

Complete list of SAM winners and finalists

By Kathy McCormick

The following is a list of winners and finalists at the SAM (Sales and Marketing) Awards hosted by the Canadian Home Builders' Association - Calgary Region. Note: New home prices exclude lots, and the list includes both show homes (with addresses) and individual custom homes (private residences):

Grand SAM

■ **Builder of the Year:** Morrison Homes (Finalists: Albi Homes, Baywest Homes, Sabal Crafted Homes, Stepper Custom Homes).

■ **Builder of Merit:** McKinley Masters Custom Homes (Finalists: Astoria Custom Homes, Jaymack Custom Homes, Laratta Homes).

■ **Multi-family Builder of the Year:** Homes by Avi (Calgary) Inc. (Finalists: Hawthorne Homes, Jayman Master-Built, Rockford Developments Inc., Sabal Crafted Homes Inc.).

■ **Renovator of the Year:** Albi Renova Ltd. (Finalists: Jameswood Homes, Laratta Homes, Litwiller Developments Ltd., Trademark Renovations, Ultimate Renovations).

■ **Partner of the Year:** ZyTech Building Systems. (Finalists: Certified Central Vacuums Inc., Divine Hardwood Flooring, Double R Building Products Ltd., VR Photos Commercial Photography Corp.).

New home awards (Best new home)

■ **Up to \$249,999:**

Stepper Custom Homes (The Clairborne model).

Finalists: Morrison Homes (McDougal V - 224 New Brighton Dr. S.E.); Reliant Homes (Madison - 325 Taralake Landing N.E.).

■ **\$250,000 to \$289,999:** Ashton Custom Homes (private residence, Airdrie). Finalists: Morrison Homes (Rideau II - 220 New Brighton Dr. S.E.); NuVista Homes (The Bailey - 47 Evansford Circle N.W.); Sabal Crafted Homes (Synergy 2 - 2027 Reunion Blvd., Airdrie); Sabal Crafted Homes (private residence).

■ **\$290,000 to \$329,999:** Albi Homes (private residence). Finalists: Morrison Homes (private residence); NuVista Homes (The Sheffield - 51 Evansford Circle N.W.); Majestic Homes, a division of Genesis Land Development (Palliser - 341 Taralake Landing); Majestic Homes, a division of Genesis Land Development (Prescott - 345 Taralake Landing).

■ **\$330,000 to \$369,999:** Baywest Homes (private residence). Finalists: Beattie Homes (Jasper I - 204 New Brighton Dr. S.E.); Beattie Homes (Jasper IV - 216 Coopers Grove, Airdrie); Morrison Homes (private residence); NuVista Homes (The Clearview - 20 Evanspark Circle N.W.).

■ **\$370,000 to \$404,999:** Stepper Custom Homes (The St. Andrews model, private residence). Finalists: Broadview Homes (The Rockport - 12 Evanspark Circle N.W.); Centrex Homes (Galway - 39 Kincora Glen Green N.W.); Excel Homes (Monarch - 35 Kincora Glen Green N.W.); Homes by Avi (Calgary) (The Nicholson - 659 Panamont Blvd. N.W.).

■ **\$405,000 to \$434,999:** NuVista Homes - private residence, Langdon). Finalists: Ashton Custom Homes (private residence, Airdrie); Broadview Homes (Birmingham, 16 Evanspark Circle N.W.); Jayman MasterBuilt (Altair III - 4 Evanspark Circle N.W.); Stepper Custom Homes (private residence, Langdon).

■ **\$435,000 to \$469,999:** Ashton Custom Homes (private residence, Airdrie). Finalists: Albi Homes (private residence); Albi Homes (private residence); Jayman MasterBuilt (Eclipse - 34 Auburn Bay Park S.E.); Stepper Custom Homes (Davensburg - 13 Heritage Drive N.W.).

■ **\$470,000 to \$504,999:** Stepper Custom Homes (private residence). Finalists: Ashton Custom Homes (Giovanni - 208 Coopers Grove, Airdrie);

Baywest Homes (Monaco - 6 Cranleigh Terrace S.E.); Morrison Homes (private residence).

■ **\$505,000 to \$549,999:** Baywest Homes (Nouveau Bonus - 2 Cranridge Terrace S.E.). Finalist: Jayman Master-Built (Inspiration - 11 Copperleaf Park S.E.).

■ **\$550,000 to \$599,999:** Morrison Homes (private residence). Finalists: Albi Homes (Madison 3 - 5 Auburn Sound Green S.E.); Astoria Homes (private residence, Cochrane); Landmark Homes (Calgary) (Providence II - 186 Tuscany Estates Rise N.W.); NuVista Homes (private residence).

■ **\$600,000 to \$749,999:** Morrison Homes (private residence). Finalists: Albi Homes (Wellington III - 194 Tuscany Estates Rise N.W.); Astoria Homes (private residence, Cochrane); Baywest Homes (Dakota - 56 Ranch Road, Okotoks); Homes by Avi (Calgary) (The Winchester - 81369 Ave. S.W.).

■ **\$750,000 to \$999,999:** Morrison Homes (private residence). Finalists: Albi Homes (Bristol V - 190 Tuscany Estates Rise N.W.); Albi Homes (private residence); Laratta Homes (private residence); McKinley Masters Custom Homes (private residence).

■ **\$1 million to \$1,499,999:** Beattie Homes (private residence). Finalists: Albi Homes (private residence, DeWinton); Crystal Creek Homes (The Churchill - 15 Montenegro Bay, Cochrane Lakes); Jaymack Custom Homes (private residence); McKinley Masters (private residence).

■ **\$1.5 million to \$1,999,999:** Jaymack Custom Homes (private residence).

■ **\$2 million and over:** McKinley Masters Custom Homes (private residence). Finalists: Knightsbridge Homes (private residence, Priddis); McKinley Masters Custom Homes (private residence).

Multi-family community award

■ **Multi-family Community of the Year:** Streetside Development Corp. - Red Haus, Royal Oak. Finalists: Avalon Master Builder - Zen, King's Heights, Airdrie; Homes by Avi (Calgary) - Wentworth Point, Wentworth.

■ **Multi-family (best new design)**

■ **Up to 799 square feet:** Streetside Development Corp. (Red Haus - 60 Royal Oak Plaza S.W.). Finalists: Aspire Condo Living by Jayman (urAone3 - 2727 28 Ave. S.E.); Rockford Developments (Emerald - 120 Country Village Circle N.E.); Today's Communities (Aspen - 35 Aspenmont Heights S.W.); Trico Homes (Linden - 211 Aspen Stone Blvd. S.W.).

■ **800 to 1,199 square feet:** UBG Alpine Homes (A - 101 Stewart Creek Landing, Canmore). Finalists: Rockford Developments (Okanagan - 120 Country Village Circle N.E.); Sabal Crafted Homes (S1 - 300 Evanscreek Court N.W.); Sabal Crafted Homes (S2 - 300 Evanscreek Court N.W.); Today's Communities (Juniper - 35 Aspenmont Heights S.W.).

■ **1,200 to 1,499 square feet:** UBG Alpine Homes (D - 101 Stewart Creek Landing, Canmore). Finalists: Hawthorne Homes (Nakoma - 51 Aspen Hills Green S.W.); Sabal Crafted Homes (20b - Copperstone Cove S.E.); Today's Communities (Kingdom - 35 Aspenmont Heights S.W.); UBG Alpine Homes (B - 101 Stewart Creek Landing, Canmore).

■ **1,500 square feet and over:** UBG Alpine Homes (L - 101 Stewart Creek Landing, Canmore). Finalists: Sabal Crafted Homes (24a - Copperstone Cove S.E.); UBG Alpine Homes (E2 - 101 Stewart Creek Landing, Canmore); UBG Alpine Homes (F - 101 Stewart Creek Landing, Canmore); Urban Homes (Richmond Villa - 2455 22 St. S.W.).

Multi-family development awards

■ **Best townhome up to \$349,999:** Rockford Developments (Panorama Heights - 398 Panatella Blvd. N.W.). Finalists: Avalon Master Builder (Zen - 103-2445 Kingsland Rd. S.E., Airdrie); Homes by Avi (Calgary) (StoneWater -



Photo courtesy of CHBA-Calgary Region

Best New Home - \$750,000-\$999,999: Morrison Homes, private residence.

Sierra Lane Model - 201 Capalina Square S.E.); Homes by Avi (Calgary) (StoneWater - Spring Lane Model - 199 Capalina Square S.E.); Rockford Developments (Red Willow - 497 Saddlecrest Blvd. N.E.).

■ **Best townhome \$350,000 and over:** Homes by Avi (Calgary) (Wentworth Point - 133Wentworth Point S.W.). Finalists: Hawthorne Homes (Mosaic Aspen Hills - 45 Aspen Hills Green S.W.); Hawthorne Homes (Mosaic Aspen Hills - 47 Aspen Hills Green S.W.); Hawthorne Homes (Mosaic Aspen Hills - 49 Aspen Hills Green S.W.); Streetside Development Corp. (Plaza - 45 Royal Oak Plaza S.W.).

■ **Best Villa/Duplex up to \$399,999:** Homes by Avi (Calgary) (Panorama duplexes - the Richmond model - 58 Panatella Hill N.W.). Finalists: Evolution Homes, a division of Genesis Land Developments (The Cosmo - 157 Canals Circle, Airdrie).

■ **Best Villa/Duplex \$400,000 and over:** Urban Homes (Richmond Villa). Finalists: Jaymack Custom Homes (Street Smart - 1026 Bellevue Ave. S.E.); Urban Homes (Richmond Villa).

■ **Best Apartment-Style Condo (Wood Frame):** Rockford Developments (Reflections, 106, 108 Country Village Circle N.W.). Finalists: Jayman MasterBuilt (Alora in Sunset Ridge, Cochrane); Jayman MasterBuilt (Ascent in Valleyview, 2727 28 Ave. S.E.); Streetside Development Corp. (Robson, 104, 26 Val Garden View S.W.); UBG Alpine Homes (Timberline Lodges, 2105 101B Stewart Creek

Landing, Canmore).

Developer awards

■ **Show Home Parade of the Year:** Qualico Developments (Evanston's Symon's Corner). Finalists: Carma Developers (Auburn Bay); Carma Developers (Cranston); Hopewell Residential Communities (Copperfield); Qualico Developments (The Pillars of Royal Oak).

■ **New Community of the Year:** Qualico Developments (The Pillars of Royal Oak). Finalists: Carma Developers (Valleyview Estates); Medallion Development Corp. (Monterra on Cochrane Lake).

■ **Community of the Year:** Carma Developers (Auburn Bay). Finalists: Carma Developers (New Brighton); Hopewell Residential Communities (Copperfield); Medallion Development Corp. (Monterra on Cochrane Lake); Qualico Developments (Crestmont).

■ **Industry achievement awards**
 ■ **Best Innovative Idea/Product:** Homes by Avi (Calgary) (Avi Concept Mix and Match Website). Finalists: Benchmark Data Solutions (RoamerX by Rangetel); Landmark Homes (Calgary) (Ready Homes by Landmark); Ultimate Renovations (Ultimate Virtual Library); Zybertech Construction Software Services Ltd. (Home Front Precision-Builder).

■ **Sales and information centre awards**

■ **Best Sales and Information Centre-Attached:** Albi Homes. Finalists: Ashton Custom Homes; Baywest Homes; Jayman MasterBuilt; Morrison Homes.

■ **Best Sales and Information Centre - Detached:** CalBridge Fine Homes.

Finalists: Arcus Developments; Hawthorne Homes; Sabal Crafted Homes; Today's Communities.

■ **Advertising and marketing awards**
 ■ **Best Billboard (Indoor/Outdoor):** Baywest Homes. Finalists: Genow Windows and Doors; Hopewell Residential Communities; Sabal Crafted Homes (two finalists).

■ **Best Direct Mail Piece:** Hopewell Residential Communities. Finalists: Avalon Master Builder; Morrison Homes; Statesman Group of Companies; Stepper Custom Homes.

■ **Best Print Ad:** Stepper Custom Homes. Finalists: Jayman MasterBuilt; Stepper Custom Homes (another entry); Trico Homes; Vintage Fine Homes.

■ **Best Website:** Homes by Avi (Calgary). Finalists: Albi Renova; Morrison Homes; Pinnacle Group Renovations by Design; WestView Builders.

■ **Best Brochure:** CalBridge Fine Homes. Finalists: Arcus Developments; Hopewell Residential Communities; Sabal Crafted Homes; Vintage Fine Homes.

■ **Best Moving Media:** Sabal Crafted Homes. Finalists: Baywest Homes (three finalists); Stepper Custom Homes.

■ **Best Radio Commercial:** Hopewell Residential Communities. Finalists: Baywest Homes (two finalists); Homes by Avi (Calgary); Morrison Homes.

■ **Janine Coughlin Marketing Campaign of the Year:** Arcus Developments. Finalists: Albi Homes; Hopewell Residential Communities; Sabal Crafted Homes; Trico Homes.

SEE WINNERS, PAGE SA8

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Photo courtesy of CHBA-Calgary Region
Renovator of the Year — Albi Renova captures the top honour for a renovator.

Seeing is believing

Renovator credits success to people, 3D design system

By Kathy McCormick

It started out five years ago with a complete renovation of a little house in Bridgeland, one of the city's oldest neighbourhoods and one where the joint-venture partner of Albi Renova had roots.

Today, that house is the home of Albi Renova, the company that has grown to become one of the busiest in the city — and now, the one that's been named the best in the city.

Albi Renova was crowned Renovator of the Year by the Canadian Home Builders' Association - Calgary Region at the recent SAM (Sales and Marketing) awards gala.

The award is given out by tallying all the points in the various renovator categories for winning and finalist nominations.

"We're ecstatic," says Brian Maurer, the managing partner and president of Albi Renova.

Maurer, the nephew of Tom and Debra Mauro, founders of Albi Homes, was in business for six years before teaming up with Albi Homes in a joint-venture partnership.

He credits a lot of the company's success to the hand-picked staff at Albi Renova, built up over the five years since Albi Renova was formed.

And he credits the company's success to technology. "We push our 3-D design system that allows people to see everything, so they know exactly what they are getting. The biggest problem today is with customers not getting what they think they are getting.

"If we can design everything to the nth degree, there are no discrepancies."

More than 95 per cent of Albi Renova's customers rate the company high in customer satisfaction, he says, and that's a big reason why.

"The design department in our company is like an architectural firm." That's one of the key pieces of advice Maurer gives people looking for a renovator. A strong design team with sophisticated programs means the difference "between a good company and the guy working from the back of a truck," he says.

The underground economy, where people work with unqualified renovators without contracts, paying cash to avoid paying GST (and allowing those renovators to not claim work done) is a big problem in the business — and one respectable renovators try to warn people about. Says Maurer: "Get everything in writing, and work with professional renovators. People have to check references."

The average Albi Renova job is between \$100,000 and \$150,000, he says, and the company will do approximately 45 to 50 renovations this year.

"We're seeing that people aren't requesting as many additions to homes today. They don't mind the size of their existing homes, so they're staying within the walls, but they want to modernize it with everything from door casings and deeper baseboards to the latest spa-type bathrooms." Albi Renova also took the Best Basement Renovation.

The other renovation awards were spread out between renovators. Laratta Homes, Ultimate Renovations, and Trademark Renovations each won one reno award in a different category.

In addition, Jameswood Homes was named Best Renovation - Renovator's Choice.

Renovator of the Year finalists were: Jameswood Homes, Laratta Homes, Litwiller Developments, Trademark Renovations, and Ultimate Renovations.

Identical vision earns team top sales award

By Kathy McCormick

Every transaction starts with the first impression, so a prospective buyer's first impression of any builder begins the moment that person enters a show home. The sales person (or team) is critical to a builder's success; thus the Calgary Region Home Builders' Association - Calgary Region recognizes the importance of the sales personnel, awarding SAMs (Sales and Marketing) honours to the top winners in the city.

The recent SAM awards were no exception. Brad and Bryan Logel were named as Project Sales Team of the Year - Multi-Family.

The brothers were working at Lighthouse Landing, the comprehensive apartment and townhouse complex by Cardel Lifestyles in the north central sector.

Cardel Lifestyles is under the Cardel group of companies, and its president is another brother - Tim Logel.

Says Brad: "I helped all townhome owners with their purchase and Bryan assisted all the apartment condo owners with theirs. Being identical twins, we get along really well and are best friends, so working together was pretty easy because communication is good. We also needed a good support team, which is essential to any success.

"The keys: Giving real answers with proper expectations to people and never trying to sell anyone anything. We're there just to help them get what they want."

The other team

honour went to Paul Schneider and Holli Dawson-Agnew for Area Sales Team of the Year - Single Family. The two are also under the Cardel umbrella, working in Cranston for Cardel Homes.

Says Schneider: "I've been working with Cardel since 2002 and in the business for nine years, and Holli has been working with me for five years.

Another assistant, Sheila Bracko, is brand new.

"We have a very relaxed, friendly, no-pressure approach to helping our customers. We act as consultants ensuring that we help them purchase the home which best suits their needs."

Two other awards were given out in the sales categories: Rookie of the Year - Single Family, which went to Lisa Halak of Jayman MasterBuilt; and Rookie of the Year - Multi-Family, which went to Mary Merhi of Hawthorne Homes.

The Herald interviewed Brad Logel and Schneider and asked for advice and

tips for potential new homeowners.

Q. What kinds of questions should you ask your sales person if you are thinking of buying?

A. Logel: "What are the standard features in the home? What choices do I have to make changes? What is the final price? What are the amenities found within walking distance? Is there a homeowners' association and fee for the community? What are the steps to purchase a townhome or condo? Are the parking stalls titled or assigned? Note here: I'd advise that titled stalls are better."

Schneider: "Ask about the building process, the community amenities, the builder's specifications, and the deposit requirements."

Q. What should be included in a transaction?

A. Logel: "The area manager should give proper expectations regarding possession time frame, standard features, and upgrades available. He or she should also go through the steps from putting a home on hold to moving in.

These include: How to get a pre-approved mortgage and put a home on hold; the purchase agree-

ment (including all condo documents); standard choices and upgrades; possession date, and an explanation of the possession date process, such as meeting with a lawyer. Tip: good builders provide a lawyer for closing purposes."

Schneider: "A full disclosure is important. A purchaser should be aware of everything that will affect his costs, including architectural control requirements (which each community's developer sets out). They should be aware of the specifics of the lot that they are choosing."

Q. How important is the builder when making your decision to buy?

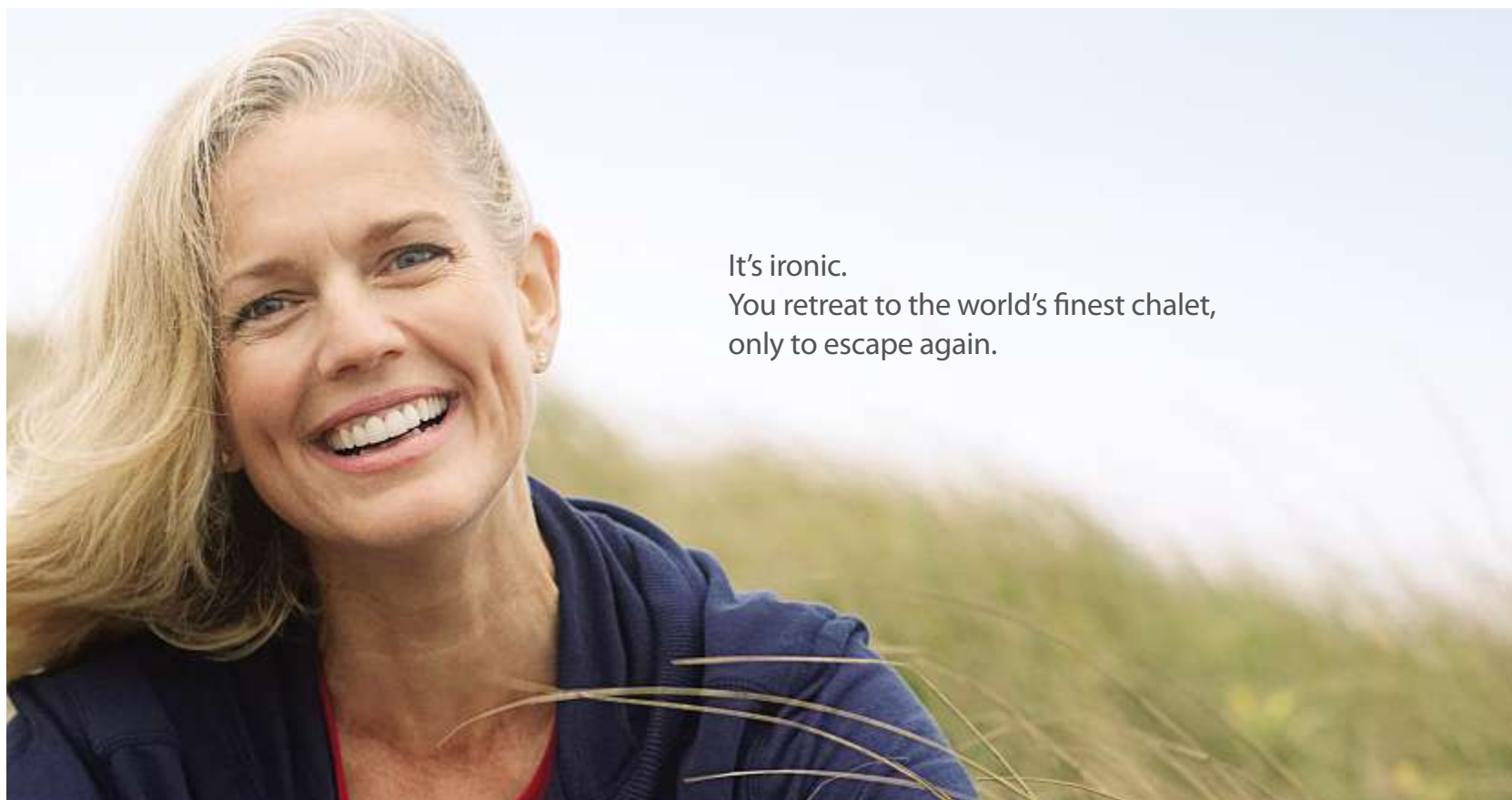
A. Logel: "The builder is extremely important. Find out how long the builder has been in business. What is their reputation in the community? Ask to read referrals for the builder and ask about past service awards they have won.

"The best builders usually have the best areas in which to build a new home. "Large developers design amazing neighbourhoods in which to live, and that's where the best builders want to be."

Schneider: "Choosing the right builder is very important. To find the right builder, ask questions. Look for the builder that offers the best value — not necessarily the lowest price. Value is much more than just price. Value is also about offering the most innovative floorplans with the best use of space. Value is a time-saving process for interior selections."

— Ken McCurdy photo

Project Sales Team of the Year — Brad and Bryan Logel of Cardel Lifestyles.



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Perfect partner – for three consecutive years

ZyTech Building Systems was named Partner of the Year for the third year in a row at the recent SAM (Sales and Marketing) awards sponsored by the Canadian Home Builders' Association - Calgary Region.

The award was one of two the supplier and manufacturer was given at the gala at the Telus Convention Centre. The supplier category is the only one chosen by builder members of the CHBA-Calgary Region.

"Our people are dedicated to continually finding the best ways to serve our customers, and our company is constantly reinvesting in the newest and best manufacturing equipment available," says Glenn German, president of ZyTech.

"It is because of this commitment that builders have been recognizing ZyTech. Regardless of a slow or busy economy, we give homebuilders the respect, integrity and honesty they deserve."

The company, started as a one-man operation in 1997, now has four offices, as well as a brand-new production facility in Leduc.

"Our company has really come a long way," says Ger-

man. "We began as a truss supplier for single-family homes, but now have evolved into a full-service building supply company that offers a full range of building products to provide builders with one-stop shopping."

German cites the company philosophy and the staff for ZyTech's success. "We believe that the better value we can provide for our customers, the more homes they will sell, which in turn allows us to grow our company. It is the ultimate win:win scenario."

"We have developed the most experienced teams to specifically handle single-family residential homes, custom luxury homes, or commercial/multi-family projects, because we know that each project requires specialized knowledge."

The company was one of six winners of Builder's Choice awards in the various categories. ZyTech also won the category of Builder's Choice - Supplier and Manufacturer of Products. Other winners included: Divine Hardwood Flooring, Certified Central Vacuums, Wolseley Luxury Kitchen and Bath,

Double R Building Products, and VR-Photos Commercial Photography Corp.



— Ken McCurdy photo

Partner of the Year/Builder's Choice — Supplier and Manufacturer of Products —
Jaspal Bhandal and Glenn German of ZyTech Building Systems..

FROM SA6 WINNERS: and finalists

Partner Awards — Builders Choice

■ **Supplier and Installer of Products (with Showroom):** Divine Hardwood Flooring Ltd. Finalists: Alberta Hardwood Flooring 1985 (Cgy) Ltd.; Diamond Fireplace and Stone; Superior Cabinets Calgary Ltd.; Trecc Electric.

■ **Supplier and Installer of Products (without Showroom):** Certified Central Vacuums Inc. Finalist: Lenbeth Weeping Tile.

■ **Supplier and Manufacturer of Products:** ZyTech Building Systems. Finalist: Gienow Windows and Doors.

■ **Supplier of Products (without Showroom):** Double R Building Supplies Ltd. Finalist: Totem Building Supplies.

■ **Supplier of Products (with Showroom):** Wolseley Luxury Kitchen and Bath. Finalists: All Weather Windows Ltd.; Gunthers Building Centre Ltd.; Regal Building Materials Ltd.

■ **Supplier of Service:** VRPhotos Commercial Photography Corp. Finalists: A. Ruggieri Engineering Ltd.; Keystone Excavating Ltd.; Volvo Rents o/a Deerfoot Equipment Rental Inc.

Renovator awards

■ **Best Home Renovation (with Addition):** Laratta Homes. Finalists: Astoria Projects; Litwiller Developments; Pinnacle Group Renovations by Design; Ultimate Renovations.

■ **Best Home Renovation (without Addition):** Ultimate Renovations. Finalists: Albi Renova; Astoria Projects; Litwiller Developments; Trademark Renovations.

■ **Best Basement Renovation:** Albi Renova. Finalists: Albi Renova (another project); Manor Renovations; Rock Creek Builders; Ultimate Renovations.

■ **Best Kitchen Renovation:** Trademark Renovations. Finalists: Albi Renova; Litwiller Developments; Manor Renovations; Ultimate Renovations.

■ **Best Renovator's Choice Renova-**



Photo courtesy of CHBA-Calgary Region

Best Home Renovation (without addition): Ultimate Renovations.

tion: Jameswood Homes. Finalists: Albi Renova; Pinnacle Group Renovations by Design; Trademark Renovations; Ultimate Renovations.

Sales achievement awards (single family)

■ **Rookie of the Year:** Jayman MasterBuilt (Lisa Halak). Finalist: Jayman MasterBuilt (Shannon Morton).

■ **Area Sales Team of the Year:** Cardel Homes (Paul Schneider, Holli Dawson-Agnew-Auburn Bay). Finalists: Beattie Homes (Karen

MacKenzie -New Brighton); Cardel Homes (Mark Verzyl, Raeshell Birin-Cranston); Cardel Homes (David Wright, Gail Harms- New Brighton); Greenboro Estate Homes Limited Partnership (Dorris Terry, Chalsey Bugeaud, Elaine Yipp -Wentworth Estates, West Park and Griffith Estates); Greenboro Estates Homes Limited Partnership (Dennis Burnell, John O'Conner, Ian Stinson, Lisa Baron - Aspen Hills/Aspen Stone); Jayman MasterBuilt (Grant Aberdeen, Ashley Noer, Jeff Mitchell - Evergreen); Jayman MasterBuilt (Lisa Halak, Raili Sil-

vennoinen, Ashley Hebert - Sunset Ridge); Jayman MasterBuilt (Greg Mitchell, Maurizio Primiterra - Kin-cora, Auburn Bay); Jayman Master-Built (Troy Taylor, Nicole Bull -Copperfield).

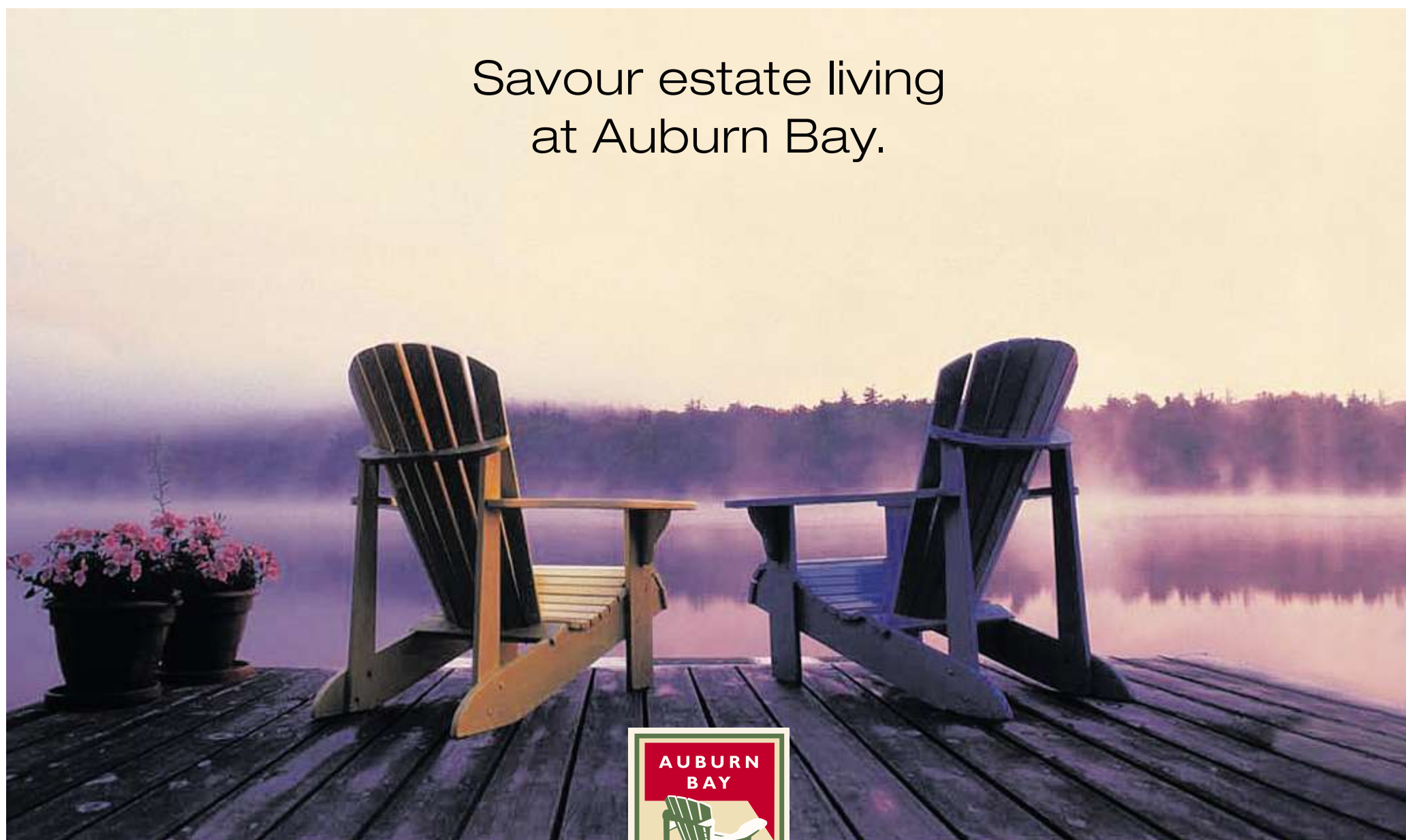
Sales achievement awards (multi-family)

■ **Rookie of the Year:** Hawthorne Homes (Mary Merhi).

■ **Project Sales Team of the Year:** Cardel Lifestyles (Brad Logel and Bryan Logel - Lighthouse Landing). Finalists: Avalon Master Builder (Sandra Peters, Joanne Steenhart -King's Heights, Airdrie); Aspire by Jayman (Marlene Crew, Jennifer Underwood - Newbury III in Garrison Green); Aspire by Jayman (Gwenn Utigard, Abbi Dingle - Alorain Sunset Ridge, Cochrane); Hawthorne Homes (Neil McKendrick, Jeanette Hunt - Mosaic of Aspen Hills); Rockford Developments (Mario Devcic - Panorama Heights, Drake's Cove, Reflections, Red Willow); Sabal Crafted Homes (Tabi Wong-Lam - Copperfield Chalet); Sabal Crafted Homes (Scot Jamieson -Creekside Chalet); Trico Homes (Ingrid Morrison and Jill Cruikshank - Gallant Ridge).



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