



Current Market
Conditions and
Trends Pg. 6

ISSUE
June

VOLUME
Seven

YEAR
2017



Featured Pg. 3&4
Listings



www.OwnTheMountains.com

EXCELLENT SERVICE...WITH INTEGRITY, COMMITMENT, AND THOUGHTFUL ATTENTION TO YOUR DREAMS...

A time for joy ☺ Four years ago we started our property management company called ROKA Properties Inc. We had always hoped to bring real estate sales under the umbrella and an opportunity came together which allows us to do exactly that. We look forward to the future and invite you to be a part of the journey- Rob

Joining Coldwell Banker

We start this edition with the biggest news we have ever shared. We have bought a real estate brokerage and joined with Coldwell Banker as Coldwell Banker Rockies Realty as of June 1st. Details for what that means for you, our clients, begins on page 2.

The first featured listing this month is a half duplex in Silvertip with floor to ceiling windows, an incredible layout and nice mountain views on highly demanded Juniper Ridge. Check it out on beginning on page 3 and online.

Our second featured listing is Single Family home in the community of Cougar Creek.. Checkout the details on page 4 and online.

Canada as a nation turns 150 in just a

few short weeks!! Is there a better place to celebrate this historic birthday than in the mountains? We don't think so and wanted to provide a primer for events on July 1. It will be extremely busy so come early. Details on page 5.

We are planning our GRAND OPENING for the new brokerage at our office on Canada Day. Please check our [Blog](#) for details in the days leading up to July 1.

The statistics for the month are found on Page Six. Inventory increased in May but continue to be matched by very strong sales numbers. Watch for several blog posts on our company website: www.coldwellbankerrockiesrealty.com for analysis and breakdown.

Enjoy the edition. As always your feedback and ideas are appreciated ☺



Searching Made Easy With PCS

The Interface System with its PCS (Professional Client Service) is an exclusive Real Estate database for the Bow Valley (Canmore, Banff, Exshaw, Harvie Heights, Kananaskis, Lac Des Arcs, & Dead Man's Flats). Unlike MLS you don't have to do the work. Just give me a call or send me an email and I will set you up with a password to access the site so that you can keep an eye on the properties that interest you – see what they are listed for, how long they are on the market and what they sell for. Call me at (403) 678-7568 or email me: (rob@ownthemountains.com) and get started right away.

Joining Coldwell Banker

The culmination of a long standing dream came together on June 1st when we opened our doors to adding the Rockies Realty real estate brokerage to ROKA Properties Inc and re-branding it as 'Coldwell Banker Rockies Realty'.

Coldwell Banker has approximately 3,000 offices worldwide, operating in 49 countries with more than 88,000 brokers and independent associates affiliated with the organization. In Canada there are currently over 200 offices servicing 150 distinctive markets. This kind of network provides a great reach from coast to coast.

One of the main things that drew us to Coldwell Banker is their commitment to service. Their [Ultimate Service Program](#) fits very well with the kind of approach to service we want to provide to our clients. Buying or selling your home is not supposed to be a stressful experience. It can and should be an enjoyable experience and that is one of the main reasons for using a Realtor. There is an emphasis on ongoing training and support given by the organization to brokers and associates that truly is impressive and will ensure we will be able to deliver the kind of experience you expect when you choose to work with us.

The organization has designed their marketing approach with mobile technologies in mind and with the upcoming launch of their new web format at the end of June promises to set a new standard for how to search for real estate online.

The central and founding principle both Kathy and I along with the Realtors who have joined us work from is that we are a team working together to provide you with a quality of service you can count on. When you choose one of us as your Realtor you, in effect, get everyone else as a form of support staff. We believe that you will notice the difference in the "feel" of the office when you come in.



Meet the Team



Kathy Corless – Owner/Broker



Rob Karg – Owner/Realtor



Craig Oliver – Realtor



Gary Whittle - Realtor



Jon Bjorgum – Associate Broker



Louise Shore - Realtor



Upcoming Events in the Bow Valley:

Every month brings new and exciting things to do and see in the mountains. To stay up to date on the latest happenings please browse and bookmark the following websites:

[Canmore Historic Mine Tour \(June 17-July29\):](#)

[Canada Day – Canmore \(July 1\):](#)

[Canada Day – Banff \(July 1\):](#)

This Month's Featured Listing



5 Juniper Ridge, Canmore

A beautiful, well maintained 3 Bedroom, 3.5 Bath home awaits in highly sought after Juniper Ridge in Silvertip. With over 3,000 sqft of developed space on three levels this home is ideally suited for entertaining both large and small groups. The open concept main living area features vaulted ceiling in the living area with floor to ceiling windows to let in both the light and the mountain views. The kitchen comes fully equipped to prepare gourmet meals and the layout ensures everyone will feel included. The Master suite has its own private deck, spacious ensuite and walk-in closet. The two bedrooms on the upper level allow for nice separation and the loft is spacious and bright ideal for an office or den. The lower level has a huge family room with bar space that can be adapted to multiple uses. Extra storage spaces in the lower level and garage ensures there is enough room for all your needs. Quality built by Schikedanz. Contact your Associate for a private viewing today. Please click here for [additional photos and details](#). Contact me to arrange your private viewing.

Priced at \$1,249,000



This Month's Second Featured Listing



31 Pinewood Crescent, Canmore

From the moment you walk into this four level split Single Family you'll fall in love with the layout that truly maximizes the living spaces. Brazilian hardwood floors in all the main living areas with accents of tile compliments the high ceilings to add to the feeling of spaciousness and quality. The kitchen is ideal for preparing meals for large groups and the open concept layout makes it perfect for entertaining. Three bedrooms in the upper level and a fourth bedroom in the lower level allows for good separation and room for guests. The oversized single car garage allows for double duty as a shop and you will love the extra storage spaces throughout the home. Relax and take in nice mountain views from your front deck or enjoy privacy on the back deck or in the gazebo that comes complete with power and water. Easy walking distance to downtown, schools and the trails make this home a must see. Contact me for a private viewing. Please click here for [more details and additional pictures](#).

Priced at \$819,000



Happy Birthday Canada !

We hope you will be able to come to the Bow Valley to celebrate Canada's 150th Anniversary.

Lots of events are planned in both Canmore and Banff. Both communities have their traditional pancake breakfasts to start off the day. In Canmore the breakfast runs from 8-11am and is put on by the folks from the Calgary Stampede and our local Rotary Club.

The parade runs from noon to 1 pm. This year the parade starts on Fairholme Dr. near 15th St follows Fairholme to Main St and then down Main St to Spring Creek. The sitting on the route along Main St tends to be full early with people reserving their spots with chairs, blankets, etc. So if you want the 'prime' viewing please consider being there at least an hour early. Parking will be even more of a nightmare than usual so if you are staying in the hotels or condos along Bow Valley Trail walking downtown would be a good idea.

After the parade there will be a Marching Band competition at Centennial Park as well as live entertainment on the Stan Rogers all afternoon and evening. Did you know that many of the bands that are in the Stampede Parade stay in Banff and use both the Canmore and Banff Canada Day parades as a 'warmup' to participating in the Calgary Stampede parade?

We will be having our GRAND OPENING celebration just after the parade so please check out our [blog](#) in the days ahead of Canada Day for the details!

The evening in Canmore ends with fireworks at Millenium Park at 10:30pm. This year's edition will be accompanied by music for the first time so that should prove a blast ☺

In Banff the celebrations will be concentrated along Banff Ave and anchored by the High School Field events on the one side and the Central Park area down by the Bow River on the other end.

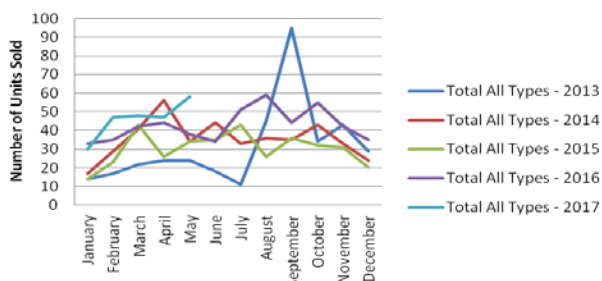
The parade runs at 11:30- 12:30 along Banff Ave from Fox St to Buffalo St. Again come early to make sure you have a good spot to view. The day in Banff starts at 9am at the High School with a pancake breakfast and there will be a variety of live entertainment from Aboriginal Dancers, Ethnic group dancers and performers, old fashioned games and magic, street performances, even a Performance by the Wardens. Evening entertainment kicks off at 7:30pm at the Central Park bandshell and ends at 11pm with the fireworks.

If you are going to go to the fireworks take your tripod !! you can google different techniques for getting that perfect shot but as far as where a good place is to take the shots? – in Canmore I suggest being across the river from Millenium Park near the river by the open area down from Prospect Heights. In Banff if you drive to the Vermillion Lake road you can get a shot with Mt Rundle in the background, the lake in the foreground and the fireworks towards the right side of the lake – go to banfflakelouise.com/events for an example of what I mean. Regardless of where you choose to spend this special day we hope you will have a safe time building memories that only happen once a lifetime!



Sales Continue To Strengthen Year Over Year

Month To Month Sales Comparison



There were 58 total sales in May 2017 compared with 38 in May of 2016; 34 in same month of 2015 and 2014; 24 in 2013 and 19 total homes in 2012.

The sales for last month broke out as follows:

Single Family – 12

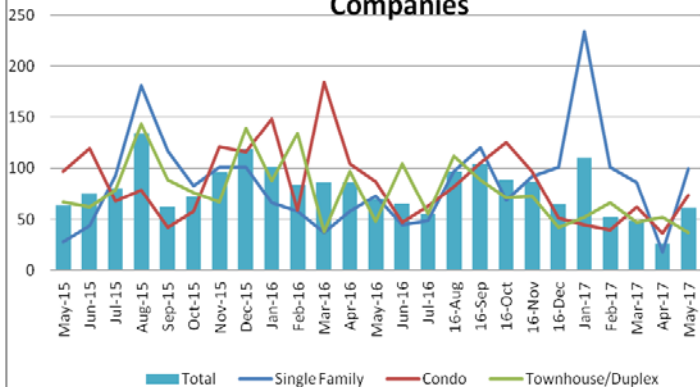
Townhouse/Duplex – 21

Condo (Apt & Recreational) – 24

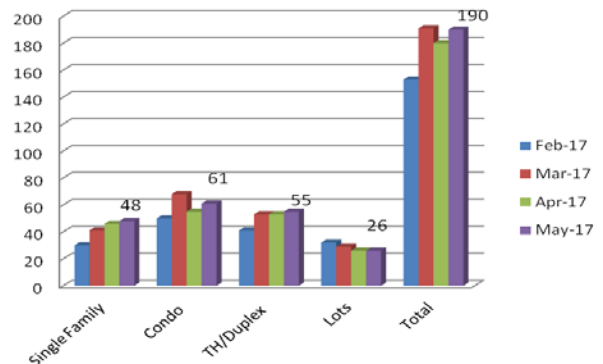
Lots - 1

Current Market Conditions

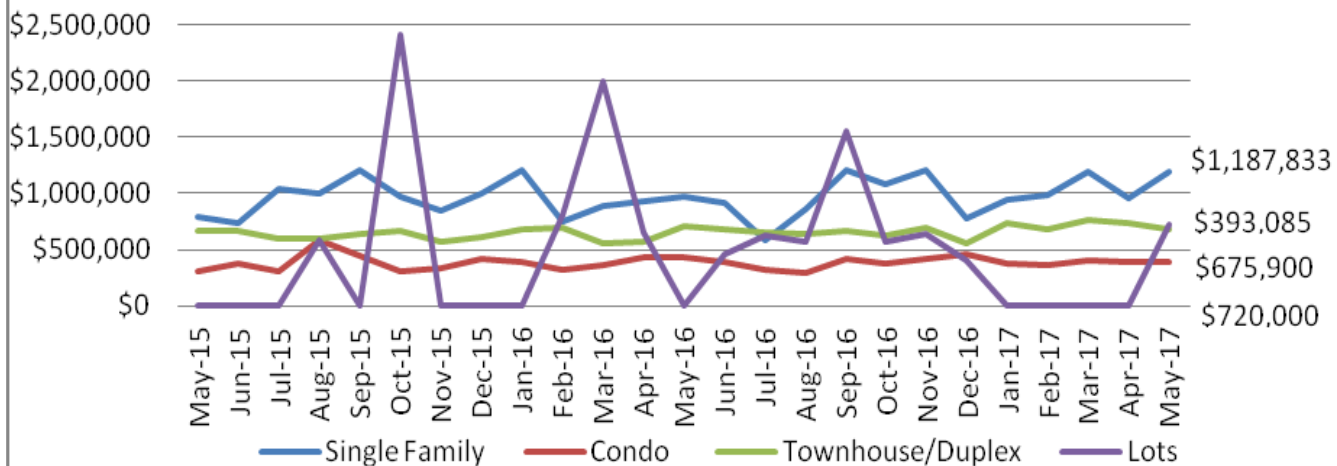
Average Days On Market Units Sold By All Companies



Number of Active Listings by All Companies



Average Selling Price of Listings Sold by All Companies



Number of Listings Sold By All Companies

