



TOWER 1

FLOOR 23-24

CHANGE FLOOR



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Building on past successes.

Bosa Development Corporation creates unparalleled value by building residential highrise properties in desirable locations, with uncompromising quality.

That's what we do best.



Bosa Development Corporation

Bosa, a leading Vancouver condo developer, has been creating unrivalled valued communities across North America for thousands of families for 4 decades. In our Founder and President, Nat Bosa's own words...

"I learned a long time ago that it is easier to keep the customers you already have, rather than continually going out looking for new ones. That simple philosophy relates to everything we do. When you're talking about something as personal as someone's home, you have to go the extra mile to get all the little things right."

If there is one simple way to define Bosa homes, it would be Enduring Value.

With Affinity, the newest real estate community in Burnaby, our goal as always is to respond to our customer priorities:

Locations with ultimate



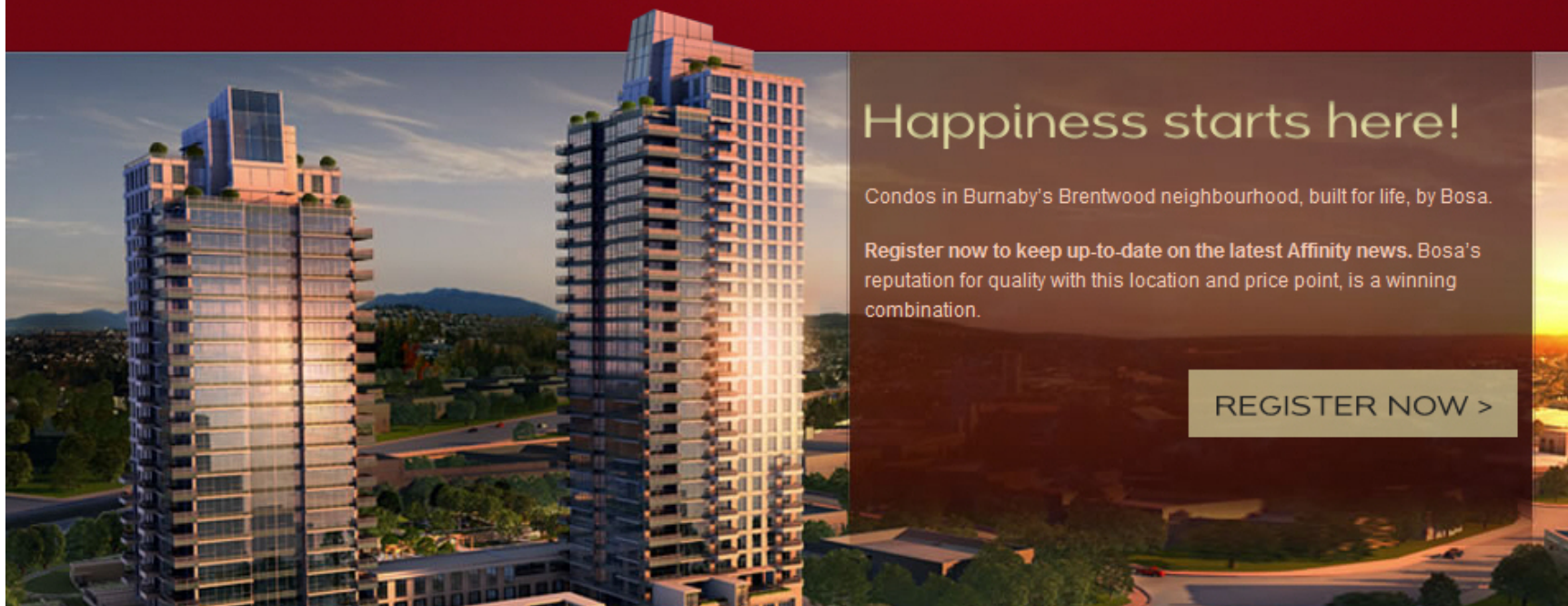
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Uncompromising quality in design and construction;



Visit our website:
www.bosadev.com

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Happiness starts here!

Condos in Burnaby's Brentwood neighbourhood, built for life, by Bosa.

Register now to keep up-to-date on the latest Affinity news. Bosa's reputation for quality with this location and price point, is a winning combination.

[REGISTER NOW >](#)

Affinity, New Burnaby Condos

Affinity, the newest north Burnaby condo development from Bosa, Vancouver's most recognized real estate developer.

Affinity offers spectacular views, as well as Bosa's renowned quality, just steps to shopping, transit, parks, schools and more.

Your opportunity to experience Bosa living has never been better. Discover

Choose your Affinity



Tower Two Now Selling

Introducing the second and final tower at Affinity. Don't miss out on the opportunity to own the renowned quality of a Bosa home in the central Brentwood neighbourhood of North Burnaby. Close to shopping, transit, schools, parks and more, it's no wonder many purchasers have chosen to make Affinity their new home.

Register Now to receive the latest updates on Tower Two >>



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



Waking up in a home that suits you perfectly.

Choose your Affinity.

In every Bosa home, there is always something a little extra special that sets it apart from other developments. At Affinity, you will find that rule holds true yet again. From the tranquil zen garden to the fitness facility, Affinity will encourage a balanced, mindful life.



FLOORPLANS

FEATURES

VIEWS

GALLERY

Living in the moment. Modern. Distinctive. You.

Your home at Affinity exudes a modern, minimalist style, evoking value and distinction in each subtle detail. Your new home at Affinity includes:

Your choice of designer-selected colour schemes, wenge or graphite, created for Bosa by Cristina Oberti

Hard-wearing laminate wood flooring throughout your living, dining, kitchen, den and entry, offset with wood baseboards throughout your living space

Contemporary style 100% nylon carpeting in each bedroom

Flat panel interior doors with chrome lever hardware

Full size stacked washer/dryer

Window blinds

Entertainment-size balconies

Your Kitchen. The heart of your new home.

Form, function, fabulous – what every kitchen needs. At Affinity you will find:

Contemporary laminate cabinets with stainless steel hardware and under cabinet lighting

Luxurious granite countertops throughout kitchen

Glass mosaic backsplash

Recessed pot lighting

A stainless steel appliance package, which includes:

- Samsung refrigerator with bottom mount freezer
- Maytag self-cleaning gas slide-in range
- Maytag quiet series multi-cycle integrated panel dishwasher
- Maytag built-in over-the-range

Amenities. To elevate your life.

The recreation area exclusive to Affinity residents includes:

Fully equipped exercise facility with change rooms

Spacious, beautifully appointed social lounge with complete kitchen for entertaining

An artfully designed Zen garden

A tree-lined rooftop garden

Guest suite

Elegantly furnished entrance lobbies

Secured underground parking for residents and visitors

Video entry-phone system

Rough-in for in-suite security system

Restricted elevator access

The Bath.
A Subtle touch of luxury.



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on workmanship and

AFFINITY

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Where you belong.

Like every Bosa home,
Affinity is designed to impress.
And built for life.

[OVERVIEW](#)[CONSTRUCTION UPDATES](#)

Affinity by Bosa

This Burnaby community will encompass two soaring towers, each with its own fitness facility, social lounge complete with kitchen and entertainment space, and a lushly landscaped roof top zen garden. This Burnaby condo development will comprise 281 suites, and 10 city homes, surrounded by acres of tranquil garden and green space.

Phase 1 will consist of 24 stories, and 134 homes.

Phase 2 will consist of 29 stories, and 157 homes.

The residences vary from 430 sq.ft. to 1,800 sq.ft., offering a variety of floorplan, bedroom and den choices.



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



Waking up in a home that suits you perfectly.

Choose your Affinity.

In every Bosa home, there is always something a little extra special that sets it apart from other developments. At Affinity, you will find that rule holds true yet again. From the tranquil zen garden to the fitness facility, Affinity will encourage a balanced, mindful life.



FLOORPLANS

FEATURES

VIEWS

GALLERY

Below is a sample of a few of the floorplans at Affinity. For more information, please contact us.

Suite A - SOLD OUT

1 Bedroom 538 sq. ft.

Suite B - SOLD OUT

2 Bedroom 753 sq. ft.

Suite C

1 Bedroom + Den 621 sq. ft.

Suite D

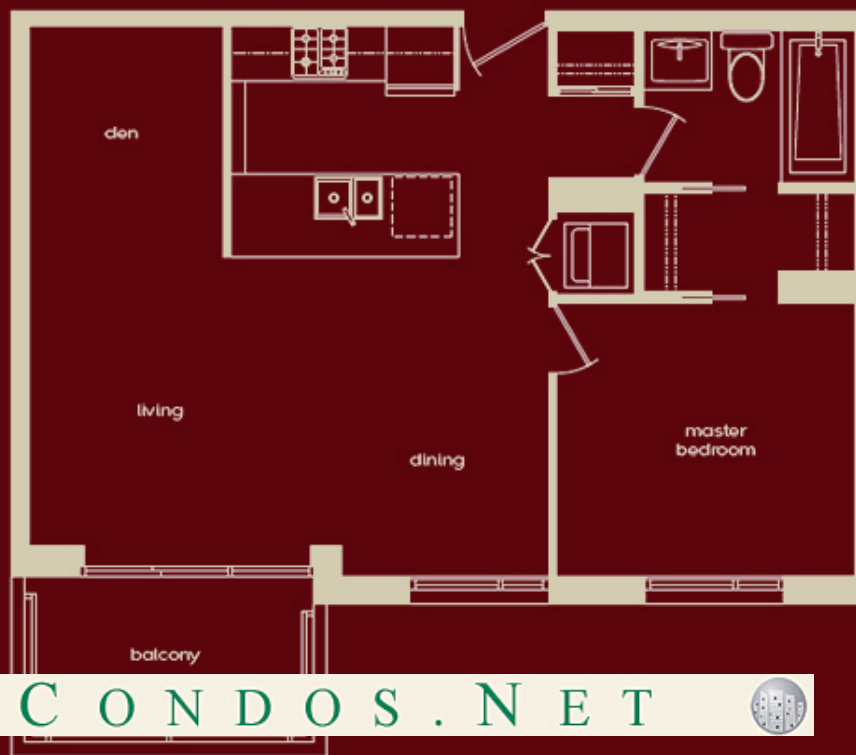
2 Bedroom + Den 1,071 sq. ft.

Suite E

2 Bedroom 896 sq. ft.

Suite F

2 Bedroom + Workstation 910 sq. ft.



Download all floorplans (PDF)



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





SELECT FLOOR



FLOOR 21-22



GO

TOWER 2

TOWER 1

TOWER 2

BACK TO VIEWS



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





SELECT FLOOR



FLOOR 21-22



GO

TOWER 1

TOWER 1

TOWER 2

BACK TO VIEWS



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



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Live life to the fullest.

Where Bosa builds, others follow.

For 40 years, Nat Bosa has chosen his communities with ultimate care, vision and attention. Next to the quality we build into each property, location and accessibility stand as the top reasons our residential homes are highly valued, from Vancouver to San Diego, Burnaby to Whistler.



Brentwood, in north Burnaby.

As a local family who grew up in Burnaby, and went on to build internationally as well as right here at home, the Bosa family was the first to envision the growth potential of the Brentwood neighbourhood, and played a significant role in helping the community mature into the dynamic social, economic and entertainment center it is today. And central is the key: Brentwood can truly be described as the Lower Mainland's nexus, a midpoint to virtually everywhere. Located just 20 minutes from Downtown Vancouver by transit (or car), Brentwood has become home to many retail, entertainment, shopping and dining opportunities.

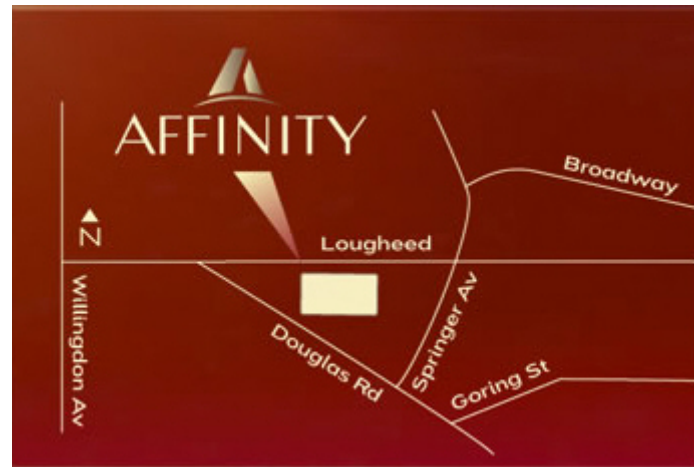
With both SFU & BCIT in the immediate vicinity, Brentwood has the youthful, creative energy and vitality that distinguishes all rapidly emerging communities. With nearby 8 Rinks, Confederation Park & Pool, and the natural asset of virtually endless green space, Brentwood breathes life into lifestyle.

Accessible by Skytrain for today's eco-conscious society, replete with bike trails, nature trails, Burnaby lake



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Affinity by Bosa, a new Burnaby condo starting under \$300k.

Register now for more information.
5695 Lougheed Hwy (@ Holdom Ave.)
Burnaby, BC, Canada (View map)

+1 604 453 5893

sales@affinitybybosa.com



Marketing
Solutions

Visit our sales center:

5695 Lougheed Highway, at Holdom (view map)
Open daily from noon to 5pm (except Fridays)

Follow us online:



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Affinity Douglas Rd., Burnaby by Bosa Development Corporation

State-of-the-art amenities in the nexus of the Lower Mainland

Sun

Monday, January, 23, 2012

Located in the heart of Burnaby's bustling Brentwood neighbourhood, Bosa's Affinity is ready for occupancy! Affinity is comprised of two glittering concrete and glass towers (24 and 27 storeys respectively), three city homes and seven townhomes, surrounded by over an acre of tranquil garden and green space. Each tower features its own fitness facility, social lounge complete with kitchen and entertainment area, and lushly landscaped roof top garden.



With both SFU & BCIT in the immediate vicinity, Brentwood has a youthful, creative energy and vitality. Accessible by Skytrain for today's eco-conscious homeowners, Affinity is close to acres of open green space full of bike paths and nature trails near Burnaby Lake and Burnaby Mountain. Terrific shopping and a wide variety of services are located in newly-refurbished Brentwood Mall.

Affinity homes exude a modern, minimalist style, evoking value and distinction in each subtle detail.

To two generations of Vancouverites - as well as homeowners in San Diego and San Francisco - Bosa Development is synonymous with premium quality homes that will provide enduring value. After all, this is the most important investment that most people will ever make.

Bosa Development Corporation has deep roots in the area. This local, family owned developer was the first to envision Brentwood's growth potential and has played a significant role in helping the community mature. Located just 20 minutes from downtown Vancouver by transit or car, Brentwood has become home to many retail, entertainment, shopping and dining opportunities.

"These are very affordable homes," says Bosa Development sales manager Lisa Murrell.

"Affinity has been very popular right from the start of pre-sales, but we have some one bedroom and den, (prices starting from \$ 372,400) and two bedroom, two bathroom homes (from \$ 454,900) remaining. The best news is that you can move in, today."



Affinity homes exude a modern, minimalist style, evoking value and distinction in each subtle detail. Homes come in one of two designer- selected colour schemes, wenge or graphite. These timeless hues were created for Bosa by renowned interior designer Cristina Oberti. Hard- wearing laminate wood flooring covers the living, dining, kitchen, den and entry and is offset with wooden baseboards. Each unit comes equipped with a full size stacked washer and dryer combination, window blinds, and spacious balconies perfect for entertaining and enjoying expansive views.

For many homeowners, successful entertaining starts in the kitchen. Affinity boasts contemporary laminate cabinets with stainless steel hardware and under cabinet lighting. Elegant granite countertops, glass mosaic backsplash, and recessed pot lighting create a modern, contemporary ambience. Each unit comes with a stainless steel appliance package that includes a Samsung refrigerator with bottom mount freezer, Maytag self- cleaning gas slide- in range, Maytag quiet series multi- cycle integrated panel dishwasher, Maytag built- in over- the- range microwave with built- in hood fan, and a garburator.

Bathrooms are equipped with premium quality Kohler faucets and fixtures. Elegant granite countertops and undermount sinks maximize counter space while laminate wood grain cabinets provide plenty of storage. Ceramic wall tiles are used in the main bathtub and shower area, with porcelain tile floors. A deep soaker tub invites long, luxurious relaxation.

There is, of course, more to creating a home than just four walls. Ownership in Affinity includes an exclusive amenity package. Each building has a fully equipped exercise facility with change rooms. There's a spacious, attractively appointed social lounge with a complete kitchen.

Bosa Development is renowned for the quality of its home construction. You can rest easy, knowing that each Affinity home comes with a full twoyear warranty on workmanship and materials, a five- year building envelope warranty, and a ten- year major structural warranty.

Interested in a new home at Affinity? Contact the sales team today at 604453- 5893 or visit us online at [www. affinitybybosa. com](http://www.affinitybybosa.com). Our sales centre is open daily from noon to 5pm (except Fridays) at 1401 - 2200 Douglas Rd., Burnaby.

Copyright (c) The Vancouver Sun



Affinity - 2 towers - by Bosa Development Corporation

Luxurious living features modern, esthetically pleasing surroundings and state-of-the art amenities in the nexus of the lower mainland Sun

Saturday, November, 26, 2011

It's almost ready! For the past 20 months, Burnaby's Brentwood neighbourhood has been transformed by the sight of tower cranes swinging in the sky as Affinity nears completion.

Truly a landmark development in this vibrant, fast-growing neighbourhood, Affinity consists of two gleaming concrete towers, 24 and 28 storeys respectively - each with its own fitness facility, social lounge complete with kitchen and entertainment space, and lushly landscaped roof top garden.

With Phase 1 slated for occupancy in January, Affinity's two towers have a combined total of 281 suites, three city homes and seven town houses, surrounded by almost an acre of tranquil garden and green space.

Education is at the forefront with both SFU & BCIT in the immediate vicinity, Brentwood has the youthful, creative energy and vitality that distinguishes it from other rapidly emerging communities. With nearby 8 Rinks, Confederation Park & Pool, and the natural asset of virtually endless green space, Brentwood breathes life into lifestyle. Accessible by SkyTrain for today's eco-conscious homeowners, Affinity is close to cycling and nature trails, Burnaby Lake and Burnaby Mountain, parkland that is replete with bike paths and nature trails. With tremendous shopping and a wide variety of services located in nearby Brentwood Mall, this is truly a community whose time has come.

Bosa Development Corporation has deep



A nity homes exude a modern, minimalist style, evoking value and distinction in each subtle detail. Homes are available in two colour schemes, wenge or graphite, and feature niches like granite countertops and stainless steel appliances.



People can walk through the actual homes, purchase on-site, then move in early next year.



roots in the area. As a local family who grew up in Burnaby, and went on to build internationally as well as right here at home, Bosa Development was the first to envision Brentwood's growth potential and played a significant role in helping the community mature into the dynamic social, economic and entertainment centre it is today. And central is the key: Brentwood can truly be described as the Lower Mainland's nexus, a midpoint to virtually everywhere. Located just 20 minutes from downtown Vancouver by transit (or car), Brentwood has become home to many retail, entertainment, shopping and dining opportunities.



To two generations of Vancouverites - as well as homeowners in San Diego and San Francisco - Bosa Development is synonymous with premium quality homes that will provide enduring value. After all, this is the most important investment that most people will ever make.

"These are very affordable homes," says Bosa Development sales manager Lisa Murrell. "The Affinity project has been very popular from the start of pre-sales, but we still have some one bedroom and den, (prices starting from \$367,400) and two bedroom, two bathroom homes (from \$449,900) remaining. People can walk through the actual homes, purchase on-site, then move in early next year."

Affinity homes exude a modern, minimalist style, evoking value and distinction in each subtle detail. Homes come in one of two designer-selected colour schemes, wenge or graphite. These timeless hues were created for Bosa by renowned interior designer Cristina Oberti. Hard-wearing laminate wood flooring covers the living, dining, kitchen, den and entry and is offset with wooden baseboards. Bedrooms feature plush carpeting and flat panel interior doors open with chrome lever hardware. Each home comes equipped with a full size stacked washer and dryer combination, window blinds, and spacious balconies perfect for entertaining and enjoying expansive views.

For many homeowners, successful entertaining starts in the kitchen. Affinity boasts contemporary laminate cabinets with stainless steel hardware and under cabinet lighting. Elegant granite countertops, glass mosaic backsplash, and recessed pot lighting create a modern, contemporary ambience. Each home comes with a stainless steel appliance package that includes a Samsung refrigerator with bottom mount freezer, Maytag self-cleaning gas slide-in range, Maytag quiet series multi-cycle integrated panel dishwasher, Maytag built-in over-the-range microwave with built-in hood fan, and a garburator.

Bathrooms are equipped with premium quality Kohler faucets and fixtures and also boasts elegant granite countertops. Undermount sinks maximize counter space while laminate wood



grain cabinets provide plenty of storage. Ceramic wall tiles are used in the main bathtub and shower area, with porcelain tile floors. A deep soaker tub invites long, luxurious relaxation.

There is, of course, more to creating a home than just four walls. Ownership in Affinity includes an exclusive amenity package. Each building has a fully equipped exercise facility with change rooms. There's a spacious, attractively appointed "social lounge" with a complete kitchen that is ideal for entertaining.

Between the towers, almost an acre of green space makes you feel like you're at the very centre of the entire Lower Mainland. The artfully designed Zen garden will also include a children's playground; the perfect spot for meeting other young families. The list of amenities is indeed impressive and includes a guest suite, caretaker suite, elegantly furnished entrance lobbies, secured underground parking for residents and visitors, a video entry-phone system, and restricted elevator access.

Bosa Development is renowned for the quality of its home construction. You can rest easy, knowing that each Affinity home comes with a full two-year warranty on workmanship and materials, a five-year building envelope warranty, and a 10-year major structural warranty.

Interested in a new home at Affinity? Contact the sales team today at 604453-5893 or visit us online at www.affinitybybosa.com. Our sales centre is open daily from noon to 5 p.m. (except Fridays) at 5695 Lougheed Highway (at Holdom).

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SATURDAY, OCTOBER 23, 2010 | BREAKING NEWS: VANCOUVERSUN.COM

WESTCOAST HOMES II H7

STRATIFIED: FROM THE PREVIOUS PAGE**The entitled**

It takes a strong council to deal with an owner who has lived in a building for decades and feels that he or she can bend the rules to suit themselves. (If the entitled is an owner who helps out around the building it takes very strong council, indeed.)

The entrenched

This role is played by the councillor who has been elected many times; has become, over the years, unresponsive to other owners' issues; cannot be corrected; and will do as they please.

The entrenched enjoy exercising power and authority and though not Nazis, they are condescending and arrogant.

The spendthrift

The financially illiterate owner demands all sorts of expenditures, especially cosmetic upgrades, despite there being insufficient money in the bank due to maintenance and repairs.

The cheapskate

This owner doesn't want to spend any money on maintenance, preventive maintenance and improvements, using the excuse "the kid's getting it anyway, why should I spend my pension money?" (A scene where the spendthrift challenges the cheapskate could be high drama.)

The bully president

This is the strata Nazi with a title. This character is an overbearing leader who dismisses anything that he or she isn't interested in, and lobbies relentlessly for pet projects, even demanding meetings with owners and stacking meetings in his or her favour.

The puppet

A council member who has been hand-picked by the Nazi-style strata manager and agrees with everything the manager tells him or her. Rather than upsetting the manager, the dumb puppet goes along with everything.

Suzanne Marshall reads e-mail at condocolumn@shaw.ca and welcomes ideas for future columns. She does not provide advice.



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One bedrooms from \$459,900, two bedrooms from \$699,900, two bedrooms plus den from \$749,900.



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Burnaby's most in-demand highrise community, from one of BC's most distinguished developers.

Affinity offers precisely what you've come to expect from Bosa Development: soaring views, unsurpassed service, brilliant location and every first class amenity.

In North Burnaby's Brentwood community, Affinity showcases the undeniable quality of Bosa Development.

Priced from the mid \$200,000's

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Sales Centre located at 5695 Lougheed Highway (at Haldimand)
Open daily noon to 5pm (except Fridays) 604-453-5893



AFFINITY
love where you live.



BC CONDOS.NET



GoGreen

Small steps make a *big difference*

BY TRACEY RAYSON



OUR SOCIAL AND ENVIRONMENTALLY CONSCIOUS LIFESTYLES HAVE PROGRESSED

exponentially since the day in 1970 when Kermit the Frog lamented in song, "It's not easy being green." Forty years later, our eco-friendly advancements prompt us to counter, "Sure it is." Simply choosing to live in a condominium makes a positive contribution to the planet, regardless if it holds a certification level in a Green program. However, if it does — all the better.

By making the choice to be part of the condo living movement, you are contributing to the positive side of urban densification. Builders are pressed to construct with more imagination, vision, modeling and a greater awareness of what is possible.

TREAD LIGHTLY

There are many ways to incorporate environmentally friendly practices into your condo home and lifestyle. Some of the smallest steps can go a long way in making a difference to reduce your carbon footprint. It's no secret that condo dwellers use fewer environmental resources and are more likely to walk, cycle, take advantage of a car-rental pool





PICTURED LEFT Lumen by Bucci Floor-to-ceiling low-E glass floods the home with natural light while keeping the home cool

or public transit. Of course, this reduction in vehicle use brings on health benefits too (for walkers and cyclists) and a decrease in greenhouse gases and air pollutants. Car sharing companies like Zipcar are convenient and affordable, and of course, eco-friendly. Each Zipcar takes 15 to 20 personally owned vehicles off the road.

Rent by the hour, by the day or by the shopping spree. Also check out eRidesShare.com for ride-sharing partners in your area, or the Co-operative Auto Network in Vancouver (A+ rating with the BBB) for pay-as-you-go or monthly plans.

MI CASA, SU CASA

Not everyone is suited for the Mary/Rhoda phenomenon, the daily pop-in or the “what’s mine is yours” principle. However, high-density living does foster a sense of community because people are more inclined to get to know their neighbours (there are more opportunities of chance meetings: the elevator, the lobby, parking garage and the mail room); residents are also of the mind to shop locally and support neighbourhood businesses, regular encounters that may cultivate friendships and help sustain local jobs and keep B.C. products available, for instance local produce. Additionally, master-planned communities leave more open land for other pedestrian-friendly avenues, trails, parks and greenspace. Not to mention less commute time which translates to more family time – perhaps an opportunity to take advantage of a development’s shared amenities, be it a games room, rooftop garden, multi-media room, fitness centre or swimming pool.

SUPERIOR INTERIOR

When it comes time to renovate, decorate or merely update your condo’s interior, keep sustainability and quality at the forefront. From saving money to saving the planet one choice at a time, your interior design selections, materials and furnishings can make for a healthy, energy-efficient home. Most likely your space will be fewer square feet than your previous single-detached home and therefore your first savings are likely to come from a decrease in heating and electricity costs. You can choose solar shades and window treatments that provide effective solutions for heat rejection and UV protection, and heat loss in cold weather. Keep your air quality high-quality by using low-volatile organic compound (VOC) paints, otherwise you may be subjected to toxic gases that lower your indoor air quality and are often the cause of allergic reactions and respiratory troubles. Flooring holds many Green options too: hardwood, reclaimed wood, cork, bamboo, ceramic tile or even wool carpets for their durability (and they’re biodegradable) – studies show more than 200 chemicals are used in the manufacturing of most synthetic carpets.



PICTURED RIGHT **Levo by Unimet** 60,000-sq.-ft. rooftop deck includes paths, waterfalls and streams for total escape from busy urban life

PICTURED BOTTOM **Affinity by Bosa Development Corp.** Steps to the skytrain and shopping, Affinity offers a fully walkable lifestyle

PICTURED ON PAGE 31 **Montage at Waterstone by HJ Properties** The Club at Waterstone encourages community living and incorporates great outdoor space

POWER TRIP

Even if your condo isn't outfitted with the latest energy-efficient product models or ENERGY STAR appliances, you can be diligent in saving energy by making simple changes. For laundry, making the switch to cold water can save 50 per cent of the energy used in every load, according to the Canadian Energy Efficiency Alliance (CEEAA). For instance, the energy savings for Tide Coldwater have been verified and the product is recommended by CEEAA as energy efficient. Also, by choosing "Future Friendly" products you save the planet with less waste, less energy and less packaging. Don't forget to recycle your plastics, paper and metals.





**FOR MORE INFORMATION
PLEASE VISIT:**

Canadian Energy Efficiency Alliance
energyefficiency.org

**Co-operative
Auto Network in Vancouver**
cooperativeauto.net

David Suzuki Foundation
david Suzuki.org

ENERGY STAR
energystar.gov

**Natural Resources Canada –
EnerGuide**
oee.nrcan.gc.ca

Recycling Council of BC
rcbc.bc.ca

Zipcar
zipcar.com

Eliminating the inconspicuous sources that continue to draw power, even when your gadgets, electronics and appliances are hibernating, is another good conservation adjustment. If they remain plugged into an outlet they are consuming electricity. For example, you will be paying for your Plasma TV, one watt; LCD TV, two watts; VCR, between two and seven watts; digital cable box, 26 watts; radio, two watts; and audio minisystem, six watts. Of course, it may not be practical to unplug some of these items daily but if you vacation or leave home for extended periods, it's a sensible and energy-saving idea. More deceptive is the energy wasted in your home office. Make the choice to leave these devices turned on and you'll

use up the following power: ink-jet printer, nine watts; laser printer, 39 watts; computer monitor CRT, 70/LCD, 27 watts; fax, four watts; laptop, 22 watts and desktop computer, 68 watts. Reduce the standby by using switched power strips; if you use your home office equipment throughout the day, ensure energy saving settings are on.

3333 MAIN



WHERE FUNK MEETS FUNCTION

BASTION
DEVELOPMENT CORPORATION

TWO AND THREE BEDROOM HOMES COMING SOON TO MAIN STREET. TO PRE-REGISTER VISIT 3333MAIN.COM



Growing up

Metro Vancouver building up not out

BY TRACEY RAYSON





PICTURED LEFT

Bosa's Affinity in
Burnaby's Brentwood.

THE PROOF IS IN THE PROPERTY STATS. CONDOMINIUM

sales in Metro Vancouver are, well, through the roof and will continue this upward direction as more and more single-family homeowners sell and join the urban density movement; boomers are taking the reigns, in spades, and creating their own upside to downsizing.

According to the Real Estate Board of Greater Vancouver sales of condo properties reached 1,526 in April 2010, an increase of 29.4 percent compared to the 1,179 sales in April 2009. A February Landcor® report reveals there are currently 192,264 condominiums in Metro Vancouver and since 2000, condominiums have generated 217,818 sales.

"Downsizing is probably an 'old economy' term, in this 'new economy,' it is about re-positioning," says Linda Chu, director of marketing with Rennie Marketing Systems. "The truth is the baby boomer aged 46-63 is looking at life completely different than the last 10 years. Developers are very sensitive to the 'downsizer' market and their desire to 'love life.' All great new communities have been designed to cater to this need with amplified levels of amenities and daily conveniences. Moving from a house to a condominium means a change in lifestyle — spending less time and energy on home maintenance and more on enjoying daily life," she says.

Interior and exterior size and functional square feet is always a priority for anyone looking at condo life. Particularly those who come from detached homes where large square footage is more common with both inside and outdoor space.

"Affinity is a great option for those looking to downsize, as it offers spacious floor plans, large balconies and is centrally located," says Cameron McNeill, president of Mac Marketing Solutions. "One of the most difficult items to part with while downsizing is space. Affinity's layout accommodates that concern."

Due to the success of the first tower in Burnaby's Brentwood neighbourhood, Affinity by Bosa is launching a second tower months ahead of schedule. "Our second tower will be released for sale on May 15th," reveals Meghan Schroeder with Mac Marketing Solutions. "The second tower has the same great finishes and floor plans as the first, but includes an additional five storeys which makes for even better views."



Palatial Penthouses

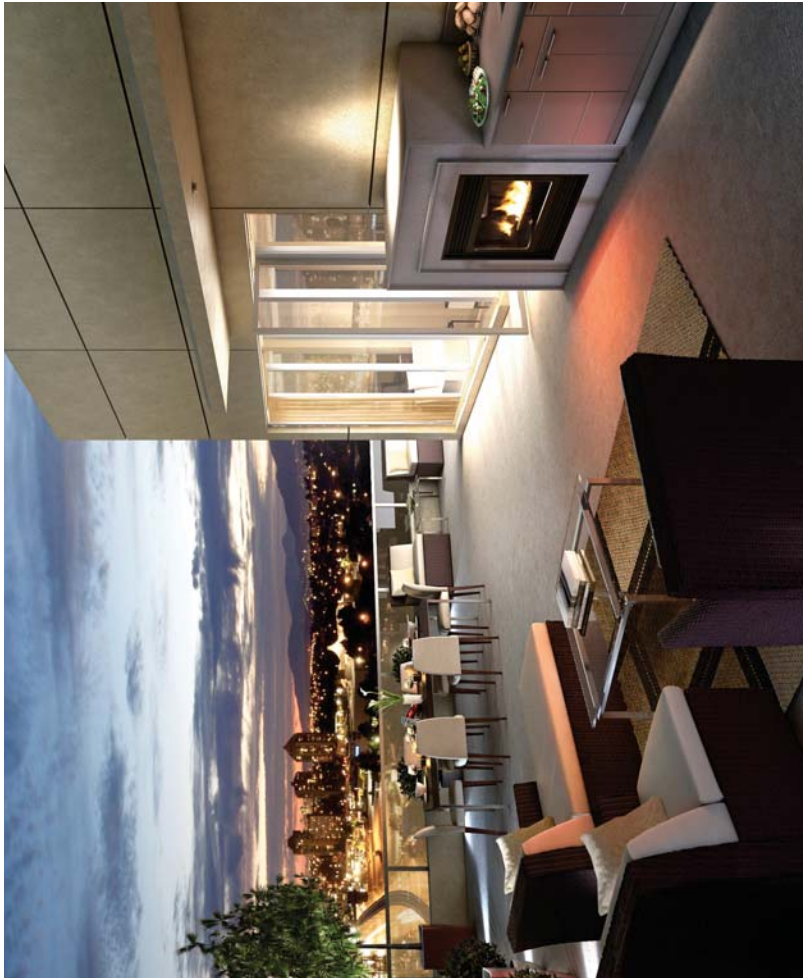
HAUTE LIVING

BY TRACEY RAYSON

WHEN CLOUD NINE IS YOUR neighbour you know you've reached the top — literally and symbolically. Call them "sky homes" if you will, because more often than not, they soar to sky-kissing heights with unobstructed views, boldly punctuating the skyline wherever they are built, and not to mention the sky's the limit when it comes to their sensational features. Call them by their more familiar name, the "penthouse," and either way it

conveys the same message — it's the pinnacle of luxury, prestige and privacy. Perhaps the most iconic of all living spaces largely associated with the moneyed elite, purchasing a penthouse is a lifestyle that customarily attracts the empty nester, urban professional or affluent baby boomer. It is an architectural expression of unsurpassable success and an equal level of personal achievement. These homes come with their own set of bragging rights with features and amenities most only dream of. There is the rooftop patio, concierge, doorman, high-end appliance packages, spa and fitness facilities, valet or secure underground parking, and expansive terraces to entertain and soak up endless sunsets, just to name a few.

Condo Guide looks at six diverse penthouse homes, each luxuriously appointed and situated in various vantage points of Metro Vancouver, touting their own style and remarkably unique offerings.



AFFINITY

PROJECT LOCATION 2200 and 2238

Douglas Rd., Burnaby

NEIGHBOURHOOD In the heart of the Brentwood neighbourhood, a few blocks from Holdom SkyTrain station

SALES CENTRE 5695 Lougheed Hwy. (at Holdom)

HOURS Noon to 5 p.m. Saturday to Thursday

TELEPHONE 604.453.5893

WEB affinitybybosa.com

PROJECT SIZE Two towers of 24 and 29 storeys
RESIDENCE TYPE Two, two-storey penthouse units per tower; two-bedroom/den

PRICES Priced from \$1,075,000

DEVELOPER Bosa Development Corp.

DESIGNER INTERIORS

- » Hard-wearing laminate wood flooring in the living, dining, kitchen, den and entry areas
- » Indoor gas fireplace with concrete fireplace surround, stylishly lit with a light fixture

» Contemporary-style 100 per cent nylon carpeting in each bedroom

» Designer colour schemes, wenge or graphite, created for Bosa by Cristina Oberti

» Forced air conditioning for year-round comfort

GOURMET KITCHENS

» Contemporary laminate cabinets and under-cabinet lighting

» Luxurious granite countertops

» Glass mosaic backsplash

» Stainless steel appliance package includes Maytag and Samsung products

BATHROOMS

» Kohler package: faucets, fixtures and dual-flush water-conservation toilets

» Chic granite countertops and undermount sinks

» Modern laminate wood-grain cabinets

» Porcelain tiling and ensuite bathtub and shower surround; soaker tub

AMENITIES

» Fully equipped exercise facility with change rooms

» Spacious, beautifully appointed social lounge with kitchen for entertaining

» An artfully designed Zen garden

» A tree-lined rooftop garden

"Affinity's penthouse suites soar over the Brentwood neighbourhood of North Burnaby, providing the homes with ample light and spectacular views that vary from Mount Baker to the North Shore Mountains. Affinity's spacious 1,795-sq.-ft. penthouses are competitively priced and hard to beat for the quality of product that's being offered here."

Cameron McNeill, president of MAC Marketing Solutions

Come home to Bosa



Affinity? Definitely.

New Brentwood homes offer more

Downtown Vancouver is just 18 minutes away via SkyTrain.

Sweeping views greet homeowners, day and night, from their homes' expansive windows.

Located in the heart of Brentwood's thriving retail, entertainment and dining district, Bosa Development's Affinity offers new homes in Burnaby – at affordable prices.

"These are completely affordable homes," says Bosa Development Corporation sales manager Lisa Murrell.

"Some start in the low \$200,000s. Many of our units are affordable."

Following on the success of the rapid sales of phase one, Bosa launched the second phase, which is now selling, earlier this year.

When complete, the two towers – 24 and 29 storeys each – will have 291 homes. Featuring studio, one-, one-plus-den, two-bedroom, two-bedroom-plus-den and penthouse floorplans, the homes range from 385 to 1,795 square feet.

A select number of City Homes, which back onto a garden, and seven townhomes are part of the project, offering more variety to homebuyers.

And, as always with Bosa Development, there aren't any puny porches.

"We don't build small patios," Murrell says.

"They all have outdoor space. And the views in this project are going to be unbelievable."

Inside, modern colour schemes and minimalist design give the homes a clean



Bosa Developments is selling new homes in the second tower at Affinity, a Brentwood development in Burnaby. Homes are affordable and come with the high-quality finishings Bosa is known for, from modern interiors to large outdoor patios. Penthouse plans feature huge outdoor areas that include a gas fire pit and a built-in gas barbecue and sink. And the views?

"The views in this project are going to be unbelievable," says Bosa sales manager Lisa Murrell.



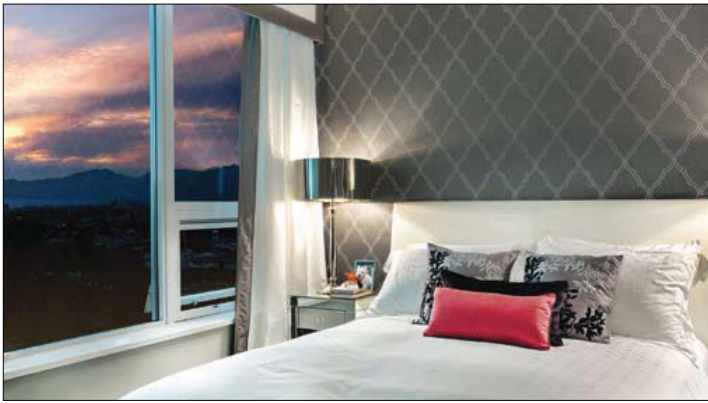
CONTINUED ON P.9



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



Enjoy the views at Affinity



CONTINUED FROM P.6

and contemporary look.

Murrell notes that finishings found in the penthouses, such as laminate flooring, wood baseboards, granite countertops, flat-panel doors and chrome finishings "are carried throughout the entire building."

All Affinity residents have access to a common recreation area, which features a fully equipped exercise facility with change room, a large social lounge with a kitchen for entertaining, a Zen garden, guest suite and more.

Murrell notes that more than an acre of green space will



All patios at Bosa Development's Affinity are spacious, especially in the penthouse plans. The Brentwood neighbourhood offers a variety of things to do, from shopping to dining to socializing with friends, and is also a central Metro Vancouver location. SkyTrain is nearly at the front door, and all Affinity residents also have access to a number of amenities including a Zen garden and a fitness facility.

CONTINUED ON P.11

QUALITY IS NON-NEGOTIABLE



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In North Burnaby's Brentwood community, Affinity showcases the undeniable quality of Bosa Development.

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Live inside and out, year-round

CONTINUED FROM P.9

be shared between the residents of the two buildings.

For those who love living indoors and out, year-round, the penthouses come with spacious outdoor living areas complete with outdoor gas fireplaces and a built-in gas barbecue and sink.

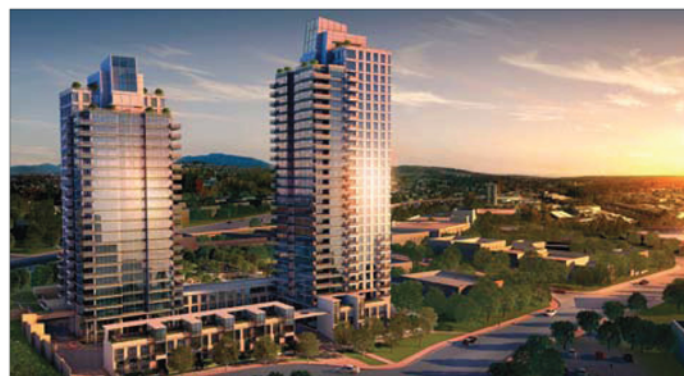
Homebuyers love Affinity's central location and close proximity to SkyTrain and other transit options, says Murrell, as well as the huge range of amenities within easy reach, still-low mortgage interest rates, and definitely, the reputation of the builder, Bosa Development.

The Bosa family, and especially Nat Bosa – with whom Murrell has worked for 13 years – have a long history of building in the Brentwood area, building a solid reputation and a following along the way.

Phase two of Affinity is scheduled to be ready for occupancy by June 2012.

Homes start from \$242,900. Visit www.affinitybybosa.com for more information.

Bosa Development's Affinity offers affordable homes starting from \$242,900, all the way up to luxurious penthouses.



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Metro Homes

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Affinity flies high with style

Suite Talk

LINA TOYODA
for Metro Canada

People are attracted to brand names and designer quality for a reason. Whether it's for high style, status or a reliable reputation, Bosa enjoys the privileged label in real estate with its condo developments.

The 29-story second tower of Affinity is the latest addition to the Brentwood area in north Burnaby, a neighbourhood the Bosa family grew up in and envisioned to be an accessible urban community surrounded by nature.

Brentwood continues to see growth and expansion, and a vibrant retail and dining scene is starting to develop around the Sky-Train transportation hub.

"Affinity has been a breeze to market, as it possesses all of the key ingredients for a good investment including attractive price point, livable floor plans and the Bosa standard of quality," says

Cameron McNeill, president of MAC Marketing Solutions.

"The development's location really sells itself," says McNeill. "The place is located smack in the middle of Brentwood, which means residents get to enjoy a whole range of urban living amenities without having to pay high prices."

The Affinity development is located only 18 minutes away from downtown on the transit line making it a convenient option for commuters.

The tower offers plenty of choices to suit any lifestyle with units ranging from a 385 sq. ft. studio, one- and two-bedrooms with den options, to a two-story 1,800 sq. ft. penthouse complete with an outdoor kitchen and fire place on a rooftop deck.

Suites come in two colour schemes, wenge with a rich palette of chocolate, espresso and caramel, and graphite, a muted and modern look with subtle grey-toned cabinets and honey-coloured floors.

Glossy white accents stand out against the wood laminate floors and cabinetry, and the granite-

The lowdown

- Affinity by Bosa Development Corp.
- Two towers with 281 units and 10 city homes
- 2200 Douglas Rd., Burnaby
- Studio from \$235,900, 1-bedroom from \$263,900, 2-bedroom from \$370,900 and townhouses from \$499,900
- Tower Two sales start May 15
- Sales centre at 5695 Lougheed Hwy. is open noon to 5 p.m. Saturday to Thursdayaffinitybybosa.com

topped island in the kitchen makes a modern breakfast bar or a perfect place to entertain guests.

Elegant finishing touches like glass mosaic tiles and sharp stainless steel appliances add to the minimalist style with its contemporary look and clean lines.

The open-concept living space has two dining areas where one can easily be used as a work den or a nook for reading.

Affinity's Tower Two goes on sale Saturday and is scheduled for completion by June 2012.



Seen here are some shots from Affinity by Bosa Development Corp.

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AFFINITY

HAPPINESS STARTS HERE

— by Susan M Boyce —

The word is out. Savvy homebuyers are falling in love with Affinity. In fact, Affinity's first tower has been so successful that it's over 90 percent sold and the second phase is being released months ahead of schedule. And you know what that means — you'll have to hurry so as not to miss this final opportunity to purchase a brand new home in this exciting, Brentwood community.

Like its sister tower, Affinity's second phase is an architectural beauty boasting the crisp angularity that's come to define contemporary modernism. Expansive windows ensure each suite is filled with natural light in all four seasons and give the entire building a sleek, sophisticated look. Plus, this tower soars a full 29-storeys — that's five taller than Affinity's first release. Same great floor plans with even more spectacular views.

INTERIORS TO DAZZLE

Inside, Affinity is a celebration of the urban lifestyle. Gourmet kitchens have granite countertops, gleaming stainless steel appliances, plus generous amount of storage space and work areas — even the most gadget-loving chef can feel comfortable here. There's spa-like ensuites, laminate hardwood throughout main living areas, soft carpeting to cushion your tender tootsies in the bedroom, and a choice of wenge or graphite colour schemes designed by award winning Vancouver designer, Cristina Oberti.

Best of all, you've got choice — lots and lots of choice. Whether you prefer the convenience of a 457-square-foot studio, the comfort of a two-bedroom and den, or the sheer luxury of a spectacular two-level penthouse with more than 1,800 square feet plus an outdoor kitchen and fireplace on their private, rooftop deck, Affinity has a home to satisfy.

TAKE TIME TO CHILL OUT

Life at Affinity is also a veritable paradise of recreational opportunities. Easy access to a multitude of parks including Deer Lake, Burnaby Lake, Trout Lake, and a local hidden gem, New Brighton Park, is just the start. There's nearby golf, swimming, skiing at Grouse, Cypress, or Seymour just over the Ironworkers Memorial Bridge, skating, and even hang gliding for the truly daring.



Inside, Affinity is a celebration of the urban lifestyle.

Mind you, Affinity boasts an impressive selection of reasons to stay home. Each tower has its own social lounge and state-of-the-art fitness centre. Between the two towers, there's a podium level, 43,500-square-foot park — that's almost an acre of private, outdoor living space that includes barbeque area, walking trails, children's play area, and a Zen garden.

Affinity's phase two grand opening is on May 15th. The presentation centre and model home are open noon to 5:00 pm daily except Friday at 5695 Lougheed Highway (at Holdom). Check out the interactive computer where you can experiment with different interior colour palette, take a cyber walk through your suite, or check out the view. For more information call 604-453-5893 or visit www.affinitybybosa.com.



FROM 12

Bosa's Affinity invites you to 'love where you live'

That "proximity factor" is something project marketer Cameron McNeill of MAC Marketing Solutions is banking on with Affinity.

"Brentwood is one of the key urban areas outside of downtown Vancouver," he says. "It has all of the elements for excellent living now, and in the future."

McNeill lists the nearby amenities, which include parks and three SkyTrain stations. A site within walking distance has been set aside for a future school, and a small area of green space is directly behind the project.

McNeill also points out the benefits of residing in a dense mixed-use area. Casual, fine-dining restaurants are a short distance away, as is a large grocery store. Brentwood Town Centre is close, but not close enough to overtake the neighbourhood. "It's more livable here than many other urban centres where the focal point is a mall, like (Burnaby's) Middlegate."

McNeill says a wide range of purchasers is responding to the affordability of units, with nearly 90 per cent of the units in the phase-one tower priced at under \$500,000. Keeping the price threshold there minimizes the effect of the harmonized sales tax to about two per cent, since homes that cost less than \$255,000 are eligible for an HST rebate. (The tax does not come into effect until July 1, but pre-sale contracts signed now will be subject to the HST when those homes are completed.)

A diverse collection of buyers have snapped up many of the units in Phase 1. There are recent immigrants from Korea, mainland China and Taiwan looking for homes in which to live. There are Burnaby downsizers who want to stay in the Brentwood area and find the perfect floor plan. There are also investors who are counting on the reliability of the Bosa name – they know the project will be completed – and looking at the favourable market conditions in Brentwood.

The current rental return on investment works out to about \$2 per square foot, just slightly lower than that for downtown Vancouver. (There's a low vacancy rate in the area, and a lack of one-bedroom units; this is particularly affecting couples just starting out and looking for a home further west than the Tri-Cities, before making the jump to downtown.)

The 'wenge' colour scheme for the Affinity condos includes a palette of rich, chocolate laminate flooring, caramel and toast tile, and double-thick finely grained granite countertops.

Affinity

Project location: 2200 Douglas Rd., Burnaby

Project size: Two towers of 24 and 29 storeys with 291 units total

Residence size: Studio, 457 sq. ft.; 1-bed, 538 sq. ft.; 1-bed + den, 614 to 621 sq. ft.; 2-bed, 753 to 1,034 sq. ft.; 2-bed + den, 910 to 1,071 sq. ft., town houses, 1,138 to 1,157 sq. ft.

Prices: Studio, from \$235,900; 1-bed, from \$263,900; 1-bed + den, from \$315,900; 2-bed, from \$359,900; 2-bed + den, from \$492,400; town houses, from \$499,900

Developer: Bosa Development Corp.

Architect: Rafi Architects

Interior design: Cristina Oberti Interior Design Inc.

Sales centre: 5695 Lougheed Highway (and Holdom)

Hours: Noon to 5 p.m. daily, Saturday to Thursday

Telephone: 604-453-5893

Web: affinitybybosa.com

Occupancy: Fall/Winter 2012

'Graphite' is more muted and subtle, incorporating honey-toned wood and countertops with a tinge of sage.

The show suite has been done in a mix of the two colour schemes, with the soft olive walls in the den contrasting well with the glossy white accents. To show off the space's potential, a glass tabletop has been fitted between two slim storage cabinets on one side, with the other wall covered in an open bookcase displaying knick-knacks. A sliding-glass door projects a semblance of privacy and noise-proofing.

The master bedroom has a walk-through closet to the ensuite. The wall-hung sink and cabinet unit "float" in the space immediately before the deep soaker tub, which is surrounded by a backplash of large-format tiles. The same rectangular porcelain tiles appear in the shower, broken up at one point by a vertical streak of skinny tile mosaic.

The kitchen is a refreshing change from the galley style sometimes seen in other buildings; in this case, the sizable granite-topped island is accessible from all sides, and includes a breakfast bar overhang that can accommodate at least three. The refrigerator and stove are conveniently located almost side by side, while the central living area works well as an entertainment space.



Affinity is a two-tower, 291-residence new-home project in Burnaby. A studio starts at \$235,900.

The suite's open area includes a lounging spot and two dining areas, although one of those dining areas could be changed to a children's homework space or reading nook. The second bedroom also has a walk-through closet leading to an ensuite, shared with visitors to the home.

The building also includes a guest suite.

Sales for the phase-two tower are scheduled to begin in a month, but could start sooner because of the strong demand. Construction is expected to start in late summer or early fall of 2010, with completion in late 2012.

Special to The Sun

Broadcaster and reporter Claudia Kwan is a regular contributor to Westcoast Homes. She reads correspondence at twitter.com/thatsclaudia

Affinity heralds return of influential developer

Cameron McNeill's tone is downright reverential when he talks about Nat Bosa. "The man's a visionary," says the president of MAC Marketing Solutions.

Over the past four decades, Bosa has led the construction of more than 20,000 condos around North America.

"Look at what he [Bosa] has done for the Belltown area of Seattle," says McNeill. "He built half of Brentwood, he was way ahead of his time with developing the waterfront in New Westminster and Citygate (in Vancouver)."

McNeill says that at a meeting of the Urban Development Institute, other prominent members of the development community were seen to be visibly relieved that Bosa was making a return to the

Greater Vancouver market with the Affinity project, his first development in the Vancouver area in about seven years.

Bosa downplayed any sense of self-importance in a rare interview. He pointed out that his sons continued building here while he focused on projects in California.

"Basically it got a lot worse down there than anybody expected," he says. "While we wait for that to rebound, I said 'Let's revisit back home for a while.'"

Bosa is 65, but shows no signs of slowing down. He's a little battered and bruised after weathering the stormy economic conditions down south, but says he's still biking, skiing, and enjoying life.

Bosa believes the love affair the Lower Mainland has with real estate has never faded; with a stable banking system and a level of demand sustained by immigration, it's a place he'll always return to.

He particularly believes in the Brentwood neighbourhood, situating the family-operated company's head office there. "This area's just got nowhere to go but up," Bosa says. "The match has been struck a long time ago. Right now it's expanding, this is not any more pioneering."

Considering the local market conditions, he believes it will always be healthy. "We are a place that people like to live. The only time we get messed up is when the government changes. We need business friendly policies, and we can't be in for big surprises from the government."

Bosa agrees that he's never been afraid to be a market leader and to enter a new area. "When I bought Citygate, people thought I was nuts."

So what does coming back to Vancouver mean now? "Yeah, I could say it's a vote of confidence in the Lower Mainland, because I come in, get on this project, and I start building. Obviously, I gotta have confidence, otherwise I'm losing it!"

To Bosa, the slowdown in construction has allowed the market to level off a little. The vacancy rate continues to be low, and people are continuing to move to Vancouver; Bosa sees that as an issue of supply and demand weighed heavily toward demand.

He is also discounting the potential cooling-off effects of the HST, recalling that consumers eventually got used to the GST after its introduction in 1991. "There's no question, HST is a big cost. I don't like it, and for a little while, you'll see some negotiations around it. But after a while, it just becomes part of the cost of doing business or buying a home."

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Affinity buyers are a diverse lot: recent immigrants from Korea, China and Taiwan; longtime Burnaby residents who no longer need a detached home; and investors. The last can expect to rent out their purchases for about \$2 per square foot.

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BY CLAUDIA KWAN

There was a hum of activity at the Burnaby sales centre for the Affinity project when Westcoast Homes visited. Intrigued buyers steadily made their way through the doors, congregated near the model and took a close look at the artfully displayed floor plans and two-bedroom-and-den show suite.

Glossy signs on the walls reference developer Bosa's history in the Brentwood area, and announce the project's marketing slogan — "Love where you live" — over photos of the neighbourhood.

Sales people were working the phones, setting up an event for real estate agents that would have more than 300 in attendance, or following up with buyers who inked deals before today's official sales launch.

Stan Lee and his wife Audrey dropped by, intending only to look, but ended up purchasing a two-bedroom-and-den residence.

"We found something we can live with," Lee said. "The pricing's okay, the decoration and stuff in there is a bit better than downtown. We've never lived in a condo before, and this could be a big change. We're moving from 2,000 square feet to 1,100; that's a lot less storage space."

The Lees frequently babysit their eight-month-old granddaughter, who lives in Vancouver, so were looking for something closer than Coquitlam, where they now live in a townhouse. A SkyTrain trip from Affinity to Vancouver will take just 15 to 20 minutes, so the project will fit the bill.

CONTINUES ON I14



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Occupancy: Fall/Winter 2012

'Graphite' is more muted and subtle, incorporating honey-toned wood and countertops with a tinge of sage.

The show suite has been done in a mix of the two colour schemes, with the soft olive walls in the den contrasting well with the glossy white accents. To show off the space's potential, a glass tabletop has been fitted between two slim storage cabinets on one side, with the other wall covered in an open bookcase displaying knick-knacks. A sliding-glass door projects a semblance of privacy and noise-proofing.

The master bedroom has a walk-through closet to the ensuite. The wall-hung sink and cabinet unit "float" in the space immediately before the deep soaker tub, which is surrounded by a backplash of large-format tiles. The same rectangular porcelain tiles appear in the shower, broken up at one point by a vertical streak of skinny tile mosaic.

The kitchen is a refreshing change from the galley style sometimes seen in other buildings; in this case, the sizable granite-topped island is accessible from all sides, and includes a breakfast bar overhang that can accommodate at least three. The refrigerator and stove are conveniently located almost side by side, while the central living area works well as an entertainment space.



Affinity is a two-tower, 291-residence new-home project in Burnaby. A studio starts at \$235,900.

The suite's open area includes a lounging spot and two dining areas, although one of those dining areas could be changed to a children's homework space or reading nook. The second bedroom also has a walk-through closet leading to an ensuite, shared with visitors to the home.

The building also includes a guest suite.

Sales for the phase-two tower are scheduled to begin in a month, but could start sooner because of the strong demand. Construction is expected to start in late summer or early fall of 2010, with completion in late 2012.

Special to The Sun

Broadcaster and reporter Claudia Kwan is a regular contributor to Westcoast Homes. She reads correspondence at twitter.com/thatsclaudiakwan

Affinity heralds return of influential developer

Cameron McNeill's tone is downright reverential when he talks about Nat Bosa. "The man's a visionary," says the president of MAC Marketing Solutions.

Over the past four decades, Bosa has led the construction of more than 20,000 condos around North America.

"Look at what he [Bosa] has done for the Belltown area of Seattle," says McNeill. "He built half of Brentwood, he was way ahead of his time with developing the waterfront in New Westminster and Citygate (in Vancouver)."

McNeill says that at a meeting of the Urban Development Institute, other prominent members of the development community were seen to be visibly relieved that Bosa was making a return to the

Greater Vancouver market with the Affinity project, his first development in the Vancouver area in about seven years.

Bosa downplayed any sense of self-importance in a rare interview. He pointed out that his sons continued building here while he focused on projects in California.

"Basically it got a lot worse down there than anybody expected," he says. "While we wait for that to rebound, I said 'Let's revisit back home for a while.'"

Bosa is 65, but shows no signs of slowing down. He's a little battered and bruised after weathering the stormy economic conditions down south, but says he's still biking, skiing, and enjoying life.

Bosa believes the love affair the Lower Mainland has with real estate has never faded; with a stable banking system and a level of demand sustained by immigration, it's a place he'll always return to.

He particularly believes in the Brentwood neighbourhood, situating the family-operated company's head office there. "This area's just got nowhere to go but up," Bosa says. "The match has been struck a long time ago. Right now it's expanding, this is not any more pioneering."

Considering the local market conditions, he believes it will always be healthy. "We are a place that people like to live. The only time we get messed up is when the government changes. We need business friendly policies, and we can't be in for big surprises from the government."

Bosa agrees that he's never been afraid to be a market leader and to enter a new area. "When I bought Citygate, people thought I was nuts."

So what does coming back to Vancouver mean now? "Yeah, I could say it's a vote of confidence in the Lower Mainland, because I come in, get on this project, and I start building. Obviously, I gotta have confidence, otherwise I'm losing it!"

To Bosa, the slowdown in construction has allowed the market to level off a little. The vacancy rate continues to be low, and people are continuing to move to Vancouver; Bosa sees that as an issue of supply and demand weighed heavily toward demand.

He is also discounting the potential cooling-off effects of the HST, recalling that consumers eventually got used to the GST after its introduction in 1991. "There's no question, HST is a big cost. I don't like it, and for a little while, you'll see some negotiations around it. But after a while, it just becomes part of the cost of doing business or buying a home."

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