

MARKETING YOUR HOME FOR ALL IT'S WORTH®

LOVE WHERE YOU LIVE

BIDDING WARS

the do's and don'ts of competing offers

A GALLERY OF FINE HOMES

take a peek inside these properties

MOST WANTED

these houses are in demand



ASK SAM

THE DO'S AND DON'TS OF COMPETING OFFERS

Q: How can I improve my chances at having my offer accepted if I'm competing with other buyers on the same property?

You've got to stand out & make the sellers confident in your intentions. And surprise, it's not always the highest price that wins the war! Often times it is an offer with fewer conditions, a shorter condition period, a possession day that is favourable to the seller or a higher deposit amount that wins the battle. Here are a few DOs and DON'Ts to give you a competitive edge:

DO have a pre-approval letter from your financial institution showing that you are capable of purchasing. Ask your mortgage broker or bank for this letter. Sometimes including it in your offer will improve your chances.

DO offer strong deposit and have the funds readily available within 24 hours. A good rule of thumb is to offer a deposit of 5%. This shows the sellers that you are serious, organized, and financially capable.

DO decide on the maximum you are willing to pay before your emotions get the best of you.

DO research comparable, recent sales in the area so you have an idea of what to expect. Have your agent provide this information.

DON'T talk price while you are in the property. Many sellers have technology that can pick up what you are saying, and they might be listening! Play your cards close to your chest and keep these conversations off-site.

DO keep conditions to a minimum and have them met within a week. Your offer will be more attractive if it less complicated and has a tight time frame to a firm sale.

DON'T wait to find a home inspector. Make the decision beforehand on who you will hire to complete an inspection to speed up the condition period.

DON'T include "easy-out" conditions such as the offer is "subject to parent approval", or "review of title" or you have to "talk to your lawyer". Have this sorted out in advance and put your best foot forward.

DON'T include furniture in your offer when you are competing with other buyers. You can always approach the sellers after your offer is accepted to ask if they are interested in selling any contents.

DO find out how many other offers are being presented. Generally, the more offers the higher you will need to go in price.

DO ask who else is presenting offers. Generally, very experienced agents will not present a competing offer unless their clients are serious buyers. You can bet that they will bring a strong offer so be prepared and go in with your best offer.

DO consider including a letter about yourself and why you are right for the house. As corny as it sounds, sometimes this appeals to the buyer and can make a big difference.

DON'T take time to sleep on it! Be ready to make a decision immediately.

THE MARKET IS CHANGING. DON'T MISS YOUR OPPORTUNITY.

OUR EXPERIENCE IS YOUR ADVANTAGE. CALL US TODAY.

FEATURED PROPERTIES

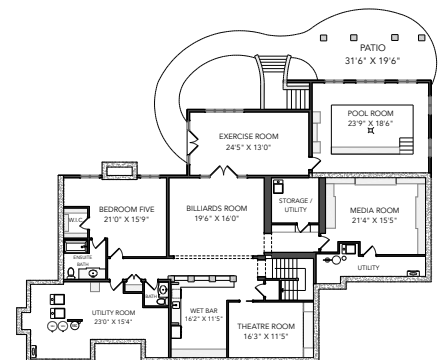
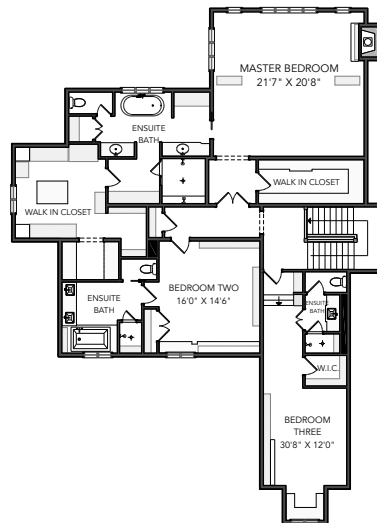
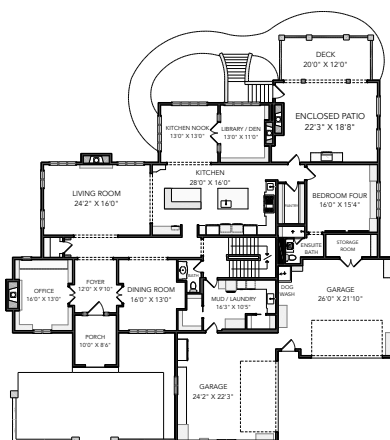
A GALLERY OF FINE PROPERTIES FOR SALE



65 MAJESTIC POINT

ELBOW VALLEY
\$3,500,000

Unparalleled luxury and refinement! After a 2 year renovation by Gallagher Homes and with a beautifully designed interior by McIntyre Bills, this 5 bedroom seven bathroom home boasts over 7,000 SF of opulent living space. Any discerning buyer will appreciate the high quality finishings such as exotic marbles, semi precious stones, custom millwork detailing, ceiling coffering and antique lighting reproductions featuring raw crystals. You'll find this home to be extremely inviting while still offering lots of intimate gathering spaces. In the luxurious French style kitchen there is everything you could ever need with two massive islands, marble counters & the ultimate appliance package. The enclosed patio is the spot for entertaining guests in front of the fireplace while you BBQ. Upstairs offers three bedrooms, including the stunning master retreat with a spa inspired ensuite and massive walk-in closet. The lower level features a spa-like heated indoor pool which helps make Calgary winters a breeze, exercise room, theatre room, bar and wine room. The level of detail and craftsmanship is second to none and truly is a must see!





711

IMPERIAL WAY SW

BRITANNIA

\$2,595,000

This contemporary home has a breezy, California style that accommodates everyday living and entertaining. From the entry you are greeted by an impressive floating glass staircase. The living room has plenty of space for a grand piano but maintains a sense of intimacy. Host dinners in the dining room, or use this space as a home office depending on your needs. At the back of the house, a wall of windows spans from the family room to the kitchen and overlooks a tiered deck and south backyard. A combination of wood and high gloss cabinets give warmth to the clean-lined, modernist kitchen. An adjacent flex room is perfectly sized for a lounge or playroom. Escape the demands of a fast-paced life in the expansive master bedroom and luxurious ensuite. 3 additional bedrooms each with their own ensuite are also upstairs. A sunny recreation room, 5th bedroom and mudroom connecting to the under drive garage complete the lower level. This home offers loads of square footage and current design details in one of the city's best neighbourhoods.



FEATURED PROPERTIES

A GALLERY OF FINE HOMES FOR SALE

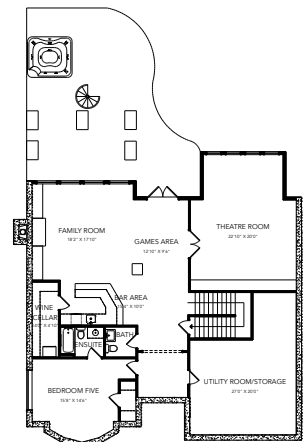
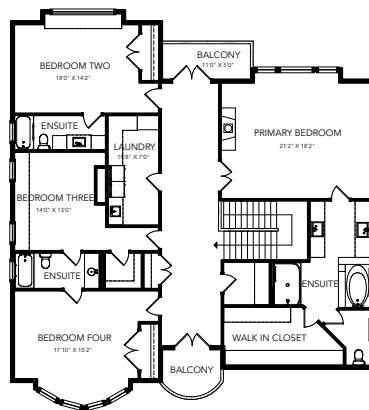
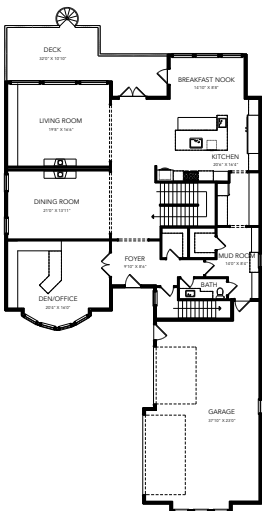


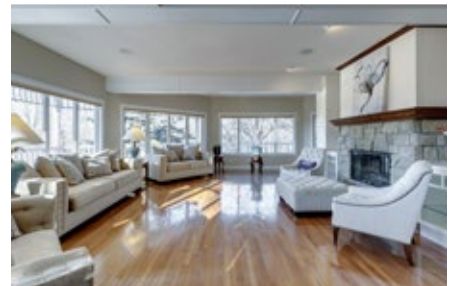
129

ASPEN RIDGE
PLACE SW

ASPEN WOODS
\$2,500,000

This palatial home is an effortless mix of comfort and luxury. Rustic and refined elements such as limestone, bespoke wool carpeting, and masterfully crafted built-ins are blended seamlessly throughout the 7400 SF of living spaces. An executive office adjacent to the foyer is perfect for working from home. Host celebrations in the formal dining area. Serve casual meals in the kitchen nook. Chefs will appreciate the huge kitchen, it's top-of-the-line appliances, large island and walk-thru pantry. The second floor has three large bedrooms (one with its own ensuite) along with an elegantly appointed owner's suite. Above the garage is a gym that could easily be converted into a nanny's room or large office. The basement is ideal for entertaining, with a family room, games area, theatre room, bar and wine cellar, plus a private guest bedroom and lots of storage. The backyard is beautifully landscaped and includes a hot tub, fire pit, covered patio and upper deck. Located steps from Rundle College, the C-Train station and the shops and restaurants of Aspen Landing. This spectacular property is unlike anything else in the district.





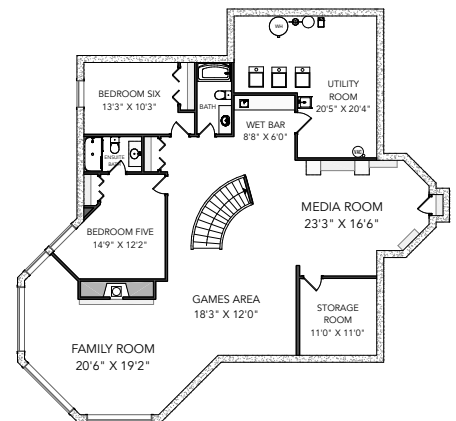
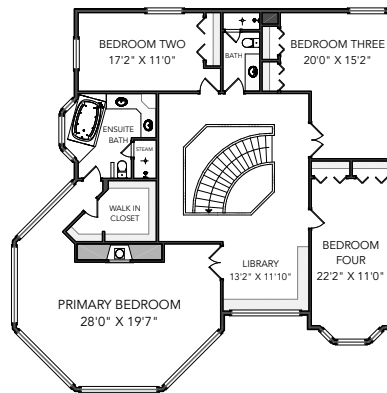
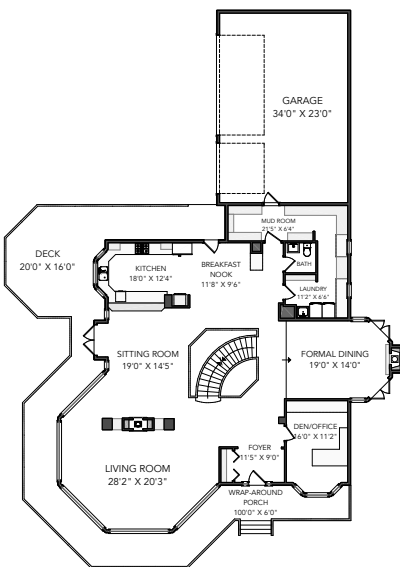
42

ANATAPI LANE SW

SPRINGBANK HILL

\$1,800,000

Country living within the city limits! This large home nestled into the hillside offers spectacular mountain views. The living room features a wood burning fireplace and plenty of space for large parties. The craftsman style kitchen has granite counters, double wall ovens, a 5 burner cooktop, breakfast bar and overlooks the cozy sitting room. A conveniently located mud/laundry room offers lots of pantry storage for busy families. The quiet home office with built-ins is located off the foyer. Up the curved staircase is an open library, ideal for homework. There are 3 spacious bedrooms and an owner's suite upstairs with a fireplace, an ensuite and walk-in closet. The lower floor has an additional 1947 SF of living space that includes 2 bedrooms, a games area, family room, snack bar and media room. This home is in immaculate condition, has a new roof, furnaces and water tanks. Some of the city's best private schools are steps away. This home has space for everyone to spread out and enjoy the peaceful setting.



FEATURED PROPERTIES

A GALLERY OF FINE HOMES FOR SALE

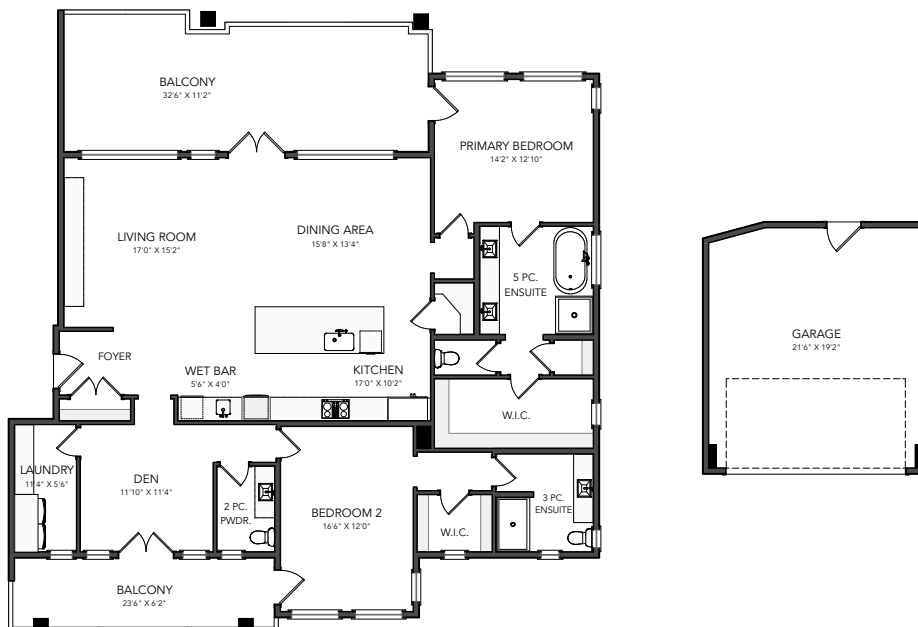


#202

17 MAHOGANY
CIRCLE SE

MAHOGANY
\$1,595,000

This luxury lakefront unit offers resort-like living, stunning views, spacious layout, contemporary design details, soaring ceilings and over 540 SF of outdoor living spaces. Entertain friends easily in the open-concept living and dining room. Serve cocktails from the beverage bar and whip up gourmet meals from the chefs kitchen. Sub Zero and Wolf appliances, ample storage, and an expansive quartz topped island are just a few of the many features of the modern kitchen. Enjoy coffee on the sunny south balcony or dine al fresco on the the north patio overlooking the lake. The master is a serene retreat, with a luxe ensuite and large walk-in closet. Use the den as a home office or TV room. The 2nd bedroom is ideal for guests with its own ensuite. A laundry room, powder room, foyer with bench, and a convenient private 2 car garage complete this unit. Concierge, 24/7 security, pool, hobby rooms, and golf simulator are just some of the extensive amenities catering to every interest. Live in the lap of luxury!



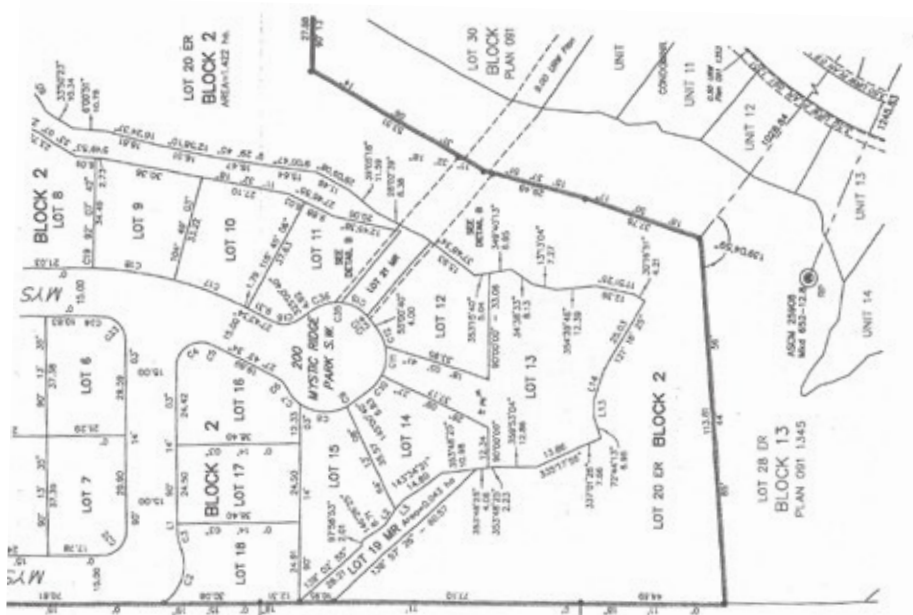


218

MYSTIC RIDGE
PARK SW

SPRINGBANK HILL
\$1,250,000

A spectacular spot to build your dream home! This half acre lot backs on to a natural ravine lined by a grove of mature spruce trees. The unobstructed views of the Rocky Mountains are absolutely breathtaking. It is an ideal lot for a home with a walk-out basement. The backyard would have sunny southern exposure and the reserved land behind offers a beautiful backdrop and privacy from neighbours. There is no building timeline or commitment so you are able to select the builder of your choice and take your time in the design phase. This affluent cul-de-sac is just moments from the Aspen Landing and Westhills shopping districts. Some of the best schools in Calgary are nearby. This is a rare piece of land where you can build a spectacular home to your own specifications. It's country living within the city limits!



FEATURED PROPERTIES

A GALLERY OF FINE HOMES FOR SALE

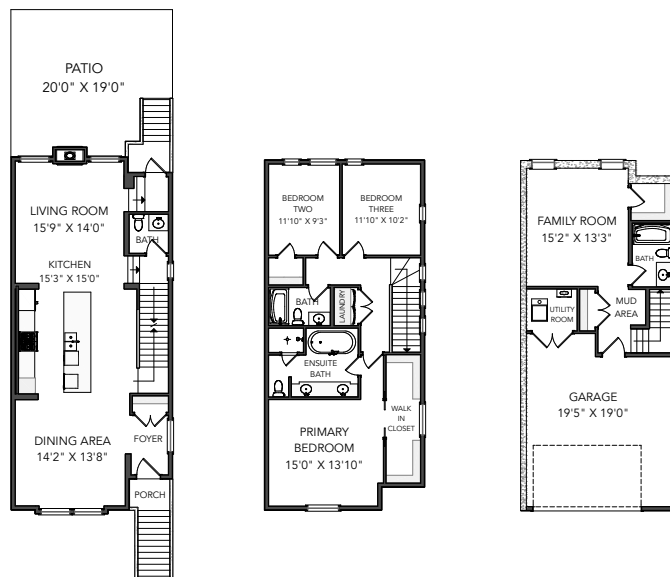


2110

36TH AVENUE SW

ALTADORE
\$925,000

A top-notch location featuring high-end details, attached double garage and a private yard. This home is ideal for entertaining because of the ample living areas which flow together seamlessly and are highlighted by soaring ceilings, crown mouldings, wall paneling and warm hardwood floors. Entertain large gatherings in the spacious, sunny dining room. The classic kitchen has stainless appliances, white cabinetry, quartz counters, and a huge island with lots of seating and counter space to lay out a culinary spread. Adjacent is the welcoming living room featuring a gas fireplace flanked by windows overlooking the private patio. This is the ideal spot to BBQ or warm up beside the built-in outdoor gas fireplace. Upstairs the owner's suite contains a 5-piece ensuite and walk-in closet hidden behind double pocket doors. Downstairs, a media room can be used as a gym, office or 4th bedroom. Easily access the garage thru the basement mudroom. The shops, restaurants and markets of Marda Loop are steps away. The location, layout and price can't be beat.



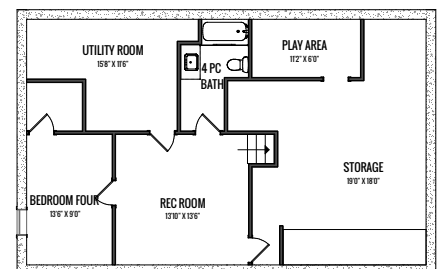
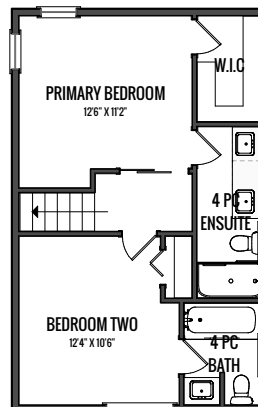
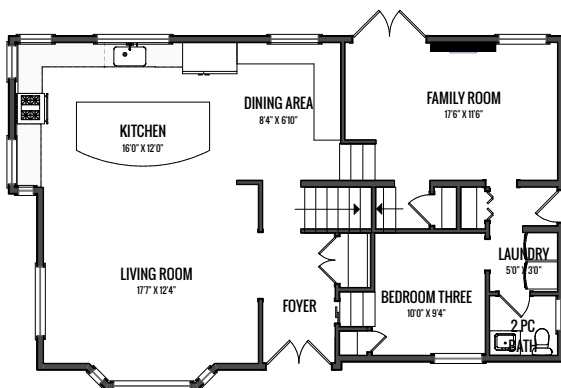


27

LAKE LUCERN
CLOSE SE

LAKE BONAVIDA
\$924,500

This bright, modern farmhouse style home sits on a corner lot with a west backyard. The location couldn't be better with a playground across the street and the lake, Fish Creek and schools nearby. Inside you are greeted with herringbone hardwood floors and an open concept floor plan. Light pours into the inviting living room through the large windows. The classic kitchen features a huge island, stone counters, an apron front double sink, and stainless appliances including a full fridge and freezer as well as a 6-burner range flanked by windows looking out to the park. A built-in banquette seat provides a space for family meals and entertaining friends. The family room is the ideal spot of movie night. Upstairs you'll find the charming primary bedroom and ensuite as well as a second bedroom containing its own bathroom. The office has a Murphy bed making this a great guest room, and a fourth bedroom is in the basement. The kids can spread out in the downstairs recreation room. Outside, mature trees line the private yard. Enjoy a glass of wine at the end of the day on the sunny deck. A large double detached heated garage is finished in the same board and batten style. This lovely home will capture your heart as soon as you step inside.



FEATURED PROPERTIES

A GALLERY OF FINE HOMES FOR SALE

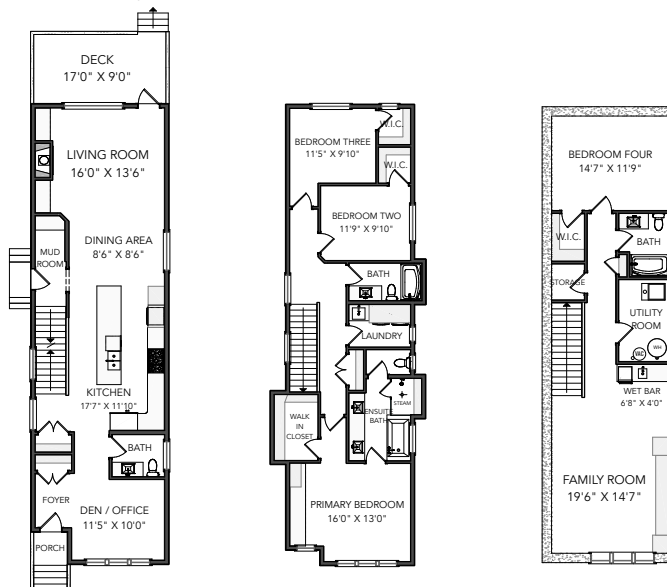


2234

28TH STREET SW

KILLARNEY
\$875,000

This immaculately kept contemporary home in the heart of coveted Killarney offers a fantastic open concept floor plan and stylish design details. High ceilings and wide plank hardwood floors extend through the main floor. Utilize the front flex room as a home office, den or dining room depending on your needs. The kitchen features sleek cabinets with wood accents, herringbone tile, high end appliances and an island with seating for five. In the adjacent living room a modern fireplace is flanked by floating shelves. Highlights of the owner's include wall panelling, built-ins, a vaulted ceiling, walk-in closet and tasteful ensuite. Two bedrooms, a bathroom and laundry room complete the second floor. The developed lower level includes a family room with media cabinets and a bar as well as a fourth bedroom. Access the double detached garage via the convenient side entrance. The yard is low maintenance and has a deck with privacy screens. Zip into the core, hop on the C-train or explore the shops of 17th Ave from this ideal location.

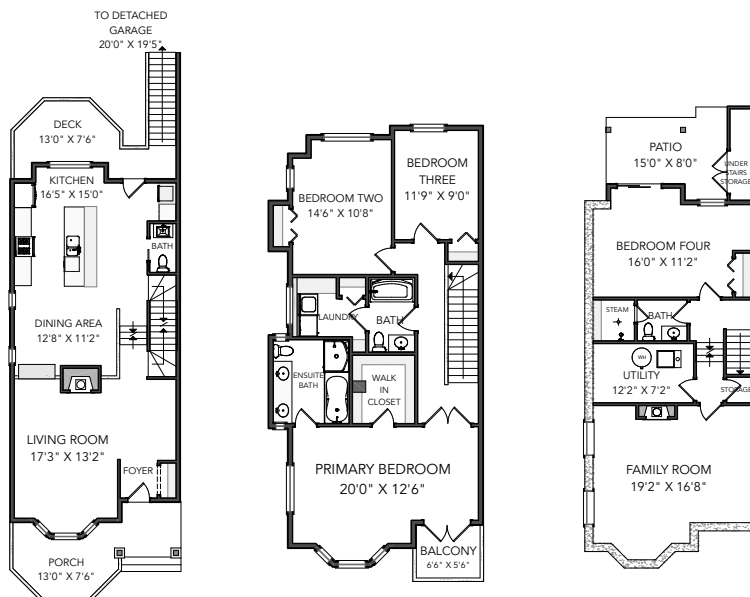




2208
28TH AVENUE SW

RICHMOND
\$824,900

The main floor of this home has been completely transformed by a recent \$150K renovation. A bay window allows sunlight to stream into the living room while a gas fireplace and rustic wood beams provide character. An open concept dining area with a built-in credenza overlooks the living room. The kitchen is light and bright and finished with top-of-the-line appliances, a spacious island, stone counters, brick subway tile and warm wood accents. The second floor contains a large owner's suite complete with a sitting area, balcony, ensuite and walk-in closet, as well as 2 additional bedrooms, a bathroom and laundry room. Downstairs the fully developed walk-out basement has a recreation room with a fireplace and a 4th bedroom that could be used as a gym, mudroom or office depending on your needs. Outside a mature tree provides shade. The shops and restaurants of dynamic Marda Loop are a short walk away and local schools are close by. This property offers fantastic value for this popular neighbourhood.



FEATURED PROPERTIES

SELECT PROPERTIES UNDER \$1MILLION

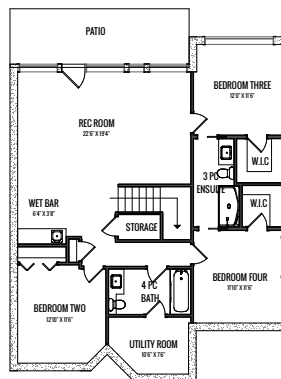
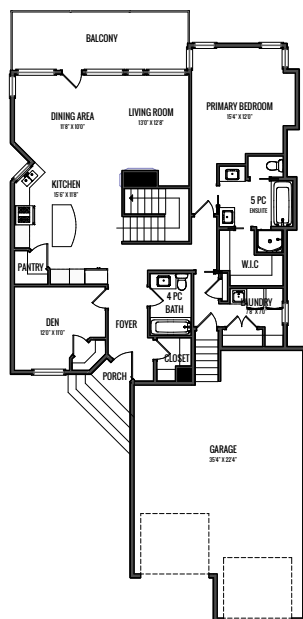


103

EVERGREEN
SQUARE SW

EVERGREEN
\$799,000

This rare, walkout bungalow is in an ideal location, has an inviting, open floor plan and a HUGE garage with a lift. High ceilings and hardwood floors flow throughout the kitchen, living and dining room. Everyone can gather together in the living room while dinner is being prepped in the kitchen. Grab a quick snack at the central island or serve meals in the dining area. Step out onto the upper deck to grill or enjoy a glass of wine while overlooking the yard below. Work quietly from home in the office beside the foyer. Settle in for the night in the private owner's suite with its own ensuite and walk-in closet. A convenient mudroom and laundry leads into the oversized, heated garage. This is the perfect spot for car lovers offering ample space for at least four vehicles, epoxy floors, cabinets, and work surfaces. Downstairs you will find a large, recreation room with a wet bar and access out to the covered patio, plus three bedrooms and two bathrooms all containing in-floor heat. Fish Creek and schools are close by. This will go quick!



MOST WANTED ON THE HUNT FOR THESE HOUSES

DO YOU OWN A PROPERTY LIKE ONE OF THESE AND WANT TO SELL? WE HAVE THE BUYER FOR YOU! REACH OUT TO US TODAY FOR A QUICK AND EASY SALE!

BUYER #1

\$2 MILLION - \$2.5 MILLION

PROFESSIONAL COUPLE
SEEKING A
MODERN 2-STOREY

MARDA LOOP AREA

BUYER #2

\$900,000 - \$1.2 MILLION

YOUNG FAMILY HUNTING
FOR A DETACHED HOME
THEY CAN GROW INTO

WEST SPRINGS

BUYER #3

\$700,000 OR LESS

NEWLYWEDS LOOKING FOR A
BUNGALOW OVER 1100 SF
THAT THEY CAN RENOVATE

GLENDALE, GLENBROOK
OR RICHMOND

BUYER #4

\$900,000 - \$1.6 MILLION

FAMILY WANTS TO STAY
IN THE NEIGHBOURHOOD BUT
NEEDS LARGE PRIVATE YARD

WEST SPRINGS

BUYER #5

UP TO \$2 MILLION

COUPLE SEARCHING FOR
A SPOT TO CALL THEIR
OWN IN LAKEVIEW VILLAGE

LAKEVIEW

BUYER #6

\$900,000

LOW MAINTENANCE VILLA
REQUIRED IN A QUIET
LOCATION WITH SPACE FOR
GRAND PIANO

WEST HILLS AREA

BUYER #7

UP TO \$4 MILLION

EMPTY NESTERS SEEK
MODERN DESIGN BACKING
THE ELBOW RIVER

ELBOW PARK, RIVERDALE,
RIDEAU, ROXBORO

BUYER #8

\$1 MILLION - \$1.6 MILLION

FAMILY WITH TEENS
NEED A 2-STOREY HOME
CLOSE TO PUBLIC SCHOOLS

WEST SPRINGS

BUYER #9

\$800,000 - \$1 MILLION

EMPTY NESTERS
DOWNSIZING TO BUNGALOW
IN A QUIET LOCATION

WEST HILLS AREA

BUYER #10

UP TO \$1.75 MILLION

FAMILY WITH TEENS ON A
QUEST FOR HOME WALKING
DISTANCE TO RUNDLE COLLEGE

ASPEN WOODS

BUYER #11

UP TO \$1.2 MILLION

COUPLE & THEIR CATS
NEED A BUNGALOW WITH
DEVELOPED BASEMENT

WEST HILLS AREA

BUYER #12

\$3 MILLION

LARGE LOT WITH VIEW
OR ON RIDGE FOR
BUILDING DREAM HOME

BRITANNIA

MARKETING YOUR HOME FOR ALL IT'S WORTH®



Jacqueline Corea
Marketing Director

Chris Fullerton
Sales Partner, Agent

Sam Corea
Team Leader, Agent

Alison Kallstrom
Sales Partner, Agent

MOVING FORWARD

The rapidly changing real estate market continues to bring new challenges at every turn. We are dedicated to getting our clients the results they seek quickly and easily.

We know that the hardest part of selling your home is the time and effort it takes to prepare it for the market. To take away the pain of selling we've developed a Concierge Program that assists home owners with everything from minor repairs, painting, home organization, staging, legal documents and more.

Buyers are concerned about finding the property of their dreams while inventory remains low and edging out the competition during bidding wars. Our experience and sharp negotiation skills have proven to be invaluable. As well, a huge resource for exclusive listings is our network of thousands of past clients. We've been able to match many buyers and sellers before the house hits the market.

It's always a privilege and a pleasure to represent our clients and we are deeply grateful for their friendship and trust. Whenever you need us, we're here to help.

With Sincere Gratitude,

Sam Corea, Chris Fullerton, Alison Kallstrom and Jacqueline Corea

SAM Team Re/Max House of Real Estate



SHOWCASING CALGARY'S FINE HOMES

SAM and his Real Estate Concierge Team get really excited about making great deals. Selling or buying property - he helps homeowners get thrilling results. For a seriously successful and enjoyable home sale or purchase, SAM is your man.

SAMCOREA.COM

SAM

RE/MAX
HOUSE OF REAL ESTATE