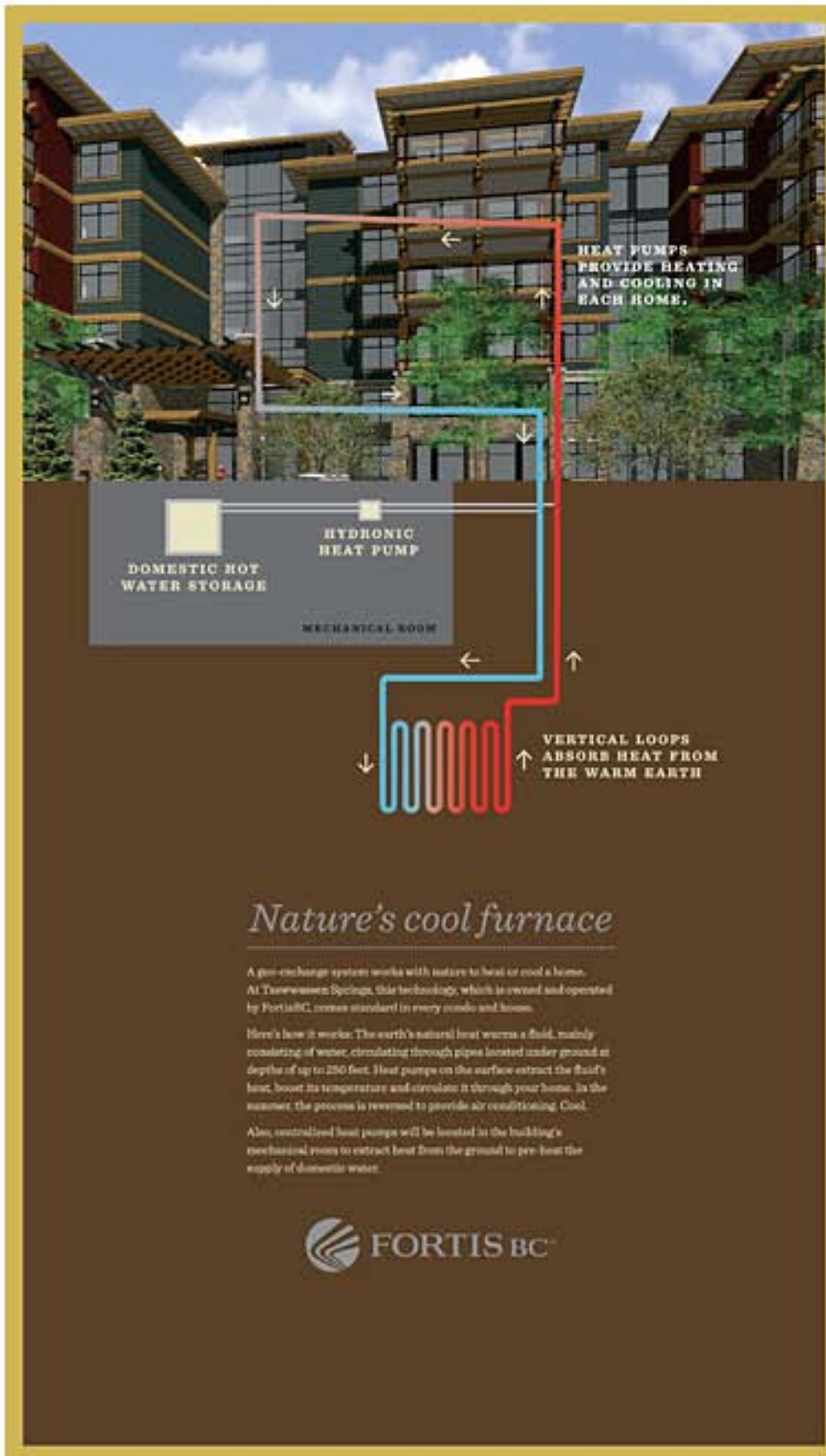
# Geo-Exchange: Nature's Cool Furnace

A geo-exchange system works with nature to heat or cool a home. At Tsawwassen Springs, this technology, which is backed by FortisBC, comes standard in every condo.

Here's how it works: The earth's natural heat warms fluid circulating 250 feet deep in pipes drilled into the ground. Heat pumps on the surface extract the fluid's heat and send it into your home. In the summer, the process is reversed to provide air conditioning. Cool.

## Geo-Exchange Fast Facts

- Geo-exchange systems are highly efficient and can produce three to four kilowatts of heat for every kilowatt of power provided to the heat pump.
- Using geo-exchange reduces conventional energy requirements, providing a degree of insulation from volatile energy prices.





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## Contact Us

### Directions to our presentation centre:

From Oak Street heading south,  
follow Highway 99

After the tunnel, take exit 28 to merge  
onto Highway 17 heading south  
Turn left at 52 Street  
Turn right at Springs Boulevard

#### Address:

5099 Springs Boulevard  
Tsawwassen, Delta,  
British Columbia V4M 0A2

#### Sales Centre Hours:

Monday: By Appointment Only

Tuesday – Friday: Noon to 6:00 pm

Saturday – Sunday: Noon to 5:00 pm

t: 604-948-HOME (4663)

e: [info@tsawwassensprings.ca](mailto:info@tsawwassensprings.ca)

**Register Here** for more information about Tsawwassen Springs.

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**B C C O N D O S . N E T**



# Western INVESTOR

COMMERCIAL REAL ESTATE, FRANCHISES AND BUSINESS OPPORTUNITIES

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\$4.29 DECEMBER 2011 Vol. 26/Issue 12

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  - SEAHORSE GOLF COURSE LUXURY CORPORATE RETREAT 4750 SF \$1.195 MIL
  - LYNDEN 7 BUILDER LOTS FOR LOW LUMP SUM!
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On the cover  
Developer Ron Tolo sees light to quality suburban housing as Vancouver prices poised for another big increase.  
Photo: Richard Lam



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### FOR SALE IN TIME FOR CHRISTMAS

Corporate Hangars at Bellingham International Airport (KBLI).

- \$975,000 consists of two hangars (A1 & A2) plus single hangar priced at \$355,650.
- Hangars at KBLI are limited. The single hangar lease expires December 2011.
- Many amenities included in these condo hangars.
- Sellers will consider package deal for all three hangars.

For more information, call our office.

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### ACREAGES

#### CHILLIWACK

- 7640 Nixon Road**
- 20 Acres
  - log home, large shop
  - Private location

- 51140 Ruddock Road**
- 27.98 Acres
  - Potential for 11 Lots!

- 700 Columbia Valley Road**
- 25.51 Acres
  - Prime Farm Land
  - Build your dream home here!

How do you know that Santa is a man?  
Answer: No woman wears the same  
attire every year.

#### SURREY

- 188th Street and 80th Avenue**
- 4.915 Acres • Future Potential!

These are three stages of man -  
He believes in Santa Claus; he doesn't  
believe in Santa Claus; he is  
Santa Claus.

### ACREAGES

#### LANGLEY

- 889 Lefevre Road**
- 26.6 Acres
  - Large Mushroom Farm
  - Shop/Composting Facility
  - Growing Barn & Multi-Use Building

- 6842 2028 Avenue & 6868  
2028 Avenue**
- Prime Townhouse Development Site
  - Designated +/- 40 UPA with  
underground or structured parking
  - Excellent View Property close to all  
Amenities

- 27449 60th Avenue**
- 5 Acre Parcel
  - Large Country Home with Helper Suite
  - Easy Access to TransCanada Highway

- 27571 60th Avenue**
- 5 Fully Fenced Acres
  - Mobile, Small Home and Large Barn
  - Close to TransCanada Highway

- 27691 Downes Road**
- 26 Acres • Potential Berry Land
  - Large Shop & Barn/Storage

### ACREAGES

- 48th Avenue & 216th Street**
- 45.82 Acres (two parcels)
  - Possible Future Potential?

Why does Santa have 3 gardens?  
He likes to ho-ho-ho.



### COMMERCIAL/INDUSTRIAL

#### LANGLEY

- 203-20771 Langley Bypass**
- +/- 3,864 sq.ft. commercial strata
  - Fully leased
  - Excellent Investment Property

Why was Santa's little helper depressed?  
Because he had low self-esteem.

#### CHILLIWACK

- 8495 Altken Road, 8565 Altken Road  
& 8579 Altken Road**
- +/- 1/2 acre Industrial Vacant Lots
  - Zoned M2 (Service Industrial)
  - Perfect for small businesses

### COMMERCIAL/INDUSTRIAL

#### CHILLIWACK

- 8558 Chilliwack Mountain Road**
- 10.667 acre Vacant Industrial Lot
  - Zoned M3 (General Industrial) & M4  
(Heavy Industrial)
  - Level lot with a compacted gravel base
  - Great Location! Great Price

Why does Scrooge love  
Rudolph the Red-Nosed Reindeer?  
Because every buck is dear to him.

#### SURREY

- 11151 Bollivar Street  
& 13340 112 Avenue**
- 2.3 Acres (on corner)
  - Zoned CH (Highway Commercial)

- 19518 32nd Avenue**
- 4.83 Acres in Campbell Heights
  - Designated Business Office Park

#### WHITE ROCK

- 1328 Johnston Road**
- +/- 5,000 sq. ft. commercial building
  - 8,091 sq. ft. lot
  - Zoned CS-1 - Service Commercial Zone

✓ UNDEVELOPED

✓ GOOD DESIGN

✓ TENANT COVENANT

✓ IMPROVE

✓ CAREFREE



BC CONDOS.NET



COVER Metro housing slump won't continue and conditions will stabilize on Island and in B.C.'s Interior

# Residential outlook 2012

FRANK O'BRIEN  
WESTERN INVESTOR

**T**he current downturn in Metro Vancouver's housing market won't continue into 2012, and the recession-like conditions from Vancouver Island to the Kootenays will change to a more balanced market next year.

That's the premise drawn by *Western Investor* from hours of interviews and conferences held over the past few weeks as experts tried to forecast an industry that not only defines Vancouver but is perhaps the most important economic engine for both the city and the province.

At the Housing Outlook 2012 conference in Vancouver last month, analysts from Canada Mortgage and Housing Corp. (CMHC) sketched a scenario of surprising stability in the Vancouver and B.C. market for next year.

The official forecast is for Metro Vancouver resales to rise 9 per cent and the average overall home price to increase 2.2 per cent from 2011 to \$805,000. The average detached house price in the Vancouver area is expected to crack above \$1.1 million in 2012.

For all of B.C., housing sales are forecast to increase 7.4 per cent, with the average price flatlining at \$559,500, after a 3.1 per cent drop this year, according to CMHC.

Provincewide housing starts are expected to fall 2.5 per cent in 2012, to 26,700 units, though CMHC sees Metro Vancouver starts rising nearly 6 per cent next year to 18,000 units, led by condo and townhouses.

Partially due to the housing sector, the unemployment rate in Metro Vancouver is forecast to fall to 7 per cent in 2012, from 7.7 per cent this year.

Residential real estate is what keeps the economy here ticking, suggested Andrew Bibby, president and CEO of Grosvenor Americas. "Housing is the driver for Vancouver's econ-

omy," Bibby told the November *Emerging Trends in Real Estate 2012* conference presented by the Urban Land Institute. He told of travelling south through the industrial landscapes of Seattle and California's Silicon Valley and wondering, "What does Vancouver run on?"

His suggestion that it is housing has merit: this year in Greater Vancouver sales of 33,000 resale homes will generate \$26 billion. At the same time, annual new-home construction permits in the Lower Mainland are in the \$3 billion range and residential construction directly employs 113,000 people, not counting realtors, mortgage brokers and other soft support. Home renovations are worth another \$7 billion to the provincial economy.

Another telling conclusion from the Trends conference: the best global real estate investment for 2012 is a single-family detached house in either Vancouver or Toronto. The second is a residential rental in either city.

So the housing outlook perhaps isn't just about what you can sell your home for: it is about the economic future of a region.

Which makes the current sales downturn in Metro Vancouver – with MLS sales tracking down for five straight months as of November and cracks showing in the new-home market – the focus of intense interest.

## HST confusion

For real estate veteran Ron Toigo, the developer behind one of the most successful residential developments in Metro Vancouver – his Tsawwassen Springs in South Delta – it is all about presenting value. But Toigo echoes concerns of other home builders that confusion over the death of the harmonized sales tax (HST) threatens the new-home industry.

Earlier this year, Toigo presold 20 detached houses at Tsawwassen Springs priced from \$700,000 each in less than 30 days. But, after the HST was killed in a provincewide referen-



Sitting pretty: South Delta residential developer Ron Toigo said sales of his new single-family houses were stopped due to confusion over HST, but demand for condos and townhouses remains strong.

dum this summer, he has stopped all single-detached sales. "Nobody knows how the phase out of the HST will work," Toigo said.

At a Vancouver Board of Trade conference, Ward McAllister, president and CEO of McAllister Ledingham, a major Metro Vancouver residential developer, blasted how the province has handled the HST.

"This is really hurting us in the new-home business," said McAllister. "We don't have any transition rules yet. What is amazing to me is that it took three days to bring this tax in and now they are telling us it will take up to 18 months to unravel it."

McAllister said "any of our product at \$525,000 or over is just sitting." That is the price range where there are no HST rebates. Developers are forced to make deals and discount prices, he said. The former president of the Urban Development Institute said the development industry has been "begging" for

clear transition rules on the HST.

A report on the westside of Vancouver new condo market, the most expensive in Canada, confirmed that sales of new product has been declining since the HST was voted out on July 1. With 1,233 new condominiums unsold and another 4,151 units planned, sales of new condos in the market are averaging 112 per month with "the sales trend slowing through the summer and fall months of 2011," according to MPC Intelligence. MPC, which monitors the new-home market, said the HST repeal is "negatively affecting sales of higher-end inventory."

Still, the overall inventory of new and unsold condos in Metro Vancouver is falling, according to CMHC, with about 1,300 in the current market.

MPC said it has begun to see price discounting and buyer incentives at a number of new westside condo projects, but this may reflect

## Lower Mainland

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BC CCONDOS.NET



aggressive pricing earlier in 2011.

All this does not faze Bruce Langois, president of Delta Lands, which is patiently selling the ultra-luxury Residences at Georgia in downtown Vancouver. This is where an \$18 million penthouse condo sold early last year and where condo prices start at \$1,500 per square foot, among the highest in North America.

Langois takes the long view. "Think of searching on Google Earth for the best neighbourhoods in the world," he said. "For the wealthy, who can buy anywhere they want, it is a very short list. And Vancouver is right at the top of that list."

According to Citizenship and Immigration Canada, there is backlog of more than 300,000 Chinese residents who want to immigrate to Canada, and Vancouver is the preferred choice for investor immigrants, who must prove cash assets of \$1.6 million. This year, an estimated 45,000 immigrants will arrive in Metro Vancouver, a level that should continue for years, according to CMHC.

Langois said he has no doubt that he can find buyers for the 40 luxury homes at the Residences of Georgia. Confidence is also seen in the new-detached market. Buyers lined up in the rain for hours last month to buy new \$600,000-plus houses in Coquitlam, according to a spokesperson for Morningstar Homes, which sold 14 new houses in less than four hours.

### Fraser Valley

A buyers market has become entrenched in the Fraser Valley over the past few months, a signal of what is happening further away one gets from Vancouver. As of November, there were more than 10,000 homes for sale in the Valley – and 2,400 new listings added – but sales were averaging just 1,120 per month. While prices are higher than a year earlier, they have been falling month-over-month since early summer.

"What's happening is that there is a large amount of inventory available in the Fraser Valley, in particular with condos and townhomes, and that's what's holding prices in check," said board president Sukh Sidhu. It now takes two-and-a-half months, on average, to sell a Fraser Valley condominium apartment,

he noted.

Surrey realtor Brent Roberts said the primary glut of unsold condos is in north Surrey's Central City and Whalley areas, where a rush of new construction greeted plans for a new city hall, library and RCMP headquarters.

"People thought they could buy pre-sales and then flip them for a profit," Roberts said. "I know one investor sitting with 14 of them." The result has been price discounts, with some new one-bedroom condos selling for around \$140,000, he added.

CMHC does not see a quick recovery in the Fraser Valley, forecasting a 3 per cent drop in MLS sales in 2012, and no increase in prices. In Abbotsford, sales are forecast to fall 11 per cent this year and a further 4 per cent next year.

### Victoria

B.C.'s capital city will see a modest recovery in 2012 after watching housing sales decline for three straight years. Total MLS sales are forecast to increase 6.8 per cent next year, while average resale home prices will remain nearly unchanged at \$505,000, from a year earlier.

Housing starts in Victoria will increase 8.8 per cent in 2012, but remain below the average over the past four years.

Victoria will continue to have one of the lowest vacancy rates in Canada: 1.4 per cent in 2012 according to CMHC. It also has one of the lowest unemployment rates, at 5.4 per cent projected for 2012.

### Kelowna

Both CMHC and Central 1 Credit Union are forecasting a weak recovery in the Central Okanagan, where sales have been falling steadily for three years, with resales down 5.4 per cent in 2011. Residential sales in 2012 are expected to come back to around 3,100 units, which would still be below the level of 2009. Prices will flatline at 2011 levels.

Kelowna will be the bright spot, according to CMHC, which sees an 11 per cent leap in resales in 2012 with only a modest increase in the average price of a resale home, which fell 2.6 per cent this year to \$512,000.

The Kelowna vacancy rate is easing and is forecast to be 4.5 per cent in 2012, down from 5.5 per cent this year. The upturn hinges on



Penthouse at Residences at Georgia in downtown Vancouver: prices from \$1,500 to \$1,800 per square foot have not deterred foreign and local buyers.

### B.C. Housing Outlook 2012

| Sales market      | 2011   | 2012   | Avg. price 2012 |
|-------------------|--------|--------|-----------------|
| Greater Vancouver | 33,000 | 36,000 | \$805,000*      |
| Victoria          | 5,900  | 6,300  | \$505,000*      |
| Kelowna           | 3,500  | 3,900  | \$415,000**     |
| Kamloops          | 1,750  | 2,000  | \$380,000**     |
| Prince George     | 995    | 1,000  | \$253,000**     |
| Nanaimo           | 1,600  | 1,700  | \$333,000**     |

\*All types of housing \*\*Excludes housing only  
Source: Greater Vancouver Housing Corp., October 2012

an improvement in the local employment rate, which CMHC sees falling to 7.5 per cent next year, the lowest level since 2009.

The resort market is expected to remain in the doldrums in 2012 due to lack of out-of-province buyers and the HST, which is fully applied to secondary properties, according to Central 1.

As this year ends, blowout sales with price reductions of 50 per cent or more were being offered at Tuscan Villas – condos from \$154,900 – one of several Interior resort developments that are in receivership. Some realtors doubt that Kelowna-area housing starts will see the 18 per cent increase forecasted by CMHC for next year. "There is a lot of new inventory right across the Okanagan," said one Vernon real estate agent.

### "A breather year"

CMHC regional economist Carol Frketic notes that B.C. will post 2.7 per cent economic growth next year, one of the best in Canada, and mortgage rates will remain near historic lows. This, she said, is evidence that the residential market will be "balanced" in 2012, with a chance for an upturn in northern markets such as Prince George.

Real estate consultant Ozzie Jurack noted outlying markets have been in a down cycle for 15 months, which has now spread to a "side-ways-to-down cycle in Vancouver."

"We look for Vancouver condo sales and prices to slow further, single family prices to stay even and the Interior and Vancouver Island remaining very sluggish," Jurack said. "2012 is a breather year." ♦

## Lower Mainland

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                       |                                                                                                                        |                                                                                                                                                |
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|  <p><b>353 WATER ST.</b></p>                                                                                                                                                                                                                                                                                                                                                                         |  <p><b>620 SEYMOUR ST.</b></p>                                                                                                                                                                                                                                                                                                                                                                                        |  <p><b>678 E. HASTINGS ST.</b></p> |  <p><b>1-15 W. CORDOVA ST.</b></p> |  <p><b>33 W. PENDER ST.<br/>Development (3 CRU'S)</b></p> |
|  <p><b>611 POWELL ST.</b></p> <ul style="list-style-type: none"> <li>• FREESTANDING LIGHT INDUSTRIAL BUILDING</li> <li>• OWNER OCCUPIER / POTENTIAL INVESTMENT OPPORTUNITY</li> <li>• MAIN LEVEL PLUS BASEMENT STRUCTURE</li> <li>• EXCELLENT VISIBILITY ON POWELL ST.</li> <li>• LOT SIZE: 6,100 SF (APPROX)</li> <li>• ZONING: DEOD</li> </ul> <p><b>LIST PRICE: \$1,550,000</b></p>               |  <p><b>57 E CORDOVA ST.</b></p> <ul style="list-style-type: none"> <li>• PREMIER GASTOWN MAIN LEVEL LIVE/WORK UNIT</li> <li>• EXCELLENT STREET FRONTAGE AND VISIBILITY</li> <li>• CHARACTER SPACE WITH BRICK AND BEAM</li> <li>• OVERSIZED WINDOWS FOR AMPLE NATURAL LIGHT</li> <li>• UNIT SIZE: 1,726.53 SF (APPROX.)</li> <li>• ZONING: HA-2 (HISTORIC GASTOWN AREA)</li> </ul> <p><b>LIST PRICE: \$888,000</b></p> |                                                                                                                       |                                                                                                                        |                                                                                                                                                |
|  <p><b>100 141 WATER ST.</b></p> <ul style="list-style-type: none"> <li>• CHARACTER OFFICE OPPORTUNITY IN GASTOWN</li> <li>• EXCELLENT OWNER OCCUPIER OPPORTUNITY</li> <li>• BUILT IN RECEPTION, BOARDROOM AND OFFICES</li> <li>• UNIT SIZE: MAIN: 777 SF (APPROX), LOWER LEVEL: 945 SF (APPROX.) – AS PER STRATA PLAN</li> <li>• AMPLE STORAGE SPACE</li> </ul> <p><b>LIST PRICE: \$498,000</b></p> |  <p><b>666 ALEXANDER ST</b></p> <ul style="list-style-type: none"> <li>• 3 STOREY CHARACTER APARTMENT BUILDING</li> <li>• 5 RESIDENTIAL UNITS &amp; 4 SRO UNITS</li> <li>• RENOVATED BUILDING</li> <li>• PLEASE CONTACT AGENT FOR FURTHER DETAILS ON TENANCIES AND RRAP GRANT</li> <li>• LOT SIZE: 3,050 SF (APPROX.)</li> <li>• ZONING: DEOD</li> </ul> <p><b>LIST PRICE: \$848,000</b></p>                          |                                                                                                                       |                                                                                                                        |                                                                                                                                                |



**ROBERT THAM • MARC SAUL • Corbel Commercial Inc.**

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# Tsawwassen Springs project second phase by Shato Holdings and Talisman Homes

Tsawwassen Springs launches community's second phase

Sun

*Saturday, October, 29, 2011*



The Tsawwassen Springs master-planned community is being built on the lengthened and redesigned Tsawwassen Golf and Country Club.

Those involved in the Tsawwassen Springs project recently announced the launch of the second phase of the master-planned community: a sixstorey concrete building containing 93 homes.

Tsawwassen Springs, a joint venture between Shato Holdings and Talisman Homes, is a \$400-million, 490-home development being built on the redesigned Tsawwassen Golf and Country Club.

The 55 homes in the project's first phase have all been sold.

The homes in the second phase start at \$369,900, and range from 754 square feet to more than 2,300 square feet for the penthouse suites. Phase two also includes 34 detached houses, 20 of which have been pre-sold.

Real estate marketing firm Magnum Projects has partnered with Shato Holdings on Phase 2.

"This master-planned community is absolutely the one to watch in terms of the number of residents it will pull from other Lower Mainland areas as its unique lifestyle attractions become more and more widely recognized," said Magnum Projects founder George Wong in a prepared release.

The 18-hole golf course is set to open in the spring of 2013, along with a new clubhouse, spa and fitness centre, restaurant and pub, as well as an outdoor skating rink.

The entire Tsawwassen Springs project is expected to be completed by 2016.

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B C C O N D O S . N E T



# Downsizing without losing a sense of home

By Barbara Gunn, Vancouver Sun June 16, 2011



Tsawwassen Springs housing development

Photograph by: NICK PROCAYLO, PNG

Project name: Tsawwassen Springs

Project location: Tsawwassen

Project size: 296 condos and 194 detached bare land strata homes

Residence size: 750 — 3,000 sq. ft

Price: From \$399,900

Developer: Talisman Homes and Shato Holdings

Architect: Wayne Fougere

Interior design: Martie Knockaert

Golf course design: Ted Locke



Sales centre: 5099 Springs Boulevard, Tsawwassen

Hours: noon — 6 p.m., Tuesday — Sunday

Website: <http://tsawwassensprings.ca/>

Telephone: 604-948-HOME

Occupancy: first building ready immediately

When a young Ron Toigo moved to Tsawwassen with his family from Powell River more than four decades ago, he had more than a little company in his household. There were eight altogether — including mom and dad Peter and Elizabeth — but that wasn't entirely out of the ordinary by 1964 standards.

“Across the street, there were 11, and down the street there were nine,” Toigo remembers. “They were all big houses with big families.”

Fast forward 45 years.

Toigo is all grown up, and has numerous titles under his belt. Majority owner of the Vancouver Giants hockey club. Managing director, with brother Peter, of Shato Holdings, owner of White Spot restaurants.

Most recently, developer — along with Talisman Homes — of Tsawwassen Springs, a \$400-million community that will eventually be comprised of almost 500 condos and detached homes in the middle of a redesigned and lengthened Tsawwassen Golf and Country Club.

The project, now rapidly taking shape on a 137-acre site south of Highway 17 and perhaps five minutes from the Tsawwassen ferry terminal, may represent something of an anomaly for a beachside, generally detached-home community that's rarely known large-scale development; but to Toigo's way of thinking, it also represents something else — an opportunity for locals who now want to downsize from those “big houses” without leaving the place they want to continue to call home.

“There has been such a pent-up demand locally,” says Toigo, noting that at least half of the homes in the project's early sales have gone to Tsawwassen residents. “We've brought housing to this area that's badly needed, and with a brand-new golf course.”

The first building at Tsawwassen Springs — a four-storey structure with 55 one- and two-bedroom condos — is now complete and largely sold. Still



to be constructed are buildings with 241 additional condominiums, and 194 detached homes.

The undertaking, which Toigo reckons will have stretched over more than 10 years by its expected completion in 2016, was subject to an extensive public approvals process, and made possible when Toigo turned over a parcel of land in Ladner rezoned for farming from industrial use.

It was during those hearings — which numbered upwards of 20 — that a good number of people apparently turned from being curious onlookers to eventual homebuyers.

“This [first] building was sold primarily by word of mouth to people who had shown interest in that whole public approval process,” says Sarah Toigo, director of sales and marketing for Tsawwassen Springs — and Ron Toigo’s daughter. “We had a tremendous amount of support, so naturally we went back to them first.”

The bulk, she reckons, are being lured by much more than the opportunity to live a short stroll from the course’s first tee box. “We think that probably 80 per cent of our buyers are wanting to buy here because of lifestyle, and not necessarily for the golf.”

That “lifestyle” will be noteworthy, not only for the fairway outlooks, but for community amenities that include a new 32,000-square-foot clubhouse, fitness centre and spa, restaurant and bar, tennis court, small grocery store — and in the winter months, an outdoor skating rink.

“Everybody will be within walking distance of the community centre, which would be the clubhouse,” notes Ron Toigo. “So you can go and meet your friends for a beer or a glass of wine or a bite to eat or to play golf, and you don’t have to drive.”

Noteworthy, too, are the homes in the community, which has attracted such high-profile investors as crooner Michael Bublé, NHL legend Pat Quinn, and record producer Bruce Allen. The homes’ exteriors are reflective of an old-world Arts and Crafts styling, with mortise and tenon joints, large overhangs and extensive use of wood and stone.

“I have to give kudos to architect Wayne Fougere,” says Ross Clouston, principal — along with Phil Yee — of Talisman Homes. “Wayne has done an outstanding job here. We’re absolutely delighted to see the first building up, and it represents everything to come.”



The condo units will be typified by large covered outdoor decks — the largest measuring 18 by 15 feet — with optional gas heaters. (The detached homes will have additional optional upgrades that include outdoor gas fireplaces and hot tubs, and interior wet bars and wine cellars.)

Condos and detached homes alike will be fitted with engineered hardwood flooring in the main living areas, granite kitchen and bathroom counters, stainless steel appliances, and parking spaces wired to charge an electric golf cart or an electric car. As well, a geo-exchange heating and cooling system will be in place in the homes, while the multi-family units and the clubhouse are targeting a minimum LEED silver certification.

The project's 1,555-square-foot show home — a two-bedroom condo unit — aptly demonstrates the possibilities of Tsawwassen Springs residency. Its kitchen has been fitted with a built-in wine fridge and cappuccino-maker, and its master ensuite with a deep, free-standing tub. The den is roomy enough to become a third bedroom, should its eventual occupants so desire, and its north-facing covered patio offers big outlooks toward the mountains, the public golf course ponds and the putting green on hole No. 12.

When complete, Tsawwassen Springs will have achieved one of Toigo's big aspirations — to enhance the residential options for those living in the community — but as developer Clouston sees it, the project's impact will be felt far beyond the town's borders.

“We have 490 homes in total,” he says, “so clearly, we're bigger than the local market. We're going to be bringing people in, and we are already bringing people in from all over the Lower Mainland ... Going forward, it will be a local story, but also a Lower Mainland story.”

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H4 || WESTCOAST HOMES

BREAKING NEWS: VANCOUVERSUN.COM | SATURDAY, JUNE 18, 2011

## NEW-HOME PROJECT PROFILE |

## Tsawwassen appeal: sunshine and laid-back vibe

Ron Toigo may be familiar with every corner of Tsawwassen, with much of his extended family calling it home. Still, he believes the South Delta community remains largely undiscovered where Lower Mainlanders are concerned.

So what's the appeal of the little town positioned between Highway 17 and Point Roberts? Well, there's the weather, for one thing. It's not by chance that Tsawwassen hosts something called the Sun Festival every August long weekend. "It's a known fact that this part of the world is drier and sunnier," notes Global TV forecaster Wayne Cox in the Tsawwassen Springs promotional material. "As far as rainfall goes, Vancouver gets 1,438 mm in a year on average, and Tsawwassen 929 mm ..."

"You'll find that a lot of airline pilots live out near Tsawwassen. That's because every time they fly into YVR, they're looking for breaks in the cloud. And

where do they see the clear sky? Over Tsawwassen."

Locals know that the community is noteworthy for its laid-back vibe, its mom-and-pop businesses and its offerings of all things recreational: golfing, windsurfing, birding or cycling, to name a few.

But some have only recently made the discovery — like the man no doubt best known for his 16-year role as Const. John Constable on *The Beachcombers*.

"Jackson Davies is the perfect guy," says Toigo. "He's living here now, but you know, he'd go to the ferry, but he'd never drive in here. One day, he and his wife decided to drive in and see what it was all about, and he was absolutely blown away by it."

"He eventually bought here and he says it was one of the best moves he's ever made."

Barbara Gunn



The Tsawwassen Springs show suite features engineered hardwood flooring, granite counters, a den large enough to be a bedroom and a large, covered deck overlooking the golf course.

PHOTOS: ROCK PROCEEDINGS

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CONTINUED FROM H2

## Community living options enhanced

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MORE PHOTOS AT [VANCOUVERSUN.COM/HOMES](http://VANCOUVERSUN.COM/HOMES)

Article rank | 18 Jun 2011 | The Vancouver Sun | By BarBara Gunn | Westcoast Homes editor

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tsawwassen springs offers a great community lifestyle, all within steps of the front door

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“ I have to give kudos to architect Wayne Fougere,” says Ross Clouston, principal — along with Phil Yee — of Talisman Homes. “ Wayne has done an outstanding job here. We’re absolutely delighted to see the first building up, and it represents everything to come.”

The condo units will be typified by large covered outdoor decks — the largest measuring 18 by 15 feet — with optional gas heaters. ( The detached homes will have additional optional upgrades that include outdoor gas fireplaces and hot tubs, and interior wet bars and wine cellars.)

Condos and detached homes alike will be fitted with engineered hardwood flooring in the main living areas, granite kitchen and bathroom counters, stainless steel appliances, and parking spaces wired to charge an electric golf cart or an electric car. As well, a geo-exchange heating and cooling system will be in place in the homes, while the multi-family units and the clubhouse are targeting a minimum LEED silver certification.

The project’s 1,555-square-foot show home — a two-bedroom condo unit — aptly demonstrates the possibilities of Tsawwassen Springs residency. Its kitchen has been fitted with a built-in wine fridge and cappuccino-maker, and its master ensuite with a deep, freestanding tub. The den is roomy enough to become a third bedroom, should its eventual occupants so desire, and its north-facing covered patio offers big outlooks toward the mountains, the public golf course ponds and the putting green on hole No. 12.

When complete, Tsawwassen Springs will have achieved one of Toigo’s big aspirations — to enhance the residential options for those living in the community — but as developer Clouston sees it, the project’s impact will be felt far beyond the town’s borders.

“ We have 490 homes in total,” he says, “ so clearly, we’re bigger than the local market. We’re going to be bringing people in, and we are already bringing people in from all over the Lower Mainland ... Going forward, it will be a local story, but also a Lower Mainland story.”

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# Tsawwassen golf resort launches latest phase of 490-home project

\$400-million development counts Quinn and Bubl&#233; among its investors

By Brian Morton, Vancouver SunMay 13, 2011



Called Tsawwassen Springs, the \$400-million, 490-home development at the corner of 52nd Street and Highway 17 is being developed by Shato Holdings, owner of White Spot Restaurants.

**Photograph by:** Courtesy, Tsawwassen Springs

METRO VANCOUVER – Tsawwassen was the site Thursday of a star-studded launch of the second phase of a major golf resort project.

Called Tsawwassen Springs, the \$400-million, 490-home development at the corner of 52nd Street and Highway 17 is being developed by Shato Holdings, owner of White Spot Restaurants.



Attending Thursday's launch were crooner Michael Bublé, former Vancouver Canucks coach Pat Quinn and music agent Bruce Allen, all investors in the project.

"This is the first public launch of this project," Ron Toigo, managing director of Shato Holdings, said in an interview.

"It's taking the Palm Springs concept and dropping it 30 minutes to Vancouver. There's similar developments in Kelowna, but this close to Vancouver, there's nothing like it.

"It's received a phenomenal response."

The project's first phase — a 55-unit four-storey condominium building — has been completed, with 30 units pre-sold. Thursday's launch involved a 93-unit condo building and 38 single-family homes.

The project's amenities will also include a 35,000-square-foot clubhouse with weight room, spa and restaurant, and an outdoor ice rink.

The golf course, which is planned to be open by August, is a redevelopment of the existing Tsawwassen Golf and Country Club to an 18-hole course.

Prices for the condos start in the mid-\$300,000 range and top out at about \$2 million for a penthouse.

Single-family homes range from about \$700,000 to \$1.5 million.

"Phase 2 will take about two years to complete," Toigo said. "People will move in the spring of 2013.

"The architecture is stunning, something Disneyesque. It looks spectacular."

Although the development is moving ahead, it was the subject of controversy last year when Delta councillors were accused by critics of a perceived conflict of interest when they supported the project after receiving financial contributions from the developer to their 2008 election campaigns.

At the time, both the councillors and Toigo said they had done nothing wrong, as the financial donations were only a small portion of the overall campaigns.

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## 2011 - The Year In Review at the Sales Centre



We had a lot to be happy about in 2011. Here are a few highlights of some of the events we held during the year at Tsawwassen Springs.

### *Downsizing Workshop with Ranka Burzan*

Many of us are excited to simplify our lives with a smaller home. But downsizing can be very challenging. So we brought Ranka Burzan, an expert on streamlining, de-cluttering, and organizing, to make the whole prospect a bit less daunting.

### *Walk the Golf Course With Ted Locke, Golf Course Architect*

Ted Locke took great care in designing the Tsawwassen Springs golf course. Designed in accordance with the requirements of the Audubon Cooperative Sanctuary Program, the course displays great sensitivity to the natural environment. A natural and elegant evolution of golf course design, the course is remarkably accessible to players of all levels, but remains challenging to the lower handicap golfers amongst us. We wanted to hear all of this directly from Ted, so we asked him to walk the course with us. It only makes us even more excited to play the course when it opens in 2012.

### *Pre-Construction Workshop*



Buying pre-construction property can be scary. We know that. But we were confident with our product. We wanted all of our buyers to feel that they were approaching this decision fully informed. So we staged an objective, informative workshop to fill you in on exactly what you should be looking for in a pre-construction purchase. Response to the workshop was terrific.

## *Grand Opening and our first Press Conference*

These events were held in May, 2011 to kick off the community. Wow, does that feel like a long time ago. Visit our website to see video's from those events.

### Eagle Eye View



## *Watch Our Live Web Cam*

It can be hard to believe that we get so much more sun than other areas of the Lower Mainland, but it's true. Skeptical? Then check in with our live cam right here on our website, by [clicking here](#). You'll see what we mean when we say this is a sunny pocket in this region. (And you'll also get a flavour for what this place feels like in the day to day!)



## Events to Come



*Open House - Sunday, January 22nd. Come  
celebrate 100 Sales with us!*

To celebrate the success of this community, we want to open our doors to everyone. We' ll start at 10 am with coffee and muffins, and spend a few minutes catching up on everyone' s holidays. At 10:30, Martie Knockaert, our interior designer, will take us through some tips for fashionable condo living. And at 11:30, we' ll walk the course to see how everything is coming together. (And it' s definitely worth seeing.) Hope to see you there!

## Construction Update





### *Drilling Down, and Laying the Groundwork.*

Construction has been moving well right up to the Holiday Season. We made a big push with the geo-exchange for the bare land strata houses: we have now drilled all of the holes for these detached homes, and the drill rigs are pulling out of the site. There are 82 holes in total, at varying depths of up to 250 feet. Meanwhile, the horizontal piping and tiebacks to each home's mechanical room will begin early in the New Year, and should be complete by February. Progressive Construction has been doing a flawless job with their installation of hydro, cable, telephone ducts, and light standard bases, and we expect them to complete their work by the end of January. And we are moving well on Phase 2: our framers have now finished their pre-fabrication enclosure on site, and will be forming the foundation as soon as permits are released. We expect permits to come through sometime in January. So there is plenty going on, and plenty to be excited about for early 2012.

[Happy New Year from the Tsawwassen Springs Team](#)





*A big year finished. An even bigger one to come.*

Wow, what a year! We can hardly believe the tremendous excitement that has sprung up around this community - and are very grateful for the success we have enjoyed.

### *Sales Update*

Incredibly, we have sold over 100 homes in 2011. All of Phase 1 at Tsawwassen Springs is sold out, and Phase 2 is moving incredibly quickly. We had high hopes for this community - after all, we are offering quality concrete homes, nestled in resort-style greenside living, in a warm community and a connected Lower Mainland location. Now that 2011 is finished, we're thrilled to say that our high hopes for the year were easily exceeded. Our focus now is to deliver this incredible neighbourhood we have created, making it even better than we first imagined.

### *The Year to Come*

2012 promises to be even better. After all, this is the year we start building the Tsawwassen Springs Golf & Country Club clubhouse. And most importantly, 2012 will be the year we all get to play our first rounds on this incredible all-season course. So yes, there has been much to celebrate in 2011. But there's even more to look forward to. Happy New Year to you and yours, and please come by soon if we haven't seen you for a while. We would love to see you.



## Polar Bear Swim - Sunday, January 1st

### *Mammals Gone Wild*

Some call it crazy. Others call it the most exhilarating way to ring in the New Year. Either way, it's a hilarious spectacle, and always draws a good crowd. This year's Polar Bear Swim happens on New Year's Day, at Boundary Bay Regional Park (Centennial Beach). Registration is at 12 noon, and the winter bodies plunge into the frigid surf at 1pm sharp. (You'll know by all the yelling.) There will be Polar warm-up activities, Winter Kind and Queen Stilt Walkers, and hot chocolate and hot dogs from Tsawwassen Lions. Best of all, you'll get to watch a bunch of lunatics freeze their buns off - or do it yourself.

What better way to start the year?

Par for this course: Residential golf development bucks trend and expands





Developer Ron Toigo (r) and crooner Michael Buble have successfully marketed their Tsawwassen Springs residential golf development in an era when similar projects outside Metro Vancouver have slipped into receivership or creditor protection

Tsawwassen Springs' Metro Vancouver location is proving to be a key factor in its success as many other residential golf developments elsewhere in the province struggle to survive

Unlike many troubled golf resort developments that have stumbled into creditor protection or receivership in recent years, Tsawwassen Springs is poised for rapid expansion.

Developer Ron Toigo believes the main difference between his resort development - projected to be a \$400 million, 490-home golf resort and residential neighbourhood by 2016 - and those that have floundered is that it's in Metro Vancouver.

Toigo also opted to have local architect Ted Locke design the golf course rather than pay many times that cost to have a golf legend design it.

"It's a minimum of \$1 million to get [a golf legend to build] a signature golf course," Toigo said, "and, really, it doesn't change the golf course one bit."



B.C.'s highest profile residential resort golf course top involved Bear Mountain Master Partnership (BMMP). The developer was forced into creditor protection when HSBC Bank Canada attempted to recoup \$250 million in loans, which resulted in 2010's largest real estate transaction involving B.C. companies.

BMMP's Bear Mountain Resort on Vancouver Island has two golf courses designed by Jack Nicklaus.

Other troubled B.C. resort developments include:

Vancouver Island's Wyndansea, where developers had intended to have a Jack Nicklaus-designed golf course but instead saw the project slip into receivership in the summer of 2008; the Clis Over Maple Bay, which was expected to have a Greg Norman-designed golf course but instead sought creditor protection and eventually fell into receivership in late 2008; and the Okanagan's the Rise, where developers built a golf course designed by Fred Couples before the project was placed in creditor protection in late \$\$\$3. Plans for a Nick Faldo-designed golf course at the Revelstoke Mountain Resort (RMR) never got off the ground. The project is now mired in a lawsuit that Nick Faldo Designs filed against RMR for unpaid bills. Toigo, who also owns the Western Hockey League's Vancouver Giants, has dreamed of creating a Lower Mainland-based residential golf resort for decades. The challenge was finding a large enough property in the right location.

In the early 1980s, Toigo started buying prime farmland outside the agricultural land reserve (ALR). He then negotiated a complex set of land swaps that moved 170 acres of farmland into the ALR in exchange for removing about 30 acres not suitable for farming from the ALR and turning it into the Tsawwassen Springs development.

"The golf course would never be farmed," Toigo said. "It wasn't good soil or a good location."

He also brought in high profile co-investors: crooner Michael Buble; talent manager Bruce Allen and; former Vancouver Canucks coach and general manager Pat Quinn.

That consortium has thus far pumped nearly \$100 million into the project to build roads, amenities and the 22 condominiums in a four-storey wood-frame structure that sold out in the project's first phase.



Toigo said an additional 53 homes and 93 condominiums in second phase are slated to be complete by spring 2013 and will increase the developers' costs to \$160 million.

Presales for the homes have already launched.

"We're only pre-selling 20 of the single-family homes," Toigo said. "We'll sell the others when they're complete. We'd prefer not to do any presales, but with the banking system being what it is, the bank requires it."

Toigo added that presales for the condos started about a month ago. He said 27 of the 50 earmarked for presale have been bought.

Toigo pointed out that most buyers have lived in Metro Vancouver much of their lives and appreciate that Tsawwassen can be a 30 minute drive from downtown and a 15 minute drive from Richmond.

- Business In Vancouver

## **Tsawwassen Springs launches community's second phase**



**THE VANCOUVER SUN**

Those involved in the Tsawwassen Springs project recently announced the launch of the second phase of the master-planned community: a sixstorey concrete building containing 93 homes.



Tsawwassen Springs, a joint venture between Shato Holdings and Talisman Homes, is a \$400-million, 490-home development being built on the redesigned Tsawwassen Golf and Country Club.

The 55 homes in the project's first phase have all been sold. The homes in the second phase start at 369,900, and range from 754 square feet to more than 2,300 square feet for the penthouse suites. Phase two also includes 34 detached houses, 20 of which have been pre-sold. Real estate marketing firm Magnum Projects has partnered with Shato Holdings on Phase 2.

"This master-planned community is absolutely the one to watch in terms of the number of residents it will pull from other Lower Mainland areas as its unique lifestyle attractions become more and more widely recognized," said Magnum Projects founder George Wong in a prepared release.

The 18-hole golf course is set to open in the spring of 2013, along with a new clubhouse, spa and fitness centre, restaurant and pub, as well as an outdoor skating rink. The entire Tsawwassen Springs project is expected to be completed by 2016.

### Second phase selling well at Tsawwassen Springs



**Ron Toigo is flanked by project partners Michael Bubl  (left) and Bruce Allen**

Tsawwassen Springs is proving popular.



The \$400-million, 490-unit golf resort community being built on 55 hectares (137 acres) is now launching sales of its second phase after the first 55-unit condo building sold out.

A limited number of pre-construction sales of the first phase of the Tsawwassen Golf and Country Club redevelopment took place last year. Developer Ron Toigo wanted to launch sales on the rest of that first phase when the building was completed for a grand opening, which took place this spring.

Toigo, whose partners in the project include singer Michael Bublé, former Vancouver Canucks GM Pat Quinn and record producer Bruce Allen, told the Optimist the second phase is an attractive 93-unit concrete building. Forty-five units in that building will be available for pre-sale while the remainder will be offered when the building is completed. Toigo noted 16 units have already been sold.

He said the second phase of the development also includes 34 single-family homes. The 20 available for pre-sale have already sold out. Those homes go for around \$800,000 to \$1 million, so it's clear homebuyers are not waiting until the HST on new houses is axed in order to buy.

Noting the condo units are especially ideal for downsizers, Toigo believes the success the project is experiencing is due to the quality lifestyle it offers.

"It's really got it all. Certainly the lifestyle (and) it's the location. A lot of people from outside Tsawwassen and the Lower Mainland are coming in and seeing for the first time it's part of a community," Toigo said.

"You're going to have a fairly significant clubhouse that everyone can walk to and you really don't have to leave the place. It's more of a lifestyle everyone would like to be in at some point."

A news release by Peak Communicators, which is helping market Tsawwassen Springs, stated when the second condo building is completed, "it will be the tallest building in Tsawwassen, offering unparalleled water, golf course and mountain views."

The development constructed by Talisman Homes, and designed by architect Wayne Fougere and interior designer Martie Knockaert, will comprise 490 homes: 296 condos ranging from 750 square feet to over 2,300 square feet, and 194 detached bare land strata houses from 1,500 square feet to 3,000 square feet.



The buildings will have an “Arts & Crafts style made famous at Torrey Pines Golf Club.”

A focal point of Tsawwassen Springs will be an all-season, par 70, 18-hole golf course designed by Vancouver-based Ted Locke. Other amenities will include a 32,000-square-foot neighbourhood clubhouse, a fully equipped fitness centre and spa, restaurant, pub, banquet facility, outdoor skating rink, tennis court and neighbourhood store and café.

Real estate marketing firm Magnum Projects has partnered with Toigo’s firm, Shato Holdings, on phase two.

“This master planned community is absolutely the one to watch in terms of the number of residents it will pull from other Lower Mainland areas as its unique lifestyle attractions become more and more widely recognized,” said George Wong, founder of Magnum Projects.

Toigo agreed the major shopping malls planned for across the highway on Tsawwassen First Nation property would become an added bonus.

Talisman Homes will construct all five phases of the development. The entire project is expected to be completed by 2016.

## A Tremendous First Year



## *Sales update*

As we round out 2011, sales have continued to be healthy at Tsawwassen Springs. In fact, we've just now passed the 100 sales threshold. If you've had your eye on something in particular, don't hold off: there is only one P1 plan left, and very few LW plans. Plus, prices will be going up in the New Year.

More and more people are starting to imagine their first holidays here. We'd love for you to be one of them. Get in touch with us today, and let's talk about how you can call this place home for the Holidays.

## *Here's what one proud new homeowner had to say.*

*After living in Ladner for 20 years I am excited to call Tsawwassen Springs my next home. Tsawwassen Springs offers everything I am looking for in a home; ideal location, great on-site amenities, a high quality product, great proximity to beaches, and other great local amenities. I love to bike, hike, and kayak. Living at Tsawwassen Springs allows me to bike to the beach in minutes without even going on a major road. The geo-exchange system was also something that attracted me to the project. Geo-exchange allows us to enjoy some of the lowest heating/cooling bills in the Lower Mainland while helping the environment and living healthier. Everyday the community is growing. Soon I will be walking to the restaurants, pub, and grocery store, while living on a golf course. Now that is hard to beat.*

Dale Martin, Tsawwassen Springs Resident  
Director of Sales, Paradise Island Foods & Botwheel Cheese

## **Construction Progress**





*Deep roots. Warm neighbourhood. Coming very soon.*

As the weather cools into winter months, we've got the Tsawwassen Springs geo-exchange system on our minds. The drilling of our geo-exchange holes is going well, with 60% of the vertical holes onsite completed. Meanwhile, site servicing - including hydro, underground services, storm and sanitary sewers, and water - is around 95% complete. The road base and curbs are complete for the internal streets of Phase 1 and 2, and asphalt paving will complete by December 9th. We're all very excited to drive on the streets of this brand new neighbourhood. Almost as excited as we are to begin full-scale construction on Phase 2 of the condos! This will happen soon in the New Year.



Read why Dale Martin' s happy to call Tsawwassen Springs home...



After living in Ladner for 20 years I am excited to call Tsawwassen Springs my next home. Tsawwassen Springs offers everything I am looking for in a home; Ideal location, great on-site amenities, a high quality product, great proximity to beaches, and other great local amenities. I love to bike, hike, and kayak. Living at Tsawwassen Springs allows me to bike to the beach in minutes without even going on a major road. The geo-exchange system was also something that attracted me to the project. Geo-exchange allows us to enjoy some of the lowest heating/cooling bills in the Lower Mainland while helping the environment and living healthier. Everyday the community is growing. Soon I will be walking to the restaurants, pub, and grocery store, while living on a golf course. Now that is hard to beat.

Dale Martin, Tsawwassen Springs Resident  
Director of Sales, Paradise Island Foods & Botwheel Cheese

Welcome new Tsawwassen Springs Homeowner Francis Cheung  
with Sutton Group - Seafair Realty.

Here is what Francis thinks about his move to Tsawwassen Springs...



I have been a realtor in the Lower Mainland for over 25 years. My wife and I were very impressed with the Tsawwassen Springs when we first learned about it. It did not take us too long to decide to purchase a unit for ourselves. There is no project like this in the Lower Mainland. It offers all the things we have been looking for; easy maintenance, beautiful surroundings, close proximity to many natural amenities, easy access to downtown, the border and the ferries.

As a realtor I am very familiar with the very high standard of Talisman Homes. They are well known for their quality and workmanship, and the pride they put into every home they built.

We are very excited about moving to the resort-style Tsawwassen Springs and looking forward to enjoy the amazing lifestyle that the community has to offer.

Francis Cheung  
Sales Associate  
Sutton Group - Seafair Realty

## How' s Construction Coming Along?



The Lower Mainland has been having brilliant weather this Fall. This has been marvelous in lots of ways, of course. It also allows us to make tremendous forward progress on our construction. Have you seen the grass



seed “pop” on our new driving range and brand new south-side golf course in the past 2 weeks? And we are now just about complete on our preload removal, site servicing and roadwork for the houses.

All in all, we are very pleased with our progress. Every day brings us that much closer to a complete, finished community. We can really see it coming together – and the crystal clear skies we’ ve been enjoying don’ t hurt!

**Phase I Sold Out. Phase 2 is selling fast!**



Not to sound overconfident. But we knew it from the beginning. In our earliest sessions around the planning table, we knew that we had good fundamentals for this community. A sun-drenched location, with smooth and easy access to Downtown Vancouver (30 minutes) and Richmond (15 minutes). A property with natural advantages, with nearby ocean shores, ample parks, and gorgeous unimpeded views of the mountains. In the midst of this, a masterplan to create an award-winning golf community, with vacation-style amenities, and concrete condos you won’ t find anywhere else at this price in the region. It was a winner, all right.

And people responded. Our Grand Opening was a huge success. Phase 1 sold out, completely, and success breeds success. So Phase 2 is selling fast.



## Events

There' s always something happening in this community. So we always have an ear to the ground, and stay alert to useful and fun events our area. Here' s what we' re excited about this month.

1) As the seasons change, and the natural rhythms of the world move on, many of us think of the migrations of our fine feathered friends. Tsawwassen boasts an ideal place to get an up close and personal view of some of the most iconic birds in the region, including the snow goose. [Visit their website.](#)

2) Life is better when it' s simple. This is the joy of downsizing. But there are some challenges too. Many have been through it before - and are much happier for it. Gain from their wisdom. We' re holding a downsizing workshop this Nov 26th at 10:30am lead by Ranka Burzan, a certified expert on streamlining, decluttering, and organizing your new life. The event will be at our Sales Centre. To RSVP for the event please do e-mail [info@tsawwassensprings.ca](mailto:info@tsawwassensprings.ca).

## You' ve Gotta See It To Believe It



This is one of those properties: You' ve just got to be here. Walk around. See the mountains. Smell the ocean. See your future here. Time and time again, we' ve seen people look out at this land, and just know that they

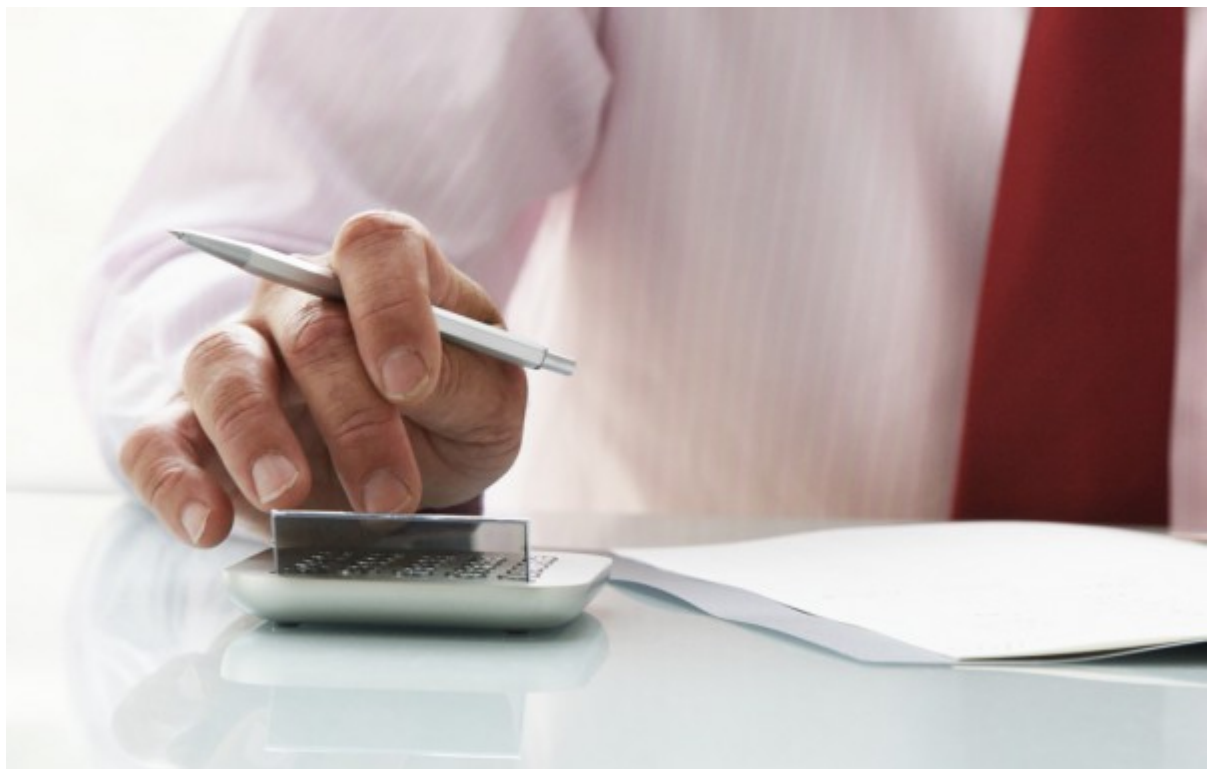


could call this place home. So we' re making it easier than ever to come and pay us a visit.

1) Come on down to the Sales Centre, and let us show you around both Tsawwassen Springs and the picturesque community of Tsawwassen.

2) Care for a lift? We' d love to pick you up, bring to the site, and take you out to lunch in the neighbourhood. If you' re interested, please do contact a member of our Tsawwassen Springs team. It would be our pleasure!

## Can a Property Be Recession Proof?



Recessions can be scary. We' ve all seen what can happen. And so, understandably, we all want to make the absolute best decision when we' re investing in property.

When it comes to a solid investment, the numbers in Tsawwassen speak for themselves. Home prices in Tsawwassen have risen steadily in recent years. People are coming to recognize that this community is close knit, connected, and developing steadily, with more and more amenities, retail, and services coming on line all the time. This recognition has led to some of the best market stability in the Lower Mainland, with value appreciating steadily here by 22% in the past five years - even amid the recession. Tsawwassen is a tremendous investment, both in lifestyle, and



financially. And when you invest in Tsawwassen Springs, you invest in your future, on every level. And that's always a smart investment.

## Zoomer Show



The Zoomers represent a whole new way to look at life after 45: with a deep sense of possibility, fun, and play. The Zoomer Show is a consumer and lifestyle expo that caters to this attitude, coming to the Convention Centre in Downtown Vancouver on November 19 and 20th. Tsawwassen Springs is excited to be at the Zoomer Show.

For a ticket to come visit us at the show and see Ron Toigo (one of the Tsawwassen Springs Developers) speak at the Zoomer Theatre. Please call us at 604-948-4663 or e-mail [info@tsawwassensprings.ca](mailto:info@tsawwassensprings.ca). For more information on the Zoomer Show visit [www.zoomershow.ca](http://www.zoomershow.ca). Come find us at the Convention Centre! It promises to be a great show and weekend.

## Tsawwassen Springs launches community's second phase





The Tsawwassen Springs master-planned community is being built on the lengthened and redesigned Tsawwassen Golf and Country Club.

## THE VANCOUVER SUN

Those involved in the Tsawwassen Springs project recently announced the launch of the second phase of the master-planned community: a sixstorey concrete building containing 93 homes.

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The 55 homes in the project' s first phase have all been sold. The homes in the second phase start at \$369,900, and range from 754 square feet to more than 2,300 square feet for the penthouse suites. Phase two also includes 34 detached houses, 20 of which have been pre-sold. Real estate marketing firm Magnum Projects has partnered with Shato Holdings on Phase 2.

“This master-planned community is absolutely the one to watch in terms of the number of residents it will pull from other Lower Mainland areas as its unique lifestyle attractions become more and more widely recognized,” said Magnum Projects founder George Wong in a prepared release.



The 18-hole golf course is set to open in the spring of 2013, along with a new clubhouse, spa and fitness centre, restaurant and pub, as well as an outdoor skating rink.

The entire Tsawwassen Springs project is expected to be completed by 2016.



## Home Information Package - Making Life Easier Here



When it comes to all the manuals, documents, and files that pertain to our home, it can be tricky keeping everything in one place. We've all had them: the folder in the home office, the box in the closet, a drawer in the kitchen. The place where you stuff your warranties, instruction manuals, bills from the painting company - sometimes even menus for the local take-out restaurant. Some of us are more organized than others, but it always seems like when we go back to that folder, or drawer, or box, we often can't seem to find what we're looking for.

In this day and age, it seems like there should be a better way. And there is, of course (or we wouldn't bring it up).

Our Home Information Package at Tsawwassen Springs is a smart digital storehouse for every little piece of documentation you could ever want to know about your new home. It's all right here: instruction manuals for all the appliances, specs on electrical systems, geoexchange, wiring for entertainment - truly everything. It's all kept on a simple database system that ensures you'll never have to rifle through old files again. Which means that you'll have more time - and peace of mind - to just enjoy the all the amenities and community feel that define this place.

The Home Information Package comes from a company called [Conasys](#), and many of the top developers are using it, including Bosa, Intracorp, the Canadian Home Builders Association, The Village on False Creek, and more. This [video](#) gives a quick run-down on the package, and how it's used.



After all, your new home comes in a perfect, organized, orderly state. Why shouldn't all the documentation? And this makes maintaining your new home - and protecting your investment - that much easier.

## Tsawwassen - The Lower Mainland's Best Kept Secret



Ask anyone who's spent any time here. Tsawwassen has a character and a magic all its own. There's just a stronger sense of community here, with schools ranked in the Fraser Institutes top 10, endless community events, and some of the safest streets around - Tsawwassen has the lowest crime rates in the Lower Mainland. There's that sense of belonging that comes with knowing your neighbours. Maybe that's why this is such an easygoing place to live. Or maybe it's the fact that we're so close to the water, with serene views of the mountains in both directions. And there's no denying the sunshine: Tsawwassen really is the sunniest location in the Lower Mainland - great when you want to get out for a walk on the beach, or a round on the links in every season. Meanwhile, it's just a short trip to Vancouver (30 minutes) and even closer to Richmond (15 minutes). This combination of factors is pretty irresistible, which is probably why homes here have appreciated in value 22% over the last 5 years. And with significant mixed-use development happening right near Tsawwassen Springs - including the expansive Tsawwassen Mills shopping centre - property values are only likely to grow with this community. It's safe to say that Tsawwassen is the best-kept secret in the Lower Mainland. And it's also safe to say it won't be a secret for long. Now is the time to make your move here - and Tsawwassen Springs is the place.



## What' s Happening In the Neighbourhood?



Community is more than a buzzword here. We' re from this area. Community is a way of life for us. Here' s what' s coming up soon in Tsawwassen:

### [Shanti Yoga](#)

This vibrant yoga practice, right nearby, will give you psychic powers after one class. Okay, maybe that' s a bit much, but this patient and powerful flow-based practice, led by Cameron Gilly and Wesley Salter, is sure to expand your horizons and bring more awareness and health into your life. Namaste.

### **Free Kids Events at Tsawwassen Library**

For those of you with budding young minds to think of, the Tsawwassen library hosts a range of events designed to spark a passion for knowledge. For the very earliest beginnings, the interactive Mother Goose welcomes parents and babies from 0-15 months. Drop-in storytimes for babies up to 23 months happen on Mondays from 10:30-11:00 am. And for advanced storytime denizens - that is, 2-5 year olds - there' s a storytime at 10:30-11:00am on Fridays. We' ll see you on the carpet!

This community means the world to us. And we built this place so that you, too, can make it a part of your story. We look forward to showing you around.



## Update From Our Man On the Ground - Construction Progress



We love laying the groundwork. It means we're really moving forward. We have now removed the preload for the single-family homes, and have begun preloading the next phase. Meanwhile, the internal site servicing is underway for our houses. Work on 5055 will begin very shortly - and we can hardly wait to see the new building get off the ground!

## Golf Course Update

The course is proceeding beautifully; it seems to look greener and more inviting every week. Holes 1, 9, 10, and the putting green have been seeded and are coming up lush and healthy. The driving range is in the final stages of sand and seed preparation. (More sodding and seeding to come this week.) The majority of the mainline irrigation is now complete, and all of the lakes, ponds, and water features have been dug and shaped. Meanwhile all the trees will stay exactly where they are now. All in all, the course is rolling out beautifully. The main problem is having the patience to wait for our first tee time!

## A True Success Story - Phase 1 Totally Sold Out!





When we set out to build Tsawwassen Springs, we knew we had something special. First, we started with a sunny pocket of the Lower Mainland - with easy access to Vancouver, Richmond, and the whole region. To this great location, we added in a new masterplanned community with brilliant golf resort amenities, and homes at a higher quality than you are likely to find anywhere in the region. Then, we completed the picture by knitting all of this seamlessly into the great community of Tsawwassen.

The result is a runaway success story. All Phase 1 homes at Tsawwassen Springs are completely sold out. Meanwhile, we're looking forward to Phase 2, which is sure to be even more of a success. (After all, word is out now.) Make this success story your own. Come see for yourself, and be among the first to preview Phase 2.

## 5055 Springs Blvd. - A Whole New Chapter At Tsawwassen Springs

The next collection of homes at Tsawwassen Springs, 5055 Springs Blvd, is as bright and thoughtful as the first. This [6-storey concrete building](#) will command impressive views of the fairways, water, and the mountains. In fact, these homes are perched directly over the course. (This makes your 7am tee time literally steps from your front door.) Naturally, the same great design is at work here: striking Arts & Crafts architecture, with abundant natural light, the very best in finishing's, geo-exchange heating and cooling, and countless value-added design details. Generous, livable, one-level floor plans (ranging from 754 sq/ft to more than 1600 sq/ft) flow easily from one space to the next - and right outside into the sunshine. And when the city beckons, it's just a quick 30-minute drive into Vancouver (or 15 minutes to Richmond). Tsawwassen Springs is a bright spot at the heart of the Lower Mainland. And with ideal homes like these - starting at \$369,900 - residents enjoy this idyllic location in style and comfort. Welcome to 5055 Springs Blvd. Our next chapter - and your next place to call home.



## What' s Happening In the Neighbourhood



For us, community is everything. We always stay involved with what' s happening in our little corner of the world. Here' s what' s coming up soon.

1. [Delta Hospital Foundation Gala:](#) The 2011 Moonlight Gala has a special 1920s theme this year. Should be a blast.
2. An hour of movement + thousands of yogis = a new school in Ethiopia. Such a stunning event. [Find out how you can help Shanti Yoga “stretch” the event even further here.](#)
3. School' s IN: First day of school at Southpointe Academy is finally here, this September 6. School starts at 8:05 and ends at 3:15. The annual Opening Ceremony is at 9am, and all parents are invited.
4. The last Ladner Village Market (Western Canada' s Largest Outdoor Market), is on Sunday, September 11.

## Progress on the Ground





### *Construction Update*

As community builders, there's nothing more satisfying to us than real progress on the ground. This is especially true of Tsawwassen Springs, which is a proud achievement for all of us. We're happy to report that recent weeks have seen some very swift construction advancements. The Phase Two curbs and gutters are now complete, and the first asphalt is now in place. Installation of site services and internal roadways for the first release of single-family houses will begin shortly. Last but not least, we have installed permanent entrance signage for Phase One of our condos, 5099 Springs Blvd! With the finishing touches now done on Phase One, all that's left for the people who live here is to start building memories! Check back often for updates on our progress, or stop by Tsawwassen Springs and see it for yourself.

### *Golf Course Update*

The course is also moving forward fast. We don't know who's more excited: us, or the residents who are already living here! The south side holes, 10 in total, are looking great! Existing trees, transplanted trees, and the new water features are blending seamlessly. Meanwhile, the north holes are maturing, and will be ready for play very soon. All in all, the course is feeling more and more like a cohesive whole every day, and we can hardly wait to play a full round here. See you out there!



## Find Your Way to a House Here (They' re Going Fast!)



The single-family homes at Tsawwassen Springs are going fast and there are just five homes left in the first release! It' s no surprise. Tsawwassen Springs is a whole new kind of community, with only steps to a gorgeous new golf course, clubhouse & fitness centre, restaurant, and more. Plus, this sunny pocket of the Lower Mainland is just 30 minutes from downtown Vancouver. These homes are a fresh take on Arts & Crafts architecture, with abundant natural light, massive timber beams, and high-calibre details and finishing' s (including granite counters and stainless steel appliances).

All houses offer one or two level living with Masters-on-the-Main (adding an upstairs level is optional), and feature generous and open floor plans. They' re progressive, too, with geoechange from Fortis BC, and a ton of smart, thoughtful features. Starting at \$779,900 they will continue to sell fast. Call or visit our Sales Centre for more information.



# First building 90% sold as interest high in 'Springs'

## Extremely positive feedback on golf course redevelopment, says Toigo

By Sandor Gyarmati, The Delta Optimist August 5, 2011



Pictured with Ron Toigo (middle) at the grand opening of Tsawwassen Springs earlier this year is singer Michael Bublé (left) and music producer Bruce Allen (right), who are both partners in the project.

**Photograph by:** Delta Optimist, file photo

Interest has been high and the feedback extremely positive about Tsawwassen Springs, according to developer Ron Toigo.

More than 4,000 people have already checked out the new homes for sale, says Toigo, whose \$400 million project had an official sales launch in May.

"Everyone is really pleased how things are going," Toigo told the Optimist last week.

Tsawwassen Springs, which is being developed on the former Tsawwassen Golf and Country Club site and land immediately to the north, will comprise 490 housing units – 296 condos ranging from 750 to over 2,300 square feet, and 194 detached bare land strata houses from 1,500 to 3,000 square feet.



The project is being constructed by Talisman Homes and is designed by architect Wayne Fougere and interior designer Martie Knockaert.

The buildings at the 55.4hectare (137-acre) development are will have an "Arts & Crafts style made famous at Torrey Pines Golf Club."

A focal point of Tsawwassen Springs is a full-size, 18-hole golf course designed by Vancouver-based Ted Locke. Other amenities include a 32,000-squarefoot neighbourhood clubhouse, a fully equipped fitness centre and spa, restaurant, pub, banquet facility, outdoor skating rink, tennis court, and neighbourhood store and café.

The first housing phase now completed is a 55-unit wood-framed condo building.

A limited number of pre-construction sales took place last year, but Toigo said at the time he wanted the remaining units to be sold when the first phase was built, saying homebuyers would be captivated once they saw the finished product.

Toigo said last week the first building is over 90 per cent sold. A larger concrete condo building under construction already has about 14 units sold and about a dozen of the detached homes are also sold.

Toigo noted the north side of the golf course is finished. The grand opening of the expanded course will take place next summer.

The development received Delta and Metro Vancouver approval a couple of years ago but Toigo later came back with an application to amend it.

Delta approved the changes, the most notable an increase in the number of condos by spitting larger units into smaller ones.

Toigo explained at the time that a major reason was the HST, which will not apply to the less expensive units. According to the project website, strata fees will be "kept very low, with all amenities such as golf green fees or fitness centre costs on a pay-as-you-go basis."

[sgyarmati@delta-optimist.com](mailto:sgyarmati@delta-optimist.com)

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**TSAWWASSEN SPRINGS**  
A Whole New Kind of Community



## HELP YOUR CLIENTS OWN A SUCCESS STORY

-The Lower Mainland's Best Kept Secret-

*PHASE 1 SOLD OUT*

*PHASE 2 WILL GO FAST*

Dear Sonja;

*Be Among the First to Preview One of the Lower Mainland's Best Projects at our First Realtor Event...*

We want to work with you to sell our Greenside Collection - Phase 2 of this master-planned community, promising **the highest quality of life**. This 6-storey concrete building will command impressive views of the **fairways, water, and the mountains**.

Ideal Arts & Crafts architecture, abundant natural light, and **geo-exchange heating and cooling** distinguish these homes, while easy access to **golf, clubhouse, fitness**, and the incredibly close-knit community of Tsawwassen define life here. Plus, you're only 30 minutes from downtown Vancouver.

**754 square foot 1 Bedrooms start at \$369,900 and 1/3 of the building is under \$525,000!!**

Realtor Commission is **2.5575%** on the first \$100,000 and **1.1625%** on the balance.



**B C C O N D O S . N E T**



## *First Realtor Open House - October 19th*

Our First Realtor Open House will be on October 19th at the Tsawwassen Springs Sales Centre. Join us for a catered lunch and a toast, while learning more about our community, Phase 2, and how we can help you. Also, there will be a chance to **win a golf package at our brand new golf course and tickets to a Canucks game at centre ice behind the Canuck bench!!!**

Agenda as follows:

11:30am - Lunch Starts

12:00pm - Short Address and Prize Draw

1:00pm - Event Close

**Please RSVP your attendance by Monday, October 17th**

**RSVP BY CLICKING HERE**

or by emailing [info@tsawwassensprings.ca](mailto:info@tsawwassensprings.ca) or call at 604-948-4663.

### *Directions and Contacts*

Our Sales Centre is located at [111-5099 Springs Boulevard](#) in Tsawwassen. To get here from Vancouver, take Oak Street heading south and follow Highway 99. After the Massey Tunnel, take exit 28 to merge onto Highway 17 heading south. Turn left at 52 Street, then turn onto Springs Boulevard.

For more information, contact a Tsawwassen Springs Sales Specialist by phone at 604-948-4663, or visit us at the Sales Centre Tuesday-Friday 12-6pm, or on the weekend 12-5pm.

Warm regards,  
Sarah

Sarah Toigo  
Tsawwassen Springs Sales Team  
111-5099 Springs Blvd.  
Call me at 604-780-9599  
Email me at [sarah@tsawwassensprings.ca](mailto:sarah@tsawwassensprings.ca)  
Visit us at [www. TsawwassenSprings.ca](http://www.TsawwassenSprings.ca)  
Watch us at [www.youtube.com/TsawwassenSprings](http://www.youtube.com/TsawwassenSprings)





**TSAWWASSEN SPRINGS**  
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**HELP YOUR CLIENTS OWN A  
SUCCESS STORY**

-The Lower Mainland's Best Kept Secret-

*PHASE 1 SOLD OUT  
PHASE 2 WILL GO FAST*

Dear Les;

We missed you yesterday at the Tsawwassen Springs Realtor Event. Tsawwassen Springs is a "must see community" for all potential real estate purchasers and we look forward to hosting you and your customers at our Sales Centre in the near future.

**Our Public Opening for 5055 Springs Blvd is this Saturday, October 22nd from Noon - 5:00 p.m.**

To view our [Project Summary distributed today please do click here](#). Per the information package, we are excited to announce that the **FIRST 5 REALTORS to SELL 2 Condos at 5055 Springs Blvd will be treated to 4 tickets to watch the Canucks play in a private suite.**

For more information, contact a Tsawwassen Springs Sales Specialist by phone at 604-948-4663, or visit us at the Sales Centre Tuesday-Friday 12-6pm, or on the weekend 12-5pm.

We look forward to seeing you all again at Tsawwassen Springs.

Warm Regards,

Sarah, Haley, Yvonne, and Frank  
The Tsawwassen Springs Sales Team  
111-5099 Springs Blvd.  
Call us at 604-948-4663

Email us at [info@tsawwassensprings.ca](mailto:info@tsawwassensprings.ca)

Visit us at [www. TsawwassenSprings.ca](http://www.TsawwassenSprings.ca)

Watch us at [www.youtube.com/TsawwassenSprings](http://www.youtube.com/TsawwassenSprings)



**B C C O N D O S . N E T**



*The Heron Online is your monthly newsletter for all of the most current information about Tsawwassen Springs. We'll keep you in the loop about the latest community initiatives and special events happening in and around Tsawwassen Springs, and provide you with regular construction updates as they unfold.*

*A Big Year Finished! An  
Even Bigger One to Come*

### Construction Update

### Eagle Eye View

2011 - The Year In Review At  
The Sales Centre

### Events To Come

Happy  
**NEW YEAR!**  
From the  
Tsanawwassen  
Springs Team



**01** Happy New Year from the  
Sawwassen Springs Team

[illegible]

*A big year finished. An even bigger one to come.*

Wow, what a year! We can hardly believe the tremendous excitement that has sprung up around this community – and are very grateful for the success we have enjoyed. ...

READ MORE 



## 02 Construction Update

THE UNIVERSITY OF CHICAGO PRESS

Construction has been moving well right up to the Holiday Season. We made a big push with the geo-exchange for the bare land strata houses: we have now drilled all of the holes for these detached homes, and the drill rigs are pulling out of the site. There are 82 holes in total at varying depths of up to 250 feet....

READ MORE 



### 03 Eagle Eye View

#### *Watch Our Live Web Cam*

It can be hard to believe that we get so much more sun than other areas of the Lower Mainland, but it's true. Skeptical? Then check in with our live cam on our website, [www.tsawwassensprings.ca](http://www.tsawwassensprings.ca). You'll see what we mean when we say this is a sunny pocket in this region....

[READ MORE](#) ➡



### 04 2011 - The Year in Review at the Sales Centre

We had a lot to be happy about in 2011. Here are a few highlights of some of the events we held during the year at Tsawwassen Springs.

#### *Downsizing Workshop with Ranka Burzan*

Many of us are excited to simplify our lives with a smaller home. But downsizing can be very challenging....

[READ MORE](#) ➡



### 05 Events to Come

#### *Open House - Sunday, January 22nd.*

#### *Come celebrate 100 Sales with us!*

To celebrate the success of this community, we want to open our doors to everyone. We'll start at 10 am with coffee and muffins, and spend a few minutes catching up on everyone's holidays. At 10:30, Martie Knockaert, our interior designer, will take us through some tips for fashionable condo living. And at 11:30, we'll walk the course to see how everything is coming together. (And it's definitely worth seeing.) Hope to see you there!

**RSVP**



**Visit us at our Sales Centre and Show Suite**  
30 minutes from Vancouver and 15 minutes from Richmond

**[tsawwassensprings.ca](http://tsawwassensprings.ca)**



ONLINE HOME (4063) INFO: TSAWWASSENSPRINGS.CA  
111-3000 SPRINGS BOULEVARD, TSAWWASSEN



**B C C O N D O S . N E T**





**TSAWWASSEN SPRINGS**  
A Whole New Kind of Community



**OWN YOUR OWN SUCCESS STORY** - The Lower Mainland's Best Kept Secret-

*PHASE 1 SOLD OUT*

*PHASE 2 WILL GO FAST*

Dear Sonja;

The Tsawwassen Springs Team is happy to announce that we will be sponsoring the  
ZoomerShow: Lifestyle Expo for Men & Women 45+.

Come join us **Saturday, November 19th, 10am - 5pm and Sunday, November 20th, 11am - 5pm** at the  
Vancouver Convention Centre located at **Hall A, 1055 Canada Place in downtown Vancouver.**

Ron Toigo will be presenting on Saturday at 11:25am and Sunday at 2:10pm.

For free tickets, please click on this [link](#) or come visit us at the Tsawwassen Springs Sales Centre for a free  
pass for two.

For more information, contact a Tsawwassen Springs Sales Specialist by phone at 604-948-4663, or visit us  
at the Sales Centre Tuesday-Sunday 12-5pm.

The ZoomerShow is not to be missed. We hope to see you there

Warm regards,

Springs Admin

Tsawwassen Springs Sales Team

111-5099 Springs Blvd.

Call me at

Email me at [admin@tsawwassensprings.ca](mailto:admin@tsawwassensprings.ca)

Visit us at [www.TsawwassenSprings.ca](http://www.TsawwassenSprings.ca)

Watch us at [www.youtube.com/TsawwassenSprings](http://www.youtube.com/TsawwassenSprings)

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