



Courtesy Peak Communicators
The development is designed as a retirement/vacation, resort-style community, with about many expected Calgary buyers.



Gavin Young, Calgary Herald

John Mele is a realtor for Re/Max Central who has just signed up for the first release of a new resort project — Qualicum Landing — on Vancouver Island.

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stand-alone condos

In fact, says Mele, some people are choosing to downsize their homes in Calgary to live instead in a more modest condominium — using the equity to buy not one, but two different recreation properties in the two different markets, each with its own attractiveness.

“Instead of having one big luxury house, we’re seeing good properties that are not so highly priced in a couple of desirable areas, and that’s what people are buying.”

Competitive prices are what sets Qualicum Landing apart, says Steele.

For their part, Steele and Delesalle have reduced prices of their exclusive waterfront community by an average of \$150,000 to \$250,000 per unit.

“Qualicum Landing is ideal for those looking for a permanent residence or vacation home,” says Steele.

“Any way you look at it, it’s a great investment opportunity.

This new price point means we as the developer will be making considerably less money, but the property is primed and ready to go, so we feel pretty good about letting the prices ride.”

And it is a bargain, he says.

“Fundamentally, it’s everybody’s dream to own a beach home and this is six hectares of land with 152 metres of walk-on waterfront. You just don’t find that anymore anywhere.

“And right now, there are not a lot of other competing properties with the kind of setting we have — but there is still an incredible amount of interest.”

“We have designed a retirement and vacation home, resort-style community with many amenities, and we fully expect 50 per cent of our buyers will come from Calgary.”

The complex — located in the heart of oceanside country on the eastern side of the island eight minutes north of Qualicum Beach — is a \$35-million beach resort

community.

It will feature 62 stand-alone condos from 1,180 square feet to 2,000 square feet, some with garages and some with up to four bedrooms.

The homes are either beach front, beach view, or located around the beach house and pool, and prices are from \$399,000.

Construction has already started, with completion of phase one, which includes the clubhouse, anticipated for the end of this year.

“The units have everything from granite, stainless steel and crown moulding to hardwood floors, so there are few choices that need to be made,” says Steele. “Two finishing packages are available.”

The amenities — other than the spectacular 152 metres of ocean beachfront — include not only the pool, but a huge grassed area with picnic tables and a large fire pit.

There’s also a clubhouse with fitness facility, two hot tubs (one for the kids), a deck, and sports

courts for tennis and basketball.

“We’re looking at creating a sanctuary area as well with a community vegetable garden,” says Steele.

Residents will have access to five golf courses, all within a 20-minute drive of Qualicum Landing, and some of the best fishing on Vancouver Island is right on

the resort property’s doorstep at Fletcher Creek.

Selection day is slated for June 27 on a first-registered, first-choice basis. Register online at www.qualicumlanding.com.

Construction is already underway, with completion of the first phase and clubhouse estimated for December 2009.

BUYER TIPS

When you’re looking to buy a home, it’s a good bet that you’ll be looking in the right place if you’re looking in the same place a successful realtor is looking.

John Mele, Calgary realtor with Re/Max Central, is just such a person. He currently has his name on the registration list for a property in the new development of Qualicum Landing on Vancouver Island.

He offers these tips to those looking for the ultimate recreation purchase, investment property or retirement home.

■ **Research:** “It’s one of the most important things to do,” says Mele. “Make sure the property you are interested in fits your lifestyle; know what it is like all year round, not just those few weeks you spend there for a holiday; see if it will fit with your plans through lifestyle changes.”

Those are all things that will make a difference in the quality of your life and your enjoyment of your second home, he says.

■ **Buy from proven professionals:** Again, do your research to make sure the company or person you are dealing with is a professional — or has hired professionals to help design, build and market the development.

■ **Evaluate ongoing issues:** “Be aware of costs to maintain the property over the years, and understand the stress on your life to maintain a property that’s not near where you live the rest of the time.”

■ **Look for value:** “Make sure you look around. It’s often an emotional buy when you purchase a recreation property, but you need to be aware of the ongoing value because there may be a time when you will need or want to sell that property.”

■ **Above all,** “have fun with it.”

IN SHORT

BUILDER/DEVELOPER: David Steele and Pat Delesalle.

PROJECT: Qualicum Landing on Vancouver Island, B.C., which will consist of 62 luxury beach homes with either ocean views, oceanfront units, or surrounding a pool and clubhouse. The property is six hectares with 152 metres of walk-on-waterfront beach. Units range from 1,100 to 2,000 square feet with and without garages. Amenities include a pool, two hot tubs, a large grassed area with a huge deck, a sport court with tennis and basketball, benches, picnic tables and a large fire pit. A possible community vegetable garden is being considered as well.

PRICES: From \$399,000.

WHERE IT’S AT: Construction has started, with the first phase completed, including clubhouse, by December 2009. Selection of units starts June 27, with people first registered getting first choices.

REGISTER: Visit online at www.qualicumlanding.com.

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