



Current Market  
Conditions and  
Trends Pg. 6

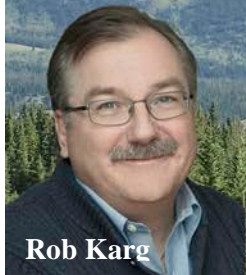
ISSUE  
November

VOLUME  
Six

YEAR  
2016



Featured Pg. 3 & 4  
Listings



Rob Karg

[www.OwnTheMountains.com](http://www.OwnTheMountains.com)

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

*Ski Season is just around the corner – yeah!!! How many of you promise yourselves that this year is the year you will take advantage of the fantastic ski resorts we have in our area and get out for more days on the slopes? Me too ☺ - Rob*

## High Demand Dominates Market

In this delayed edition we revisit how each segment is faring in a market which continues to be dominated by very high demand. Details on page two.

This month's featured listing offers a 3BR, 3Bath Townhouse with 2,248 total finished sqft. This home is ideally located a five minute walk from downtown across the Bow River. Check out the details on Page Three.

Our second featured listing is a 5 BR, 7 Bath Single Family home that in a word is phenomenal. Over 5,000 sq ft located on the 15<sup>th</sup> hole of the Silvertip Golf Course this home has it all. Check out the details on page four and online. Contact me for more details.

excellent way to showcase their home. Studies are showing staged homes tend to sell faster, with higher average prices than vacant or non-staged homes. A look at some of the features of staging can be found on page five.

The statistics for the month are found on Page Six. Sales are extremely strong. Now that the U.S. election has run its course it will be interesting to see how the market reacts to the new administration

Enjoy the edition. Please check out my website at [www.ownthemountains.com](http://www.ownthemountains.com) for updates on weekly open houses as well as my blog throughout the month. As always your feedback and ideas are appreciated ☺



Lest We Forget Their  
Sacrifice

Home Staging – for many it is an



## 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](mailto:rob@ownthemountains.com)) and get started right away.

# A Comparison Of Market Segments

October continued the string of four months in a row where monthly sales exceeded the previous years' numbers. In fact 8 out of 10 months this year sales have been ahead of last year.

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec.
Total – 2012	12	19	21	20	19	25	21	17	20	25	11	25
Total - 2013	14	17	22	24	24	18	11	45	95	34	43	29
Total - 2014	17	29	41	56	34	44	33	36	35	43	33	24
Total. - 2015	14	23	43	26	34	35	43	26	36	32	31	20
Total- 2016	33	35	42	44	38	34	51	59	44	55		

To the end of October 2016 shows 435 sales vs. 269 for the same period in 2015 – almost 62% increase!

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec.
S. F. – 2012	5	8	10	5	5	7	9	11	6	7	1	6
S.F. - 2013	3	6	7	9	10	5	4	9	18	9	14	6
S.F. - 2014	3	4	11	11	9	13	9	6	7	8	6	6
S.F. - 2015	3	9	14	10	5	10	8	8	5	10	6	7
S.F. - 2016	7	6	13	9	7	4	10	14	11	13		

The Single Family home segment has come on strong in the last four months with 94 sales YTD vs 82 in same timeframe in 2015 - a 15% increase YTY.

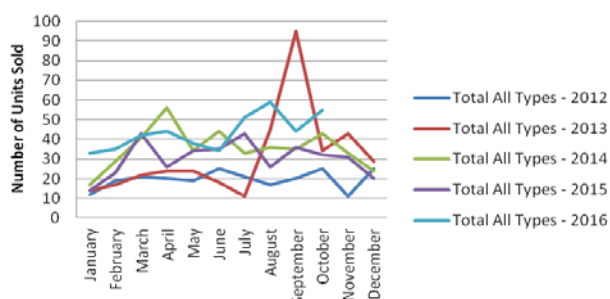
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec.
T/Du – 2012	1	6	7	11	4	10	6	3	4	8	2	7
T/Du - 2013	4	3	6	5	4	5	3	20	41	12	19	14
T/Du - 2014	9	16	10	22	10	18	11	14	15	16	9	9
T/Du. - 2015	3	5	15	5	14	15	13	4	16	9	7	6
T/Du- 2016	13	15	14	16	13	11	22	26	10	25		

The Townhouse/Duplex market segment has shown consistency month to month throughout 2016 with a total of 165 homes sold YTD vs. 99 in same timeframe in 2015 – a 67% increase.

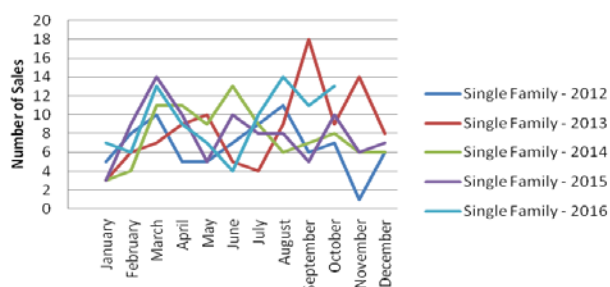
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec.
Condo – 2012	5	4	3	4	10	7	6	3	9	10	8	12
Condo - 2013	7	8	8	9	9	8	4	15	35	10	9	7
Condo - 2014	5	9	17	23	15	12	12	16	13	19	18	8
Condo. - 2015	8	9	13	10	15	15	22	13	16	11	18	5
Condo- 2016	13	13	14	16	18	17	18	17	22	16		

The biggest surprise is the Condo Segment which shows only a 6% increase from 155 units in 2015 to 166 units YTD in 2016. It is not a lack of demand rather the serious lack of inventory which has affected this segment the most and limited the growth.

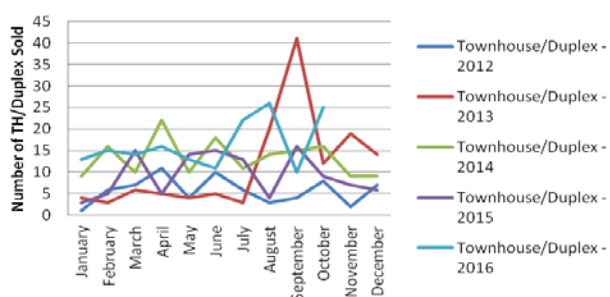
**Month To Month Sales Comparison**



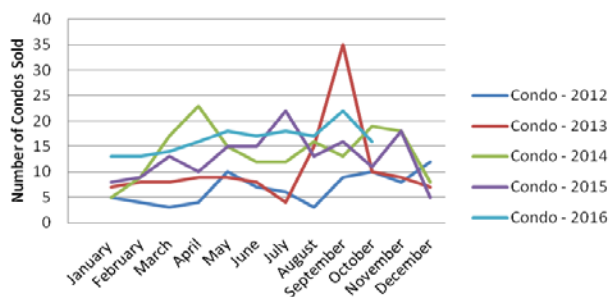
**Month To Month Sales Comparison**



**Month To Month Sales Comparison**



**Month To Month Sales Comparison**



## 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:

[Banff Craft Beer Festival \(November 25-26\)](#)

[Lake Louise Alpine World Cup \(November 26-27\)](#)



## This Month's Featured Listing



### #5-164 Rundle Drive, Canmore

Canmore's premium downtown location in a very spacious three bedroom, four bathroom, bright townhome with a total of 2,248 sqft of finished space. You will appreciate the extra space that comes with the Turret design and outstanding views. This well cared for home is tastefully painted throughout. Cosy double-sided fireplace, large skylights, lots of extra storage and a double car garage in a very well managed and quite Condo Complex with lots of extra landscaping. Surrounded by walking/biking pathways along the river. Come and see this beautiful home in a sought after DOWNTOWN LOCATION !! Call me first to arrange your private viewing.

**Priced at \$789,900**





## This Month's Second Featured Listing



### 521 Silvertip Pointe, Canmore

For the discerning Owner who demands the best this 5 Bedroom, 7 Bathroom home located on exclusive Silvertip Pointe offers you 5419 sq ft of the finest luxury living. Enjoy incredible mountain views from every window. The main floor has an open concept living space designed for entertaining with a gourmet kitchen, dining area, large livingroom with wood burning fireplace and cathedral ceiling as well as a 4-season deck. Also on the main level is an expansive Master Suite complete with jetted tub, shower, walk through closet and dressing room. The upper level features a large loft ideal for an office or study as well as two bedrooms with baths providing your guests with comfort and privacy. The lower walkout level opens to a massive gaming & family room as well as 2 Bedrooms, steam room and an exercise room. An oversized double car garage provides one of several storage areas. You will be saying "WOW" from the moment you walk up the drive. For [additional images and details please click here](#). Contact me first for your private viewing of this phenomenal golf course home.

**Priced at \$2,899,000**



# Staging Your Home – Drawing Out The Best

What does 'staging your home' mean?

Home Staging can range from as little as de-cluttering, deep cleaning and organizing through repainting and upgrading all the way to hiring a professional to come into your home with an objective eye looking for ways to bring out the best in your home.

No matter which route you decide to go the ultimate endpoint is to emphasize the positives while deemphasizing any negatives.

You want the Buyer to imagine relaxing in your home. The objective vision of professional staging accomplishes this by creating a look that doesn't date the home but rather appeals to the widest range of prospective Buyers. They perform this service through a combination of proven methods of layout and design to highlight the function of each area combined with the latest trends in decor.

To make your time with the Staging Professional as valuable as possible remember to:

- De-clutter – rule of thumb get rid of at least 50% of the things in your closet, drawers and cupboards. Remember Less is MORE
- Deep Clean – clean and sanitary = well kept and maintained in the mind of the Buyer
- Paint walls in neutral colours
- Consider upgrading existing appliances and light and plumbing fixtures along with light switches, outlet plugs and cabinet handles.
- Most important rooms to stage in order of importance – Livingroom, Kitchen, Master Bedroom, Dining, Bathroom, Children's bedrooms, Guest Bedroom

Consider bringing in a Design Professional to aid you in picking colours and fixtures. They often have connections to find just the right item at a reasonable cost.

Whether you decide to make the most of your present furnishings or decide to empty the home out and stage from scratch studies show that every dollar spent on staging pays you back in several ways:



1. Homes staged to look their best sell more quickly and at higher average price point
2. NAR 2015 Profile Home Staging found 81% of respondents felt staged homes were easier to visualize as a future home. Same survey showed 46% of respondents more willing to walk through a home that had been viewed online based on the pictures they saw. The adage that you only get one chance to make a good initial impression holds very true online.

## Canmore & Area Home Staging and Design Professionals:

Sticks & Stones Design Group Inc.  
729- 10<sup>th</sup> St, Canmore, AB T1W 2A3  
(403) 678-1733

[www.sticksandstones.ca](http://www.sticksandstones.ca)

Silene Verrall, DID c: (403)688-6606  
[silene@sticksandstones.ca](mailto:silene@sticksandstones.ca)  
Brittney Fraser BAID c: (403) 519-1836  
[Brittney@sticksandstones.ca](mailto:Brittney@sticksandstones.ca)

Enlightened Organizing  
104-999 Bow Valley Trail, Canmore, T1W1N4  
(403) 678-9323

[www.enlightenedorganizing.ca](http://www.enlightenedorganizing.ca)

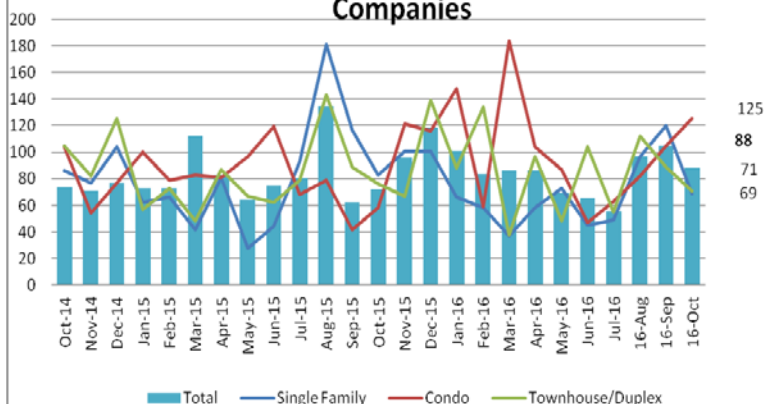
Sally Scherer c: (403)688-8820

Stonewaters Home Elements  
638-8th St, Canmore, AB T1W2B5  
(403) 609-4477

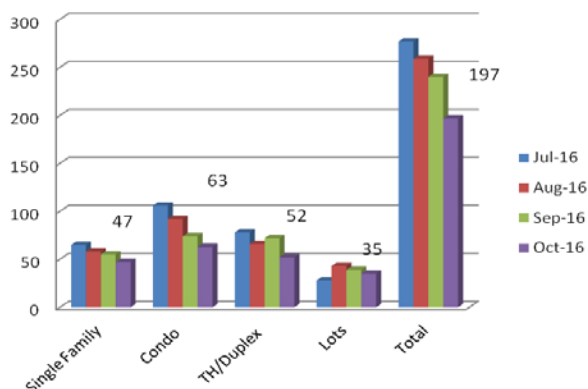
[www.stonewaters.com](http://www.stonewaters.com)

# Current Market Conditions

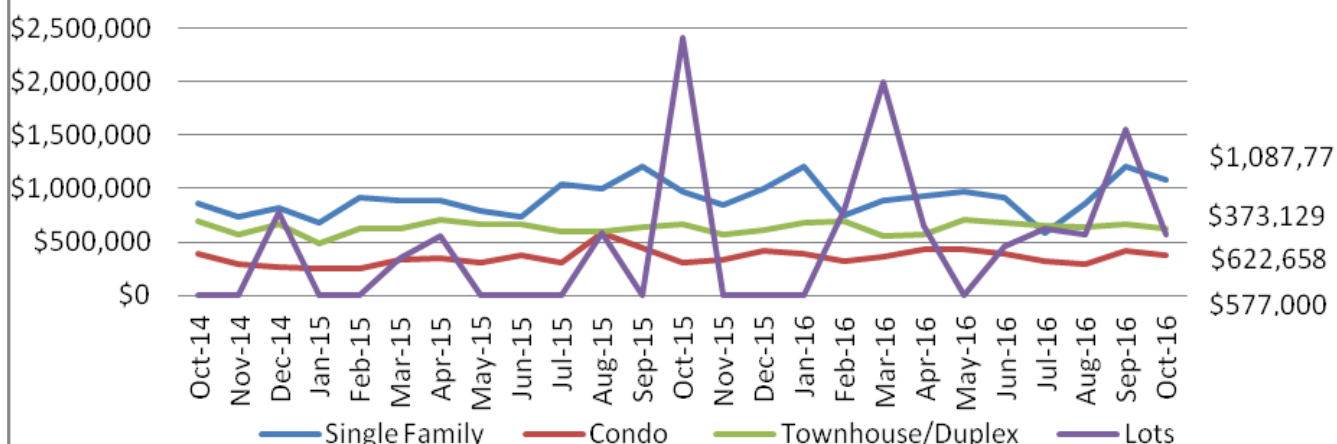
## Average Days On Market Units Sold By All Companies



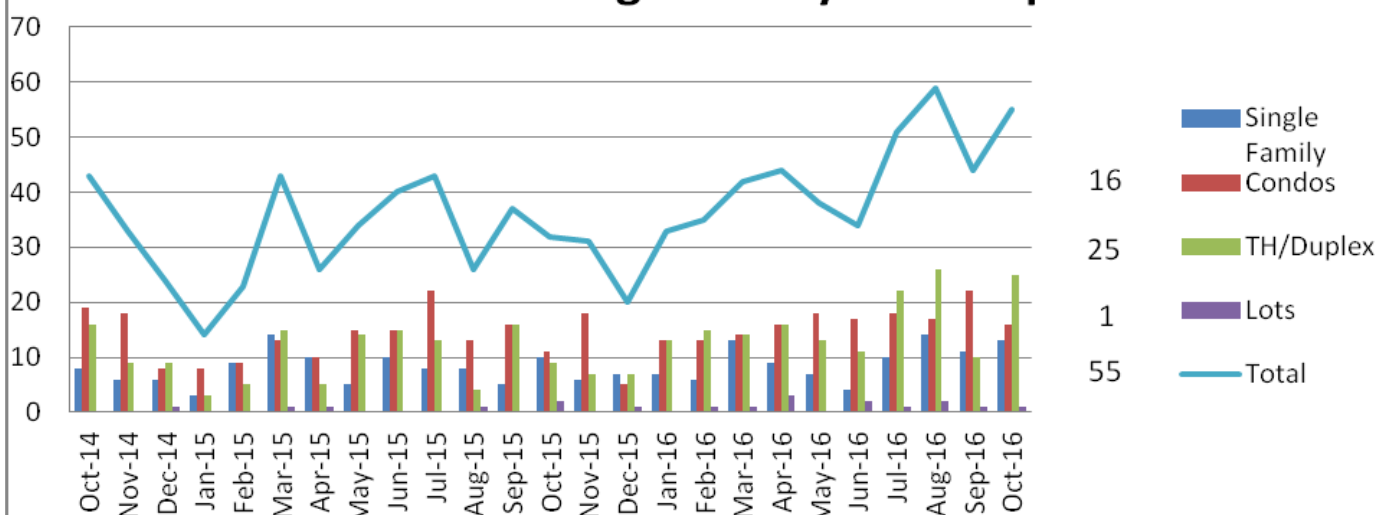
## Number of Active Listings by All Companies



## Average Selling Price of Listings Sold by All Companies



## Number of Listings Sold By All Companies



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