

BUILDING THE
EXTRAORDINARY





Extraordinary is:
Strong leaders with
a history of building
smart partnerships.



Extraordinary is:
Meaningful values with
a passion for people and
building communities.

US
PASSION
RESPECT
INTEGRITY
CARING
INNOVATIVE
DISCIPLINE
QUALITY
CARING
INTEGRITY
PASSION
COMMITMENT
QUALITY
PEOPLE
SMART
TRUST
COMMITMENT
RESPECT
DISCIPLINE
CARING FOR OTHERS
HARD WORKING
PASSIONATE
FUN
ALL
HARD
WORKING
INTEGRITY
SMART
PASSION
PARTNERSHIPS
TRUST
TEAM
VISION
RESPECT
PRIDE
CARING FOR
OTHERS
EXTRAORDINARY
PEOPLE
FUN
FUN
PEOPLE
INNOVATIVE
CARING
SMART
TEAM
PRO
INTEGRITY
VISION
FRIENDSHIPS
RELATIONSHIPS
RESPECT
PASSION
COMMUNITY
FUN



Extraordinary is:
Purposeful design with
the right balance of
function and beauty.



Extraordinary is:
Consistent, reputable
results for partners
and homeowners alike.



Leading by example.

Our Founder and Owner Joe Houssian began his career in 1973, at Xerox. Three years later, he left to start Intrawest. There, he grew the company from an urban residential real estate business into an internationally renowned resort and real estate development company responsible for the success of such preeminent ski resorts as Whistler Blackcomb. Intrawest grew rapidly, reaching 25,000 people with resort and hospitality entities around the world. In 1990, Intrawest became a public company and was sold in 2006 for \$2.8 billion USD.

In 1994, Mr. Houssian acquired the urban development business from Intrawest to create Intracorp. Intracorp currently develops real estate in five urban regions in North America, and has delivered more than 22,000 homes in 176 communities. In 2008, Mr. Houssian founded Replay Resorts, an integrated hospitality company, and Elemental Energy, an alternative energy development company with operations in the USA and Canada.

Mr. Houssian is also a partner and director in a number of other companies in various industries in the USA and Canada.

A word from Joe:
Click to watch video



"I'm very proud of the last 40 years, but quite frankly, I am even more excited about the next 10."

Joe Houssian



A brief history of Intracorp.

1976

INTRAWEST IS FOUNDED

Joe Houssian, together with a partner, starts Intrawest in Vancouver, BC. Initially focused on urban development, this is the beginning of 40 years (and counting) of building extraordinary homes.

1986

INTRAWEST PURCHASES BLACKCOMB MOUNTAIN

Leveraging their early success, Joe Houssian and a group of business partners purchase Blackcomb Mountain. At its peak, Intrawest employs more than 25,000 employees and earns in excess of \$1.6 billion in annual revenue.



1991

INTRAWEST EXPANDS

Intrawest expands to Seattle and delivers its first US high-rise condominium building, Arbor Place. This is the first of more than 30 buildings developed in the Seattle area.



Rally, Seattle



Chancellor Hall, Vancouver

1992

INTRAWEST RENTAL

Intrawest develops its first of eight rental projects in the Seattle area, Park Highland in Bellevue, diversifying to meet market demand. This strategy will become an integral part of our business approach.

1994

INTRACORP IS ESTABLISHED

Intracorp is officially established as a privately owned real estate company operating in Canada and the Pacific Northwest, setting the stage to deliver more than 22,000 homes over the next 23 years. A prolific partner, Intracorp has invested on behalf of leading private and institutional investors and property owners.

2001

INTRACORP COMES TO SO-CAL

Intracorp opens operations in Southern California, and launches their first condominium, 235 on Market, in 2001. This is the first of 32 Southern California communities, positioning Intracorp as one of the area's largest condominium developers.

Nelson on Foster, Coquitlam



2005

10,000 HOMES DELIVERED

Intracorp delivers its 10,000th home in North America.

2006

INTRACORP'S WESTSIDE COLLECTION

Intracorp develops Chancellor House at the University of British Columbia. This is the start of Intracorp's dedication to the Westside of Vancouver, ultimately resulting in the company becoming the area's most prominent developer, with 1,389 homes in 17 communities.

2008

INTRACORP ARRIVES IN SAN FRANCISCO

Intracorp delivers its first high-rise condominium community in San Francisco, The Hayes, with 111 homes. This is followed soon after by Arterra, with 269 homes, establishing Intracorp in San Francisco.



Massey Tower, Toronto

2011

TAYLOR MORRISON BUY OUT

Joe Houssian, in partnership with two leading US private equity firms, acquires Taylor Morrison from UK parent Taylor Wimpey plc for \$955 million. Taylor Morrison Housing Corporation (TMHC) goes public on NYSE in 2013. Canadian subsidiary, Monarch Homes, based in Toronto, is sold in 2014 to local interests. In 2017, TMHC sales were \$3.9 billion. Intracorp's ownership in TMHC are sold through a public market stock placement in 2018.

2013

MASSEY TOWER, TORONTO

Intracorp partners with MOD Developments and Tricon Capital to bring Massey Tower to Toronto. With 60 stories of concrete construction, Massey Tower seamlessly integrates into the 1905 Heritage Bank of Commerce and the famous Massey Hall on Toronto's Yonge and Queen Street.



MC² Vancouver



The Hayes, San Francisco



Arbor Place, Seattle

2016

MC² VANCOUVER

With a move towards urban, transit-oriented development, Intracorp delivers MC², located at the Southern Gateway to Vancouver. This community is Intracorp's largest community delivered to date – 556 homes over two prominent towers and featuring Douglas Coupland's Golden Tree as the community's focal point.

2017

INTRACORP NORTH AMERICA

OneIntracorp is created. Wholly owned by the Vancouver-based Houssian family, all corporate operations across North America are centralized to work together under one common business goal. With more than 22,000 homes delivered in 176 communities and operating over five regions, Intracorp is perfectly positioned to continue delivering extraordinary homes in extraordinary locations.

MetroPlace, Burnaby



Partnerships built to last.

Since the early 1990s, we have partnered with hundreds of investors and successfully invested more than \$1 billion on behalf of leading global institutions, real estate investors, family offices, and high net worth individuals. Additionally, we have built strong relationships, totalling more than \$3 billion in lending commitments, with major financial institutions seeking construction-lending opportunities with stable, experienced sponsors in our target markets.



A word from Don:
Click to watch video



What sets us apart.



PEOPLE

The Intracorp team is comprised of industry experts in their respective fields, and help lay the foundation for our success. With an insider's understanding of local markets and an eye for identifying opportunity, our team, along with our ability to attract and retain top talent, are what truly sets Intracorp apart.

Intracorp is known in the marketplace as a trusted developer with a quality-centric culture and exceptionally strong track record.



PARTNERS

Intracorp has created a number of solutions to effectively manage risk while maximizing partnership return. We tailor opportunities and financing to help you achieve your investment goals.

With a solid track record of success, our partners are confident in achieving their objectives with us. We are privileged to have worked with numerous leading institutional and private investors, financial institutions, landowners and not-for-profit organizations, many of which are long-term partners with multiple projects over decades.



PROCESS

Our proprietary project management process — the Intracorp Way — enables us to adhere to industry best practices in every step of the development process. Our diligent and disciplined approach to decision-making and commitment to transparency ensure that we effectively manage risk while maximizing value at each stage of the process.

How we do it.



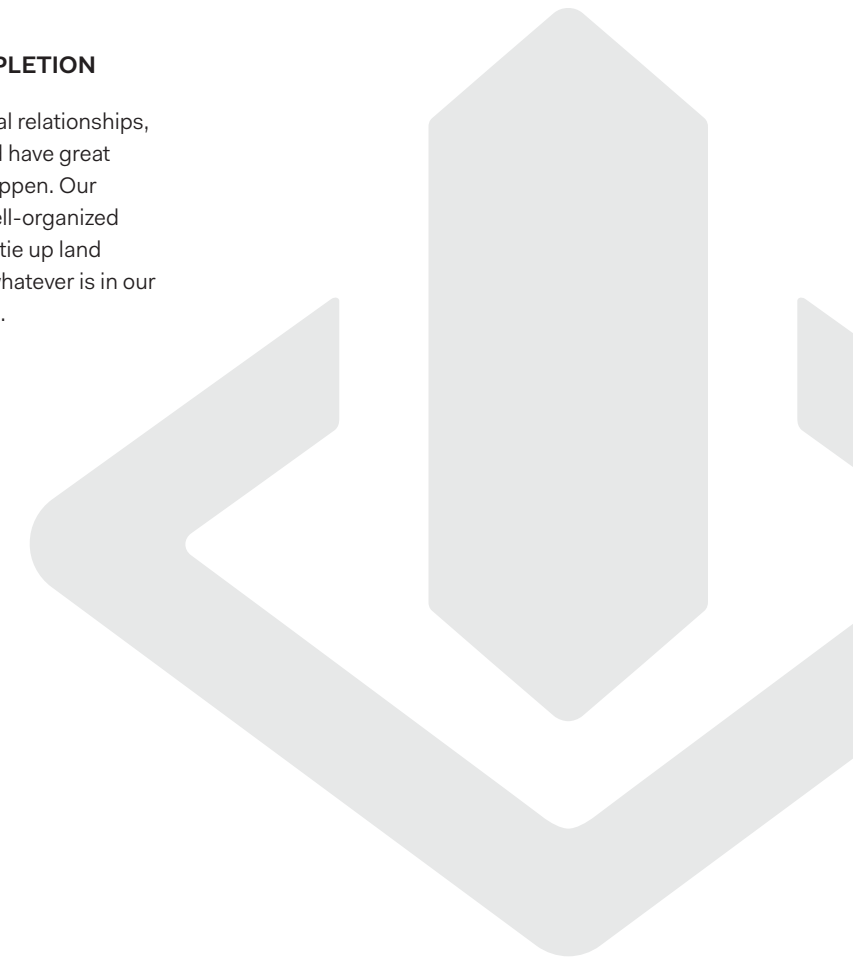
COMMITTED TO THE PROJECT

Simply put, we do our homework. We carefully research each new potential location, assessing its amenities, transit accessibility, whether it is an established or emerging neighborhood, along with a host of other factors. What this means is, by the time we are in talks with prospective landowners, we're committed to the project and are looking to secure a deal.



COMMITTED TO COMPLETION

With deeply rooted financial relationships, we are well-capitalized and have great success ensuring deals happen. Our underwriting process is well-organized and disciplined—we never tie up land unnecessarily and we do whatever is in our power to make a deal work.



What is extraordinary?

First and foremost, extraordinary is a promise to our homeowners. Rooted in our history of strong, smart partnerships with suppliers and investors, extraordinary is a bold statement of what they can expect. It can be big or small, an experience or an idea, but really, it's a feeling. The kind of feeling that tells you you've found the perfect home, chosen the right space, and partnered with a company you can trust.

To us, extraordinary is a blank slate. It's permission to dream big and take the time to do things right. It's about focusing on our homeowners and delivering a quality home each and every time. It's a daily reminder of what we want to accomplish and the kind of people we want to be, both at work and in our communities.





"They are client service-driven and from my perspective, that makes them a great company to work with."

Sheldon Scott
Executive Vice President
Colliers International

Extraordinary is:
Architecture that
enhances the
community.

West 62nd Townhomes

A community of two and three bedroom ground-oriented townhomes in the quiet, residential Marpole neighborhood. Schools, restaurants and transit options are all nearby, with Winona Park just down the block providing an expansive outdoor green space to enjoy. These are spacious and comfortable homes that feature thoughtful interior design details throughout.

Eight Twenty Mission

Eight Twenty Mission is a mixed use community in the heart of South Pasadena, surrounded by tree-lined streets and within walking distance of boutiques, local restaurants and a light rail transportation system. This small collection of luxury residences features a unique blend of Spanish Colonial architecture and style, blending seamlessly into the community and retaining the heritage of this coveted area.

Extraordinary is:
Retained heritage.

"Our relationship with Intracorp has been sustained over fifteen years and is based upon our strong belief in their abilities."

Andrew Bibby
Chief Executive, Grosvenor Americas



Eight Twenty Mission, South Pasadena
Completed 2017



MC² Vancouver
Completed 2016

"Intracorp is well-managed, professional, and a trusted business partner of ours. We value their strong local knowledge of the market, development ability, and willingness to give us timely and transparent reporting."

Gary Berman
Tricon Capital Group, Vancouver

Extraordinary is:
Transforming a
neighborhood.

Golden Tree & MC²

In 2014, Douglas Coupland was commissioned by Intracorp to create a public art piece for the future MC² development site. His proposal was to recreate a 43-foot high mirror-image representation of Stanley Park's hollow tree out of steel-reinforced resin and fiberglass. In 2017, Golden Tree was unveiled, and is now seen by over 100,000 Canada Line passengers daily.

Designed by internationally acclaimed architect James Cheng, and with interiors by Trepp Design Inc., Intracorp's MC² project is an architecturally significant arrival point celebrating Vancouver's new Cambie Corridor, the gateway between Richmond and Vancouver. It is made even more so with the addition of Coupland's Golden Tree.



"Intracorp builds a quality home that buyers are literally lining up to purchase. The architecture, materials and attention to detail are a step above other builders in our area. I was proud to sell my clients an Intracorp Home."

Sharon Gentry
Realtor

Extraordinary is:
Outperforming the
competition.

Avid Townhomes

Avid's collection of townhomes present a fresh look and feel — clean lines, dramatic angled roofs, a modern color palette, cedar accents and metal railings. Offering a variety of plans, Avid features nicely appointed master suites, great room designs, island kitchens, decks and two-car garages. Fashionable features inside and out set Avid apart.



*Avid Townhomes, Bellevue
Completed 2018*



C2E, Irvine
Completed 2018

"In contrast to traditional master planned communities, C2E represents a more contextual and true approach to infill urban living where established shopping, local entertainment and recreation are all within walking distance of these homes. This approach to community design greatly enhances the quality of the lives of its residents."

Eric Zuziak
JZMK Partners

Extraordinary is:
Doing something
different.

C2E

C2E is Close To Everything including local shopping, entertainment, employment and transportation. A community of hip, urban three-story townhomes in the Irvine Business Complex offering an alternative to traditional master plan living. It's urban infill location matches perfectly with modern architectural details and stylish interior features.



Zig Apartments Seattle

Zig is a striking six-story building, featuring clean architecture by NK Architects. Neighbors with First Hill's medical community and Seattle University, Zig offers a connected lifestyle with a 100 transit score and a walk score of 97. The interiors of Zig are urban-inspired, packaged perfectly with incredible shared spaces that let residents mix and mingle.

*Zig Apartments, Seattle
Completed 2017*

"Execution is Intracorp's forte. Operating in the dynamic residential development space, the company continuously performs on schedule and on budget, with creativity, flexibility and precision. Equally important, Intracorp values relationships and brings integrity to everything it does."

Ziv Cohen
President, Resmark Apartment Living

Extraordinary is:
A city on your doorstep.

Extraordinary is:
Designing from
the inside out.

The Jervis & Inform

As the first project approved by the City of Vancouver under its ambitious West End Community Plan, The Jervis presented a historic opportunity for Intracorp and Inform Interiors to collaborate on an iconic building that symbolizes the neighborhood's renaissance. Niels Bendtsen's Inform team worked with award-winning NSDA Architects to create high performance living spaces designed for living from the inside out.

Rather than trying to fit interiors into a building, Inform designed these for the best possible living experience, with a stunning exterior to complement it. With a strong team working collaboratively, a hand sketch of a building on a napkin became a reality. Floor to ceiling windows and nine-foot ceilings take advantage of the site's dramatic location near Stanley Park and the West End.



*The Jervis, Vancouver
Completed 2018*

"We've been around for 52 years and Intracorp's been around for more than 40, so it makes sense for two local companies to riff off each other and raise the bar for real estate in Vancouver."

Nancy Bendtsen
Inform

Why Intracorp?

For forty years, Intracorp has built the extraordinary, and we haven't done it alone. Our multifaceted team, along with our network of external partners, work together to conceive, build and market every project. To support this work, our in-house team offers a number of services: Finance, Acquisitions, Development, Marketing, Sales, Construction, and Homeowner Care. Though we are many, we strive to work as one with our partners, and it is this that sets us apart as industry leaders.

- Land Development
- Land Acquisition
- Due Diligence and Project Management
- Leasing, Sales, Marketing
- Customer Service and Warranty
- Legal, Risk Management and Insurance
- Finance and Accounting
- Tax Compliance, Structuring and Planning
- High Density
- Single Family Attached and Detached
- Multi Family
- Urban Infill

Let's talk.





Vancouver
Seattle
Newport Beach
Toronto
Austin
IntracorpHomes.com



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