



MACPHERSON WALK

*Vibrant South Burnaby Living*



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MacPherson Walk nominated as finalist in

5 GEORGIE AWARD CATEGORIES

Including "Best Townhouse Development" for 2009



## HOMES YOU CAN FALL IN LOVE WITH

MacPherson Walk North boasts stunning West Coast Architecture and high quality interior finishes surrounded by vibrant landscaped greenspace.

Our Phase 1 & 2 homeowners have fallen in love with their luxurious kitchens and elegant bathrooms, and are proud living in a new home with leading-edge technology, enhanced building codes, top warranty coverage and energy-efficient systems.

Don't miss out on your chance to own at MacPherson Walk North and participate in the continuation of a great success.



Feature sheet PDF

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P 604 456 8883

E

sales@macphersonwalk.com

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MacPherson Walk nominated as finalist in

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### TO LIVE HERE IS TO LIVE WELL

Picture the hustle and bustle of a vibrant urban scene. An area renowned for its entertainment, shopping, and restaurants. A prime central location with unlimited relaxation and recreation at parks, pools, community centres, and sports facilities. As for getting around, SkyTrain is a fast track to Metrotown, Downtown and New Westminster.

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[Location Map PDF](#)





MACPHERSON WALK  
Vibrant South Burnaby Living

## MACPHERSON WALK NORTH FEATURE SHEET

### *Quality Finishes and Impressive Architecture*

#### STUNNING ARCHITECTURE & GREENSPACE

- Impressive **WESTCOAST CONTEMPORARY** design by award-winning Robert Ciccozzi Architecture
- **PREMIUM MATERIALS** featuring gable roofs, bay windows, brick siding & columns, hardie board, cedar shingles, and timber beams
- Paved courtyard circle leads you to an elegant **DOUBLE-HEIGHT LOBBY** with cedar soffits and brick
- Over 70% of the site is dedicated to beautifully **LANDSCAPED GARDENS** enclosed by walking trails, trees, painted trellises and layered planting
- Garden level homes enjoy **PRIVATE GATED YARDS** and paved stone patios

#### IMPRESSIVE INTERIORS

- Luxurious interiors by i3 Design including two appealing colour schemes: **WALNUT & WHITE OAK**
- Efficient **OPEN-CONCEPT DESIGN** with practical work station or den for most homes
- Soaring **9 FOOT CEILINGS** in every home with many on the top floor reaching 11 feet
- Sliding balcony doors & expansive **8 FOOT WINDOWS** decorated with **VENETIAN BLINDS** to maximize natural light and control privacy
- Entries feature solid wood doors with contemporary **HALLWAY LIGHTS**
- Living, dining, and bedroom areas remain warm and comfortable with **PLUSH CARPET**

#### CONTEMPORARY KITCHENS

- Solid **GRANITE COUNTERTOPS** with polished edges and ceramic tile backsplash
- Wood veneer cabinetry accented with **SOFT-CLOSE DRAWERS** and cupboards
- **STAINLESS STEEL APPLIANCES** by Whirlpool:
  - CleanTop® ceramic glass electric range
  - Energy Star® 18cu.ft. refrigerator
  - Energy Star® Tall Tub dishwasher
  - Microwave/hood with 2-speed exhaust fan
- Efficient food waste disposer
- EnergyGuide rated white **STACKING WASHER-DRYER**
- Elegant gooseneck **FAUCET BY MOEN** with separate pullout spray
- Lasting stainless steel **DOUBLE-BOWL SINK** with satin finish (except unit A1, A2)
- Kitchens feature **OVERSIZED DINING BAR** ideal for entertaining (except unit A1, A2)

#### RELAXING MAIN BATHROOMS

- Generous horizontal lighting over vanity
- Polished **GRANITE COUNTERTOPS** over wood veneer cabinetry with drawer
- White porcelain sink with single-lever chrome **FAUCET BY MOEN**
- Spacious Hytec acrylic tub with MOEN showerhead and tub spout system
- Elegant **CHROME ACCESSORIES** by Taymor
- High quality low-consumption toilet
- Ceiling height glossy white **BATHTUB SURROUND** accented with vertical porcelain tiles

#### DELUXE ENSUITES

- Contemporary **WALL SCONCES** and generous recessed pot lighting throughout
- Polished **GRANITE COUNTERTOPS** over wood veneer cabinetry with convenient three-drawer system
- Single-lever **CHROME FAUCETS BY MOEN**
- Dual porcelain sinks (except D1)
- **SPACIOUS SHOWERS** with glass doors, sleek tile surround and MOEN pressure balance
- Elegant **CHROME ACCESSORIES** by Taymor
- High quality low-consumption toilet
- Hand-set **PORCELAIN TILE FLOORING**



#### PERSONALIZED UPGRADE OPTIONS

- Rich hardwood laminate flooring throughout living and dining areas in Walnut or White Oak



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MACPHERSON WALK  
Vibrant South Burnaby Living

## MACPHERSON WALK NORTH FEATURE SHEET

*Rich in Amenities with Comprehensive Warranty Protection*

### EXTENSIVE INDOOR AMENITIES

- Come home to an expansive **TWO-STOREY LOBBY** with modern lighting and custom millwork
- Grab a book in the **COZY LOUNGE** or chat away with friends on the designer seating
- Host a small party at the **ENTERTAINMENT BAR**
- Enjoy the views of landscaping while running on the cardio machines in the second floor **FITNESS FACILITY**
- Soak up the sunshine with neighbours and friends on the third floor **ROOF TOP DECK**

### VIBRANT OUTDOOR AMENITIES

- Enjoy scenic views of **LANDSCAPE GARDENS** and walking trails from your balcony and windows
- Grill a tasty meal under the **BARBEQUE TERRACE** while playing a game of bocci ball on the sports green
- Relax on the **READING BENCHES** and watch little toddlers explore the passive children's play area
- Walk directly to your garden-level home through the **PRIVATELY-GATED BACK YARDS** and stone walkways
- Drive down to the underground parkade welcomed by **VINE-COVERED TRELLISES** and stone entry features

### PEACE OF MIND

- Comprehensive **NEW HOME WARRANTY** backed by Travelers Guarantee Company of Canada (formerly St. Paul Guarantee)
  - 2 years on workmanship & materials
  - 5 years on building envelope
  - 10 years on structural defects
- Double-glazed **ENERGY STAR® WINDOWS** with low-E glass for increased insulation and UV protection
- Comprehensive building envelope protection with **RAIN SCREEN TECHNOLOGY**
- Added **CONCRETE-TOPPED FLOORING** for reduced sound transmission
- Integrated **ENTERPHONE SYSTEMS** in all lobby entrances, parkade elevators and entry gate
- Hard-wired **SMOKE DETECTORS** in every home
- Gated **UNDERGROUND PARKING** for resident and guest vehicles
- **FOB ACCESS** bike storage rooms

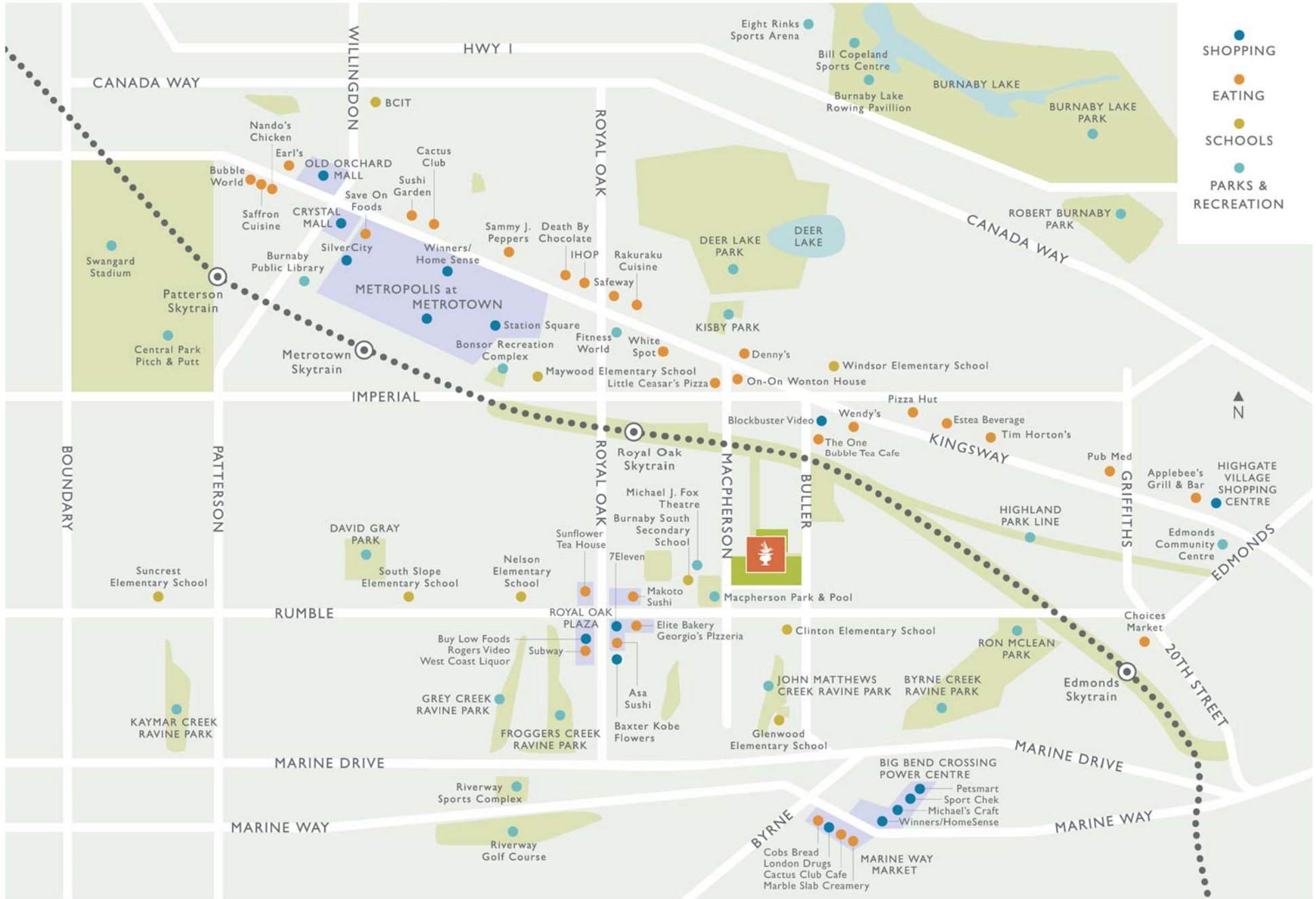
### ADDED CONVENIENCES

- All homes include bedroom **CLOSET LIGHTS** wired to a wall switch
- All homes pre-wired with **FIBER OPTIC** for state-of-the-art communications network
- Tech nooks and dens are **PRE-WIRED FOR INTERNET** & phone, and electrical outlets for personalized lighting
- All homes receive **1 YEAR OF FREE TELUS** high-speed internet service and TELUS TV service including Essentials Base, 2 Theme Packs, and Major High Definition Networks
- Top floor homes with **11 FOOT CEILINGS HAVE ROUGH-INS** for a personal fan-light fixture
- **TWO ELEVATORS** with custom millwork directly connected to each floor and parkade



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**MACPHERSON WALK**

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MacPherson Walk nominated as finalist in  
**5 GEORGIE AWARD CATEGORIES**  
Including "Best Townhouse Development" for 2009

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### UNIQUE & FUNCTIONAL FLOORPLANS

Hungerford Group is excited to bring back MacPherson Walk's most popular one and two bedroom floorplans.

Discover quality homes featuring extra large bay windows, generous balconies and covered patios surrounded by private park space and landscaped trails.

Each floorplan is uniquely designed with functional bedroom, living and dining spaces well suited for the first time buyer. Not to mention, delight yourself with lavish nine-foot ceilings throughout.



[Site Plan and Floorplan PDF](#)





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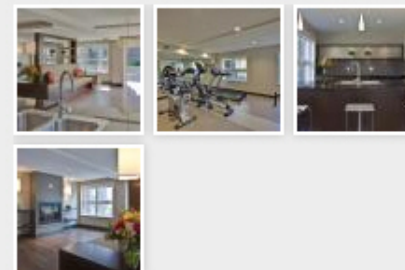
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MACPHERSON WALK COMMUNITY TODAY

[Phase 1](#) [Phase 2](#) [Amenity Space](#) [Neighborhood](#)



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### MACPHERSON WALK COMMUNITY TODAY

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## MACPHERSON WALK

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CHBA National  
**SAM**  
AWARDS



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### SOUTH BURNABY'S MOST DESIRABLE NEW RESIDENTIAL COMMUNITY

Affordability. Accessibility. Livability. Quality and location is almost impossible to find today at a single address. Now, in an emerging residential neighbourhood in South Burnaby, MacPherson Walk combines these elements in a stunning landscaped community just steps from Royal Oak Skytrain.

**Exceptionally Priced 1 & 2 Bedroom Homes  
Starting from the \$220,000's  
...with over 90 homes under \$299,900!**



## MACPHERSON WALK NORTH PHASE 3 NOW SELLING

**REGISTER NOW**

**TO BOOK YOUR PRIVATE APPOINTMENT**





## MACPHERSON WALK

*Vibrant South Burnaby Living*

### **NOW SELLING PHASE 3** SOUTH BURNABY'S MOST DESIRABLE NEW RESIDENTIAL COMMUNITY

Quality Studio, 1 & 2 Bedroom Homes  
nestled in landscaped greenspace just  
steps from the Royal Oak Skytrain.

Exceptionally priced from \$224,900.  
All 1 Bedrooms under \$299,900  
including top floor!

**REGISTER NOW**

GRAND OPENING JANUARY 22ND



Sales Centre open daily  
from 12-5PM, except  
Fridays

15-5771 Irmin Street,  
Burnaby ([View Map »](#))



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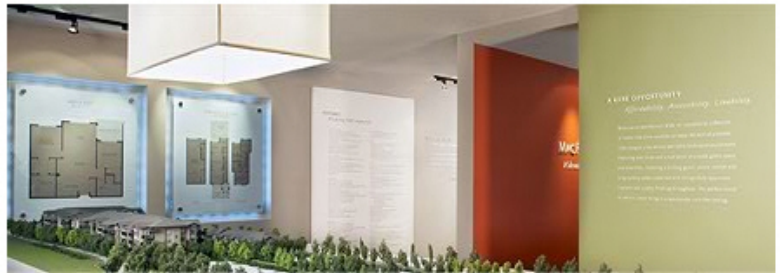
## 5 GEORGIE AWARD CATEGORIES

Including "Best Townhouse Development" for 2009

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### THE LEGACY CONTINUES

In keeping with their vision of creating a lifestyle development concept, the Hungerford Group has attracted some of the most impressive names in the industry. From award-winning architects and interior designers to the innovative green space designers, MacPherson Walk will continue to be a legacy in the South Burnaby community.



#### Hungerford Group - Developer

For over five generations, the Hungerford family has been synonymous with service, integrity and community-building throughout British Columbia. Hungerford Group is a trusted developer who has already delivered over 345 homes as part of MacPherson Walk Phase I and 2. Each home has been built with exceptional attention to detail and customer care. Hungerford Group is proud of the MacPherson Walk community and welcome new homeowners to its third phase, MacPherson Walk North. This organization has been an active member of the Greater Vancouver Home Builder's Association and Urban Development Institute.

[hungerfordgroup.com](http://hungerfordgroup.com)



#### Robert Ciccozzi Architecture - Architect

[ciccozziarchitecture.com](http://ciccozziarchitecture.com)

#### i3 Design - Interior Designers

[i3design.ca](http://i3design.ca)

#### Eckford + Associates - Green Space Designers

[eckfordland.com](http://eckfordland.com)

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### MACPHERSON WALK SALES CENTRE

TH 15 - 5771 Irmin Street, Burnaby B.C.

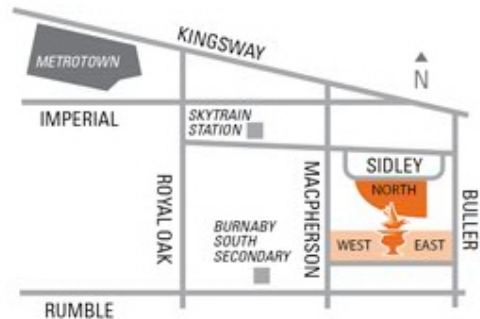
Open Daily from Noon - 5PM, except Fridays

Closed Dec 17, 2010 until January 4, 2011

T 604.569.2740 or 604.456.8883

F 604.569.2799

E [sales@macphersonwalk.com](mailto:sales@macphersonwalk.com)



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# MacPherson Walk North walks the walk



**STEPHANIE ORFORD**  
LIFE@METRONEWS.CA

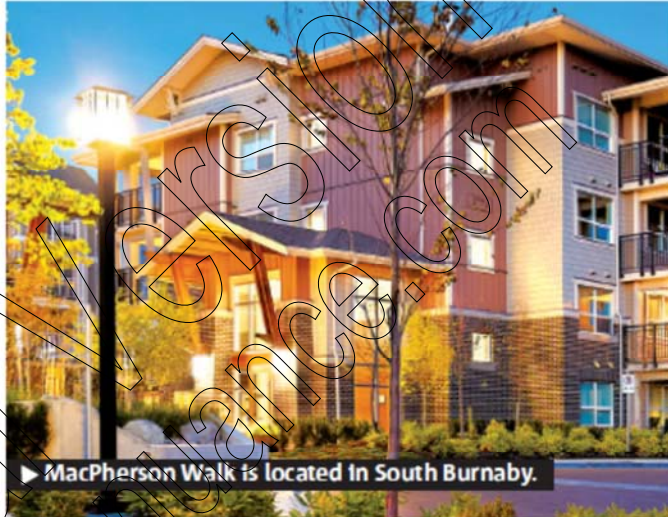
Who needs to own a car when you live two blocks from a SkyTrain station and your building has its own car-sharing program?

These are just two of the economical perks that are making South Burnaby's MacPherson Walk a hotspot for home buyers who feel they shouldn't have to sacrifice location for affordability.

Its third phase, MacPherson Walk North will open to the public on Jan. 22, with homes slated for completion in summer 2012.

Sleek West Coast style low-rise studios and one-bedroom plus work station suites are now pre-selling by appointment.

Every suite is under \$300,000, including the top floor. Open concept floor plans range from 462 square feet to 621 square feet.



▶ MacPherson Walk is located in South Burnaby.

Michael Hungerford, whose company Hungerford Group developed MacPherson Walk, said the homes are affordable for young professionals, with or without kids, who have busy lives and want to get into the real estate market.

Hungerford said he's proud of the project, which has already won awards for its design and landscaping.

"For all you hear about how unaffordable Vancou-

ver is, people can own in this community for \$780 a month with a 20 per cent down payment on their mortgage. For a lot of families and professionals that's very achievable."

The suite interiors are high quality with details like granite countertops, stainless steel kitchen appliances, nine-foot ceilings and large bay windows to let in lots of light.

Find out more at [macphersonwalk.com](http://macphersonwalk.com).

# MACPHERSON WALK

## Award-winning design, vibrant lifestyle

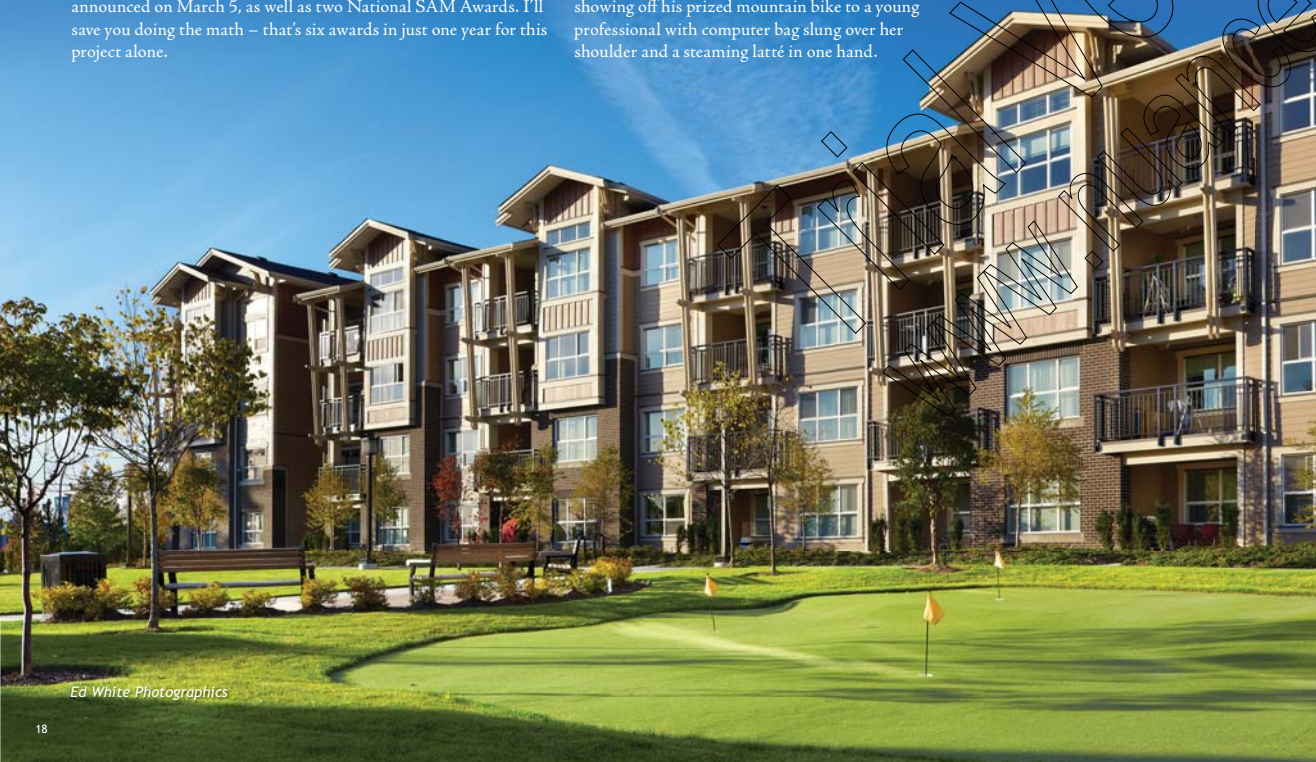
— by Susan M Boyce —

It's official. If you're looking for a community with heart, soul and plenty of "Wow Factors," you should grab your wheels (whether your preference is four wheels or two) and head directly to MacPherson Walk in South Burnaby.

Recently the recipient of one of the prestigious 2010 Urban Development Institute Awards of Excellence in residential construction, this master planned community in the Royal Oak neighbourhood is artistry in motion. Oh, and it's also a finalist in three categories for the 2010 Georgie Awards that will be announced on March 5, as well as two National SAM Awards. I'll save you doing the math – that's six awards in just one year for this project alone.

"My philosophy has always been to over deliver on our promises," says a clearly delighted Michael Hungerford, a partner at Hungerford Group. "It's not just because it's the right thing to do, it's because by raising the bar on excellence, we're enhancing the value of these homes over the long term for all our homeowners."

But what I find even more exciting is the way MacPherson Walk has evolved from a presentation centre on a bare tract of land into the inviting, stylish community I now see in front of me. People live here – real people like the cycle enthusiast showing off his prized mountain bike to a young professional with computer bag slung over her shoulder and a steaming latté in one hand.



Ed White Photographics

### QUALITY MEETS SIZZLE

Inside the showhome, I get reacquainted with the style and meticulous attention to detail I remember from previous visits. The kitchen is stunning – strong horizontal lines, tons of storage and a luxurious granite countertop with 16-in. overhang for an eating bar. Honest, the eating bar has almost a foot and a half of legroom, so even if you've got a potential basketball pro still living at home, they can sit in comfort.

And there are the small, easy to miss details: bedroom closets with interior lighting, soft close drawers even in the bathrooms, extra casing around the windows, generous balcony spaces and private gated yards. Ensuites feature granite counters and porcelain floor tiles that extend up to the ceiling creating a visually dramatic, distinctly upscale look. No wonder the judges were impressed.

### AFFORDABILITY TO DELIGHT

Now in case you think all this means high prices, here's another surprise. "People are amazed when they find out just how affordable MacPherson Walk is," says sales manager Wenda Tseng. "Where else can you find homes with all these features, in a setting like this, that start at \$224,900?"

And talk about great location. Even though you're just minutes to the Royal Oak SkyTrain, walking distance to the Michael J Fox Theatre, and have easy access to schools, parks, shopping and restaurants, somehow MacPherson Walk still maintains a sense of being away from the hustle and bustle.

I take one final, admiring look along the community's interior park – still one of my favourite features. Benches clustered around play areas, plants and street lamps lining the walking trails, and trellises – all framed by four-storeys of high quality West coast architecture with cedar shingles, brick and timber details. Someone calls out "See ya later then," and in a flurry of motion, the cyclist whizzes past now with a look of determination on his face – I wonder which of the many nearby trails he's about to tackle.

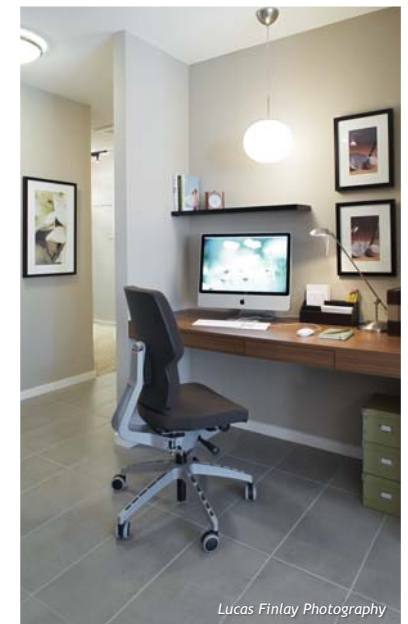
Phase Three at MacPherson Walk is now selling – 120 exciting new suites priced from \$224,900 and all featuring nine-ft. ceilings.

To reduce the cost of ownership, every buyer will receive one year free TELUS package and credit vouchers towards membership of the new car sharing program.

The presentation centre is open noon to 5 p.m. daily except Fridays at 15 – 5771 Irmin St. in Burnaby. For more information, call 604.456.8883 or visit [macphersonwalk.com](http://macphersonwalk.com)



Anna Beaudry Photography



Lucas Finlay Photography



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the world."*

Napoleon Bonaparte

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# WESTCOASTHOMES

SATURDAY, JANUARY 22 | 2011 | EDITOR MICHAEL SARGES 604.605.2467 | HOMES@SUNPROVINCE.COM

## NEW-HOME PROJECT PROFILE



# When the first was best

MacPherson Walk's inaugural-development award a sales surety H8/9

Building and grounds contributed to the 'award of excellence' the Hungerford Group received for the Burnaby new-home project.

JAN LINDSAY/PHG

### STRATIFIED | H4

**Readers reject 'gift'**  
Enforcement of existing legislation, and not necessarily new legislation, is the preference of strata-property owners, readers tell columnist Susanne Morphet.

### PROJECT PROFILE | H6

**Cabins in Rossland**  
The launch of a "modern cabin community" at one of B.C.'s prettiest mountain destinations, Rossland, is a back-to-the-basics approach to the recreation-home market.



### REAL ESTATE MATTERS | H10

**Good on city hall**  
The property trade organized by Concord Pacific and Vancouver City hall is an opportunity to introduce more affordable residency, Bob Ransford comments.



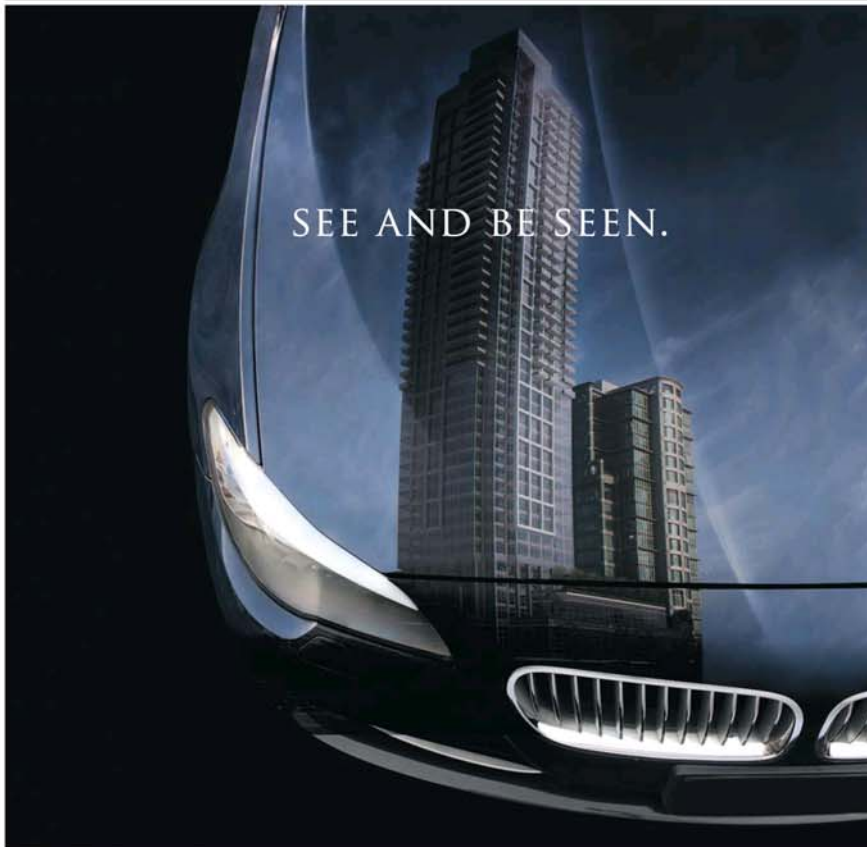
NEW-HOME PROJECT PROFILE

# He got a spouse, she got a house

Friend's nuptials pointed woman, 27, to her MacPherson Walk future: 'I walked in and said 'Oh my goodness'



The third phase of the MacPherson Walk North project is just getting underway but potential buyers are often attracted to the development because they know someone in one of the first two phases. DAN LINDSAY PHG



**MacPherson Walk North (Phase 3)**  
**Project location:** 5788 Sidley St., Burnaby  
**Project size:** 120 apartments (studios and one- and two-beds) in a four-storey wood-frame building  
**Residence size:** 462 sq. ft. — 898 sq. ft.  
**Price:** From \$224,900  
**Developer:** Hungerford Group  
**Architect:** Robert Ciccozzi Architecture  
**Interior design:** i3 Design Group  
**Sales centre:** 15 — 5771 Irmin St., Burnaby  
**Hours:** noon — 5 p.m., Sat — Thur  
**Telephone:** 604-456-8883 or 604-569-2740  
**Web:** macphersonwalk.com  
**Email:** sales@macphersonwalk.com  
**Occupancy:** Summer 2012

**STORY: BARBARA GUNN**  
**PHOTOS: IAN LINDSAY**

VANCOUVER SUN

**W**hen a new-home project is nearing completion and three-quarters occupied, and when that new-home project has met with the developer's vision and been feted in the awards circuit, there's little need for an over-the-top advertising blitz.

The residents will take care of spreading the word. At least, says one of the principals of the Hungerford Group, that's what's happening at the developer's MacPherson Walk project in South Burnaby's Royal Oak neighbourhood.

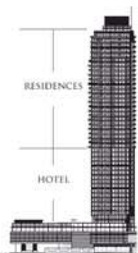
In a matter of days, ground will be broken for the community's third and final phase, and 120 new homes will be added to the 345 that have already been installed on the site over the past five years. The big launch for that final phase takes place today. But a significant chunk of the 120 apartments — 20 per cent — have been snapped up.

"We've only just started advertising," Michael Hungerford reports. "But on our pre-opening basis, we've sold 26 homes. And I'd say 90 per cent of our purchasers to date have come through a referral."

One of those people would be Paula Do, who was among the first to purchase a phase-three home. The 27-year-old pharmacy manager had been house-hunting for a year, and was quick to snap up a two-bedroom, fourth-floor corner unit — her first home — after being introduced to a similar home owned by a pal she's known since grade school. "He is now married and we were helping him plan his wedding reception, and I kept going to the place," Do says. "I walked in and said 'Oh, my goodness.' When I first saw it, I thought, this is what I'm looking for."

MacPherson Walk, so named because of its proximity to MacPherson Avenue, has frequently been named a finalist or winner in industry competitions, and in 2010 earned the Hungerford Group an award of excellence from the Urban Development Institute for best first project, a citation that was not lost on Do. "It makes me feel a lot better," she says. Comforting, too, was the fact that Do, as a pre-sale buyer, was able to get a clear sense of the community in which she will be living — thanks to the established earlier phases of MacPherson Walk. In other words, even though work has yet to begin on her building, she's been able to see and touch the features of her friend's home that will lend punch to her own: the granite kitchen countertops, the stainless steel appliances, the bay window and the vaulted ceilings.

## LUXURY LIVING COMES TO METROTOWN THIS FEBRUARY.



The tallest building in Burnaby by far, Sovereign sits atop Metrotown's newest hotel — the first level of residences beginning at 211 feet above street level, on the 20th floor. Simply put, these homes offer unequalled views, unparalleled privacy and a level of luxury not offered before. Indeed, these are lofty heights to achieve in elevation, stature and prestige.

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- 1 Bedroom
- 2 Bedroom
- 3 Bedroom Estates

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**SOVEREIGN**  
 BY BOSA PROPERTIES





NEW-HOME PROJECT PROFILE | FROM PREVIOUS PAGE

"It made it a lot easier. Because I'm a first-time homebuyer, and the first buyer in my family, my parents really wanted to see it."

MacPherson Walk, comprising town homes as well as apartments, is near the Michael J. Fox Theatre, Burnaby South secondary school and the Royal Oak shopping district. But its proximity to the Royal Oak SkyTrain station — two blocks away — is of particular appeal to Do, who will use public transit to travel to and from work at Broadway and Commercial.

For Qui Hang Wu, location was also a key draw. "We are very close to Metrotown," says Wu. "It's very quiet. It's close to the SkyTrain. And the school is very close."

Like Do, Wu and his wife and daughter and son have had an earlier exposure to MacPherson Walk — in their case, on a live-in basis. They have been renting a phase-two home since September, and were so taken with the home, and the area, that they decided to become phase-three homeowners.

"It (our current home) is 800 square feet with two bedrooms. The total area is not big, but it doesn't feel that way," he says. "The design is good. You feel that it's over [800 square feet]."

MacPherson Walk, the first attached-home project for the family-owned Hungerford Group, is located on the site of a one-time industrial park — and a racetrack and farm before that. Although its components may be distinguished by home type, they are unified by natural, complementary colours and the staples of West Coast design: pitched roofs, brick siding, cedar shingles and timber beams.

That integration of the two home types impressed the UJI jurors, as did the green space, which covers more than half of the site. (When complete, MacPherson Walk will cover some nine acres.) Walking trails wind through the neighbourhood, which is dotted with trees and shrubs, trellises and wooden benches. Residents also enjoy ample outdoor private spaces: covered balconies and patios are generous, and many of the ground-level apartment homes open to yards of about 250 square feet.

Each phase of MacPherson Walk has its own amenity area — phase three will have a fitness centre, lounge and rooftop deck — but the developer has recently added an offering that will be available to all neighbourhood residents. "One of the new things in phase three is a car co-op, which is a first for the Royal Oak neighbourhood," Michael Hungerford reports. "We will be providing a credit (and the use of two cars) towards membership for all MacPherson Walk residents to encourage them to participate in the car-credit program."

As it is, Hungerford says, much of the parking space in the underground lots is unused, an indicator of the popularity of the nearby SkyTrain.

"As a homeowner, you really don't need to own a car," he says. "You can use the car co-op for groceries, that kind of thing, and use the SkyTrain to get to work in Vancouver."

Hungerford, who spent considerable time inspecting the open-concept MacPherson Walk homes as they were being built, and tweaking "a laundry list" of finishes along the way — upgrading carpet underlay, for instance, adding to the pot lights in the bathrooms and installing soft-close cabinetry in the kitchens — is clearly delighted with the success of the project, in large part, because of the pricing of the homes.

"Ninety [of the 120 phase three] homes are under \$200,000," he says. "This is a very affordable place to live, and to enter the market. And if buyers want to grow into a two-bedroom, three-bedroom, down the way, they can upgrade and still stay in the same community."

"They have that choice. But for entry level, it's hard to find. We've had trouble finding anything that comes close to this price point in this location."

That enthusiasm is not lost on the likes of first-time buyer Paula Do, who has her sights set on the summer of next year.

"It hasn't sunk in yet," she admits. "I was very excited to sign the papers, but I'm not doing my happy dance yet. Closer to 2012, when I'm buying furniture, that's when it's really going to excite me."

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The Hungerford Group has tweaked the designs of MacPherson Walk buildings and homes as the various phases have been constructed, most recently by upgrading carpet underlay, adding to the pot lights in the bathrooms and installing soft-close cabinetry in the kitchens.

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REAL ESTATE MATTERS

# It's time the public joined in the affordable-housing debate

The only way to encourage the creation of cheaper housing for the province's working-class residents is through open discussion

**BOB RANSFORD**  
VANCOUVER SUN



Much attention has been focused over the last few years in Vancouver on providing housing for the homeless and those with special needs and little or no income. It is now time to focus on providing more affordable housing for all — especially those middle-class people with modest incomes.

The city has provided land and the provincial government has invested significant taxpayer dollars to build social housing in Vancouver. Great strides have been made in Vancouver toward achieving the long-pledged goal of ending street homelessness, but very little has been accomplished in other parts of the region, with many municipalities pointing to the lack of federal funding for social housing hampering their efforts.

While struggling with the need for more social housing, policy-makers have also been desperately searching for a magic bullet that will help make it easier for working-class people to afford to live in Metro Vancouver. The housing affordability challenge is endemic across the region. With the civic elections planned for November, we're sure to hear a lot more from politicians about



MARK VAN MANDELING/ING FILES

The creation of accessible housing for families of modest means in Metro Vancouver should be a hot topic for taxpayers.

their notions of magic bullets that might make it easier for ordinary people to cope with rising housing costs.

The fact is, there is no magic bullet. Housing is provided in a free market that is subject to the forces of supply and demand. What we need to be searching for are multiple ways to encourage more housing to be built. We also need to focus on removing those barriers that inhibit new housing.

One of those barriers is the City of Vancouver's practice of

applying hidden taxes to new development to pay for a wide range of community amenities. For more than a decade, Vancouver has applied a tax to all private rezoning applications, called Community Amenity Contributions (CACs). The city uses its discretionary power to negotiate the amount of this tax, which it levies at the time a property is rezoned to permit a new development. This levy is over and above Development Cost Levies that are also charged to pay for basic

infrastructure needed to service the new development.

The CAC levy is designed to allow the public to benefit from the increase in value of a property that occurs when a rezoning permits an increase in density. The calculations that the city uses to support its case in negotiating these levies with developers are formulated behind closed doors and until recently, it was difficult to determine just how much of the increase in property value the city was grabbing.

Last month, the CAC policy was called into question when the development community charged that development of higher density housing along the Canada Line Cambie corridor is being paralyzed because the City of Vancouver is wanting to take too much of the profits resulting from proposed property rezonings. Developers claim existing property owners aren't willing to sell their

property if they have to forgo a large portion of the value gain that is achieved through higher-density development. Therefore, property for new housing is not being made available along the Cambie corridor.

City planner Brent Toderian was quoted as saying that the city's long-standing practice of taking, on average, 75 per cent of the profit or "land lift" from rezonings pays for parks and other public services. He was quoted as arguing that public services shouldn't be sacrificed because homeowners set unreasonable prices for their property.

This case study points to a few glaring realities.

First, the city believes it should be taking as much as 75 per cent of any value created when a property owner is able to get their property rezoned to permit higher-density development. That's a big tax.

Second, this is a hidden tax.

Either property owners pay for it by discounting the value of their property, or they restrict the supply of developable land, causing a shortage in new housing, which translates into a tax built into the cost of all housing.

The notion that developers pay this hidden tax is a false one. A developer must generate a profit commensurate with the risk involved in developing. If there is limited housing supply in the market and rising consumer incomes, they can pass some of this tax on to new homebuyers in the form of higher prices. If they can't pass it on and the original property owner isn't willing to absorb the tax, then the development doesn't proceed. This contributes to higher housing prices.

Finally, the tax is hidden in that there is virtually no public debate about the projects revenue from CACs finance. Vancouver has long touted the many high-quality amenities financed by new development, but there has never been a public discussion about whether or not taxpayers believe spending millions on these amenities is a good use of tax dollars. Make no mistake, CACs are tax dollars — hidden taxes. These community projects CACs finance should be considered by all taxpayers, along with all other city capital projects. Perhaps some of the rezonings wouldn't end up being public priorities if taxpayers had to pay for them with transparent taxes.

It's time for a discussion about how to make housing more affordable for all. Government disincentives to providing more new housing need to be on the table for discussion.

*Bob Ransford is a public affairs consultant with COUNTERPOINT Communications Inc. He is a former real estate developer who specializes in urban land-use issues. Email: ransford@counterpoint.ca*

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# WESTCOASTHOMES

SATURDAY, AUGUST 8 | 2009 | EDITOR MICHAEL SASGES 604.605.2467 | HOMES@VANCOUVERSUN.COM

## NEW HOME PROJECT PROFILE

# Walking the MacPherson Walk

Buyers are still flocking to the Burnaby development despite difficult economy, F2



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VancouverSun.com is your when-you-are-ready show home/showroom on the Internet.

### INSIDE | F4

**A unique idea**  
A Baltimore resident is attempting to reduce her carbon footprint by having a wind turbine installed on the roof of her residence.



### INSIDE | F8

**Out of Town Properties**  
The Black Rock Oceanfront Resort on Vancouver Island is a remote oasis situated amidst a dramatic medley of rock, water, glass, steel and wood.



NEW HOME PROJECT PROFILE



A family home, but an affordable family home, is the message in the MacPherson Walk show home. 'Our pricing at the beginning was realistic and value-based,' Michael Hungerford says.

# Hungerford Group boldly ventures to recreate value-added, affordable homes

Despite challenging economic times, developer hasn't had to lower prices to entice buyers

**MacPherson Walk**

**Project location:** Burnaby, MacPherson and Irmin

**Project size:** 49 townhouses, 296 apartments

**Residence Size:** 1 bed, 514 sq. ft. - 665 sq. ft.; 2 bed, 2 bath, 782 sq. ft. - 893 sq. ft.; 3 bed, 2 1/2 bath townhouse, 1291 sq. ft. - 1,355 sq. ft.

**Prices:** 1 bed, from \$259,900; 2 bed, from \$334,900; 3-bed townhouses, from \$559,900

**Sales centre:** 14 - 5883 Irmin St.

**Hours:** noon - 5 p.m. Sat - Sun

**Telephone:** 604-456-8883

**E-mail:** info@macphersonwalk.com

**Developer:** Hungerford Group

**Web:** macphersonwalk.com

**Architecture:** Robert Ciccozzi Architecture

**Interior Design:** BYU Design

**Occupancy:** phase 1, fall, winter; phase 2, spring

BY MICHAEL SASGES  
VANCOUVER SUN

An architect and interior designer whose mastery of space is proclaimed by their success in professional competitions and the width and depth of their commissions.

Two attached-residency types. Four acres of landscaped grounds. Six buildings, robustly detailed in timber and brick. A seven-acre property.

MacPherson Walk is big, memorably big; it is a departure for the family-owned real estate company responsible for its development, the Hungerford Group, and it is intended by the family as a profession of its abilities.

"Our family has been around," Michael Hungerford says. "I'm the fifth generation in Vancouver, my kids are the sixth.

"We've been developing property for over 30 years. I would say we are a new face to large-scale multi-family. In terms of understanding development, understanding service, we've been doing it for a long time and we have a reputation that's been earned over the generations....

"We are here to stay and we want this to be the measure of what we will do in the future.

"We" are Michael and brother Andrew and their father, George.

"They" are not necessarily saying that MacPherson Walk, wood-frame

attached residential, is their definite future.

"...this is a good measure of the standard we want to set for this market. We will be servicing other markets with our products. It could be high-end communities; it could be industrial parks, retail. We're a developer that's not afraid to go into different asset-classes."

All but 25 of the MacPherson Walk homes have been sold. The sales and marketing campaign started in October 2007; construction, in early 2008.

Father and sons, in other words, are completing the sale and construction of a new-to-them product in challenging economic times.

"Obviously no one could have predicted the market conditions and the difficulty purchasers have had with employment," Hungerford says to the question, what do you know in the summer of 2009 that you didn't in the summer of 2007?

"I think you have to be flexible; you have add some value to hold value. I think everyone anticipates value goes up. I think in this market that's changed for people; prices have come down.

"We're really fortunate that prices have held up here. We've never lowered our price. And I think that the general south Burnaby market is one of the stronger markets in metro Vancouver.

"There are fewer large-scale communities like this. I think people see quality and they see a different experience living here. And that's something that has allowed us to maintain prices."

The first six months of the Westcoast Homes reporting year, of course, has been a chronicle of declining prices: Concord Pacific, the Cosmo tower in downtown Vancouver; Francesco Aquilini, the Richards tower downtown; Amacon, the Beasley, again downtown; a "bulk," or liquidation, campaign by one of the big organizers of sales and marketing campaigns and on behalf of developers with unsold homes around here and in the Okanagan.

"Our pricing at the beginning was realistic and value-based," Hungerford says. "We set prices that we thought were reasonable to begin with. So we didn't need to drop prices."

Hungerford says the family has also tried to increase value for their customers during the wait for their homes.

Heavier carpet underlay. Cement board, not waterproof drywall, behind bathroom tiles. Booster fans to accelerate laundry-room venting and improve



The MacPherson Walk developer is selling the last homes there from a show home in a completed townhouse. Further, it is selling them from an inside-row residence, and not an end-of-row residence. The latter admits natural light and breezes off the floor.

dryer efficiency. Outside, retaining walls of stone, not wood.

He says he has not priced out the cost to Hungerford of these after-sale upgrades.

"These things are going to see this project last a lot longer. We haven't priced them out. But they were certainly the right decision. Throughout the development of a project you have to constantly make decisions about product selection and issues that come up. We have always tried to do the right thing, which is for the long term."

homes@vancouver.sun.com

Porcelain tile will be underfoot in the ensuite at MacPherson Walk. Polished marble will top the two-bowl vanities. Rather than a tub-shower combination, the developer, the Hungerford Group, and designer, BYU Design, selected a shower only for the ensuite. A long sook is available in the second bathroom of the two-bath apartments and townhouses.





# SUNDAY HOMES



WESTCOAST LIVING

HARDIP JOHAL (EDITOR) • 604-605-2783 • hjohal@png.canwest.com | SUNDAY, NOVEMBER 18, 2007

SECTION F



MacPherson Walk has been designed to fit into a single-family neighbourhood in South Burnaby, where it is just minutes from SkyTrain. Hence, its modest four-storey profile complements the surrounding neighbourhood. The units are spacious, comfortable and include numerous stylish amenities and materials. WAYNE LEIDENFROST PHOTOS—THE PROVINCE

## WALK ON THE 'WILD' SIDE

MacPherson Walk in Burnaby has 3.5 acres of green space and buyers are lapping it up!

PAGE F2





**The facts**

**MacPherson Walk**

**What:** 350 condominiums and a small number of two-storey townhomes as part of a master-planned community.

**Where:** 7450 MacPherson, Burnaby.

**Developer:** the Hungerford Group  
**Sizes:** One bedroom, one bedroom with a tech nook, two and three bedrooms, from 514 sq. ft. to 1,376 sq. ft.

**Prices:** From \$254,900

**Open:** Open daily, closed Friday, noon to 5 p.m. Info: 604-456-8883, macphersonwalk.com



■ From above and going clockwise, high-end finishing is standard in each unit and includes granite counters and stainless appliances. Eating bar offers extra seating in the dining area. Bathrooms are finished with marble vanities. WAYNE LEIDENFROST — THE PROVINCE



# MacPherson Walk offers peace and quiet

**SOUTH BURNABY:**  
**Low-profile condos suit single-family neighbourhood**

BY KERRY MOORE  
 STAFF REPORTER

South Burnaby has several advantages for people looking for a quiet life. George Wong, who represents the new development MacPherson Walk, calls South Burnaby a community-oriented area. "It's made up primarily of single-family homes and small shops."

MacPherson Walk, he adds, will be a community within this area, a two-phase development that will stretch

horizontally between two blocks, with 3.5 acres of green space in the middle of it.

Wong, who is a principal of the Platinum Project Marketing Group, explains that early interviews with prospective buyers indicated they "were more interested in the amenity of a green space than, say, a pool in a building."

"We will have a courtyard, putting green, walking paths, private picnic spots, children's area, water features and, of course, extensive landscaping," he says.

That doesn't mean there are no other amenities. In each of the two phases, condo owners will have use of a fireside lounge with kitchen and wet bar, a fitness facility with change rooms, outdoor barbecue and a

guest suite overseen by an on-site caretaker.

Wong notes that there is only one interior upgrade, which may come as a relief to people in search of the simple life. "MacPherson Walk offers the gold standard in furnishings to avoid the complications of constant options and upgrades.

"Every home has stainless appliances — gas range with porcelain cooktop, refrigerator with bottom mount freezer, dishwasher, microwave and hood fan, food disposal and stacking washer/dryer. Kitchen counters are granite and bathroom counters are marble. In most homes, the bathroom has a shower separate from the tub."

In kitchen and bath, cabinet doors are of square-edged wood veneer

and both have porcelain floor tile, which is also in the entry. The rest has tip-sheared broadloom carpet. MacPherson Walk's sole upgrade allows for rich hardwood laminate flooring in living and dining areas in walnut or white oak, colour schemes that extend throughout the homes.

There are choices to be made in the floor plans, with six different two-bedroom plans and five three-bedroom plans. "The layouts are all designed to offer flex room, so owners can create their own extra space."

Other extras include underground storage space and secure bike storage. Homes are pre-wired for state-of-the-art communication networks and all receive one year of free high-speed Internet and cable service.

Townhomes are equipped with

automatic garage-door openers for private underground parking while all units have a pre-wired security system and smoke detectors.

The development is only four storeys high to fit easily into the residential neighbourhood.

Nearby schools include South Burnaby Secondary, Clinton Elementary and Glenwood Elementary.

Royal Oak SkyTrain station is two blocks away, so it's just a quick zip to Metrotown and about 15 minutes to downtown. Big box shopping is also close; a new shopping centre at Marine Way and Byrne Road is a five-minute drive. And all this on a sunny southern slope, with river and mountain views to boot.

Occupancy is late 2009.

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THE VANCOUVER SUN

REAL ESTATE MATTERS | L15

EDITOR MICHAEL SASGES 604-605-2467

SATURDAY, OCTOBER 13, 2007

E-mail homes@png.canwest.com

## HOME THOUGHTS

### Latest designs on show in fall parade of homes

The fall parade of new homes is always a showcase for the latest in residential architecture, interior design, construction technology and building products and services.

This year's parade starts next Saturday and ends Oct. 28. Forty show homes and presentation centres by 12 builders and developers in 11 municipalities are this year's reason to know about this annual event, organized by the Greater Vancouver Home Builders' Association.

Single-family detached homes; duplexes and townhouses; and low-rise and high-rise homes are all represented.

Prices range from the low \$200,000s for a Cloverdale apartment to more than \$850,000 for a duplex home in Squamish.

Watch for a "parade route" guide in next weekend's West-coast Homes.

### Simple household steps to help the earth

The current Mother Earth News offers some simple steps towards environmentally benign house maintenance.

For instance, wiping your windows with newspaper instead of paper towels not only reuses a renewal-resource product, it also leaves your windows streak-free.

And adding a half cup of strained lemon juice during the rinse cycle will brighten your laundry.

### Penthouse for sale has Mount Baker views

The Cressley development company has only one home left to sell in its Park360 tower in Burnaby—a two-floor, south-facing penthouse.

The asking price is \$819,900. You can reach Cherif Malak at 604-307-1896 if you think the future of your household should include singular views of Mount Baker, etc etc etc.

### Her \$3.9-million home isn't enough, either

One of the Bond girls, Denise Richards of *The World Is Not Enough*, has decided her Los Angeles area residence is not enough for her and her two daughters.

She has listed the 5,200-square-foot house near Los Angeles on slightly more than an acre for \$3.9 million. She recently bought a 5,600-square-foot house for about \$4.6 million in the same neighbourhood.



CLOVERDALE | Award-winning builder's Compass close to everything - L1

## Reimagining 'country'

BURNABY | 'Tranquil' MacPherson Walk a SkyTrain trip away from 'the core' - K2



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# Burnaby project's outside lures equal inside

NEW HOMES

## PROJECT PROFILE

### MacPherson Walk

**Location:** South Burnaby  
**Project size:** 341 apartments and townhouses.  
**Residence size:** Studios, about 520 sq. ft.; 1-bedroom, from 586 sq. ft.; 2-bed, 2-bath, from 808 sq. ft.; 3-bed, 1,112 sq. ft.; townhouses, from 1,291 sq. ft.  
**Prices:** Studios, from \$215,900; 1-bed from \$242,900; 2-bed, from \$325,900; 3-bed, from \$459,800, townhouses, from \$527,900

**Sales centre address:** 7450 MacPherson at Irwin/Rumble  
**Hours:** Noon to 5 p.m., Sat. to Thu.  
**Telephone:** 604-456-8883



**Web:** macphersonwalk.com  
**Developer:** Hungerford Group  
**Architect:** Robert Ciccozzi  
**Interior design:** BYU Design  
**Tentative occupancy:** Summer 2010

**PHOTOS: PETER BATTISTONI**  
 VANCOUVER SUN  
**STORY: MICHAEL SASGES**  
 WESTCOAST HOMES EDITOR

The MacPherson Walk new-home project is a charming reminder of the attractions of duality. It is an apartment and townhouse project. It will offer its eventual households approximations of city and country residency. It will attract both the investor/landlord and the owner/occupant.

It is an investment opportunity because it is located in an "emerging" neighbourhood, one where value appreciation is more likely than not to occur.

It is a lovely owner/occupant opportunity because MacPherson Walk households will reside in homes . . .

1. enclosed by almost four acres of gardens and lawns and paths, and
2. finished richly, with the entryway flooring — oversized tile from Italy — representing the depth of the features the developer and the BYU interior design shop have specified.

The pride-of-ownership attractions, inside and outside the homes, ask the question: Why would a real-estate investor buy a residence with a tiled entryway? George Wong, organizer of the MacPherson Walk sales campaign, says the answer is this: Why wouldn't a real-estate investor buy a residence in a neighbourhood undergoing densification, especially at an early point of the transformation?

"In size and concept, the See 'DREAM COME K6



The show home at the MacPherson Walk project demonstrates one of the developer's chief goals: Space maximization. The open-plan dining and living areas — the latter opens to a patio — offer ample room for residents to relax and entertain, while a computer nook, below, provides households with a compact work and play station. Reports developer Michael

Hungerford: 'Once you get into the suite, you're in the space. The windows are large; the patios and balconies are large. There's a lot of light. . . We've tried to really open up the suites and make them feel expansive.' MacPherson Walk homes will be enclosed by almost four acres of gardens and lawns.

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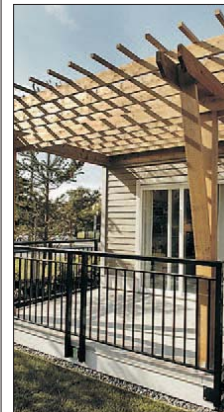




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Inside and out, MacPherson Walk homes will give households a sense of space and sophistication. Bedrooms, above, will have generous windows, allowing residents to take in views of the more than 3½ acres of landscaped green space. Private patios, below, will also permit access to the exceptionally large property, which will include gardens, lush lawns and almost a kilometre of walking paths throughout.



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## 'Dream come true' for no-kids couples

From K2

vision, MacPherson Walk is a "first of its kind" in south Burnaby," the Platinum Project Marketing Group principal said in an interview.

"So, that's why we're saying it's a rare opportunity. And when you use language like that, it will attract investors, without saying appreciation or return. I do anticipate a strong investor interest."

Early on, Wong says, he and developer Michael Hungerford identified the investor as only one of three prospective buyers at MacPherson Walk.

The other two are the older household wanting to downsize and the younger household seeking either its first home-ownership adventure or a bigger home.

"The first group that we identified are single professionals and couples, no kids. That's the biggest group that we expect."

"For this group, the big attraction will be a nice, tranquil location within walking distance of all the services, two blocks away from a Sky Train station."

"It's an urban professional's dream come true. It's very close to the core; it's not way out, where most young people are having to go these days. . . ."

SkyTrain's Royal Oak station is a five-minute walk from MacPherson Walk.

The farthest station downtown, Waterfront, is a 20-minute ride from Royal Oak. The nearest, Stadium, is a 16-minute ride.

The Metrotown station is three minutes away. New Westminister's riverfront markets are 10 minutes away.

Continues Wong: "Another target market that we identified was the active empty nester in Burnaby about to move out."

"On the townhouses, there is a big need for a home that is right for two incomes, with one or two small children."

"The townhouses will be the perfect answer for that situation. They're not a condominium residence. They will be a nice stepping stone between a condominium and another townhouse or a single, detached home."

The needs of the younger household, the most likely MacPherson Walk prospect, were the primary drivers of the homes' design, Hungerford reports.

Their first need, of course, is an affordable home. And an affordable new-construction home is a creature of space rationing.



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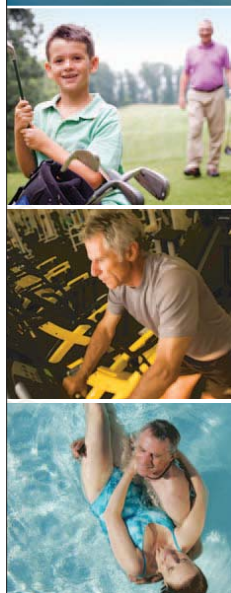
See LOTS OF LIGHT K8



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Kitchens at MacPherson Walk will be finished with granite countertops, porcelain tile flooring and wood veneer cabinets with polished chrome pulls. Ceramic tile backsplashes will add a touch of style. The stainless steel appliance package is Whirlpool, and includes a slide-in gas range, a 19-cubic-foot refrigerator with bottom-mount freezer, an Energy Star dishwasher, an over-the-range microwave and in-sink food disposal. Kitchens also come equipped with handy double sinks and roomy breakfast bars — ideal for entertaining.



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**What's going down in south Burnaby**

The MacPherson Walk plant list:

**TREES** Acer griseum, paperbark maple; cercidiphyllum japonicus, Katsura tree; cercis canadensis, eastern redbud; hamamelis x intermedia, yellow flowering witch hazel; cornus kousa chinensis, Chinese Kousa dogwood; malus zumi calocarpa, flowering crabapple; magnolia stellata Royal Star, star magnolia; pinus contorta var. contorta shore pine; styrax japonica, Japanese snowbell; thuja plicata, western red cedar; and 66 'street tree species' to be determined by city hall.

**SHRUBS** Aucuba japonica, Japanese laurel; berberis thunbergii stropurpurea, red leaf Japanese barberry; cornus stolonifera, red osier dogwood; cotoneaster dammerii, little-leaf cotoneaster; gaulltheria shallon, salal; hydrangea quercifolia, oakleaf hydrangea; photinia x fraseri, photinia; pieris japonica 'Forest Flame', lily of the valley; polystichum munium, western sword fern; rhododendron 'Snow Lady', white rhododendron; rhododendron 'daphnoides', purple rhododendron; rhododendron 'Ken Janeck', pink rhododendron; sarcococca hookeriana humilis, Himalayan sweet box; kimmia japonica reevesiana, Japanese skimmia; spirea x bumalda 'goldflame', goldflame spirea; tipa tenuissima, Mexican feather grass; taxus x media 'Hicksii', Hick's yew; viburnum davidii, David's viburnum.

**GROUND COVERS, VINES** Parthenocissus quenquefolia, Virginia creeper; pachysandra terminalis, Japanese spurge; rubus calyculoides, eneroli carpet; sasa veltchii, fringed bamboo; vinca minor 'Alba', dwarf periwinkle.

**PERENNIALS, BULBS and ANNUALS** Achillea millefolium, yarrow; allium neapolitanum, flowering garlic bulb; crocosmia 'Lucifer', red flowering crocosmia; dicentra fersmosa, western bleeding heart; geranium x cantabrigiense, dwarf cranesbill geranium; hemerocallis 'Stella D'Oro', day lily; heuchera micrantha, coral bells; hosta 'blue angel', blue angel hosta.

**Lots of light opens spaces**

From K6

"We spent a lot of time on every unit plan. None of them have awkward arrivals; none of them have awkward hallways that you step into," he says.

"Once you get into the suite, you're in the space. The windows are large; the patios and balconies are large. There's a lot of light. . . . We've tried to really open up the suites and make them feel expansive."

"And yet we're very sensitive to the buyers' need today, primarily for affordable price. . . . So, we wanted to make sure we maximized the use of the space to meet a price point."

"That purposeful focus on the new and younger prospect wasn't at the expense of the older prospect."

For example, life after children — or with adult children or with their grandparents — would pass very agreeably in the eight corner homes on the north side of the two apartment buildings Platinum and Hungerford are bringing to market.

They are three-bedroom, two-bath homes of more than 1,100 sq. ft.

In a development in which the largest homes — the townhouses, at almost 1,370 sq. ft. — are almost triple that of the smallest home — studios of a little over 500 sq. ft. — a "monoculture" community is highly unlikely.

That range assures a variety of household circumstances and, therefore, the household diversity that is the first attribute of a real community.

Creation of a MacPherson Walk community is one of developer Hungerford's goals. His means, he hopes, is the site itself, the latest example of how a site might influence the structure on it.

See PROJECT K10

# Project makes most of site size

From K8

His explanation of the possible contribution of the property to the creation of a community is also one of the loveliest expositions on the intangible foundations of a community.

"The vision for the project, from the beginning, was to take advantage of the size of the property," he says.

"It's an unusually large size and therefore, we had an opportunity to maximize what we think will create the community here, the green space and the shared experiences outdoors, the different amenities on the site, a park and a pool and a public school across the street, the urban trail that meets up with the SkyTrain trail."

David Stoyko of Sharp & Diamond Landscape Architecture answered two questions about the firm's plans for the MacPherson Walk grounds.

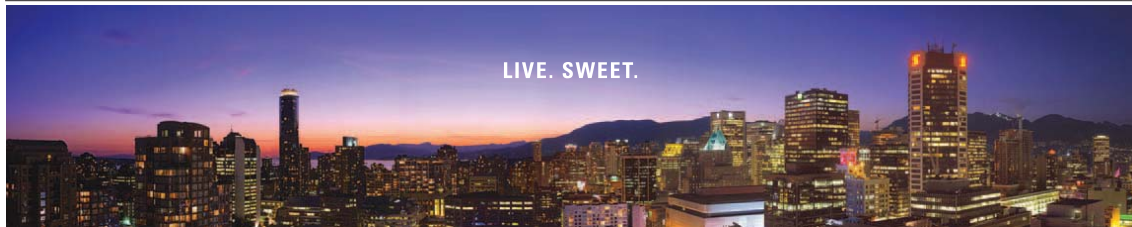
See LUSH LANDSCAPE K12



MacPherson Walk bathrooms will be at once luxurious, relaxing and roomy. Porcelain tile — on the floor and shower and bathtub surround — will add a touch of sophistication, as will the solid marble countertops.

Cabinetry will be wood veneer, accented with polished chrome pulls. White porcelain sinks will have polished chrome single-handle faucets, and oversized showers affixed with adjustable three-function pullout shower

heads. Teymor bathroom accessories will also have a polished chrome finish. The generous sconce lighting above the bathroom vanity promises that the space will be both elegant and functional.

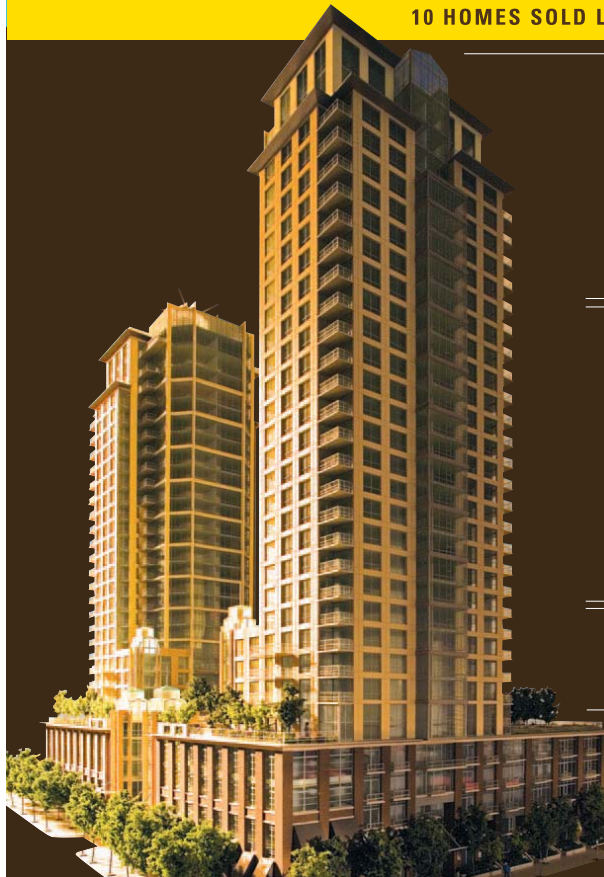


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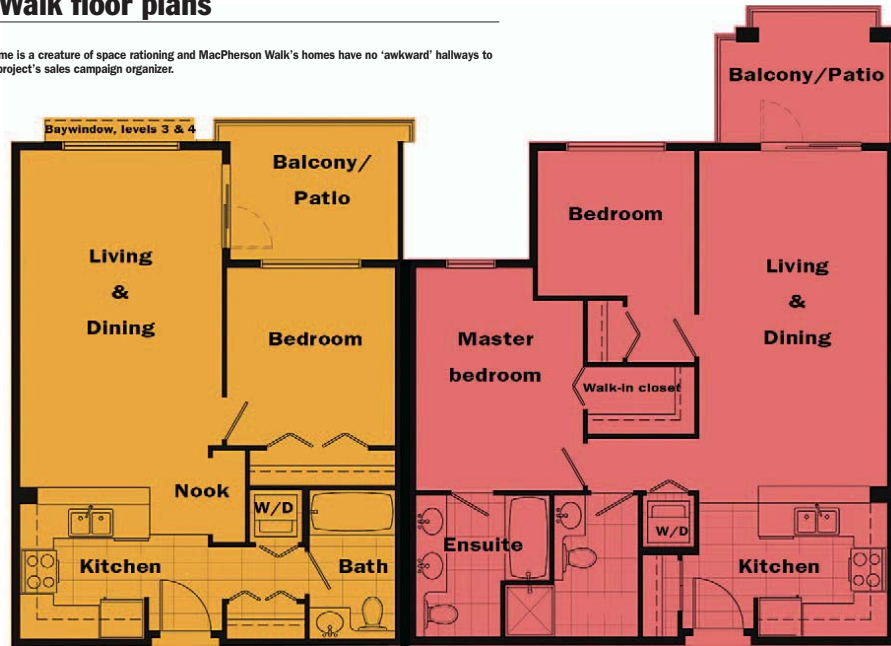
## MacPherson Walk floor plans

An affordable new-construction home is a creature of space rationing and MacPherson Walk's homes have no 'awkward' hallways to step into, says George Wong, the project's sales campaign organizer.

Ninety-three of the inaugural MacPherson Walk households will reside in the two plans shown here.

The smaller C plan is the base-price one-bedroom plan at MacPherson Walk, with a starting price of \$242,900. It offers its households around 610 sq. ft. of interior space.

The larger D plan is the entry-level two-bedroom, two-bath plan at the south Burnaby new home project, with a starting price of \$325,900. It offers its households about 810 sq. ft. of interior space.



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## Landscape lush with colourful, aromatic plantings

From K10

1. On the 10th anniversary of the completion of MacPherson Walk grounds, what will the passerby see, hear and smell from Irmin Street?
2. On the 10th anniversary of the completion of the MacPherson Walk grounds, what will the at-grade resident see, hear and smell?

He expects that, looking in from Irmin Street, passersby and neighbours will see "a lush landscape."

"The townhome yards will address the street and create a comfortable edge. Residents will feel comfortable living in their yards, and activating the neighbourhood."

"The use of plant materials will create a variety along Irmin Street, so that the different townhome buildings will have their own identity."

"Flowering trees will create an attractive canopy along the street, and the shrubs and ground covers used will provide year-round interest and colour."

"Some shrubs and trees — sweetbox and witch hazel, for example — have been employed to create a flowering experience in early spring, with sweet fragrances."

"Perennials have been used to provide flowering interest throughout the summer and into autumn."

"Tree and shrub species have been picked that increase the fall colour experience. And the shrubs have been chosen for their attractive foliage as much as their flowering."

He expects that looking out from the MacPherson Walk residences will motivate residents to get outside.

"From day 1, residents of MacPherson Walk will enjoy a network of on-site landscape spaces that increase their livable space."

"The courtyard areas feature a number of active and passive spaces including seating areas, play spaces, putting green and open lawn spaces which are connected through a series of walkways."

"Pedestrian walkways connect all of the spaces within, and out to the streets and public greenway."

"Entrances are accented by wooden trellis and gates feature and brick-clad columns."

"In the next 10 years the planting will mature to create an oasis of semi-private amenity spaces for all of the residents."

"Different parts of the landscape will have a different feel, lending a different identity to separate spaces, but connected through the use of some theme plantings."

"The attention to the landscape around the edges, as well as the courtyard spaces, helps to connect residents to the neighbourhood."

homes@pngcanwest.com



# Hungry for More

**+** Hungerford Properties follows a core set of values as it develops and manages properties in numerous markets throughout Western Canada.



Michael Hungerford, Andrew Hungerford and George Hungerford are the partners who manage Hungerford Properties.

**Hungerford Properties**  
[www.hungerfordproperties.com](http://www.hungerfordproperties.com)

**Headquarters:** Vancouver

**Specialty:** Real estate investment, development and management

> Hungerford Properties is poised to take advantage of the changing market conditions and emerging investment opportunities. Hungerford Properties and its investors were well positioned entering the global recession as they did not acquire properties at the cyclical high and have a strong balance sheet ready to take advantage of the emerging acquisition opportunities.

Hungerford Properties recently has completed the successful and award-

winning 345-unit residential project in Greater Vancouver called MacPherson Walk, which has turned a lot of heads. Hungerford Properties is growing quickly and is aiming to become a regional player over the next decade. It is in the process of raising a new real estate private equity fund which aims to take advantage of emerging real estate investment opportunities.

**Recent Success**

MacPherson Walk, located in Burnaby, BC, is centrally located in the Greater Vancouver area. The property was originally an industrial park that Hungerford Properties rezoned to residential, assembled neighbouring sites to make it

*“We are very cognizant of risk and are continuously focused on minimizing risk and maximizing investor returns.”*  
 > Andrew Hungerford, partner

a bigger development, performed environmental remediation, and then redeveloped the property. The entire project was pre-sold and completed ahead of schedule, despite a difficult market environment. “We are very cognizant of risk and are continuously focused on minimizing risk and maximizing investor returns,” Partner Andrew Hungerford says. “This philosophy is particularly important during difficult market conditions where volatility can erode returns quickly.”

Hungerford will launch pre-sales of the third phase in the MacPherson Walk community this winter. MacPherson Walk North will contain 120 one- and two-bedroom wood-frame apartments and will build upon the established track record of the developer.

**Business Strategy**

Hungerford Properties is a real estate investment, development and management company. Hungerford Properties manages more than 1 million square feet of industrial, office, retail and residential properties. The firm is focused on a value-add investment strategy whereby it acquires older (Class B and C) income-producing properties and use value-enhancing strategies such as refurbishment and redevelopment.

Properties are often located near expanding urban cores, gentrifying neighborhoods, and along transit oriented development areas. For example, the MacPherson Walk property was a Class B industrial park located across the street from an established community and a reputable school. It also is just two blocks from an important rapid transit line called Sky Train.

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Earlier this year, Hungerford finished MacPherson Walk – a residential development that is one of the company's largest projects to date.



**Team Work**

Hungerford Properties has an impressive management team. The three partners of Hungerford Properties are George Hungerford and his two sons, Michael and Andrew.

George has a long and successful track record of investment in real estate. He is well regarded as a community leader and has been awarded the Order of Canada, is a Queen's Counsel lawyer, an Olympic Gold medalist and was awarded the Lou Marsh Trophy as Canada's top athlete.

Michael has an MBA from Stanford University, has a strong operations background where he oversees the development management, property management and sales and marketing at Hungerford Properties. Michael brings international perspective to the company having lived and worked in China and the United States for many years.

In addition, Andrew has an MBA from Stanford University and is a Chartered Accountant and Chartered Financial Analyst Charterholder. Andrew also

lived abroad in Asia, the United States and United Kingdom, where he worked in acquisitions and asset management in real estate private equity at Deutsche Bank RREEF and for a Morgan Stanley co-sponsored fund. Michael and Andrew's international experience bring a high level of sophistication and best practices to Hungerford Properties.

**Focus on Western Canada**

Income property values across the globe have been in decline as rents have fallen and vacancy and capitalization rates are rising. Western Canada looks well positioned to recover more strongly than many other countries and regions. Global population growth and the industrialization of the developing world bode well for rising demand and prices of commodities. The long-term demand for commodities translates into an optimistic outlook for Western Canada to have outperforming economic growth.

Hungerford Properties stayed out of the market during the real estate bubble.

"We have a long-term view on investing and could not make sense of the underlying valuation fundamentals during the peak of real estate pricing," Andrew Hungerford says.

Hungerford Properties is not dealing with troubled assets like many other real estate companies, and, as a result, has an untarnished track record and strong balance sheet. Hungerford is actively pursuing acquisitions as more attractive investment opportunities are appearing.

The new real estate private equity fund that Hungerford Properties is raising aims to take advantage of these attractive opportunities. The Fund approach offers investors diversification and a balanced approach to risk. Hungerford Properties is raising equity from high networth individuals, endowments and trusts, and invests alongside investors to ensure interests are aligned.

Hungerford will continue to invest in key Western Canadian markets in Vancouver, Edmonton and Calgary, where it has established relationships.



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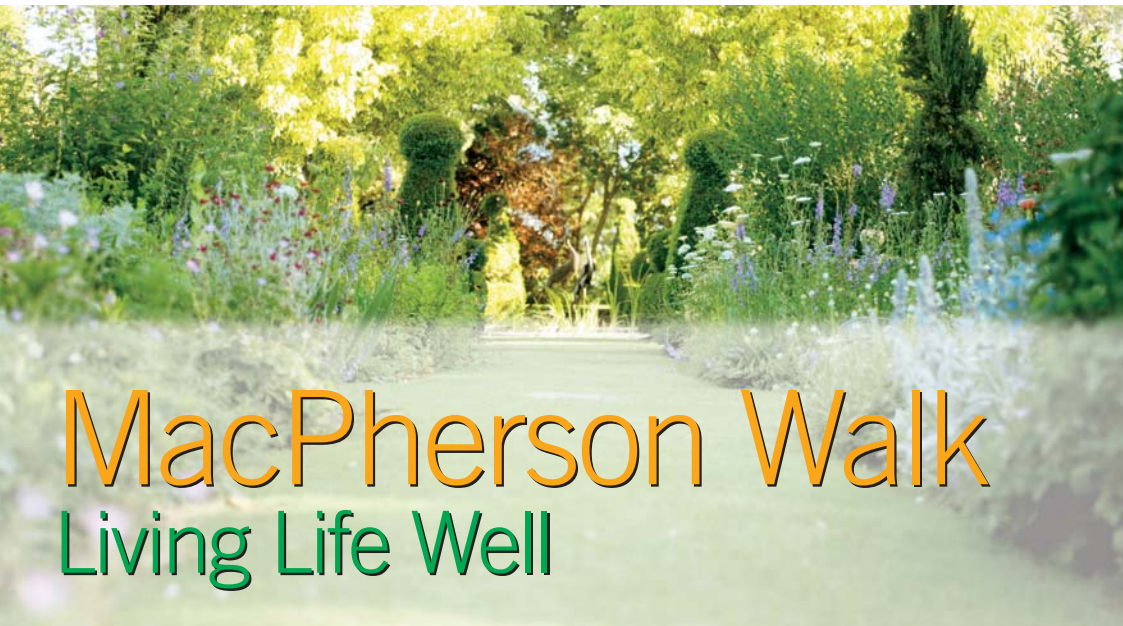


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# MacPherson Walk

## Living Life Well

“The amount of green space you’ll enjoy at MacPherson Walk far surpasses any other new development in this neighbourhood.”

Christine Morris

appliance package and you’ve got gourmet adventures waiting to happen.

At the end of a stressful day, it’s tough to find a better way to relax than a long, leisurely bubble bath. Luckily, MacPherson Walk ensembles boast luxuriously spacious tubs to accommodate. And in the morning when your body calls out for invigoration rather than relaxation, check out the tri-function shower for a get-me-wide-awake way to get going.



### Interiors to Impress

Inside, MacPherson Walk brings together all the features today’s savvy buyers insist on. Gourmet kitchens sizzle with granite countertops and city-chic ceramic tile backsplashes. Stylish porcelain floor tile extends throughout the kitchen, entrance and bathrooms, with a seven-piece Whirlpool

### Be Part of the New Wave

MacPherson Walk offers a selection of more than 340 condominium and townhome residences. The community’s initial release of condominiums is on schedule to begin sales in early October. Watch for the opening of the presentation centre and display home located at MacPherson

Avenue and Irmin Street in Burnaby. For more information and to priority register for this exciting opportunity, call 604-456-8883, or you can visit on the web anytime at [www.macphersonwalk.com](http://www.macphersonwalk.com). **nh**

by Susan M Boyce

**L**ocation, location, location. It’s the mantra of what makes some properties hot and others not. So it’s for sure that MacPherson Walk is one hot location.

Situated only minutes from Metrotown and steps from the Royal Oak SkyTrain, MacPherson Walk’s contemporary West Coast design by Robert Ciccozzi Architecture combines urban living with a lush, park-like setting. Three and a half acres — more than half the property — is landscaped courtyard gardens, green spaces, and outdoor amenities. There are covered picnic areas, walking paths, and even a private putting green for when you want to brush up on your tee-technique.

In the evening, how about a stroll along the community’s perimeter walking trail? Or perhaps just relax on the lawn and let the orange and gold of sunset wow you with its beauty. It’s all about living life well — however you define it.

“The amount of green space you’ll enjoy at MacPherson Walk far surpasses any other new development in this neighbourhood,” says marketing coordinator Christine Morris. “Lower density means residents will discover an enhanced sense of community as well as the ability to come home to a place where they can simply relax, kick back, and play.”

### Close to Everything You Enjoy

When it comes to sheer convenience, MacPherson Walk is tough to beat. This is an evolving neighbourhood that continues to turn heads among buyers on the quest for downtown Vancouver finishings, quality, and amenities without the skyrocketing downtown prices. Whether



you prefer boutique or big box, hip-hop or haut couture, Chinese or Italian, here you’re sure to find something to satisfy your every whim. And in case that’s not enough, a plethora of parks, galleries, and recreational opportunities are merely waiting to be discovered.

For growing families, MacPherson Walk’s many school are nearby and there’s a pool at the park next door so Mom’s Taxi won’t be stressed to the max — the kids can walk to most activities. Plus there are libraries to expand mental horizons at any age, theatres to entertain and inspire, and a whole lot of cultural history to explore.





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## **MACPHERSON WALK PHASE 3**

### ***Award-Winning South Burnaby Success Continues***

BURNABY, British Columbia – Hungerford Group will soon launch Phase 3 in its award-winning and vibrant South Burnaby residential community, MacPherson Walk. Phases 1 and 2 consist of 345 successfully completed condominium and townhomes, with Phase 3 bringing a new collection of one and two-bedroom homes to the Royal Oak neighbourhood completing in Summer 2012.

Hungerford Group and its team of professional consultants are working together with the City of Burnaby to continue making MacPherson Walk one of the most livable communities in the South Burnaby area. This includes adding an uncommon amount of landscaped green space, surrounding the development with walking trails, installing leading edge fibre-optic technology throughout each home, and implementing new eco-friendly programs for the neighbourhood.

In addition, Phase 3 will offer MacPherson Walk's most popular floorplans but with higher ceilings, reconfigured bathrooms and deeper tech nooks. The pre-sale marketing of MacPherson Walk Phase 3 is expected to begin in the Fall or Winter of 2010.

#### **ABOUT HUNGERFORD GROUP**

Hungerford Group is a fast-growing and reputable real estate investment, management and development organization. Hungerford Group is grounded on values such as employing best practices, valuing community and applying high standards throughout its entrepreneurial organization. Hungerford Group has been an active member of the Greater Vancouver Home Builder's Association and Urban Development Institute, winning awards and becoming finalists for several local and national categories for its MacPherson Walk project.

[www.hungerfordgroup.com](http://www.hungerfordgroup.com)

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| ACCESS INSTRUCTIONS: |   |
|                      |   |

**I agree that the above stated problems are warrantable issues and did not arise from negligence or lack of maintenance. I understand that I may be charged for repairs done on any non-warrantable issues. I understand that certain problems may be deferred to the Year End Warranty.**

\_\_\_\_\_  
 Homeowner(s) Signature(S)

\_\_\_\_\_  
 MacPherson Walk Customer Service Rep

\_\_\_\_\_  
 Construction/Trade Signature

\_\_\_\_\_  
 Date Received

\_\_\_\_\_  
 Date Repaired & Completed