

WESTCOAST HOMES



POLYGON

"A good laugh and a long sleep are the best cures in the doctor's book."

Irish proverb

www.polyhomes.com

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POLYGON DOES RICHMOND (AGAIN!)



Meridian Gate apartments inaugurate near tripling of developer's tally to date in island suburb

Meridian Gate is a two-building new-home project in a multi-project community Polygon calls Alexandra Gardens. The company is currently selling Building 1.

Richmond homes that make for a perfect fit

Meridian Gate's clubhouse will be a competitive edge

NEW HOMES

PROJECT PROFILE

PHOTOS: GLENN BAGLO
VANCOUVER SUN

STORY: MICHAEL SASGES
WESTCOAST HOMES

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-presi-

dent Archibald is well aware of the sentiment. "However, in this marketplace the buyers are very much accus-

tomed to apartment living by families," he comments.

Further, at Meridian Gate, Polygon is offer-

ing a common-property amenity it pioneered locally. That amenity is the clubhouse.

The clubhouse is



Clubhouse and home

The Meridian Gate model that sales-centre manager Grace Ip is examining is a 3D representation of architecture and amenities.

The Polygon development company pioneered the clubhouse amenity locally. The Meridian Gate clubhouse is located at the bottom of the model.

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.

To see an up-and-occupied approximation of the Meridian Gate architecture, Polygon's Ralph Archibald advises, drive by the company's Lions Park development, also in Richmond.



Polished and practical

The cabinetry doors in the Meridian Gate kitchens and bathrooms will be faced with a flat-panelled laminate in two stains. Their pulls will be stainless steel.

The Polygon development company is planning on installing stainless steel appliances in the kitchens. Frigidaire will supply the gas range and the dishwasher; Samsung, the freezer-in-the-bottom fridge. (Polygon is also installing stacking washer and dryers in every home.)

Polygon will top kitchen and master-bath counters with marble. (It is planning on installing laminate in the second bathrooms.)

It will face kitchen back-splashes with imported tile and tub surrounds with ceramic tile and an accent of glass mosaic tile.

The sales-centre master bathroom, of separate tub and shower, is only available in some homes.



A first entry in a big undertaking

From K19

Meridian Gate

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 pur-

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

chasers 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.

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