

FINAL RELEASE
TODAY



MERIDIAN GATE



DISCOVER A NEW RICHMOND NEIGHBOURHOOD

Meridian Gate by Polygon. An exciting address in Richmond's newest neighbourhood, Alexandra Gardens. West Coast contemporary apartment residences in an evolving area that will soon be home to new parks, greenways and a village-style shopping centre.

Two-bedroom homes priced from \$369,900



PRESENTATION CENTRE
OPEN NOON TO 6PM DAILY EXCEPT FRIDAY
9191 ODLIN ROAD, RICHMOND, BC
TELEPHONE 604.279.5418
MERIDIAN@POLYHOMES.COM


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www.polyhomes.com
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B C C O N D O S . N E T



MERIDIAN GATE Richmond Condos Launching

After months of anticipation, we're delighted to announce that Meridian Gate, Polygon's new apartment community in Richmond's Alexandra Gardens neighbourhood, will open soon. Beginning at noon on Saturday, October 20, 2007, you're invited to take advantage of Richmond Meridian Gate Condos opening day pricing and the first selection of homes. With one bedroom apartment residences starting from \$269,900 and two bedroom condominium homes starting from \$339,900, you'll want to make sure you're the first in line! The first 50 buyers at Meridian Gate Richmond can take advantage of a special financing promotion so we strongly encourage you to arrive early! Call Meridian Gate for more details.



MERIDIAN GATE To take a look at these bright and spacious one, two and three bedroom Meridian Gate Richmond condo floorplans and to receive more detailed information, please call us at 604 871-4188. We hope to see you next Saturday so that you can discover Meridian Gate residence condominiums first hand. Our presentation centre is located at 9191 Odlin Road (between Garden City Road and No. 4 Road).

POLYGON MERIDIAN GATE HOMES LTD.

May Kam, Sales Manager

mkam@polyhomes.com

Polygon's Meridian Gate Now Selling!

Wow! It's been an unbelievable start to the sales program at Meridian Gate, Polygon's new collection of apartment residences in Richmond. Since opening a few weeks ago, we've sold over 80 homes!

It's not surprising when you consider all that Meridian Gate has to offer. The location in Richmond's new Alexandra Gardens neighbourhood is fantastic - a place that will soon be home to new parks, greenways and shopping - yet is also just minutes from the hundreds of restaurants, shops and services of central Richmond. It's a Richmond area with a strong future that is proving extremely popular with today's homebuyer.

Inside, light, space and attention to detail is what's attracting people to these one, two and three bedroom Meridian Gate homes. Every home is



full of unique details - gourmet kitchens with granite counters and stainless steel appliances, luxurious ensuite baths and spacious decks or patios for outdoor living. There's even a resident-only Meridian Gate clubhouse full of resort-style amenities such as an outdoor pool and spa, fireside games lounge, fitness studio, screening room, guest suite, resident concierge and more.

We encourage you to visit us again soon! Our Richmond Meridian Gate presentation centre is located at 9191 Odlin Road (between Garden City Road and No. 4 Road) and we're open from noon to 5pm daily except Friday. If you have any questions, please call us at 604.279.5418. We look forward to seeing you soon!

POLYGON MERIDIAN GATE HOMES LTD.

May Kam and Lana Tse - Sales Managers



Richmond homes that make for a perfect fit

NEW HOMES -- Project profile

BY THE VANCOUVER SUN NOVEMBER 17, 2007



NEW HOMES

Project profile

Meridian Gate is the first new-home project in a new-home community by Polygon that will add 1,200 homes to Richmond's residential inventory over the years.

In looking up that number, the company's Ralph Archibald found a couple of others that demonstrate the importance of the Richmond new home to Polygon -- and of Polygon to the island suburb.

It has built about 3,200 homes there since 1980, 1,500 of them in the last 10 years.

The former number means that one of every five Polygon homes built in the company's lifetime has been built in Richmond. Polygon knows Richmond, in other words.

One manifestation of that corporate knowledge is the presence of 14 three-bedroom apartments in the first Meridian Gate building that Polygon now is selling.

Time and time again, developers and builders profess reluctance to include three-bedroom apartments in their buildings. Their thinking is this: The household that needs three bedrooms will seek out townhouses or single-family-detached homes before it will seek out an apartment.

Polygon vice-president Archibald is well aware of the sentiment. "However, in this marketplace the buyers are very much accustomed to apartment living by families," he comments.

Further, at Meridian Gate, Polygon is offering a common-property amenity it pioneered locally. That amenity is the clubhouse.

The clubhouse is Meridian Gate's competitive advantage over other new-apartment projects and townhouse projects.

" . . . it's rare in terms of a townhome offering to find the amenity component that [a developer] is able to offer in an apartment.

"That, I think, is the draw, that is why a purchaser would buy a three-bedroom apartment versus a three-bedroom townhouse"

In "The Meridian Club," Polygon will install a kitchen, a games room, a fireplace lounge, an exercise gym with changing rooms, a screening room, resident manager's quarters, and visitor quarters. It will also install an outdoor pool and spa, a patio and an outdoor playground.

The Building 1 homes have sold well, Archibald reports, an acceptance he attributes to their "first dibs" status and their first-in-some time status.

Inaugural ownership in a new neighbourhood makes price appreciation more likely than not, because inaugural pricing typically represents a reward from developer to household for inaugurating a project.

"They get rewarded for buying into our vision and our dream, No. 1, and for living in and around other construction for some period of time," Archibald says of inaugural buyers.

"Thankfully, here, the way things are laid out, the construction programs aren't right next to each other."

Meridian Gate is an appropriate name for this project. It is the first entry in a giant undertaking, for company and community.

And it will be the prime meridian from which purchasers of homes in later Polygon projects in the vicinity can take the measure of their homes before they buy.

Polygon knows that inaugural projects matter. Says Archibald: "Because it sets the tone for the entire neighbourhood, it demands very strong architecture; it has to be very distinctive

"It's important that it be well received from buyers in the area and this one has."

The comparative rarity of the Meridian Gate homes rests on the absence recently of any new opportunity to buy a home in a wood-frame building.

The size of the Meridian Gate property suggests why: It's five acres and the opportunity to purchase that much land is shrinking.

homes@png.canwest.com

Meridian Gate

Location: North Richmond, one block east of Garden City, one block south of Cambie

Project size: 130 apartments in Building 1; 131, in Building 2

Residence size: 1 bedroom, 662 sq. ft. -- 743 sq. ft.; 2 bed, 2 bath, 898 sq. ft. -- 1081 sq. ft.; 3 bed, 3 bath, from 1,198 sq. ft.

Prices: 1 bedroom, from \$314,900; 2 bed, from \$359,900; 3 bed, from \$419,900

Sales centre address: 9191 Odlin Rd., Richmond

Hours: 12 p.m. -- 5 p.m., Sat -- Thu

Telephone: 604-279-5418

E-mail: meridian@polyhomes.com

Developer: Polygon

Architecture: Robert Ciccozzi

Tentative occupancy: Spring 2009

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