

AN 'UNPRECEDENTED' VALUE

The scoop on Pelican Cove: Prices starting below \$600,000 and a piece of the waterfront

SIMON BRIAULT



Pelican Cove homes have full-sized front-loading washers and dryers.



The homes at Pelican Cove, which come with two, three or four bedrooms, have nine-foot-high ceilings and laminate wood floors in the main living areas.



The kitchens at Pelican Cove, which feature quartz countertops and brilliant stainless steel appliances, have been "a huge selling point," Aquilini president Kevin Hoffman says.



With homes starting at under \$600,000 in an established, master-planned community, the people behind Pelican Cove in Tsawwassen are confident about the value of their offering: 42 townhomes and 20 duplexes at Tsawwassen Shores.

"I think the value and the quality of the homes is unprecedented," said Kevin Hoffman, president of Aquilini, the developers of the project. "I would challenge

anyone to find a better deal in the market. We're only 25 minutes' drive into Vancouver, there's easy access to the airport and the ferry is only five minutes away, so it really is a great location...

"We have a number of two-level townhomes, as well as the more typical three-level versions," Hoffman added. "And I really think the price is very attractive. This is a leasehold development and that creates big savings, especially when you consider that there's no GST to pay either."

Pelican Cove is Aquilini's fifth project in the master-planned community of Tsawwassen Shores, a 109-hectare site

within walking distance of the ocean, nature trails, a two-kilometre boardwalk, and the new Tsawwassen Commons and Tsawwassen Mills shopping malls. Shops and stores within striking distance include Aritzia, Saks Off Fifth, Lululemon, Shoppers Drug Mart, Walmart, Canadian Tire, Pet Smart and Rona. Local dining options include Milestones, Nando's and Boston Pizza.

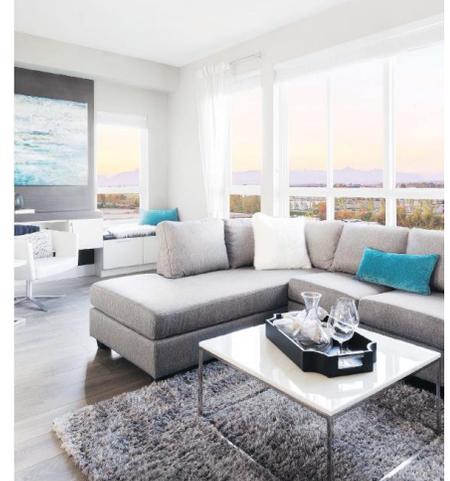
"The main appeal of Pelican Cove is the location," Hoffman said. "This is one of the last large waterfront communities available for development, and that makes it pretty unique. It's also close to a whole range of amenities. We have the Tsawwassen Springs golf course directly across Highway 17 and the boardwalk really is an amazing place to be. It's a nesting ground for a lot of migrating birds, so the birdwatching is phenomenal."

Hoffman said Pelican Cove has attracted interest from all kinds of buyers from all kinds of places.

"It's a great entry point into the market for a lot of young families and it's also very attractive for downsizers who are selling their homes and putting some cash in their pockets for retirement or travel," he added. "Single-family homes have just become unaffordable for a lot of people."

**Community
addition**

Pelican Cove the latest offering at Aquilini's master-planned Tsawwassen Shores Page F6



Pelican Cove is a new phase of 42 townhomes and 20 duplexes near the water at Tsawwassen Shores. Prices start at \$599,900.



Bathrooms at Pelican Cove have contemporary tile and tempered glass shower enclosures with chrome finishes.



Pelican Cove comprises 42 townhomes and 20 duplexes at the Tsawwassen Shores community. The layouts range between 1,270 and 1,700 square feet.

"Townhouses are a great alternative because you've got a garage and your own front door. That's different from a condo, where you might have a locker in a basement somewhere and perhaps an underground parkade."

At Pelican Cove, the developers have gone for contemporary West Coast design by Rositch Hemphill Architects. The homes have two to four bedrooms, ranging in size from 1,270 to 1,700 square feet. Buyers will get an insulated tandem or double-car garage and a professionally landscaped yard. There are also built-in gas connections on the decks ready for a barbecue, outdoor fire-place or heater.

Indoors, there are nine-foot-high ceilings, laminate wood floors in the main living areas and full-sized front-loading washers and dryers. Homes are roughed in for security and central vacuum systems, there are fire sprinklers and smoke and CO2 detectors on all floors, and

heating is provided with energy-efficient forced air.

Telephone and cable TV outlets are available in all bedrooms and dens, with rooms wired for high-speed Internet. The developers are also throwing in complimentary one-year subscriptions to Telus services, including Optik TV, PVR rental, and high-speed Internet.

"We've been getting rave reviews about the kitchens from people who are looking at these homes or who have purchased already," Hoffman said. "They've been a huge selling point for us."

They feature Shaker-style or flat-panel cabinet doors and quartz countertops with stainless steel double-bowl under-mounted kitchen sinks. There's under-cabinet lighting with pendant lighting at the eating bars or islands. The appliance packages are stainless steel and include fridges, slide-in gas stoves, dishwashers, built-in microwaves and canopy-style hood fans.

Bathrooms have contemporary tile and tempered-glass shower enclosures with chrome finishes. There are bevelled mirrors in all bathrooms, with oversized mirrors in all ensuites and quartz countertops in the master ensuites, second bathrooms and main floor powder rooms.

Pressed to name three key selling points for Pelican Cove, Hoffman picked the value, the quality of the homes and the location.

"The fact that it's so close to the ocean and at the same time so close to a whole range of amenities is what makes it so special," he said. "We now have an established waterfront Tsawwassen Shores community. In the early days, that was hard to sell because it was a big field. But there's lots of activity now, not only on our site, but with the other developers, too. People can see now that this community is really well established."

The Pelican Cove sales centre, located at 1875 Tsawwassen Dr. (take the last right before the ferry terminal), is open between noon and 5 p.m. every day except Friday.

Pelican Cove at Tsawwassen Shores

Project location: 1875 Tsawwassen Drive

Project size: 42 townhomes and 20 duplexes; two to four bedrooms; homes range in size from 1,270 to 1,700 square feet and prices start at \$599,900.

Developer: Aquilini

Interior designer: First Impression Designs

Architect: Rositch Hemphill Architects

Hours: noon — 5 p.m., Sat — Thurs

Sales phone: 604-943-6677

Website: tsawwassenshores.com