



MARKETING YOUR HOME

FOR ALL IT'S WORTH[®]

THE LUXURY EDITION

LUXURY MARKET PREDICTIONS

more activity in higher price points

A GALLERY OF FINE HOMES

take a peek inside these properties

MOST WANTED

these houses are in demand

MAY 2022

SAW



ASK SAM

FACTORS POINTING TO STRONG SALES IN THE LUXURY REAL ESTATE MARKET

Q Why do you predict increased sales in luxury homes in the next 90 days?

Robust Sales in Lower Price Points

Strong sales in the price bracket between \$800,000 and \$1,000,000 is a very good indicator that luxury sales will also increase. Normally home owners sell their current home before moving up to a higher price point. This is why the luxury real estate market lags slightly behind in activity. Since we have seen a thriving market in homes just below \$1 Million, we can expect to see an increase in luxury homes selling over the next three months.

Oil and Gas Prices

Consumer confidence increases when oil and gas prices go up. Many who work in this segment have been waiting to make a move until they feel more secure. They have been holding off for several years. Now they are feeling optimistic, seeing the upside of the industry and are ready to upgrade.

The Upsizing Trend Continues

Over the last two years we have seen a trend of buyers purchasing homes with more square footage than they have in the past. Homes with gyms, multiple living areas, outdoor living spaces, and home offices are more and more popular. We've seen an increased demand for pools, wine rooms and unique features as buyers focus on finding a home with

indulgences that bring them pleasure and improve their well-being. This upsizing trend will continue to result in more sales in the luxury segment of the real estate market.

Increased Demand for Outlying Areas and Acreages

Historically, luxury homes in the areas outside the city such as Springbank and Priddis take longer to sell. But recently there has been an increase in demand. Since inventory of luxury inner city homes remains low, buyers are widening their search to these districts. Accessibility has been improved by the construction of the ring road. And lastly, since many can work from home, the commute into the core is not an issue.

Travel and Holidays

Many people are planning big trips this summer now that travel has become more accessible and attainable. But before they jump on that flight, they want to make sure they have found the house they will be moving into on their return. Buyers usually prefer to be settled before the fall and the beginning of the school year. I expect that the market will slow down towards the end of the summer as more and more people take vacations. Therefore, my advice is to get your luxury home on the market before August.

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

OUR EXPERIENCE IS YOUR ADVANTAGE. CALL US TODAY.

FEATURED PROPERTIES

A GALLERY OF FINE HOMES FOR SALE

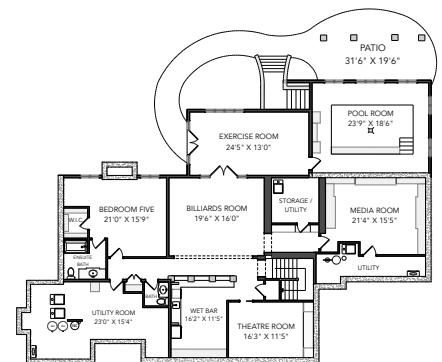
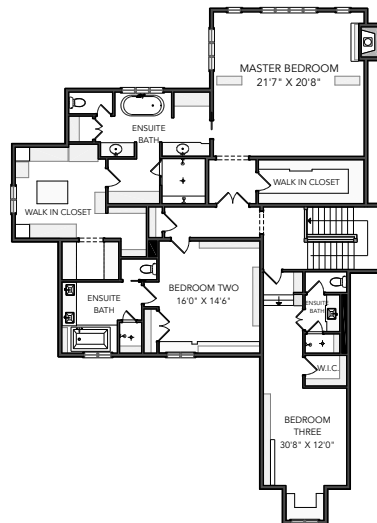
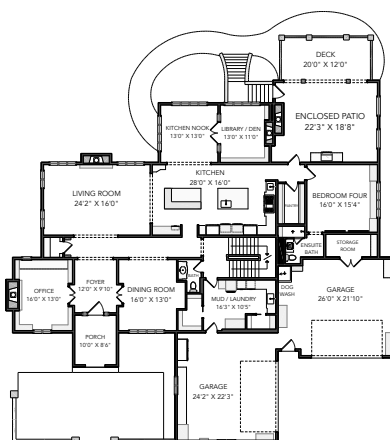


65

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!



FEATURED PROPERTIES

A GALLERY OF FINE HOMES FOR SALE

SOLD AT TIME OF PRINT

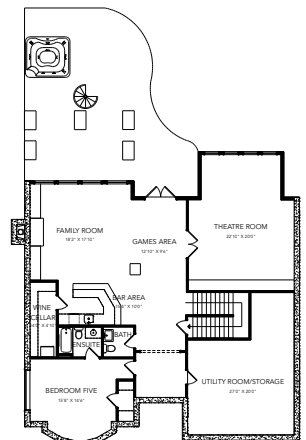
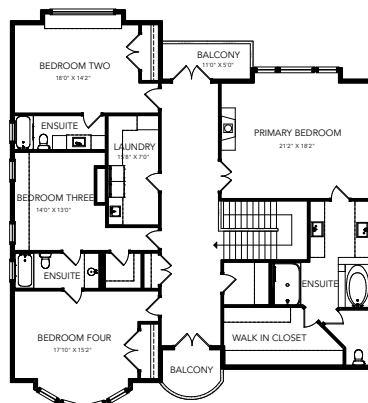
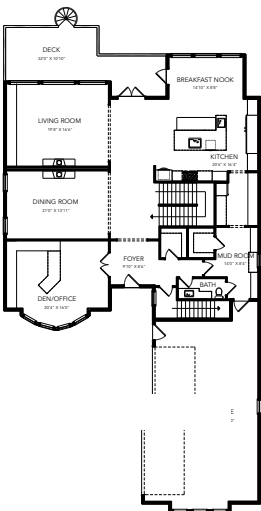


129

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.





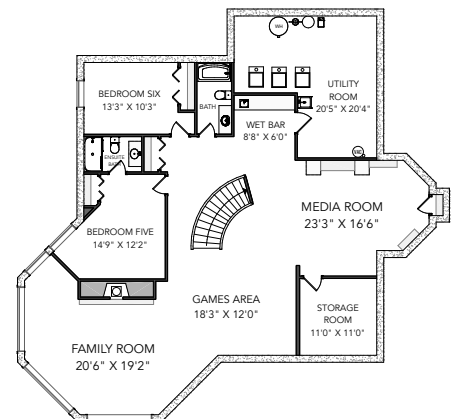
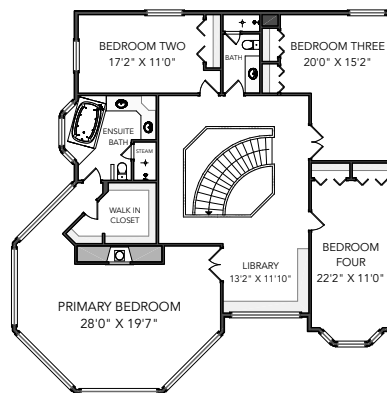
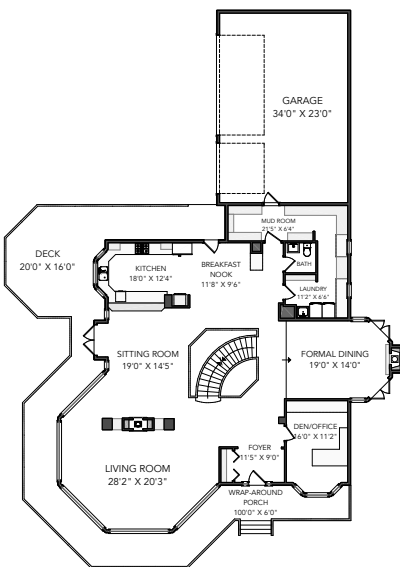
42

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



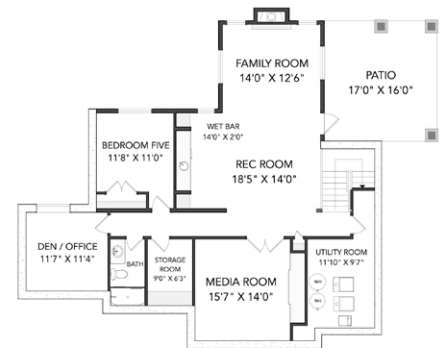
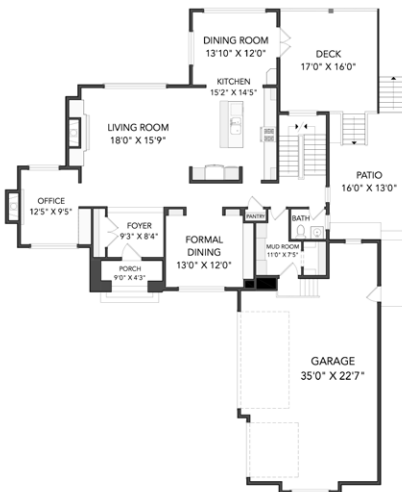
67

67 DISCOVERY VALLEY COVE SW

DISCOVERY RIDGE

\$1,695,000

Located on a quiet cul-de-sac, backing Griffith Woods, this sprawling home is an escape from city life. Enter into the foyer to take in the warm and inviting living area with vast windows and fireplace flanked by custom millwork. The spacious kitchen has stainless appliances, granite counters, a pot filler & large island. A casual dining nook overlooks a backdrop of trees. The formal dining area and quiet home office provide extra living space. Head upstairs to the serene primary bedroom with ensuite & generous walk-in closet. Three more bedrooms (one with its own ensuite) and a laundry room complete this floor. The walk-out level provides plenty of space for the kids to sprawl out in the large recreation room, family room, bar, den, and media room. The lush yard has multiple areas to enjoy the outdoors and space for the the kids to play. Access the park thru the back gate. Dine al-fresco on the raised deck or sit around the fire-pit and gaze up at the stars. You will feel miles away from hectic city life.



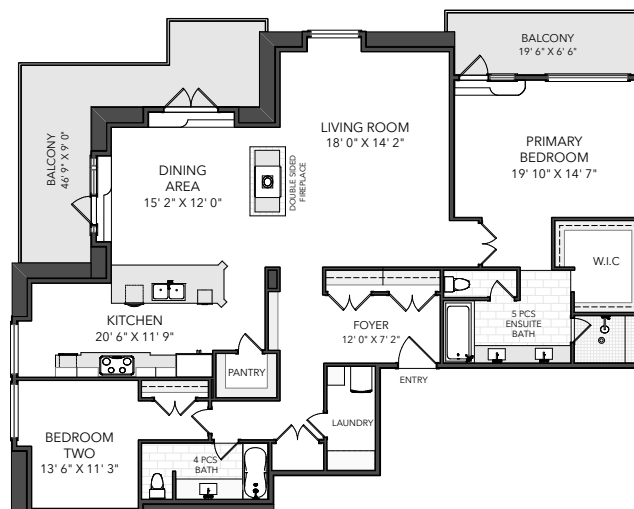


#501

201 QUARRY WAY SE

DOUGLASDALE
\$1,495,000

A sophisticated penthouse overlooking the scenic banks of the Bow. This spacious, luxurious unit contains details you would expect to find in an estate home. A double sided French chateau inspired fireplace separates the generous living room from the dining area. There is plenty of space to host elegant dinner parties or special occasions. The open concept kitchen allows conversation to flow while you prep meals. Highlights include custom cabinetry with carved corbels, Wolf and Subzero appliances, and high end finishes. The grand primary bedroom has access out to one of the two outdoor living areas both with river views, a luxe 5-piece ensuite, and a large closet any fashionista would envy. Guests will appreciate the tucked away 2nd bedroom and bathroom. A laundry room, additional storage unit and 2 titled parking stalls are included. The concrete construction dampens noise between floors making it extra quiet. Communal gardens, access to the river paths and uncompromising quality make this the lap of luxury!



FEATURED PROPERTIES

A GALLERY OF FINE HOMES FOR SALE

BUILD YOUR DREAM HOME HERE

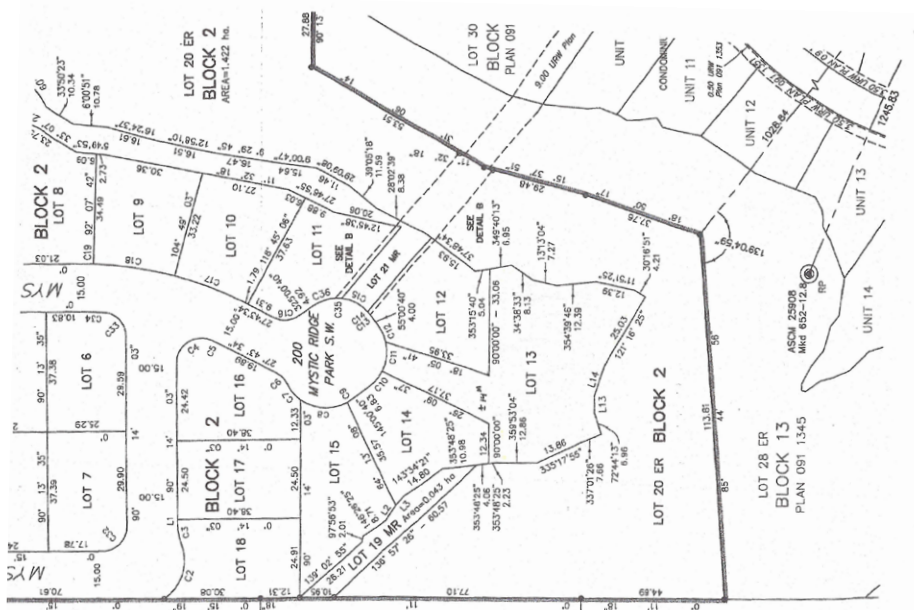


218

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!



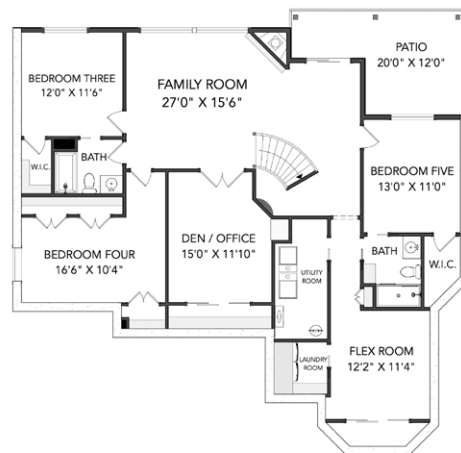
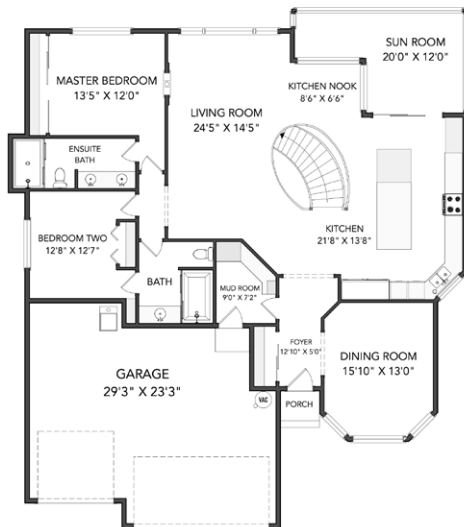


24

SIGNAL HILL
WAY SW

SIGNAL HILL
\$1,195,000

Sleek, contemporary living in Signal Hill. This completely renovated bungalow features vaulted ceilings, hardwood floors, large windows & an open concept floor plan. You will love cooking in the high end kitchen with granite island, oversized fridge, stainless steel appliances and kitchen nook. The formal dining room is perfect for entertaining guests. The highlights of the living room are the fabulous city views & a circular fireplace that you can also enjoy from the master suite. The master bedroom features a sliding closet & a luxurious five-piece ensuite with double sinks. A second bedroom with ensuite completes the main level. Enjoy the expansive living space of the walkout basement. Three bedrooms & two bathrooms are perfect for older children or guests. A den, laundry & flex room can also be found downstairs. A sunny recreation room gives you access to the patio and backyard. This home also comes with a heated triple car garage. Conveniently located to Westhills, LRT, & Westside Recreation Centre.



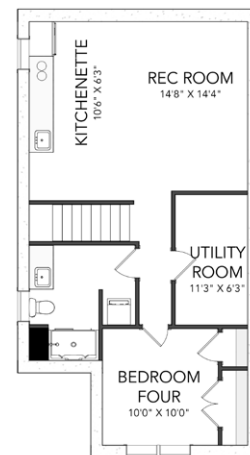
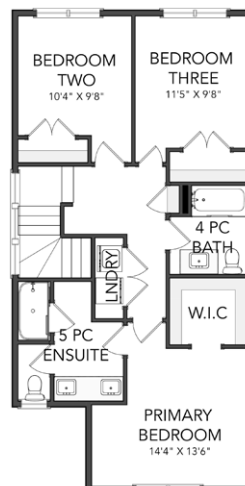
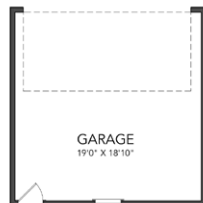
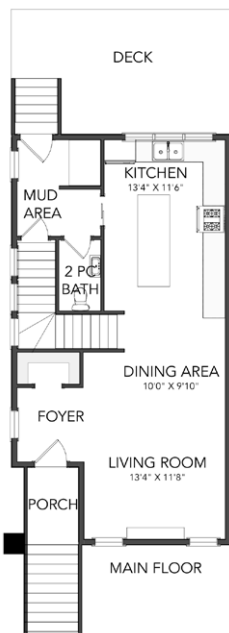
FEATURED PROPERTIES

A GALLERY OF FINE HOMES FOR SALE



1411
2ND STREET NW
CRESCENT HEIGHTS
\$719,000

A tastefully updated home on a quiet tree-lined street in the heart of desirable Crescent Heights. The open concept floor plan allows light to pour in from the west facing back yard. A brick fireplace in the living room adds charm and personality. The cheerful kitchen has lots of storage, quartz counters, stainless appliances, subway tile and seating for four at the island. Through the sliding bard door you'll find a tucked away powder room and mudroom leading out to the double detached garage. The primary bedroom features a vaulted ceiling and 5-piece ensuite with a rain shower head. Two additional bedrooms are well-sized for kids or could be used as an office. Downstairs is a recreation room, kitchenette, 4th bedroom and bathroom with a secondary laundry area, perfect for guests or a teen that needs their own space. The beautifully landscaped yard and deck is ideal for grilling or hosting friends for a cocktail. Bike into the core, visit Kensington, or explore the paths of memorial drive. SAIT, Crescent Heights High School and the park are close by. This is excellent value for the location and in turn-key condition.



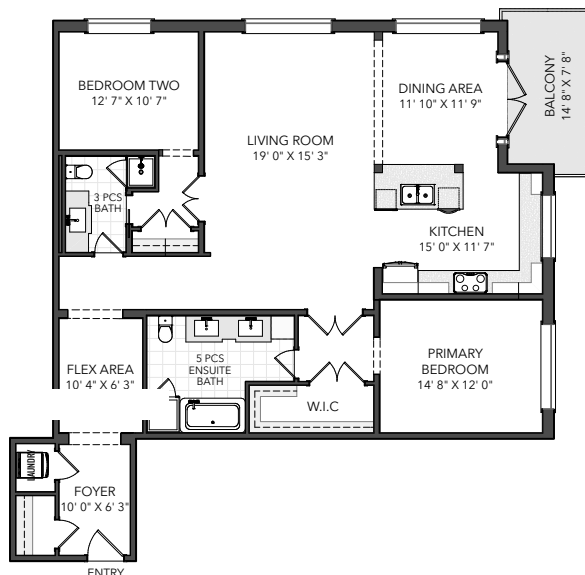


#406

201 QUARRY
WAY SE

DOUGLASDALE
\$695,000

An elegant pied-à-terre on the banks of the Bow. Step into the bright, spacious living room which flows seamlessly into the dining room and kitchen. Granite counters, plenty of storage, a large island with seating and stainless steel appliances make this open concept kitchen a dream for entertaining. Host friends and family for holiday celebrations in the dining room. A serene principal bedroom has a grand ensuite and walk-in closet. The neutral, soothing finishes of the second bedroom and bathroom have broad appeal. Hardwood floors, crown mouldings, stylish light fixtures, and top of the line tile are utilized throughout. A convenient in-suite laundry is tucked into a closet. An additional storage unit and two titled parking stalls are included. The concrete construction of this building dampens noise between floors making this a quiet, comfortable place to call home. Walk your dog in the communal garden or along the river valley pathways. This luxury condo is ideal for downsizers without compromising on quality.



FEATURED PROPERTIES

A GALLERY OF FINE HOMES FOR SALE

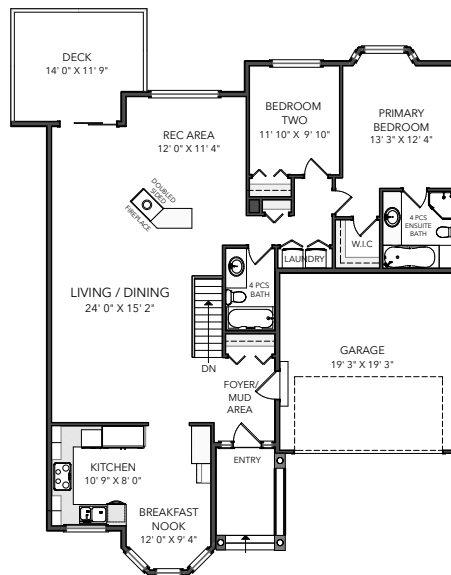


36

CHRISTIE PARK
TERRACE SW

CHRISTIE PARK
\$475,000

This impeccably kept, bungalow villa in a quiet enclave offers convenient, low maintenance living in an exceptional location. You will be pleasantly surprised by the soaring ceilings and sun bathed living areas. A formal dining room provides plenty of space for big celebrations. The living and family room are separated by a 3-sided fireplace. A casual nook, stainless appliances and white cabinetry are features of the bright and airy kitchen. Enjoy a cup of coffee as you watch the sun rise from the covered balcony. The primary suite contains a walk-in closet and ensuite with jetted tub. The second bedroom is ideal for guests. A bonus of this property is that all the furniture is included. The undeveloped basement is ready to be designed to suit your needs. Come and go easily from the attached double garage. Updates including new appliances, carpet and paint were completed in 2016. The community paths running through the natural ravines, the LRT station, shops, restaurants and the Westside Rec Center are all steps from his pet-friendly complex. This spotless, spacious unit has everything you need on the main floor and right outside your doorstep.



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 #25

UP TO \$1.8MILLION

TORONTO TRANSPLANTS YEAR
FOR YARD ON GREEN BELT

WESTHILLS

BUYER #26

UP TO \$800,000

FIRST TIME BUYERS
WANT TO START FAMILY

WEST SPRINGS

BUYER #27

\$400,000 TO \$500,000

SMALL FAMILY THAT
TRAVELS EXTENSIVELY
SEEKS TOWNHOUSE

STRATHCONA, WEST SPRINGS

BUYER #28

\$900K - \$1.5MILLION

COUPLE SEEKS LOT TO
BUILD LUXURY BUNGALOW

INNER CITY

BUYER #29

\$700,000 TO \$800,000

MULTI-GENERATIONAL FAMILY
REQUIRES 2-STOREY WALK-OUT

ASPEN WOODS

BUYER #30

UP TO \$1.5MILLION

COUPLE WITH TEEN
NEEDS TRIPLE GARAGE

ASPEN WOODS

BUYER #31

\$450,000 TO \$650,000

VILLA OFFERING LOCK & LEAVE
LIFESTYLE FOR EMPTY NESTERS

WESTHILLS

BUYER #32

\$600,000 TO \$700,000

HUNTING FOR TOWN-
HOUSE WITH DOUBLE
ATTACHED GARAGE

WESTHILLS

BUYER #33

\$800,000 TO \$1 MILLION

FAMILY WANTS TO WALK TO
WEBBER COLLEGE

ASPEN WOODS

BUYER #34

\$1.3 MILLION TO \$2 MILLION

DETACHED HOME ON 35' LOT
NEEDED BY YOUNG FAMILY

ALTADORE

BUYER #35

\$1.2 MILLION TO \$1.5 MILLION

MUST-HAVE SUPERCOOL
RECREATION ROOM FOR TEENS

ASPEN WOODS

BUYER #36

\$1.6 MILLION TO \$2 MILLION

TWO STOREY WITH ROOM FOR
THE KIDS TO GROW

SPRINGBANK HILL OR ASPEN WOODS

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