

Quantum Properties

CELEBRATING 15 YEARS OF CONSTRUCTION EXCELLENCE

Diane Delves' love affair with real estate began in 1981. Interest rates had soared above 20 percent and the economy was in a tailspin, but where others saw challenge, she saw opportunity. Diane obtained her real estate license and soon branched out into appraisals. By 1995 she had opened her own appraisal company — but in her heart she knew it was still a stepping-stone to her ultimate goal of becoming a developer.

Eleven years later, in 2006, Diane made her dream a reality by selling the now thriving appraisal business to focus exclusively on development... and she's never looked back.

Today, as principal of Quantum Properties, she heads a team of 25, is an active participant in multiple industry organizations, and oversees the four developments her company currently has either under construction or in planning — including Mahogany at Mill Lake, a dazzling 26-storey highrise that's Abbotsford's first residential tower in over 20 years.

Family Connection

Diane's children, too, are proud to have real estate in their blood, and all three are now part of the Quantum team. "My kids each have very different personalities, but they all grew up in the business," she says. "Even when they were young, they frequently came into my appraisal office to do things like photocopying for me. Now Robert is my right-hand man in the development side, Kayleigh oversees the contracts and warranty issues, and three years ago I managed to lure my oldest son, Markus, back from England to oversee finance and investment. So we really are a family business."

Helping Homeownership Happen

A tireless advocate for the importance of homeownership, Diane has made it a company mandate to make this step as easy as possible by adapting to the changing needs of today's buyer. Some of the creative solutions to real world problems include easy payment plans and use of BitCoin digital currency or credit cards for down payments — options Diane notes are particularly helpful for often cash-strapped first-time buyers.

For investors, there's Quantum's Guaranteed Rental Program. "We manage the unit for two years through our property management division, and every month we'll cut





the owner a cheque — whether it's rented or not," Diane explains. "Not only is this good for investors, it benefits homeowners who live in the building because our tenant screening process is very thorough and the building is well maintained." She adds that with approximately 150 rental units, property management is a growing segment of the corporate portfolio.

Quantum also extends a helping hand to their own tenants through an innovative rewards program. Every month, 15 per cent of the rental payment is set aside as a credit. When a renter is ready to take a step onto the homeownership ladder, accumulated credits are applied to the purchase price up to a maximum three percent of the total cost — a sweet, simple and sensible deal.

Part of the Community

As a long-time Abbotsford resident, Diane believes in giving back to the community. Every year the company's Bowling for Big Brothers of the Fraser Valley raises approximately \$5,000 and has become one of this event's primary supporters.

The second Canuck Place in

Abbotsford will also be a big time beneficiary of Quantum's community spirit. "We are donating \$1,000 from every sale at Mahogany on Mill Lake," Diane says adding that when complete, the program will bring \$272,000 dollars to the much loved children's hospice. "We're also finishing the interior of the new adult hospice at no charge, and many of our trades have graciously provided materials at cost or deep discounts."

Then there are the ongoing, often spontaneous events. Every couple of months, the entire office picks a local charity and creates a contest like guessing the number of candies in the jar. Craft enthusiasts are encouraged to donate their handmade masterpieces as prizes or for sale. "It's fun and it inspires people to get involved," Diane says. "Typically we raise \$200 or \$300 every month this way. It's money that all adds up."

Looking Ahead

For the future, there's plenty on the horizon at Quantum. With Orchid in Port Coquitlam sold out and only a few homes remaining at Abacus, Quantum will soon open the doors at Trellis in

PoCo; Sienna, a rental building in Maple Ridge, is well underway; and sales at Mahogany on Mill Lake are brisk as buyers discover a new level of luxury has truly arrived in Abbotsford. And while details are still a closely guarded secret, Diane notes Quantum already has plans for an exciting five-building, master planned community in the pipeline.

She also predicts there will be no slowing down in the Abbotsford building industry anytime in the foreseeable future. "We are no longer a bedroom community. Seventy percent of the people who live here also work here. We have a state-of-the-art hospital, an international airport and a thriving downtown."

Certainly, Diane has no intention of leaving construction. "I absolutely love this industry," she says with her characteristic enthusiasm. "When you have an opportunity to take raw land and transform it into homes that people will live in and be proud of, why would I retire?"

For more information about Quantum Properties and their developments, visit quantumproperties.ca.