

Real Estate

DONE DEALS) BY KERRY GOLD

VANCOUVER 4588 W. 2ND AVE.

Point Grey house attracts offer first day on the market

LIST PRICE
\$6.48-million

SALE PRICE
\$6.4-million

DAYS ON MARKET
Four

TAXES
\$19,260



LISTING AGENT
Bryan Yan, Regent Park Realty

The Action: Listing agent Bryan Yan received an offer on the house's first day on the Multiple Listing Service. It sold in four days without any subjects. A house on the same block, by the same builder, had sold several weeks earlier for \$5.05-million. "I thought I'd price it at around \$6.48-million just because I thought I could get that price," Mr. Yan says. "Most agents are pricing too low in this market to get an easy sale and not really trying to get the highest price for the seller."

What They Got: The 4,100-square-foot, three-storey house sits on a 33-by-168-foot lot, with panoramic ocean and mountain views. It's located in the tony area north of 4th Avenue in Point Grey. The eight-year-old house features an elevator, 11-foot vaulted ceilings, chef's kitchen, wine cellar, home theatre, rooftop deck with hot tub, custom millwork and stone-work.

The Agent's Take: Mr. Yan says this year there have been 978 sales of houses on 33-foot lots in Vancouver. He says his sale set a record for a 33-foot lot on non-waterfront property.