

what it went for

\$5.2 MILLION

CONNIE ADAIR

York Mills
137 Highland Cres. (Bayview Avenue and York Mills Road)
Asking price: \$5.295 million
Sold for: \$5.2 million
Taxes: \$20,130 (2021)
Bedrooms: 4+2
Bathrooms: 7
Square footage: 5,500
Garage: 3
Parking: 5
Days on the market: 1

Properties in the Bridle Path/York Mills area have a history of being on the market for a long time, followed by multiple re-listings and price reductions before they eventually sell, says listing agent Jay Egan. To avoid that same path, he says he and co-listing agent Olga Lapshina suggested the sellers “market their property professionally and at market price to achieve maximum exposure and results....In this market, you simply cannot undersell a property as the market is efficient and the technology available today guarantees everyone looking will see it.”

The agents also stress the importance of quality staging.

After a three-hour detailed consultation with designer/home stager Ella Zester, he says the sellers were “impressed, although a bit overwhelmed.” However they completed the long list of suggestions in less than 30 days.

Lapshina says, “The sell-

ers had recently renovated the kitchen and baths and updated many other areas of the property from when it was built 30 years ago. All in all, it was in great shape but tired in a few remaining areas....Ella was instrumental in her ability to transform these areas to ensure they matched or complemented and blended with the previous renovation.”

The list included refinishing the hardwood floors, replacing wood stairway pickets with iron, installing new door handles and many light fixtures, and repainting the interior.

“The collaboration resulted in a very successful sale in contrast to the area statistics. The property sold firm the first day with eight showings,” Lapshina says. “The buyers were very prudent in coming forward quickly as they clearly saw the value and the benefits of the updating compared to similar listed properties.”

The stone home has a cathedral ceiling in the foyer, a double-sided fireplace in the wood panelled library and a primary bedroom retreat with a spa-style bathroom and a dressing area. It also features two kitchens, two laundry rooms, a movie theatre and a wine cellar with a tasting room.

The 65 x 145-foot property has a circular driveway and a three-car garage.

Listing Broker: Berkshire Hathaway Home Services Toronto Realty (Olga Lapshina and Jay Egan)



\$7 million

CONNIE ADAIR

Richmond Hill
16 Bryson Dr. (Yonge Street and Highway 7)
Asking price: \$7.8 million
Sold for: \$7 million
Taxes: \$31,209 (2021)
Bedrooms: 6+2
Bathrooms: 10
Square footage: 8,500
Garage: 4
Parking: 10
Days on the market: 40

After just 30 days on the market, there were offers from three potential buyers, which is rare in this price range, says listing agent Leila Rezaei.

They were drawn to the opulent home, which has a “nice floor plan that includes three bathrooms on the main floor.” She says most houses in this price range

have two main-floor bathrooms.

What also makes this home unique is that it has three primary bedroom suites, including one on the main floor. It has three family bedrooms on the second floor, each with an ensuite bathroom. Two additional bedrooms are on the lower level.

The home was staged to show how potential buyers might enjoy living in the well-appointed living space. Many home plans have a living room or family room with a two-storey ceiling. This home has vaulted ceilings in both rooms, another feature that makes it stand apart from the rest, Rezaei says.

A circular driveway with a snow melt system leads on to the property, which has a 140-foot frontage, compared to a maximum of 100 feet on

other area lots. It is 265 feet deep and has a private garden and a concrete pool

The backyard outdoor space is equipped with a cabana, a bar, a TV room, a fireplace and a washer and dryer for towels.

The home, which appealed to numerous international buyers, was vacant. That, and the proximity to the agent’s house, made for easy showings, Rezaei says. “The neighbours were all surprised that it sold so fast and for a good price. The sellers are happy.”

South Richvale, she says, is “the best neighbourhood in York Region because it’s at the south end close to Toronto...and it has a mix of nationalities.”

Listing Broker: Hammond International Properties Limited (Leila Rezaei and Jerry Hammond)