



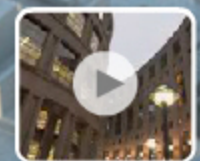
360 Building



Yaletown



Stadium District



Main Public Library



Granville Entertainment District



Chinatown



Queen Elizabeth Theatre



Vancouver Art Gallery



Scotiabank Theatres



Robson Street



Transit Hub



Pacific Centre Mall



Gastown

Interiors

- By the Design Agency
- Custom designed suite entry door & light box
- Elegant natural stone threshold at suite entrance
- Rich bamboo wood flooring with ultra matte finish throughout all living areas
- Modern 100% wool carpet in bedroom. Durable & long-lasting, with embedded allergens & dust filters
- Unique Custom Kitchen based on Kitchen Living concept, in two stunning rich lacquer finishes with backpainted glass in choice of 3 colours or stainless steel backsplash
- Additional designer series upgrade package with choice of countertop stone as backsplash
- Custom designed entertainment unit in stunning walnut finish in select suites

Kitchens

- Unique custom designed cabinetry in high gloss finish
- Soft-closing precision cabinet drawers and doors
- Contemporary built-in undercabinet linear led lighting
- Unique polished quartz or Icestone slab countertop
- Modern stainless steel single compartment sink
- Sleek chrome finish single mixer faucet to match sink
- Dual depth upper cabinets allows for more flexible usage
- Open ended integrated bookshelf within kitchen island in select homes

Appliances

- Miele 24" Classic Series stainless steel fourburner gas cooktop with linear grate design
- Miele 24" Classic Series built-in stainless steel oven with true European convection, auto roast and intensive baking modes, or Miele 24" Signature Series Speed Oven with clean touch steel with signature handle and 9 operating modes in one bedroom suites
- Miele stainless steel designer three-speed hood fan with hidden knob controls and integrated lighting
- Miele fully-integrated dishwasher with automatic sensor water shut-off
- Miele 24" fully-integrated refrigerator with bottom freezer door



- Miele front loading washer and condensing/ventless electric dryer

Bathrooms and Ensuites

- Streamlined custom bathroom vanities with countertop extensions
- Soft-closing precision cabinet drawers and doors
- Polished solid stone for all bathroom and ensuite vanity countertops
- Custom integrated vanity lighting
- State of the art integrated vanity mirror television in all master baths
- Concealed medicine cabinet within vanity mirror
- Integrated towel bar at each vanity sink
- Sleek bathroom fixtures by Kohler in polished chrome with customizable colour options
- Contemporary Kohler under-counter basins
- Modern drop in tubs with tile surround
- Luxurious stone tile flooring and tub surround
- Elegant glass tile on bath and shower surround wall
- Separate glass shower enclosures in ensuites with soothing
- Kohler shower wand and luxurious rain showerhead*
- Kohler Persuade curve high efficiency dual flush toilet

Window shades

- Quality window shades with woven sun control fabric. Matching shade material throughout the building to create a unified appearance

Landscaping

- Designed by Vancouver' s leading landscape architecture firm, Phillips Farevaag Smallenberg
- West coast modernist palette of materials including concrete, glass, wood, stone, and both native and adapted plants
- Lushly landscaped dog park amenity that is a crisp composition of wood, grass, stone, concrete and pebbles
- South facing heated outdoor lap pool flanked by an outdoor terrace
- A series of lush planters create a vertical band of green up both the south and west facades of the building
- The architecture is topped by a striated green roof

Mechanical

- Centralized, low temperature heating and cooling system utilizing recovered energy from the neighbouring office building to maximize energy efficiency
- High-performance, fan-assisted European style perimeter radiators providing comfort cooling and heating to all residents



- Unobtrusive, quiet and elegant in design, the radiators are highly responsive and flexible in their controllability

Electrical Design

- Hydro infrastructure for future automatic switching to minimize power outages to within 5 seconds
- Standby generator set for base building backup
- Single stage fire alarm system
- Common area lighting will be designed to exceed ashrae 90.1 and City of Vancouver energy by-law
- Energy efficient led lighting

Security

- Main Lobby offers 24-hour concierge/security
- Building-wide electronic Access Control System
- 24-hour digital video recording surveillance of building entry points
- Electronic access using a single encrypted security device
- Video entry system allows identification and screening of guests
- Elevators include restricted floor access





living room



kitchen



ensuite



lobby



wellness
centre



pool

- Unique custom kitchen in two stunning rich lacquer finishes

- Quality window shades with woven sun control fabric

- Custom designed suite entry door with natural stone threshold
- 100% modern wool carpets in bedroom

- TELUS Optik TV
- TELUS Optik Internet
- TELUS garden App



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place

plans & views

homes

technology

team

register

TELUS garden



living room



kitchen



ensuite



lobby



wellness
centre



pool

- Custom designed cabinetry

- Miele 24" fully-integrated refrigerator

- Undercabinet LED lighting

- Miele stainless steel hood fan with integrated lighting

- Polished quartz slab countertop

- Miele fully-integrated dishwasher

- Miele 24" built-in stainless steel oven

- Soft-closing cabinet drawers & doors



place

homes

technology

team

register

TELUS garden



living room

- Integrated vanity lighting



kitchen



- Concealed medicine cabinet



ensuite



lobby



wellness
centre



pool

- Glass tile on bath & shower
surround wall

- Kohler rain showerhead

- Separate glass shower
enclosure

- Custom bathroom vanity with
countertop extension

- Under-counter basins by
Kohler

- Soft-closing precision cabinet
drawers & doors



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





living room



kitchen



ensuite



lobby



wellness
centre



pool

• Multi-media art wall

• Living wall





living room



kitchen



ensuite



lobby



wellness
centre



pool

- Living wall

- Outdoor Lounge

- Gym

- Wellness Centre

- TELUS Optik Internet



B C C CONDOS . N E T





living room



kitchen



ensuite



lobby



wellness
centre



pool

- Contemporary lounge with gas fire place

- State of the art exercise equipment

- Gym

- Café and refreshment bar





TELUS
Optik TV



TELUS
Optik Internet



TELUS
Phone



TELUS garden
App



Climate
& Energy

The TELUS future friendly home. TELUS Garden is a breath of fresh air. Every home comes equipped with the best in entertainment – offering a full range of high-end TELUS services, all included in your monthly strata maintenance fee.



Climate & Energy

- Centralized low temperature heating and cooling system utilizing recovered energy from the neighboring Office building to maximize energy efficiency
- High-performance fan-assisted European style perimeter radiators providing comfort cooling and heating to all residents
- Unobtrusive, quiet and elegant in design, the radiators are highly responsive and flexible in their controllability





TELUS
Optik TV



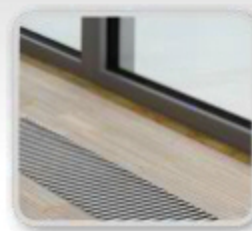
TELUS
Optik Internet



TELUS
Phone

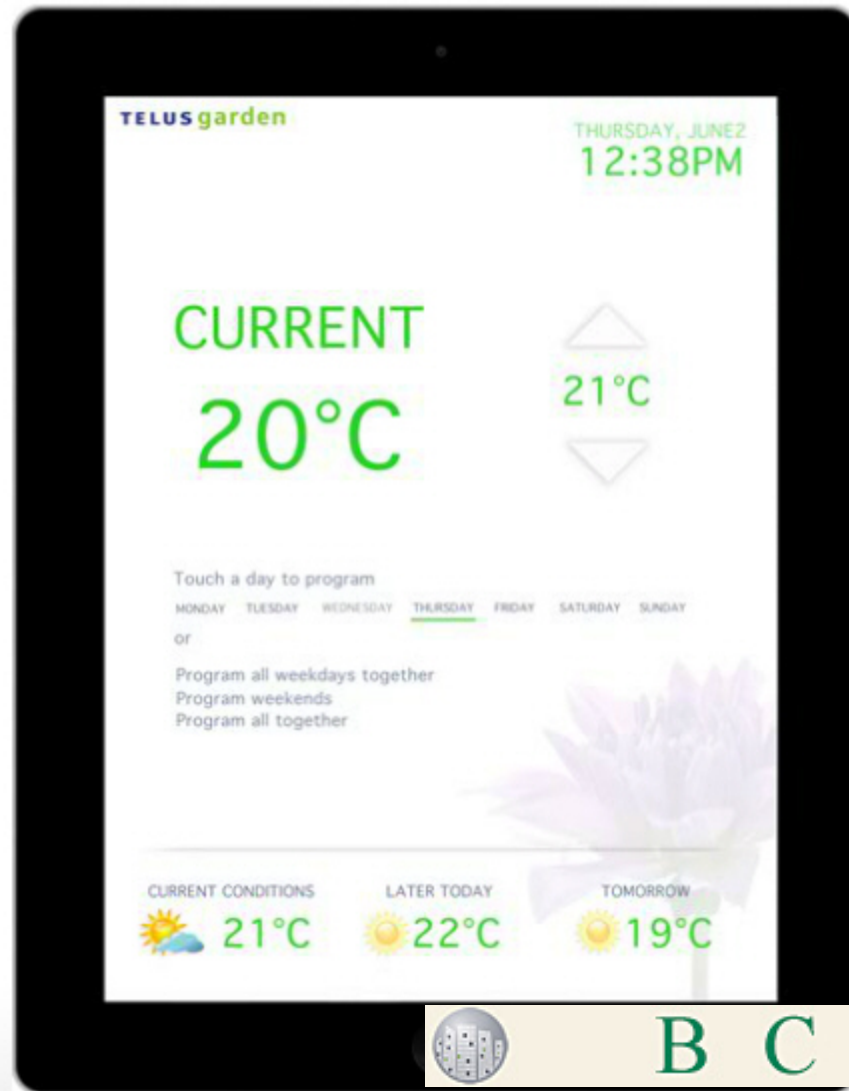


TELUS garden
App



Climate
& Energy

The TELUS future friendly home. TELUS Garden is a breath of fresh air. Every home comes equipped with the best in entertainment – offering a full range of high-end TELUS services, all included in your monthly strata maintenance fee.



TELUS garden app

TELUS is creating a custom app for select mobile devices for telus garden residents. The telus garden app is under development. Some of the features contemplated for the app are:

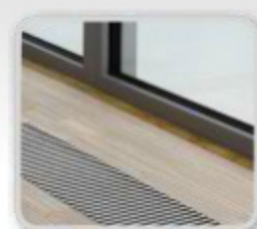
- Energy monitoring and management
- Ability to control the heating and cooling of your home remotely
- Links to the building's entry phone system and security access
- Ability to book fitness and Yoga classes in the Wellness Centre
- Connection to building concierge services
- Building message notification
- Integration to Strata Property Manager for access to Strata Corporation Minutes, Notices, Bylaws and Rules



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The telus garden app is under development and may or may not include the above features and is subject to change without notice. E. & O.E.

TELUS
Optik TVTELUS
Optik InternetTELUS
PhoneTELUS garden
AppClimate
& Energy

The TELUS future friendly home. TELUS Garden is a breath of fresh air. Every home comes equipped with the best in entertainment – offering a full range of high-end TELUS services, all included in your monthly strata maintenance fee.



TELUS Optik Internet™

Every residence at TELUS garden is wired with Optik Internet and ready to go. So on top of an amazing new home, you'll get more speed, security and freedom from your Internet. It's the icing on a new homeowner's cake.

Surf Faster

Take advantage of our fast new fiber optic network

Stay Secure

Relax knowing your online excursions are protected by a comprehensive suite of security products

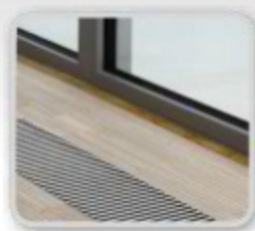
Get Mobile



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home with home

TELUS
Optik TVTELUS
Optik InternetTELUS
PhoneTELUS garden
AppClimate
& Energy

The TELUS future friendly home. TELUS Garden is a breath of fresh air. Every home comes equipped with the best in entertainment – offering a full range of high-end TELUS services, all included in your monthly strata maintenance fee.



TELUS Phone

Every residence at TELUS garden is wired and ready for a TELUS home phone. You can always count on it to stay connected with your friends, family and loved ones with features that include:

- Unbeatable call quality on the most reliable home phone network
- Flexibility to select Calling Features that best suit your needs, and to change your selections as your needs change
- Even works during extended power outages



place

homes

technology

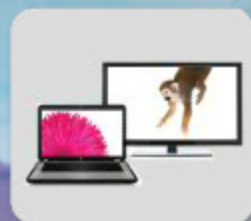
team

register

TELUS garden



TELUS
Optik TV



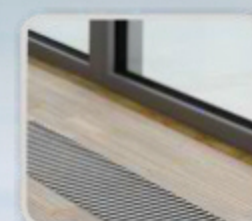
TELUS
Optik Internet



TELUS
Phone



TELUS garden
App



Climate
& Energy

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





TELUS



Westbank

Henriquez
Partners
Architects

Design Agency

Henriquez Partners Architects

Founded in 1969 in Vancouver, Canada, Henriquez Partners Architects' commitment to design and socially responsible community development is intrinsic to their philosophy. The studio's projects, which have received numerous design awards for architectural excellence, range from the large-scale telus garden and Woodward's Redevelopment to smaller unique civic structures such as the York Theatre heritage renewal. The integration of the poetic and the ethical are the focus of their practice.

henriquezpartners.com



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





TELUS



Westbank

Henriquez
Partners
Architects

Design Agency



the Design Agency

the Design Agency is a design focused dynamic, full-service Toronto based design Studio founded by acclaimed designers Allen Chan, Matt Davis, and Anwar Mekhayesh Mekhayech. The DA works closely with our clients needs and examines the overlap between space, design, art, and culture, to develop unique design solutions for every project.

At the Design Agency, the intersection of design, technology, and craft play an integral part in the way we develop concepts and approach projects within our Studio. We view design holistically, from the finest details to the larger concepts, and to greater community. We bring an inspired approach to every project, and see it as an opportunity to contribute to our ever more complex urban environments and to transform the World that we live and





TELUS



Westbank

Henriquez
Partners
Architects

Design Agency

The Developer

Westbank

Founded in 1992, Westbank has a growing portfolio of signature properties in key North American cities. Their architecturally focused approach to the creation of luxury residences has made them Canada's leading luxury residential real estate development company. Notable Vancouver icons include Living Shangri-La Vancouver, Coal Harbour's Fairmont Pacific Rim and the redevelopment of the legendary Woodward's property.

westbankcorp.com





TELUS



Westbank

Henriquez
Partners
Architects

Design Agency

Darren Entwistle
President and CEO, TELUS
Vancouver, BC

TELUS

We give where we live. We passionately believe in making a difference for those in need through giving and by rolling up our sleeves to help build healthy communities. Since 2000, TELUS, our team members and retirees have contributed \$245 million to charitable organizations and volunteered more than 4.1 million hours in local communities. It's one more way we are thanking our customers for inviting us into their homes.

telus.com



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Stanley Park

Bute

Thurlow

Shangri-La Vancouver

Robson Street Shopping District

Alberni

Royal Centre

Burrard

Hornby

Howe

Robson Square

Law Courts



City Centre Station

Four Seasons Hotel

Pacific Centre

TELUS garden

Richards

Robson

Homer

Hamilton

Cambie

Beatty

Granville Street Entertainment District

Nelson

Hamilton

Mainland

Yaletown

Yaletown Station



Canada Line
YVR Airport - 25 mins



David Lam Park

Vancouver Convention Centre

Fairmont Pacific Rim

Sinclair Centre

Harbour Centre
Simon Fraser University

Gastown

Woodward's

West Cordova

West Hastings

West Pender

Seabus
North Vancouver
26 mins



Waterfront Station

West Coast Express
Port Moody - 33 mins
Coquitlam - 35 mins
Mission - 82 mins



Victory Square Park

Cathedral Square

West Georgia

Canada Post

Queen Elizabeth Theatre

Vancouver Public Library

CBC

Stadium District

Expo Line / Millennium Line
Burnaby City Centre - 23 mins
New Westminster - 29 mins
Surrey City Centre - 39 mins



Plaza of Nations

Edgewater Casino

Coopers Park

TELUS World of Science



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Telus considers large downtown development

Business association lauds plan

By Cheryl Rossi, Vancouver Courier December 1, 2010

A "transformational development" is being pondered for a high-profile block downtown. Telus is considering redeveloping its property between West Georgia and Robson, Seymour and Richards streets.

Its headquarters dominates the block and Telus owns the parkade beside its office building.

"It's one of the last significant development sites available in the downtown core and it's between the shopping district and the entertainment district. Its development could act as a real engine for economic development," said Telus spokesperson Shawn Hall. "There's lots of reasons to be looking at this, now."

Telus has completed tower projects that meet LEED (Leadership in Energy and Environmental Design) standards in Toronto, Ottawa and Quebec City. Hall said the telecommunications company is considering a development "that would radically transform the entire block into one of the most technologically innovative and environmentally friendly sites in North America."

The Globe and Mail reported Nov. 7 that Telus was planning a 22-storey office tower at 520 West Georgia St., coupled with a 43-storey residential tower. Brent Toderian, the city's director of planning, said the residential tower is proposed for the corner of Richards and Robson streets. Hall wouldn't confirm the building height and wouldn't say whether a potential residential tower would include condominiums or rental suites.

"Nothing's been formalized and nothing's been signed," he said. "When you're in early days, plans change."

Telus has been talking to Westbank Projects Corp., which developed the Woodward's site, and Peterson Investment Group Inc.

Henriquez Partners Architects has been linked to the project but Gregory Henriquez wouldn't comment on the potential redevelopment.

Telus's headquarters has always been situated in the Lower Mainland, Hall said. Of Telus's 3,500 employees across the country, 1,000 of them work in Vancouver.



Hall said Telus aims to have 70 per cent of its employees working at home or offsite full-time or part-time in the next five years, so a new office building would feature shared, open workspaces instead of walled offices. He couldn't say what proportion of an office tower Telus employees would occupy.

Charles Gauthier, executive director of the Downtown Vancouver Business Improvement Association, calls the project "great news if it goes ahead."

Toderian said the potential Telus project is one of several significant office developments in the works.

"Many people are telling us that we might have one of the healthiest office markets in North America currently," he said. "Where other cities have gone relatively cold, we're working on a number of office projects, both standalone and mixed use in the downtown and several other areas of the city. It's the most significant growth in serious office proposals that we've seen in a very long time."

Commercial real estate typically evolves in a seven-year cycle, Toderian said. New space is built, office space fills with high, stable lease rates, vacancy rates decrease, then new space is built. But residential speculation and high construction costs stalled the growth of office space in Vancouver somewhat in recent years. The city placed a moratorium on new residential construction in the central business district, about 15 per cent of the downtown peninsula, in 2004 to preserve land for office space. The city believes office space needs to grow by 5.5 million square feet in the next 30 years so that residents can work close to home.

crossi@vancourier.com



Vancouver business district forges ahead with three new towers

Almost half the nearly 1.2 million square feet of new space is pre-leased

BY BRIAN MORTON, VANCOUVER SUN MAY 15, 2012



Vancouver's skyline is set to change with the addition of three new office towers. The project is scheduled for completion by spring 2015.

Photograph by: Handout, *

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The construction process for three major office towers in Downtown Vancouver is now underway, signalling a much-anticipated addition to the city's commercial sector.

Already interest is high, with about half the nearly 1.2-million square feet of new office space already spoken for.

While the towers won't be available to clients for two or three years, demolition of existing buildings and site preparation has begun .

Among the new projects is Telus's 22-storey, 500,000-square-foot office tower, part of the company's \$750-million redevelopment of the entire city block bounded by Robson, Georgia, Seymour and Richards streets, to be called Telus Garden.

"Demolition has been underway for three weeks and it's progressing very well," said Andrea Goertz, Telus Corp.'s senior vice-president of strategic initiatives.

"Nine of the 21 available storeys are taken by Telus. And three by [law firm] Bull Housser Tupper," which has committed to 67,000 square feet upon completion.

"We're working aggressively with a few other potential tenants," she said.

The other new buildings under construction are the B.C. Investment Management Corp.'s 400,000-square-foot, 24-storey project at 745 Thurlow St., scheduled for completion in the spring of 2015; and Oxford Properties' 25-storey tower at 1021 West Hastings, next to the Marine Building, which promises 270,000 square feet of office space to be completed in 2014. The Telus development is scheduled to finish by 2015.

Another major development, also part of a boom in new office construction, includes a planned \$200-million, 30-storey office tower developed by European investment bank Credit Suisse, to be called the Exchange at Howe and Pender streets.

Kevin McNaney, Vancouver's assistant director of planning said the tower projects have been strategically approved.

"Three years ago, council approved the Metro core study, which looked at the future of employment in downtown Vancouver [to] ensure we had enough job space capacity over the next 30 years," he said. "We determined we had a 5.8-million-square-foot gap."

Council increased densities and added a rezoning policy to encourage more office development, he added. "And it worked. We're seeing a significant number of new office projects in the downtown area."

According to the City of Vancouver, 19 new office projects totalling 4.9 million square feet are either under construction, approved or in the application stage. Of those, 1.8 million square feet are in the central business district, which runs roughly between Beatty and Bute streets and Robson Street and the Burrard Inlet waterfront.

Anthio Yuen, a senior research analyst with the commercial brokerage firm CBRE said interest in the new towers is high, with 49 per cent of the office space already pre-leased.

"It's amazing, because the buildings are just breaking ground. And most of the interest is for larger blocks of space that the landlord wants leased." He said 1021 West Hasting was renamed the MNP Tower following a 72,000-squarefoot pre-lease by MNP LLP; and that 745 Thurlow has confirmed pre-lease commitments from SNC-Lavalin and McCarthy Tétrault.

Keith Sashaw, president of the Vancouver Regional Construction Association said the three new towers will not only provide a lot of work for local construction companies, they'll provide plenty of jobs as well.

He said \$1 million of construction activity generates one year of full-time employment for 12 to 15 people.

bmorton@vancouversun.com

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Vancouver's skyline is set to change with the addition of three new office towers. The project is scheduled for completion by spring 2015.

Photograph by: Handout, *



Telus Garden at Robson and Richards by Westbank

Downtown Vancouver's most coveted address goes on sale
this spring

Sun

Monday, January, 23, 2012



Homes at TELUS Garden will range from affordable one- bedrooms to luxurious signature residences and penthouse units. Vancouver Sun



A green oasis where architectural beauty, leading-edge technology, urban living and environmental sustainability merge seamlessly vibrant and dynamic community the anticipation is growing as the opportunity to cultivate a new way of living in one of more than 420 new homes at TELUS Garden (at richards and robson) grows near.



The striking million-square foot development, to be completed in 2015, will be one of the most technologically innovative and environmentally-friendly urban communities in North America. Residents will enjoy finger-tip access to some of the most advanced entertainment and communications technology in the world, set in a unique building created with the environment and vibrant culture top-of-mind.

Across from the Canada/ Millennium Line transit hub and Skytrain, the fresh shops and restaurants, along with popular wellness/ yoga amenities will significantly enhance the vibrancy of the streetscape.

This will be the most sensational real estate undertaking in Vancouver's recent history, radically transforming an aging block of prime Vancouver real estate into an inviting mix of cutting-edge residential, retail and commercial space with restaurants and wellness and service amenities for the public and residents.

"Our vision for TELUS Garden is one of architectural beauty, leading-edge technology, urban living and environmental sustainability merging seamlessly into a vibrant and dynamic community," said Darren Entwistle, TELUS President and CEO.

Jointly developed by TELUS and Canada's leading residential developer, Westbank (Woodward's re-development, fairmont Pacific rim, Living Shangri-La), TELUS Garden is geared to attract owners and residents who value living downtown in an amenity rich building and an environmentally sensitive design.

"This will be one of the most technologically advanced mixed-use properties in the world," said Ian Gillespie, CEO of Westbank.

TELUS Garden will offer a spectrum of homes from affordable one-bedrooms to luxurious signature residences and penthouse suites featuring contemporary design and open concept interiors by Design agency, Miele-equipped kitchens and terrazzo-tiled baths. Residents will enjoy TELUS' advanced communications technology, including TELUS optik TV, optik High Speed Internet and home phone services as well as tranquil gardens. An expansive wellness centre will also be on site with a gym, swimming pool and yoga facilities.



With architecture by Vancouver-based firm Henriquez and Partners Architects, TELUS Garden will transform and revitalize the Robson block with development that includes a new 22-storey 480,000-square foot signature office tower and a new 46-storey, 400,000-square foot residential tower, with a two-level retail podium with shops, services and amenities, plus a public plaza.

TELUS Garden promises to set new standards for sustainability within the City of Vancouver's Green Capital strategy, targeting Leadership in energy and environmental Design (LEED) Platinum and Gold certification.

The development will feature its own energy district utility plant that will recover heat from the existing TELUS building on site as well as rooftop solar collection. With these innovations, the developers anticipate the building will use up to 80 per cent less energy than a standard building of the same size. In addition, rainwater will be collected for toilets and irrigation, and there will be electric car charging stations and ample bicycle storage.

Sky gardens, cantilevered dramatically from the office tower and innovative LED lighting will add urban drama from street to sky. Large-scale tree planting and 25,000 square foot green roofs will offer sanctuary and provide further environmental benefits.

The location is ideal, walking distance to the downtown entertainment district, sports complexes, new arts community and Yaletown and across from the Canada and Millennium Lines.

Combining the perks of a downtown address and urban living with advanced technology and environmental design, TELUS Garden will set the new standard for green living and provide individuals with a unique opportunity to own a home offering a next-generation lifestyle.

Selling Spring 2012. Visit telusgarden.com

TELUS Garden will set the new standard for green living

◆ Copyright (c) The Vancouver Sun



Telus plan for second-tallest tower in Vancouver now includes condominium units

By Susan Lazaruk, The Province March 5, 2012



A model of Telus Garden. The building, which is part of a much larger \$3-billion plan, will be constructed over the next three years.

Photograph by: Ward Perrin , PNG

At 53 storeys high, the new residential condo tower that's part of Telus' s redevelopment of a downtown city block will be the city' s second-tallest building, and it' s being built in an area the city zoned off limits to residential construction.

Rezoning for the 500,000-square-foot tower, part of the \$750 million redevelopment Telus Garden that also includes 500,000 square feet of office space in a 24-storey tower, was approved by Vancouver city council last week and was officially launched by Telus on Friday.

The telecommunications giant was given special permission to build condos in a part of downtown that was zoned non-residential after it agreed to \$15 million in community amenities, including contributing to parks, greenways and bike paths.



And according to one urban design expert, office space is less likely to get built if it doesn't have a residential component.

"Everybody's pleased there's another office building going up in downtown Vancouver," said architect Michael Geller. "But this development was not economically viable on its own" without the condo tower.

"There is lots of money to be made on the condominium building but the office building is not so profitable," he said. Each floor in a residential building with typical square footage of 6,000 is about \$1 million, based on an estimated value of \$150 per square foot, he said.

And Telus's condo building has a square footage footprint of 9,500, according to a city rezoning report.

At a proposed 53 storeys, Telus's condo building is second tallest next to the 62-storey Shangri-la, a building that received a lot of negative comments about its height when it was proposed less than a decade ago.

"In the last 10 years, Vancouver has definitely started to accept taller buildings in the downtown," he said.

The complex will transform an entire downtown Vancouver city block, between Robson and Georgia streets and Richard and Seymour streets, with a development that by 2015 will add a dazzling technological display to the undeveloped block now covered mostly by parking lots.

The buildings will host a 3,000 square foot retractable projection screen located between the 14th and 17th floors of the office building, a 400 square foot LED screen between floors two and four and two 1,250 square feet LED screens at the corner of Robson and Seymour streets, according to a city rezoning report.

"It is a very creative project," said Geller.

"I hope Telus does show off its technological innovations," he said. "Anybody who's been to Asia comes back [to Canada] and feels like a kid in a corn field," he said.

But he said, "I'm not sure if there is a whole lot of awareness now of the impact of these screens," he said.

Some residents near the new stadium complain about the light pollution from its electronic billboard.



Although Telus received its rezoning application, the city rezoning report noted the largest screen would require an amendment to its city sign bylaws, subject to a public hearing, and it noted no third-party advertising would be permitted on the screens until staff can review the bylaw regarding the use of such screens.

The mixed-use development is part of Telus' s \$3 billion investment in B.C. over the next three years that will add 1,300 new jobs, CEO Darren Entwistle said.

“We will continue to expand wireline broadband access to rural and remote communities and deliver the world’ s fastest wireless technology to almost 90 per cent of British Columbians by the end of this year,” he said.





January 25, 2012 12:00 PM - Financial - Economic News, Trends & Analysis
- Real Estate

Downtown demand driving Metro Vancouver office market amid select suburban soft spots

Avison Young releases Year-End 2011 Metro Vancouver Office Market Report

VANCOUVER, Jan. 25, 2012 /CNW/ - Positive absorption, tightening vacancy and a lack of new Downtown office product kicked off Vancouver's next development cycle in 2011 while select suburban markets - despite some signs of improvement - continued to demonstrate lingering weakness amid ongoing global economic concerns.

These are some of the key trends noted in **Avison Young's Year-End 2011 Metro Vancouver Office Market Report**, released today. The semi-annual survey covers vacancy, absorption and new construction trends in the Downtown, Yaletown, Broadway, Burnaby, Richmond, Surrey, New Westminster and North Shore submarkets, which total 46.4 million square feet (msf) of office space.

The region witnessed positive annual absorption in 2011. The net change in occupied office space between January 1 and December 31, 2011 was 532,275 sf - an improvement on the positive annual absorption of 246,777 sf that occurred during 2010. Five of the eight submarkets experienced positive annual absorption in 2011, a similar result to 2010. The Downtown submarket led the way in 2011 with 373,425 sf of positive absorption followed by Burnaby (212,072 sf). Yaletown, Broadway and Richmond also enjoyed positive absorption during the year.

The overall Metro Vancouver vacancy rate declined in 2011, dropping to 7.4% from 8.4% at year-end 2010. Five submarkets (Downtown, Yaletown, Broadway, Burnaby and Richmond) saw vacancy rates decline in 2011, while vacancy on the North Shore held steady on a year-over-year basis.

"This year marks the start of something remarkable in the Metro Vancouver office market," comments **Michael Keenan**, Senior Vice-President and Managing Director of Avison Young's Vancouver office.

"With three significant projects starting construction Downtown and at least four others in the planning stages - along with new projects going forward in the Broadway, Burnaby, New Westminster and North Shore submarkets - Metro Vancouver's office market is embarking on one of the most substantial expansions the region has witnessed in decades."

According to Avison Young Downtown office leasing advisor **Glenn Gardner**, vacancy in the Downtown core continues to tighten in all property classes with vacancy in the single digits at year-end 2011 as deal volume picked up during the second half of 2011.

"The majority of reported notable deals during the last half of the year were renewals," he says. "This is likely a reflection of the supply constraints prevailing in the market. With class AAA vacancy virtually nonexistent and class A premises at 3.3%, there are very few options for tenants considering relocation or expansion in the Downtown core. Even class B vacancy is less than 5%. New construction will unlock currently unrealized demand and provide for a more balanced market."

The overall Downtown office market remains tight with only 3.9% vacant at year-end 2011, a steep decline from 5.2% at year-end 2010. Vacancy in class AAA premises contracted from 3.9% at year-end 2010 to only 1% unoccupied. If the space availability factor (SAF) is taken into consideration, Downtown's effective availability rate is currently 6.5%, down from 7.1% at year-end 2010. (SAF refers to head lease or sublease space that is being marketed but is not physically vacant, or new supply that is nearing completion and available for lease.)

Burnaby continued to witness positive gains in 2011 with vacancy levels continuing to decline year over year from 13.2% at year-end 2010 to 10.6% at the close of 2011. Strong positive annual absorption of more than 212,000 sf demonstrated the resilience in the submarket as it rebounds despite ongoing global economic turmoil. Posting positive annual absorption for the first time since 2007, Richmond saw its vacancy rate dip to 23.3% from 24.6% at year-end 2010. While Richmond still has the highest vacancy rate in Metro Vancouver, declining vacancy and positive annual absorption in 2011 could mark a reversal of fortune for the long-suffering submarket. The overall suburban vacancy rate in Metro Vancouver increased slightly to 10.6%.

"A stabilized economic outlook and improving business climate has stimulated demand as demonstrated by the positive absorption experienced in most suburban markets," adds Avison Young Principal **Bill Elliott**. "Not only has the Richmond submarket swung to positive annual absorption for the first time since 2007, but Burnaby witnessed the lease-up of almost 415,000 sf of class A office space."

He continues: "With limited options in the Downtown core and the improved prospects of many suburban-based

ORGANIZATION PROFILE

Avison Young (Canada) Inc.



www.avisonyoung.com/

Vancouver, British Columbia

Avison Young is a Canadian-owned, principal-managed commercial real estate company comprising more than 700 real estate professionals, including licensed brokers, commercial property managers, financial analysts, research professionals and marketing specialists. We help our clients strategically solve their real estate concerns so that they can concentrate on what their businesses do ...

[More on this organization](#)



businesses, the resurgence in demand for office space in Metro Vancouver's large inner suburbs bodes well for the overall market and has triggered a new development cycle in its own right. Ivanhoe Cambridge is pursuing construction of Metrotower III in Burnaby and there appears to be impetus behind getting Sea Island Business Park in Richmond off the ground. Both of these projects had been biding their time and are now seeing 2012 as the year to move forward."

Sublease vacancy continues to decline throughout the majority of the region. As of year-end 2011, 299,773 sf of vacant sublease space remained, down from 476,210 sf at year-end 2010. Vacant sublease space now represents only 8.7% of Metro Vancouver's total vacancy. A lack of new supply and increased demand have pushed sublease vacancy to its lowest point since Avison Young began tracking the region in 1997.

Less than 150,000 sf of new product was added in 2011 to the Metro Vancouver office inventory. **Jameson House** and the **Offices at Hotel Georgia** provided 131,500 sf in the Downtown core, while **The Beasley** provided 18,000 sf in Yaletown. Additional projects in Surrey and Yaletown originally anticipated to complete in 2011 were subsequently pushed to 2012. There is no new product anticipated for Downtown until mid-2014 at the earliest.

Three new Downtown office towers to break ground in 2012:

Positive Downtown absorption of 373,425 sf in 2011 marks a significant improvement over the positive annual absorption of 53,846 sf just 12 months earlier. Many tenants chose to renew in light of the lack of new supply coming on stream in Downtown Vancouver in the next 30 months.

Bentall Kennedy, Westbank Projects and **Oxford Properties** have announced three significant office tower developments (745 Thurlow, **Telus Garden** and 1021 West Hastings, respectively) that will offer more than 1.1 msf of office space when completed. Oxford and Westbank have indicated that their respective projects would come on stream by mid-to-late 2014, while Bentall Kennedy has indicated its development would finish by the fall of 2015.

Gardner notes: "With these new prelease opportunities available, tenants have more options when it comes to relocating or expanding in the Downtown core. There is a palpable sense of enthusiasm around the positive indicators emerging in the Downtown core; and these new buildings, along with those that are being proposed, add much needed new product and further build the anticipation."

Other proposed office developments include **Jim Pattison Developments/Reliance Properties' Burrard Gateway**, and **Aquilini Development and Construction's** proposed office tower adjacent to Rogers Arena. **Manulife Financial** and **Credit Suisse AG** have also emerged in recent months with proposals for additional office tower developments in the Downtown core.

The impact of these new developments on the Downtown vacancy rate is explored in greater detail in the report, which contains a forecast model examining three potential absorption scenarios out to 2015 and highlights the potential impact new and proposed construction would have in each scenario.

Keenan adds: "This exercise in forecast modelling comes at a time when the Vancouver skyline is about to undergo a radical transformation and the Downtown core prepares for the largest expansion of office space in decades. By gaining an understanding now of how these new buildings will potentially impact Downtown market fundamentals by 2015, we are better able to inform tenants and landlords and, ultimately, provide a road map to illustrate possible courses of action."

Founded in 1978, Avison Young is Canada's largest independently-owned commercial real estate services company. Headquartered in Toronto, Ontario, Avison Young is also the largest Canadian-owned, principal-managed commercial real estate brokerage firm in North America. Comprising more than 800 real estate professionals in 26 offices across Canada and the U.S., the full-service commercial real estate company provides value-added, client-centric investment sales, leasing, advisory, management, financing and mortgage placement services to owners and occupiers of office, retail, industrial and multi-residential properties.

Editors/Real Estate Reporters

- **Click here to view Avison Young's Year-End 2011 Metro Vancouver Office Market Report:**
http://www.avisonyoung.com/sites/default/files/market-intelligence/OMR_MY_2011web_1.pdf

For further information:

For further info/comment/photos:

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SUCCESSFUL SELL-OUT > Landmark Vancouver TELUS
GARDEN Condos at Richards/Robson by Westbank
from \$270' s > 53 Storey Telus Garden Vancouver
Downtown Condo Landmark



Landmark Vancouver TELUS GARDEN Condos for Sale

Arguably the most anticipated landmark Vancouver downtown condo high-rise in the past few years, the new TELUS GARDEN Vancouver condo tower is starting pre-VIP sales right now! Get on our VIP LIST by registering for the preconstruction Vancouver TELUS GARDEN condos that will be developed at Richards and Robson Street Vancouver Downtown real estate district. Featuring a collaboration between notable companies based in Vancouver, the new TELUS GARDEN condo high-rise will be jointly developed and funded by Westbank Developers as well as TELUS, the Canadian telecom conglomerate. The amenity rich and environmentally friendly TELUS GARDEN Vancouver condos for sale will include the addition of approximately 430 new condominium residences at the corner of Richards and Robson Street where you will find one of the largest master planned downtown Vancouver real estate developments in recent history. Here, the 53 storey high-rise will feature a 450k square foot residential landmark Vancouver tower in addition to over 500k square feet of office space in a separate 24 storey high-rise. There will be a 3 level podium the preconstruction Vancouver TELUS GARDEN condo development which will be home to retail stores, boutique shops, services, restaurants, cafes, other amenities and even a beautifully designed public plaza and thoroughfare for pedestrian traffic. In addition to Westbank Developers and TELUS, the new landmark Vancouver TELUS GARDEN Condos for sale will also introduce Henriquez Partners Architects for the design and unique architecture of this modern glass tower that will provide the iconic statement for the downtown skyline for decades to come. At 53 stories in height, the new TELUS GARDEN Vancouver downtown condo tower will be the 3rd tallest high-rise in the city and will revitalize this Richards and Robson Street corridor to become the most exciting community for residents as well as businesses. For more information, please [VIP REGISTER](#) for the [BEST SELECTION OF SUITES & PRICING](#) at Telus Garden Vancouver Condos for sale.

The new TELUS GARDEN Vancouver condo project will include 1 to 3 bedroom homes in addition to luxury Vancouver TELUS GARDEN Penthouse Suites and Sub-Penthouse Residences as well as the Telus Garden Signature Suites for sale starting from the \$270,000's range. Remember that the new BC HST transitional rules will apply in addition to the new Home Buyers Rebate so that these units are ultra affordable for the downtown Vancouver real estate market. Also the project is striving for LEED Platinum and Gold certification, which means that the buildings will use approximately 80% less energy than a standard high-rise building!





The Interior Features of the Telus Garden Vancouver Condos

Some of the interior highlights at Telus Garden Vancouver downtown real estate development includes high-end finishes with natural stone thresholds at the entrance of the units as well as bamboo wood floors throughout the main living areas. Also, the preconstruction Vancouver Telus Garden condos for sale will introduce one hundred per cent wool carpets in the bedrooms that are low maintenance and very durable. All of the floor plans will be open concept and most of the suites will have outdoor living spaces. There are also custom designed entertainment units in select suites. All Telus Garden condos in Vancouver Downtown will also come with window shades for privacy.

The bathrooms at the new Vancouver Telus Garden apartments for sale will include Kohler Persuade high efficiency dual flush toilets in addition to separate glass enclosed showers for the ensuites (with Kohler products and rain shower head). Other bath features at the Telus Garden Apartments in Vancouver include Kohler under cabinetry basins, polished stone vanity counters and custom bathroom vanities and cabinets with soft closing mechanisms. The new Vancouver Telus Garden apartments for sale will also have modern drop in tubs with tiled surrounds, sleek modern fixtures, medicine cabinetry, vessel sinks and vanity lighting that is custom designed and selected for your suite. Also, there are luxurious stone tiled floors and tub surrounds.



The kitchens at Telus Garden Vancouver downtown condos for sale will include a full set of Miele stainless steel appliances including a fridge with bottom freezer, fully integrated dish washer, oven with true convection, baking and auto roast features in addition to a four burner gas cook top. Also, all homes at the Telus Garden Vancouver downtown condos for sale will have Miele front loading washer and a ventless electric dryer in laundry closets. The kitchens at the downtown Vancouver Telus Garden Condos for sale will introduce open ended integrated bookshelves in select units, dual depth upper cabinetry, sleek faucets, modern stainless steel sinks and either Icestone slab or polished quartz countertops which are healthier and more expensive than traditional granites. The new Vancouver Telus Garden condos will also have contemporary designed cabinets, soft closing mechanisms for all cabinetry doors and drawers and built in LED lighting.



The TELUS Future Friendly Homes at Telus Garden Vancouver Condominiums

One of the great perks of purchasing a new home at Telus Gardens in Downtown Vancouver real estate market is that it is built jointly between Westbank and TELUS itself. With that in mind, all of the Telus Garden Vancouver condominiums are TELUS Future Friendly Homes. Telus Garden Vancouver condominiums is a breath of fresh air according to their online marketing. Every TELUS Future Friendly Home comes equipped with the best in entertainment, offering a full range of high-end TELUS services, all included in the monthly strata maintenance fee. Therefore, if this is your



primary residence or an investment, the Telus Garden Vancouver condominiums is a step above the rest of the competition in the downtown Vancouver real estate market because of the integrated TELUS Future Friendly Home package. The TELUS Optik TV is part of the package at the new Vancouver TELUS Gardens where you will get the best in digital television, shows and features with a recording PVR for your favourite shows and sports events. In addition, the TELUS Garden future friendly homes will also include Optik Internet, which is high-speed, dependable and ultimately included in your strata fees. There is the Telus Phone, Telus Garden App and the climate and energy controls that new homebuyers want these days too. With this in mind, home owners at the new Telus Garden Vancouver condominiums can easily control the heating and cooling system to maximize their energy efficiency and to reduce their ongoing costs.



The TELUS GARDEN Price Range

The presale Vancouver TELUS GARDEN VIP Sales event is coming at the end of March, beginning of April 2012, but here is the anticipated new TELUS Garden price ranges for prospective home buyers. In addition, a \$20,000 bank draft is required at writing the contract offer for a presale Vancouver TELUS GARDEN condo suite with the balance of ten per cent within a week of the offer. There will also be an additional 3, five per cent deposits required prior to completion of the TELUS GARDEN Vancouver downtown condo tower, which makes up a total of 25% down payment. The presale Vancouver TELUS GARDEN Price Range includes:



- > 1 Bedroom + Flex between 467 - 569 sqft on Floors 6 - 38 > \$279,900 to mid \$500,000
- > 2 Bedroom + Flex between 696 to 774 square feet on 7 - 21 > \$469,900 to mid \$700,000
- > 2 Bed + Flex Floor Plans between 802 to 1131 sf on Floors 7 - 48 > \$539,9000 to over \$1M
- > 3 Bedroom plus Flex Floorplans between 1132 to 1355 sqft on Floors 23-48 > from \$829,900
- > TELUS GARDEN Signature Suites on Floors 49 - 50 > 1161 to 1688 sqft > from \$1.3 - \$2M+

The estimated maintenance strata fees at TELUS GARDEN Vancouver downtown condos for sale is approximately \$0.48 per square foot, which is very reasonable for the amenities on site. The TELUS GARDEN strata fees include: 24 hour concierge, access to amenity spaces, TELUS Future Friendly Home package.

Floors 7-21 TELUS garden

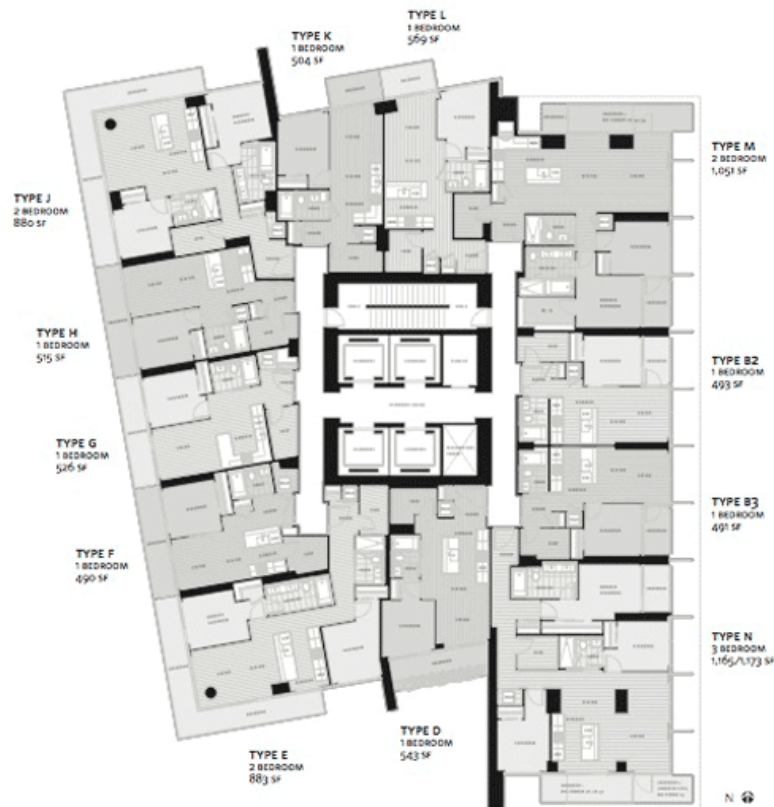


The Downtown Vancouver Telus Garden Floor Plans



There are many Telus Garden floor plans to choose from, but they are mainly split into 4 categories as follows. On Levels 7 - 21 of the landmark Vancouver downtown condo tower, the Telus Garden floor plans include 1 bed to 2 bedroom residences that range from 467 sqft (1 bed) to 1,131 sf (2 bed). The floor plate for Levels 7 - 21 at the downtown Vancouver Telus Garden high-rise includes 12 suites per floor.

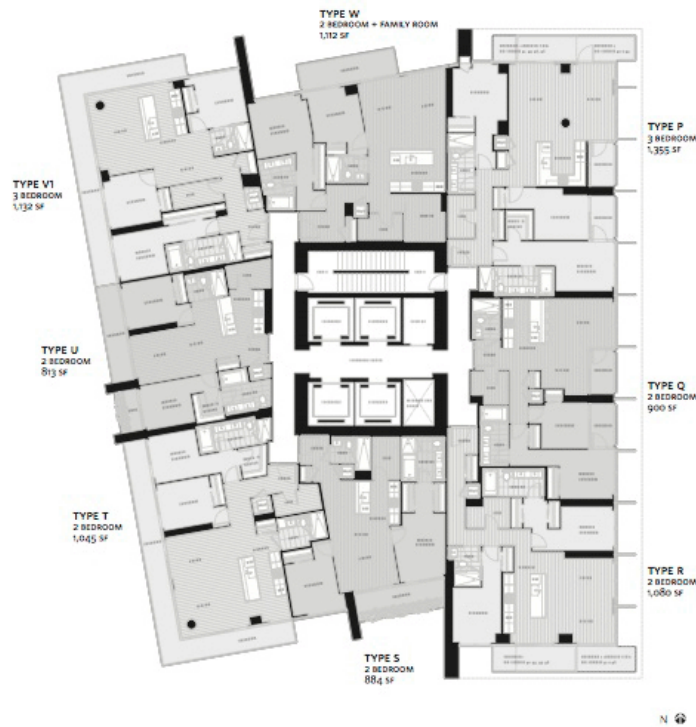
Floors 26-30 TELUS garden



Floors 26 to 30 will feature similar Vancouver Telus Garden floor plans that include 1 bedroom suites from 490 square feet facing west to the large 3 bedroom suites at 1,165 to 1,173 square feet depending on the floor. There are also several 2 bedroom floorplans available on these levels. The floorplate for Floors 26 to 30 will include 12 suites per floor with 12 different downtown Vancouver Telus Garden floorplans for home buyers to choose from.



Floors 41-48 **TELUS garden**



The more premium suites at the TELUS GARDEN high-rise are on Floors 41-48 which includes only 8 homes per level. These luxury Vancouver Telus Garden condo floor plans are very large and will include the following layouts (these are draft floorplans and information):

- > Type V1 > 3 Bedroom at 1,132 square feet facing west and north
- > Type U > 2 Bedroom at 813 sqft facing west
- > Type T > Spacious 2 bedroom Telus Garden condo floor plan at 1,045 sf facing west and south
- > Type S Layout > 2 Bed at 884 square feet facing due south
- > Type R at Telus Garden Floor Plans > 1,080 square feet with 2 bedrooms on southeast corner
- > Type Q > 2 Bedroom Layout at 900 square feet facing east
- > Type P > Spacious three bedroom Telus Garden floor plan at 1,355 square feet facing northeast
- > Type W > 2 bedroom plus family room suite at 1,112 square feet facing north

Again, the landmark Vancouver condo tower at TELUS Garden will feature a 53 storey high-rise with 428 homes for sale. The Telus Garden Signature Suites and Telus Garden Penthouse floor plans have not yet been released for previewing. Please VIP REGISTER to get a hold of these floorplans as soon as they are released by the developer and sales team.





The Telus Garden Amenities and Common Spaces

Did you know that the spectacular Telus Garden amenities includes a welcoming entrance lobby with a multi media art wall? Also, there is a 24 hour concierge desk as well as added security with a video enterphone and key fob access. The architecture of this amazing landmark Vancouver condo tower is designed by Henriquez Partners Architects and the landscape architecture firm is by Phillips Farevaag Smallerberg with the heavy use of west coast glass, wood, stone and native plants. The downtown Vancouver Telus Garden condos are also pet friendly with a dog park amenity space on site with pebbles, concrete, stone, grass and wood for your furry friends. Also, there is a heated outdoor lap pool with an outdoor terrace for home owners to relax, exercise and enjoy the incredible views. The downtown Vancouver Telus Garden amenities also includes a green roof, lush planters and a Wellness Centre with full gym and a YYoga studio. The Telus Garden amenities also includes a contemporary lounge with gas fire place, lounge area, and even a café and refreshment bar.

Downtown Vancouver At Your Doorstep

For homebuyers who choose the ultra luxury yet affordable Vancouver Telus Garden apartments as their new home, they certainly won't be disappointed with the location at Richards and Robson Street. Within walking distance is everything that downtown Vancouver real estate district is known for. This includes all the shopping and boutiques along Robson Street, the



Scotiabank Theatre as well as the Granville Entertainment District. Also nearby the new Telus Garden Vancouver downtown condos for sale is the Vancouver Art Gallery, Pacific Centre Mall with the Apple Store, Yaletown, the Main Public Library and Queen Elizabeth Theatre for live shows. Also, the new downtown Vancouver Telus Garden apartments are also close to the Stadium District with Rogers Arena and BC Place Stadium for hockey, football and concerts in addition to the Chinatown/Crosstown/Gastown districts. Best of all, if you wanted to get away to the rest of the Lower Mainland, the Telus Garden Vancouver downtown condos are also very close to the transit hubs where you will find the SkyTrain, bus routes and Seabus to get you where you need to go



TELUS garden

Telus Garden

By [Westbank](#)

777 Richards St [Vancouver](#)

From CAD\$279,900



Telus Garden is a new condo project by [Westbank](#) currently in preconstruction at 777 Richards St in [Vancouver](#). Available condos start at CAD\$279,900. The project has a total of 428 units.

Project Details

DEVELOPMENT NAME Telus Garden

DEVELOPER(S) [Westbank](#)

PROJECT TYPE Condominium



ADDRESS 777 Richards St
NEIGHBOURHOOD/CITY Vancouver
STATE/PROVINCE British Columbia
POSTAL CODE V6B 3A4
SALES CENTRE PHONE # 604-695-6800
SALES CENTRE ADDRESS 3rd Floor, 768 Seymour Street (Coming Soon!)
CONSTRUCTION STATUS Preconstruction
SELLING STATUS Selling
TOTAL NUMBER OF UNITS 428 units
NUMBER OF STOREYS 53 storeys
UNIT SIZES From 467
SALES COMPANY Magnum Projects
ARCHITECT(S) Gregory Henriquez
INTERIOR DESIGNER(S) The Design Agency

\$ Prices

PRICES(AVAILABLE UNITS) From CAD\$279,900

Project Summary

From Telus Garden:

Telus garden promises to be the most sensational real estate development in Vancouver's recent history.

Project Amenities

Yoga Studio | Pool | Fitness Centre | Concierge

Features & Finishes

Interiors

By the Design Agency

Custom designed suite entry door & light box

Elegant natural stone threshold at suite entrance

Rich bamboo wood flooring with ultra matte finish throughout all living areas

Modern 100% wool carpet in bedroom. Durable & long-lasting, with embedded allergens & dust filters

Unique Custom Kitchen based on Kitchen Living concept, in two stunning rich lacquer



finishes with backpainted glass in choice of 3 colours or stainless steel backsplash
Additional designer series upgrade package with choice of countertop stone as backsplash
Custom designed entertainment unit in stunning walnut finish in select suites

Kitchens

Unique custom designed cabinetry in high gloss finish
Soft-closing precision cabinet drawers and doors
Contemporary built-in undercabinet linear led lighting
Unique polished quartz or Icestone slab countertop
Modern stainless steel single compartment sink
Sleek chrome finish single mixer faucet to match sink
Dual depth upper cabinets allows for more flexible usage
Open ended integrated bookshelf within kitchen island in select homes

Appliances

Miele 24" Classic Series stainless steel fourburner gas cooktop with linear grate design
Miele 24" Classic Series built-in stainless steel oven with true European convection, auto roast and intensive baking modes, or Miele 24" Signature Series Speed Oven with clean touch steel with signature handle and 9 operating modes in one bedroom suites
Miele stainless steel designer three-speed hood fan with hidden knob controls and integrated lighting
Miele fully-integrated dishwasher with automatic sensor water shut-off
Miele 24" fully-integrated refrigerator with bottom freezer door
Miele front loading washer and condensing/ventless electric dryer

Bathrooms and Ensuites

Streamlined custom bathroom vanities with countertop extensions
Soft-closing precision cabinet drawers and doors
Polished solid stone for all bathroom and ensuite vanity countertops
Custom integrated vanity lighting
State of the art integrated vanity mirror television in all master baths
Concealed medicine cabinet within vanity mirror
Integrated towel bar at each vanity sink
Sleek bathroom fixtures by Kohler in polished chrome with customizable colour options
Contemporary Kohler under-counter basins
Modern drop in tubs with tile surround
Luxurious stone tile flooring and tub surround



Elegant glass tile on bath and shower surround wall
Separate glass shower enclosures in ensuites with soothing
Kohler shower wand and luxurious rain showerhead*
Kohler Persuade curve high efficiency dual flush toilet

Window shades

Quality window shades with woven sun control fabric. Matching shade material throughout the building to create a unified appearance

Landscaping

Designed by Vancouver' s leading landscape architecture firm,
Phillips Farevaag Smallerberg
West coast modernist palette of materials including concrete, glass, wood, stone,
and both native and adapted plants
Lushly landscaped dog park amenity that is a crisp composition of wood, grass, stone,
concrete and pebbles
South facing heated outdoor lap pool flanked by an outdoor terrace
A series of lush planters create a vertical band of green up both the south and west
facades of the building
The architecture is topped by a striated green roof

Mechanical

Centralized, low temperature heating and cooling system utilizing recovered energy
from the neighbouring office building to maximize energy efficiency
High-performance, fan-assisted European style perimeter radiators providing comfort
cooling and heating to all residents
Unobtrusive, quiet and elegant in design, the radiators are highly responsive and
flexible in their controllability

Electrical Design

Hydro infrastructure for future automatic switching to minimize power outages to
within 5 seconds
Standby generator set for base building backup
Single stage fire alarm system
Common area lighting will be designed to exceed ashrae 90.1 and City of Vancouver
energy by-law
Energy efficient led lighting

Security



Main Lobby offers 24-hour concierge/security
Building-wide electronic Access Control System
24-hour digital video recording surveillance of building entry points
Electronic access using a single encrypted security device
Video entry system allows identification and screening of guests
Elevators include restricted floor access



TELUS garden

TELUS Garden Quick Facts



General Information

Type	Residential, Retail, Office
Location	555 Robson Street Vancouver BC
Completion	Estimated 2015 (residential) Estimated 2014 (office)
Home count	428 homes
LEED	LEED Platinum (office) and LEED Gold (residential)

Technical Details

Floor count	53 floors (residential) 24 floors (office)
Floor area	448,500 sq ft (residential) 499,574 sq ft (office)

Design and Construction

Developer	Westbank Projects Corp. and TELUS Partnership
Architect	Henriquez Partners Architects
Interior Design	The Design Agency
Sales & Marketing	Magnum Projects

The anticipation is growing as the opportunity to cultivate a new way of living in one of 428 new homes at TELUS Garden (at Richards and Robson) grows near. Jointly developed by TELUS and developer Westbank (Woodward's re-development, Fairmont Pacific Rim, and Living Shangri-La), the one-million square foot development will be an amenity-rich building with environmentally sensitive design.

With architecture by Vancouver-based firm Henriquez Partners Architects, TELUS Garden will transform and revitalize the Robson block with this development, which includes a new 24-floor 500,000-square foot signature office tower and a new 53-floor, 450,000-square foot residential tower, with a three-level retail podium with shops, services and amenities, plus a public plaza.

TELUS Garden will offer a spectrum of homes from affordable one-bedrooms to luxurious Signature Suites and Penthouses featuring contemporary design and open concept interiors by The Design Agency, Miele-equipped kitchens and Terrazzo-tiled baths. Residents will enjoy TELUS' advanced communications technology, including TELUS Optik TV, Optik High Speed Internet and home phone services as well as tranquil gardens. An expansive wellness centre will also be on site with a gym, swimming pool and yoga facilities.

TELUS Garden promises to set new standards for sustainability within the City of Vancouver's Green Capital strategy, targeting Leadership in Energy and Environmental Design (LEED) Platinum and Gold certification. The development will feature its own energy district utility plant that will recover heat from the existing TELUS building on site as well as rooftop solar collection. With these innovations, the developers anticipate the building will use up to 80 per cent less energy than a standard building of the same size. In addition, rainwater will be collected for commodes and irrigation, and there will be electric car charging stations and ample bicycle storage.

Perfectly located within walking distance to the Downtown Entertainment District, sports complexes, new arts community, Yaletown and just across from the Canada and Millennium Lines, TELUS Garden boasts the best location in Greater Vancouver. TELUS Garden will set the new standard for green living and provide individuals with a unique opportunity to own a home offering a next-generation lifestyle.

Home sales begin Spring 2012. Register now.

cultivating your home

telusgarden.com

info@TELUSgarden.com

604 695 6800

magnum
projects

telus garden: a partnership between

TELUS westbank



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



Plan 012 - FLA 7-21

TELUS garden

TYPE	SIZE RANGE (SQ FT)	STARTING PRICE
1 Bedroom + flex	475 – 570 sq ft	\$279,900
2 Bedroom + flex	710 – 1,170 sq ft	\$479,900
3 Bedroom + flex	1,160 – 1,690 sq ft	\$799,900
Signature Suites & Penthouses	Upon request	
Parking	One Bedroom homes – no parking included Two Bedroom homes – 1 parking stall included (some exceptions apply) Three Bedroom homes – 2 parking stalls included	
Strata Fees	Approximately \$0.48/square foot Strata fees include TELUS Optik TV, TELUS Optik Internet and TELUS Home Phone	
Heating & Cooling	Centralized, low temperature heating and cooling system utilizing recovered energy from the neighbouring office building to maximize energy efficiency	
Amenities	Heated Outdoor Lap Pool YYoga Wellness Centre Gym Outdoor terrace and Indoor lounge with juice bar 24 Hour Concierge Dog Park	
Interiors	Full Miele appliances (including washer/dryer) Bamboo wood flooring throughout living areas 100% wool carpet in bedrooms Kohler fixtures (tub, faucets etc.)	
Ceiling height	8' (higher on some floors) Penthouses have double height ceilings	
Technology Solutions	Homes come equipped with TELUS Optik TV, TELUS Optik Internet and TELUS Home Phone. Homes also include a state-of-the-art TV and free TELUS HD PVR	
Deposit Structure	25% total deposit \$20,000 bank draft payable to "Kornfeld Mackoff Silber LLP in trust" at writing Balance of 10% on 8 th day 3 additional deposits of 5%	
Next Steps	Schedule an appointment with a TELUS Garden New Home Consultant to discuss your preferred home selections. We expect your writing appointment will occur within approximately one week.	

*Pricing, materials, layouts and availability subject to change without notice. E.&O.E.

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telusgarden.com

info@TELUSgarden.com

604 695 6800

magnum
architects

TELUS garden, a partnership between:

TELUS westbank



BC CONDOS.NET



Thank You for Making our Celebration Event a Huge Success!

Realtor Bonus Extended One Week Only.

We would like to thank all of you who joined us this past Saturday to celebrate the success of TELUS Garden. With over 400 people in attendance, we were thrilled to see so many of you!

We would like to thank Underground Circus for an afternoon of gravity-defying acrobatics, and a huge thank you to Giovane Cafe for the incredible food and coffee throughout the afternoon. With incredible prizes from TELUS and Westbank, the afternoon was truly an epic celebration.

If you'd like to relive the fun, or if you weren't able to make it, we invite you to view our photos and add your own to our TELUS Garden Celebration Facebook album.





Earn a Trip for 2 to Shangri-la Hotel, Toronto Including Flights!

Limited Selection of Previously Unavailable Homes

We have exciting news for our Realtors! For each deal your clients write this week only, you will receive a 3-night trip for two to 5-star hotel Shangri-la Hotel, Toronto including return flights*. Set to become one of North America's finest hotels, Shangri-la Hotel, Toronto will open its doors this August. Be among the first in the world to experience the luxury Westbank has become famous for.

Saturday we unveiled a limited selection of previously unavailable homes now available for purchase. This selection of 2 and 3 bedroom homes is comprised of some of our most desirable suites. We had many purchasers over the weekend, and only a handful are now available. This is your final opportunity to own a landmark home in one of Vancouver's most iconic developments.

We encourage you to contact us as soon as possible if you are interested. Please call 604.695.6800 or email nexus@telusgarden.com to speak to a TELUS Garden New Home Consultant.

Warm regards,
TELUS Garden team
604.695.6800

cultivating your home

telusgarden.com

info@TELUSgarden.com

604 695 6800

magnum
projects ltd

TELUS garden, a partnership between:
 **TELUS**  **westbank**



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



TELUS garden

Exclusive Realtor Preview Event

Save the Date: Wednesday, March 21

Dear Les,

As an elite member of Magnum's Realtor Community, we know you have been eagerly awaiting this monumental development. In just a few short weeks, **TELUS Garden has become the most talked about development in Vancouver.**

We have received overwhelming interest from across the globe - from excited local first-time buyers to worldly and experienced investors. As a valued Magnum VIP Realtor, **we want you to get in early!**

As an esteemed Realtor Associate, we invite you to preview the Discovery Atrium **Wednesday March 21. The time will be announced in the upcoming week.** During the advanced, realtor-only preview, you will have the opportunity to meet with our team and review your exclusive information kit.

You will also have the opportunity to schedule personalized appointments with a TELUS Garden New Home Consultant where you can discuss your clients' preferred home selections and their priority purchase date.



Date: **Wednesday March 21 2012**
Time To Be Announced

Location: **TELUS Garden Discovery Atrium**
Third Floor, 555 Robson Street



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Vancouver, BC

RSVP:

Required. [Please click here to RSVP](#)

Space is extremely limited, so early RSVP is strongly recommended.

If you RSVP by email or phone, please be sure to **use the code "priority"** in order to ensure you get on the advanced list.

Next Steps:

Attend the realtor-only preview session, then meet with your clients. We anticipate your priority purchase opportunity will occur within a week of the event. Details will be provided at the event.

Please note this invitation is non transferable and we cannot accommodate guests or clients at this event.

We look forward to introducing you to this monumental project.

Warm regards,
TELUS Garden team
[604.695.6800](tel:604.695.6800)

cultivating your home

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Real estate

Telus' s Vancouver condos fly off the market

FRANCES BULA

VANCOUVER — The Globe and Mail

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Telus has sold out the first condo development it has ever built, before a planned formal launch in mid-April, making it the second large Vancouver project to sell out almost instantly in the past month.

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“We were tremendously surprised by the interest. It’ s been really gratifying for us,” said Andrea Goertz, senior vice-president for strategic initiatives at the telecommunications company. “I think it speaks to the building’ s technology features, sustainability features and public plaza.”

But industry experts say that doesn’ t necessarily mean that condo or general real-estate boom times are back.

Instead, they say, it is projects that are close to transit that are winning out.



“Transportation is the new green,” said Tracie McTavish, president of Rennie Marketing, which sold the PCI Marine Gateway project’s 415 units in a public launch mid-March.

That’s why projects like Marine Gateway, a tower that will be part of an office and entertainment complex at the foot of Cambie next to a Canada Line station, and Telus Garden, with 428 units in a 53-storey tower a block from Vancouver’s key downtown intersection, are being gobbled up at a rate not matched elsewhere in the region.

“Some of the more outlying developments aren’t seeing that kind of interest,” said Don Forsgren, president of the Urban Development Institute, which represents large builders in the region. “The single-family suburban house market is pretty flat.”

Also flat are sales in Surrey and the northeast Tri-Cities area and lower-rise wood-frame buildings, said development consultant Bob Ransford.

“It’s all geographic who’s doing well.”

Recent figures from the Real Estate Board of Greater Vancouver compiled by various real-estate analysts indicate higher numbers for unsold inventory than past years at the same time.

Local sellers all say that it’s not foreign investors driving the market for the successful projects, but local investors and people planning to live in the condos themselves.

Ms. Goertz said Telus offered its employees priority in sales at Telus Gardens and 150 of them bought, even though the price discount was a modest one per cent.

The project’s developers, Telus and Westbank Projects, also didn’t allow anyone to buy more than two units.

Mr. Forsgren, whose company Intracorp sold out a tower instantly at Metrotown in May of last year, said the company has to track buyers closely because of requirements from FINTRAC, the agency that monitors money laundering and criminal organizations.

The personal information that had to be submitted for those units showed there were only four offshore buyers.



He said he expects Intracorp' s newest tower, Silver, to get about 50 to 60 per cent investors among the 3,000 buyers lined up for it. That' s similar to what Mr. McTavish said was the ratio for Marine Gateway.

But those investors tend to be local investors, people who are buying something for their children to move into some day and renting it in the meantime, or people who are looking for an investment that' s more stable than the stock market appears to be right now.

Affordability doesn' t seem to be necessarily at the top of the list for buyers, either. Mr. McTavish said that half of the 40 high-end units in Canada House West, at the former Olympic village in Vancouver, have already sold in the first two and a half weeks at "very attractive rates" of more than \$1,000 a square foot.

That may push the city of Vancouver, which took over the project from the private developer in late 2010, into putting the other 20 units in Canada House East onto the market.

Telus has also been successful in nailing down a first tenant for the office component of the Telus Gardens project. The law firm of Bull, Housser and Tupper has committed as a tenant. That means 70 per cent of the office space, which will include Telus' s head office, is now leased.

Ms. Goertz said the company is negotiating with several other interested tenants and will be releasing details about those leases shortly.

