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

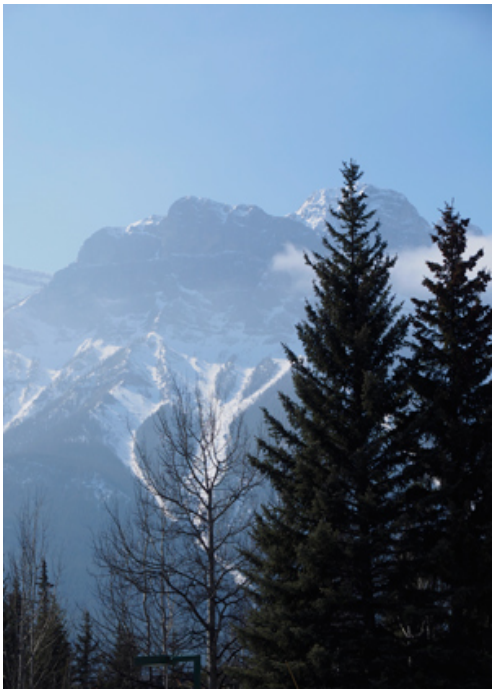
Another strong month for real estate in the Valley in March. Don't let the Days on Market for sales of Condo units this past month fool you .The 184 DOM number is a direct result of three sales of units on the market for close to a year. Take them out and the average drops to 69 days which is more in line with what we are seeing in other segments. Long or short things are moving! . - Rob

Sales Going Strong, Number of Listings On Rise

In this edition we look at a comparison of the Calgary vs. Canmore markets overall as well as within the Single Family and Apartment Condo segments. Results found on Page 5.

This month's featured listing offers you the best of two worlds – live in fulltime, use weekends or rent either long or short term. A great condo back at a lower price. Read more on page three and follow the link for more pictures. Looking a commercial opportunity in Canmore? My second Featured Listing this month is for a Hair Salon showing good returns with a great location downtown. Turn to Page 4 for details.

Those of you who know me know one of my passions is photography. I share some of my favorite haunts for capturing wildlife pictures on Page Two. Please remember to respect the wildlife and maintain a wise distance, especially if you encounter mothers and their young. Sadly, I have personally witnessed encounters where a young black bear within 50 ft of the road had people walking up to within 20 ft when the cub's mother was 50 ft behind the cub. Thankfully a Park Warden arrived at that moment and was able to avert a bad scenario. People forget that these animals are incredibly powerful and quick when they feel threatened. Please remember to use a long telephoto lens to capture them acting naturally and look for signs that they are stressed. If you see them –back away and give them a way to move on. Enjoy the edition and please check the website www.ownthemountains.com for updates through the month ☺



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.

Some Of My Favorite Places For Wildlife

The Mountain Parks offer many intriguing places to capture wildlife in their natural environment. Some of my favorite spots include:

Olive Lake – Kootenay National Park
The area from the top of the Pass driving down towards Radium on Hwy 93 South in the summer has an incredible amount of dandelions. When they are blooming it is a magnet for both Black Bears and Grizzlies. Park Wardens have been clamping down on cars stopping because of congestion. Just down from Olive Lake on right hand side is grassy knoll between the roadway and the creek. Look for bear and Bighorn Sheep.

Hillsdale Meadows – Banff National Park
Take the Bow Valley Parkway about 5 minutes drive south of Johnson Canyon Trailhead. Open meadow area. Wolves den near here and have captured one capturing a raven for dinner. Amazingly quiet, the wolf came out of a grove of trees where I had been 5 minutes earlier. Also good for Black Bear and Elk.

Montane Meadow – Banff National Park
Take first exit into Banff when travelling West on Hwy 1. Turn right at the stop sign. There are several meadows. The first is the old grass strip of Banff Airport (YBA – yes it is real but for emergency only) great for Elk, occasional Wolf and Cougar. Take the southern route of the Minnewanka Loop and follow to the top of the lateral moraine. Usually the 4 Amigos are in the area – four male elk that seem to hang out together. Area also serves as gathering place during the rut in Autumn.

Lake Louise Ski Area – Banff National Park
In the summer months the Ski Resort operates a chair lift that takes you into the heart of Grizzly territory. Their website (www.skilouise.com) provides daily sighting tracking in season. You'll need a long telephoto lens but often you can get nice shots from the chair riding up and down.

Takakkaw Falls – Yoho National Park
The area just before you get to the trailheads by the Falls is a magnet for bears.

Moraine Lake to Paradise Valley – Banff National Park
Not for the faint of heart this is a serious hike but the views and the wildlife up through the Larches, Sentinel Pass over to Giant Steps and out through Paradise Valley should be on your Bucket List!

Simpson Monument to Hector Gorge – Kootenay N. P.
This stretch of the highway has Bear, Elk and probably your best chance to see Mountain Goats outside of Jasper National Park. They tend to congregate by the salt lick along the road just before the bend heading up the hill by Hector Gorge or on the cliffs above.

Icefield Parkway – Banff & Jasper N.P.
Not only the prettiest stretch of road you will ever drive but areas just north of Lake Louise, meadow by Bow Lake, Saskatchewan River Crossing, and area along river just south of Jasper. As well the road to Maligne Lake – all are target rich environments ;)

ALWAYS use your head; remember you aren't necessarily at the top of the food chain; carry and know how to use bear spray and that you are in their backyard and hope you get some pictures you'll be proud to hang on your wall !! ☺

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 Uncorked (April 6-17):
http://www.tourismcanmore.com/canmore-uncorked

Bear Day (April 9):
http://www.wildsmart.ca/news/bearday2016/

Spring in Banff-Lake Louise (April 1 – May 31):
http://www.banfflakelouise.com/Area-Events/Festivals/Spring/Spring-in-Banff-Lake-Louise?gclid=CK6-iJ_u3ssCFQMHaQodO9QDow

This Month’s Featured Listing

302-1818 Mountain Ave, Canmore

This fully equipped and furnished 2 Bedroom , 2 Bath unit offers you 823 sq ft of top floor living, a huge deck, mountain views from every window and a great layout with ideal separation of personal and open spaces. Zoned for full time living you can also enjoy as a mountain retreat or rent out short term for income. You'll love the mountain zen-like atmosphere that Silver Creek Lodge provides whether relaxing in your unit or indulging yourself in the onsite spa and restauarant, soaking in the hot tubs, working out in the exercise room or taking in a steam shower. Easy walking distance to restaurants, trails and downtown as well as quick access to the mountain parks make this an ideal location. Unit currently renting out for $2100Contact your Associate for a private viewing today.

Please click here for additional images of this lovely home.

Priced at $749,900

This Month's Second Featured Listing

102-802 8th (Main) St, Canmore

Looking for a great business opportunity in Canmore? Currently operating as a full service Hair Salon this prime downtown location offers excellent foot traffic and exposure makes this an ideal turnkey operation. Business shows good returns and boast a well established clientele base providing a nice springboard for future growth. Contact me for additional details.

Please click here for additional images of this business opportunity.

Priced at $83,000

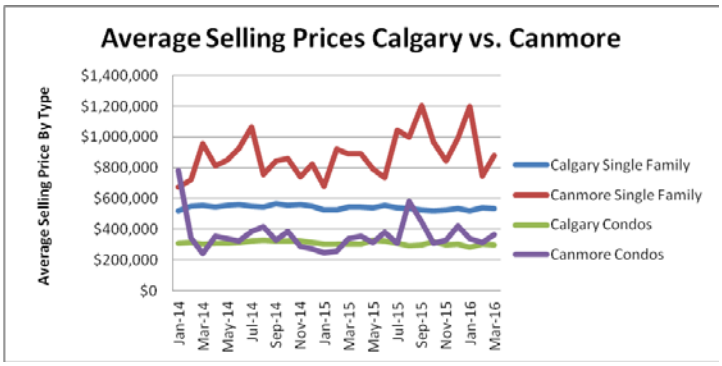
Comparing Calgary & Canmore Markets 2014-Present

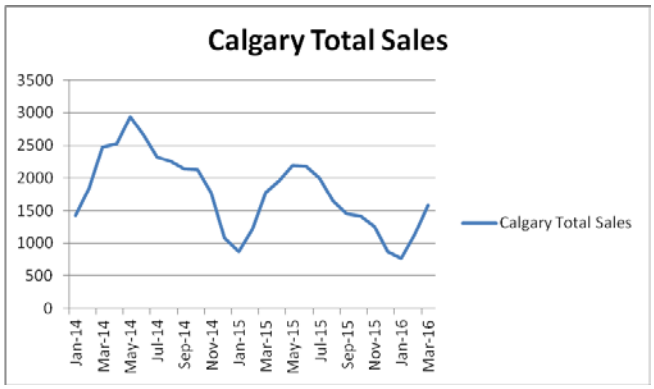
The challenges in the Calgary Real Estate Market over the last couple of years have been well documented and many of my colleagues in the city are expressing negative sentiments as to the timing of recovery in their market.

Frequently we told by prospective Buyers that prices in the Bow Valley should be lower or that prices will drop dramatically in the coming months. Buyers may be simply expressing a hoped for wish or may be comparing their local scenario with what they expect should be the norm here. As you can view the graph showing the total number of sales in Calgary from January 2014 to February 2016 the overall trend is certainly much lower than before the oil & gas price shocks took hold but what isn't readily apparent is the month over month difference expressed as a percentage. If you look to the bottom graph you can see that the peak in the sales during the summer months of 2015 narrowed the rate of overall decline in the Calgary market and that differential has been narrowing further since December. This is a possible indicator that market in Calgary has bottomed and that there are gains to be had moving forward.

The smaller size of the Canmore and area market makes the fluctuations you see in the Canmore Total Sales graph more pronounced but you can see roughly the same sort of seasonal variability however overall the trend is more positive .

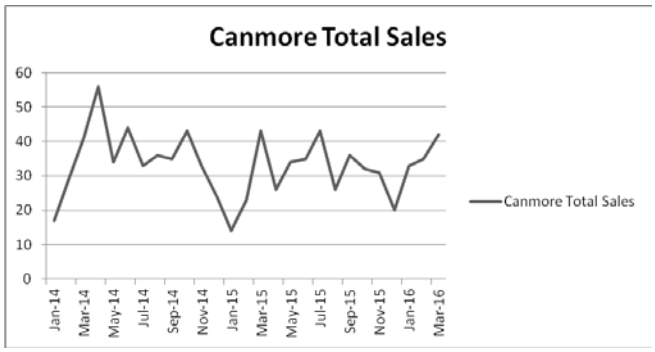
Single Family homes in Canmore continue to be much higher than Calgary but the trend in Condos continues to be in the same price range as you would find in Calgary with a slight gap opening up in favour of Canmore.





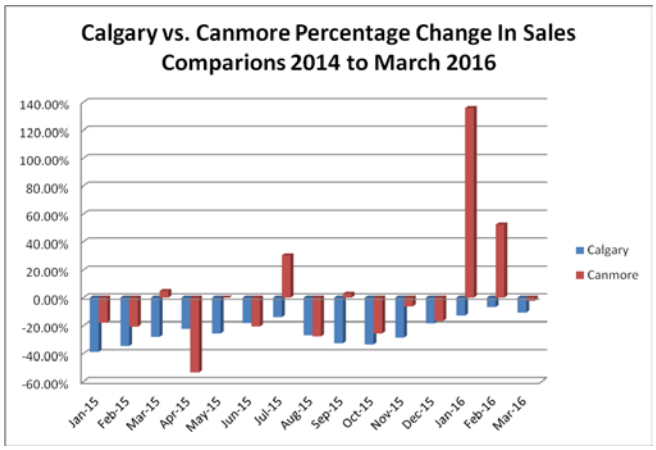
Calgary Total Sales All Types:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2014	1432	1842	2471	2521	2938	2657	2316	2250	2142	2130	1771	1073	25,543
2015	876	1207	1776	1963	2186	2180	1992	1643	1448	1421	1263	878	18,833
2016	764	1129	1587										3,480
1893													

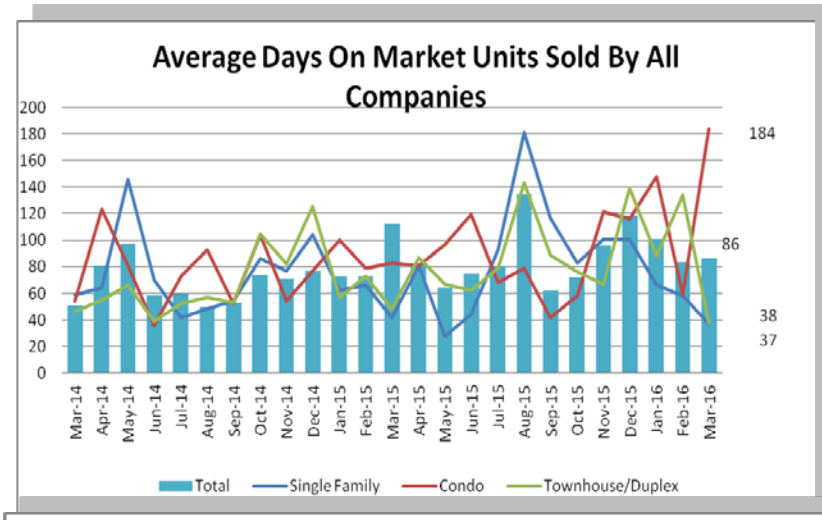


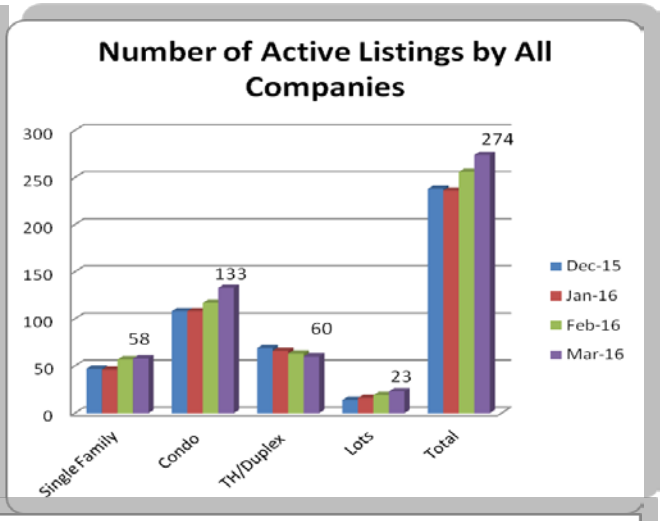
Canmore Sales All Types:

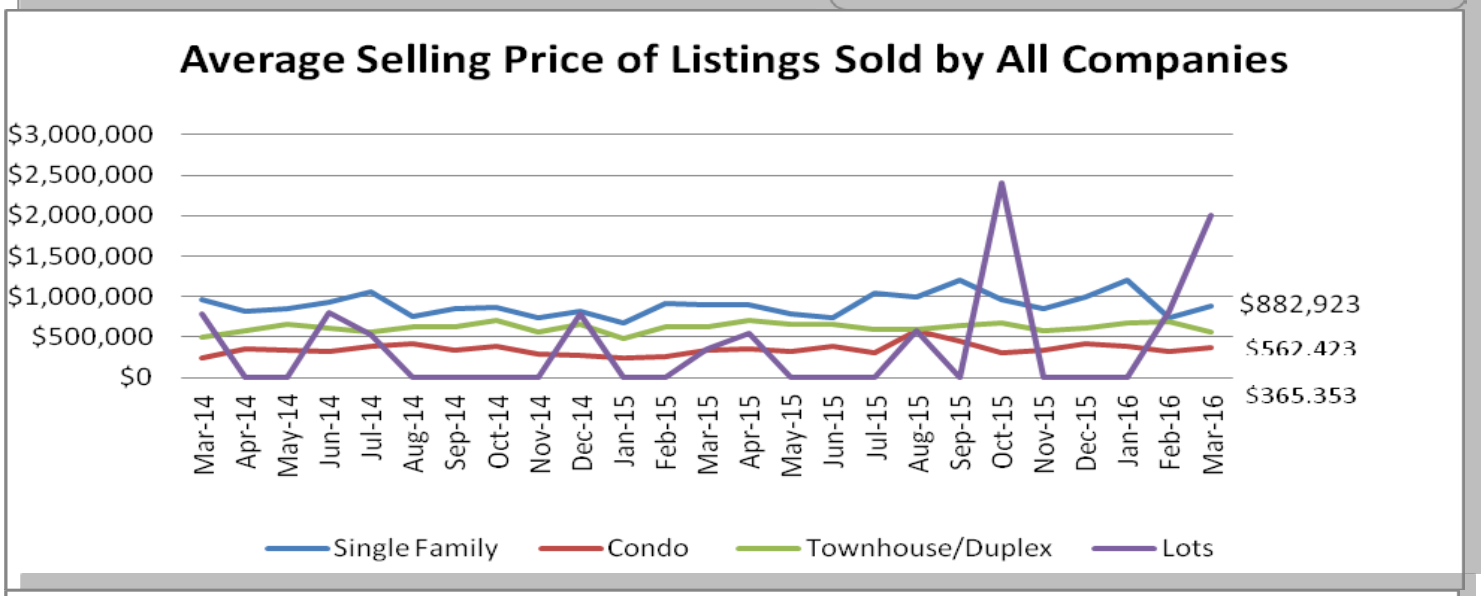
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2014	17	29	41	56	34	44	33	36	35	43	33	24	425
2015	14	23	43	26	34	35	43	26	36	32	31	20	363
2016	33	35	42										110

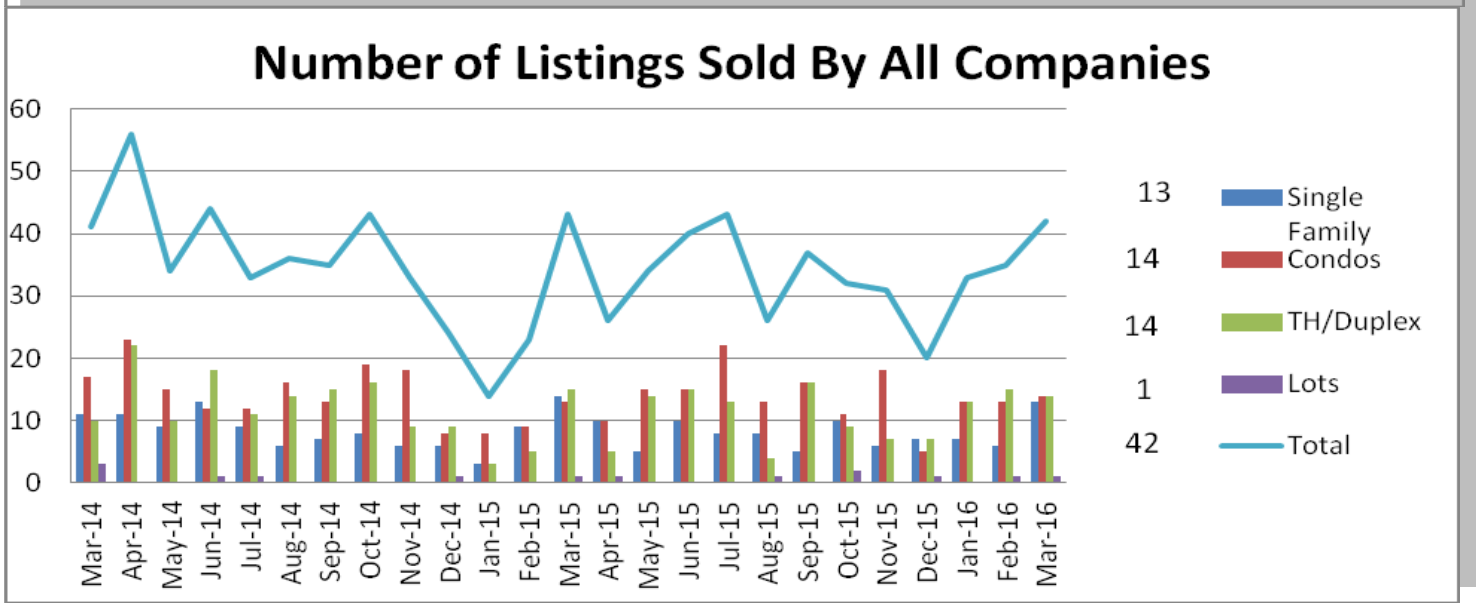


Current Market Conditions









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