

Real Estate For Sale *in Edgemont*

5522 DEERHORN LANE	\$2,998,000	668 ALPINE COURT	\$2,298,000
1061 PROSPECT AVENUE	\$2,550,000	673 SYLVAN AVENUE	\$3,688,000
5261 CLIFFRIDGE AVENUE.....	\$1,998,000	908 BEACONSFIELD ROAD	\$4,188,000
1017 CANYON BOULEVARD	\$2,849,000	947 EVERGREEN PLACE	\$2,395,000
869 CLEMENTS AVENUE	\$1,388,000	922 WENTWORTH AVENUE	\$5,498,000
922 CANYON BOULEVARD	\$1,849,000	2870 THORNCLIFFE DRIVE	\$2,098,000
1110 HANDSWORTH ROAD	\$2,199,000	2784 CRESCENTVIEW DRIVE	\$2,998,000
4577 CAPILANO ROAD	\$2,790,000	2411 GEORGE STREET	\$2,390,000
4491 PRIMROSE LANE	\$2,299,000	1216 PLATEAU DRIVE	\$2,025,000
4283 CAPILANO ROAD	\$2,399,900	3538 BLUEBONNET ROAD	\$3,688,000
4368 ARUNDEL ROAD	\$2,949,000	3581 BLUEBONNET ROAD	\$2,198,000
806 MONTROYAL BOULEVARD	\$2,498,000	3430 AINTREE DRIVE	\$4,290,000
674 BLUERIDGE AVENUE	\$1,998,000	3595 WELLINGTON CRESCENT	\$2,100,000

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Expert Contributor

By Lance Phillips

Phillips & Prem Team



Should You Consider a Home *Listed Above its Market Value?*

Imagine you see a home advertised for sale in a desirable neighbourhood.

However, you find out the property is listed well above comparable sales in the area. In other words, above its market value.

Is that listing still worth seeing?

There are many reasons why sellers might list their property for a price that seems way above the market. The home might have highly desirable features that make it worth a premium, such as a spacious backyard or a finished basement. Or, the seller might assume (often mistakenly) that listing high will result in higher-priced offers.

In either case, the home is likely worth a closer look, especially if it otherwise checks most or all of the boxes on your wish list.

If there are additional features that have driven up the price, you may find it's worth that premium — particularly if those features are important to you.

What if the high price is artificial? Then, chances are, the home will ultimately sell at close to its actual market value anyway — regardless of the list price. So, if you make an offer that reflects the real value, you might win.

The bottom line? These listings are usually worth the time to investigate further.

So, schedule that viewing appointment!



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