



Current Market
Conditions and
Trends Pg. 6

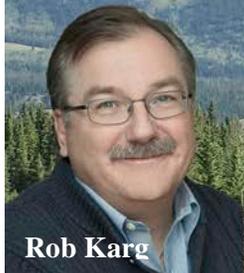
ISSUE
December

VOLUME
Six

YEAR
2016



Featured Pg. 3&4
Listings



Rob Karg

www.OwnTheMountains.com

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

The holidays are almost here. The weather is slowly becoming winter-like. The month past sales were running at 35% over November 2015. The number of listings continues to drop setting the stage for Seller's market conditions. The moral? – if you see a place you like, don't wait!. Merry Christmas everyone and may the New Year be filled with blessings of health, love and success ☺ - Rob

Momentum Continuing Into New Year

As 2016 rolls to a close I hope you are able to look back fondly on the year that has been.

This month's featured listing is a beautiful 2 BR + Loft, 2 Bath unit in Three Sisters development of Wilderness Ridge . Offering views and a 12X13 loft this is ideal as a weekend retreat or retirement home. Check it out on page three.

Our second featured listing is a 3 Bedroom/3 Bath townhouse built by Elk Run Homes. South facing, views, downtown location, quality throughout – this home checks a lot of boxes. Details on page four. This is one you will want to view!

Some thoughts to close out the year are on page two. Sorry for the delay in

getting this edition of the newsletter out. It has been that kind of a month but I am not complaining. Page 5 offers a number of great winter walks for you to try.

The statistics for the month are found on Page Six. Sales are very strong heading into the end of the year.

Enjoy the edition. Please check out my website at 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 ☺

Previewing next month – we will do an extended year end analysis and comparison with other markets across Canada. Look for it in the first week of January. HAPPY NEW YEAR!!



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 Thoughts...

Let me begin by saying a quick 'sorry' for the lateness of this edition of my monthly newsletter. It has been a month filled with highs and lows. Highs include four closings which made it my busiest December ever. Thank you to all of my clients I have been privileged and honoured to work with this past year! 😊

The lows include a two and half week bout of pneumonia that I am still trying to recover from. Those of you who have had it know what I mean. If you haven't ever had it ... can't say it is something I would recommend. I think the flu is a lot easier to deal with. As well our extended family experienced some hardships that really lead to the subject I most want to cover in these remarks.

Cherish every moment you have with those you care about.

A member of our extended family, "Opa" to his kids, grandchildren and great-grandchildren sent word beginning of November that he was not feeling well. A trip to the hospital led to a diagnosis of advanced cancer. Being stubbornly European he had been ignoring signs that in hindsight might have made a difference. Six weeks after the first word was given he was gone. Fortunately there was time for those who loved him to be able to sit, visit, ponder and reminisce. We had a memorial service for him last week that was a celebration of life. I can only hope to go out with that kind of remembrance – it was inspiring, upbeat and deeply honouring.

What is your legacy?

This past month has offered significant opportunity to ponder that question. In the famous '[Christmas Miracle Speech](#)' in the movie '[Scrooged](#)' Bill Murray, in my opinion, nails it when he suggests that this time of year we all seem to spend a little more effort trying to be the person we aspire to be. But what is it you most want your life to stand for? I like to think we all have some special purpose for why we are here... a thread in giant Persian carpet without which somehow the whole would be a little less perfect. Everyone has something to offer and be appreciated for. Do we spend enough time looking for

In the people we meet or do we all too quickly jump on the wagon of fault finding? Speaking for myself ... I am going to consciously make the effort to be kinder, more gracious and a whole lot less judgemental in the coming year (s). How about you? If we meet and am not being that way - would you do me the kindness of pointing it out to me? Thanks 😊

The Friday before Frank died, his wife of over 60 years – Elsa, suffered a stroke that left her right side paralyzed. The family was already reeling then this... What is most interesting to me was in watching how those around here acted in this time of severe stress. They say if you want a glimpse into the true self of a person put them into an extreme stress scenario where the veneer that is presented to the world is ripped away. I am extremely proud of the love, compassion, kindness that all those affected showered on Elsa and each other. Hugs were given when needed. Tears shed when the moment allowed and for the rest it was a case of solving the problems as they arose. I truly believed the care, love and positive energy helped Elsa and Frank to be able to spend his last day together in a way that allowed him to pass with peace.

Practice loving unconditionally.

Caring about people that way does not come naturally... but it can be acquired through patience, persistence and the application of intent. I think it means realizing that a lot of the day to day crap we anguish over and hold onto with anger and resentment ; in the great scheme of things really is irrelevant. Whether you follow a particular belief system or not the 'Golden Rule' of treating people as you yourself would want to be treated really is an effective measuring stick and starting point. What if you took it just a nudge further and treated them only with love? Will you get taken advantage of? – Absolutely... BUT that isn't on you. That becomes the other person's burden to bear . We have enough to bear each day ourselves without taking on other people's stuff. A neat kid recently told me a line I would like to leave you with – "Not my circus... not my monkeys". I hope it makes you laugh as it did me. Useful line to pull out in time of need. Maybe think about it.



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:

[Christmas at the Castle \(December 18 – January 1\):](#)

[Canmore New Year's Eve \(December 31\):](#)

This Month's Featured Listing



301-2100A Stewart Creek Drive, Canmore

Indulge in the comfort and luxury of this 2 Bedroom + Loft, 2 Bath condo in Wilderness Ridge. Located minutes from renowned Stewart Creek Golf & Country Club, this restful retreat is beautifully appointed with custom wood work throughout, granite counter tops, GE stainless steel appliance package with gas cook top, solid alder doors and features an open riser timber staircase. Designed with Built Green Gold specifications, you can be assured your home is resource-efficient. Thoughtfully planned, gaze up above where you'll find a cozy loft area ideally suited as a family room complete with rich built-ins and bar. Vaulted ceilings and large view windows showcase the Bow Valley mountain views outside. Outfitted with flat screen TV's and surround system, Hunter Douglas blinds, and built-in Napoleon stainless steel gas BBQ, this condo is the complete package. Includes one titled underground parking stall and storage. Contact me first to arrange your private viewing.

Priced at \$499,000



This Month's Second Featured Listing



#4-729 4th St, Canmore

Location! Location! Location! The views are spectacular, the floor plan of this 3 Bedroom, 3 Bath, 1615 sq ft home is brilliant and is in immaculate condition! South facing, close to the Bow River and walking paths, walking distance to the great shops and restaurants on Main St., so park the car! Timeless finishing choices were made on this stunning Elk Run Custom Home include cherry hardwood, cork flooring, hickory cabinetry, rundle rock and upgraded appliances to name a few. Both the Master and Guest bedrooms on the upper level have ensuites. The Master also has a view balcony. Nothing to do but enjoy. Great Value - just compare. Contact me today to arrange your private viewing

Priced at \$799,000



Five Great Winter Walks

Looking for some easy to moderate walking trails that are family friendly this winter? Try these...

Heart Mountain Creek Trail:

A nice fairly level trail along the creek for several kilometers before rising in elevation. Several places along the path have icefalls offering great opportunities for picture taking. Access the trail by parking off Highway 1 Eastbound approximately 2km past the Lac Des Arcs exit.

Banff - Tunnel Mountain, Stoney Squaw, Bow Falls, Hoodoos, Marsh Loop, Sundance Canyon, Cave & Basin:

Combine a couple of these walks for a nice day outdoors. Some areas will be in shadow most of the day and local conditions can be somewhat icy so consider renting traction devices (rent from Snowtips in Banff – www.snowtips-backtrax.com/index.html) or buy in Banff area sporting stores or places like Mountain Equipment Co-op.

Johnston Canyon:

This iconic walk is incredible picturesque no matter what time of the year you go but the icefalls make it extra special. Traction devices for footwear highly recommended as parts of the trail are frequently slick. Walking poles are also a good idea. Access the trailhead by driving 6km south of Castle Mountain Junction on Bow Valley Parkway (Highway 1a). Parking lot just south of the creek bridge leads to the trailhead.

Grotto Canyon:

If you like the idea of an ice-walk up a frozen creek bed with a cave and native pictographs to watch for along the way then consider this route for a half day adventure. Proper footwear a must and you may want to consider going with a guide (<http://www.skiholidayscanada.co.uk/canmore-ice-walks.htm>). If you decide to go on your own then you can access the walk from the Grotto Mountain Pond parking lot which is located just past the Baymag Plant #2. Drive about 12km from Canmore along Highway 1A. The creek bed is accessed about 1km from the parking lot.

Troll Falls and Hay Meadows:

This is an approximately 4km walk located near Kananaskis Village. Drive approximately 25km along Hwy 40 from the Hwy 1 interchange and then turn towards the Nakiska Ski Area. The trail head is accessed either from the Ribbon Creek Parking lot or the Stoney Parking lot – look for the first parking on the right hand side as you drive towards the Ski hill. After a bit of elevation gain the trail heads into the trees to a junction. Keeping to the right leads to Troll Falls. On the way back you can take the Hay Meadow loop which adds a couple of hundred meters to the walk but offers some nice views.

Other Snow Day Adventure Ideas:

Dog Sled Tours:

Snowy Owl : <http://snowyowl.com/>

Howling Dog: <http://www.howlingdogtours.com/>

Mad Dogs & Englishmen: <http://maddogsexpeditions.com/>

Canmore Scenic Helicopter Flights:

Alpine Helicopters: <http://www.alpinehelicopter.com/tour-category/banff-canmore-sightseeing/>

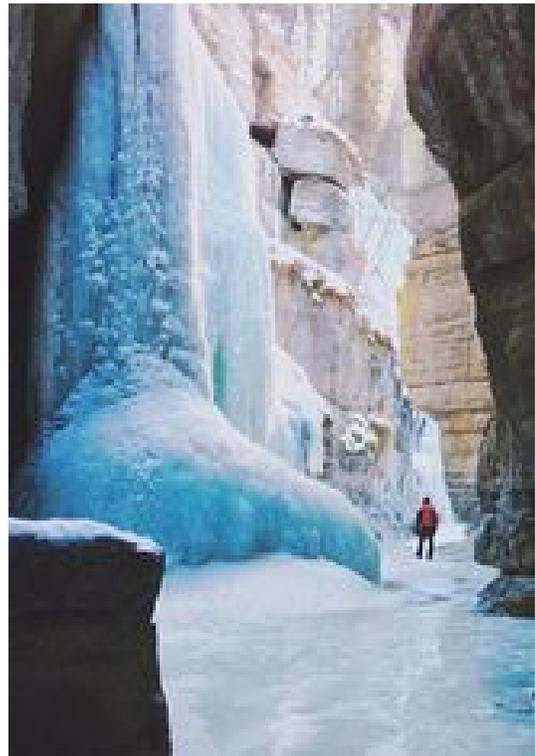
Snowmobile Tours:

Toby Creek Adventures:

<http://tobycreekadventures.com/banff-canmore-snowmobile-tours/?gclid=COLw9OfQiNECFQuSaQodukQGAA>

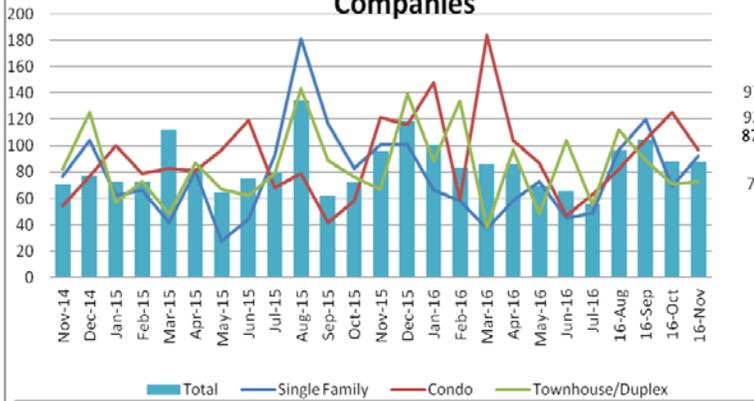
Banff Adventures:

<http://www.banffadventures.com/Things-To-Do/Winter-Activities/Snowmobile-Tours>

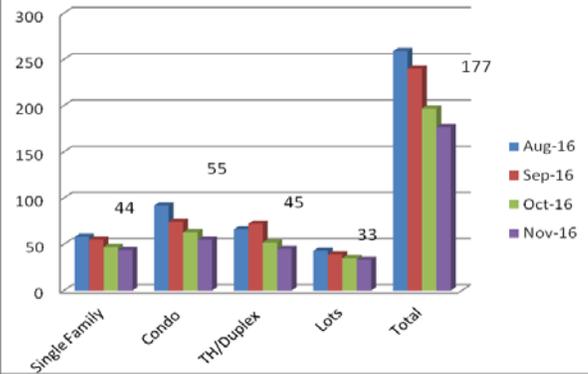


Current Market Conditions

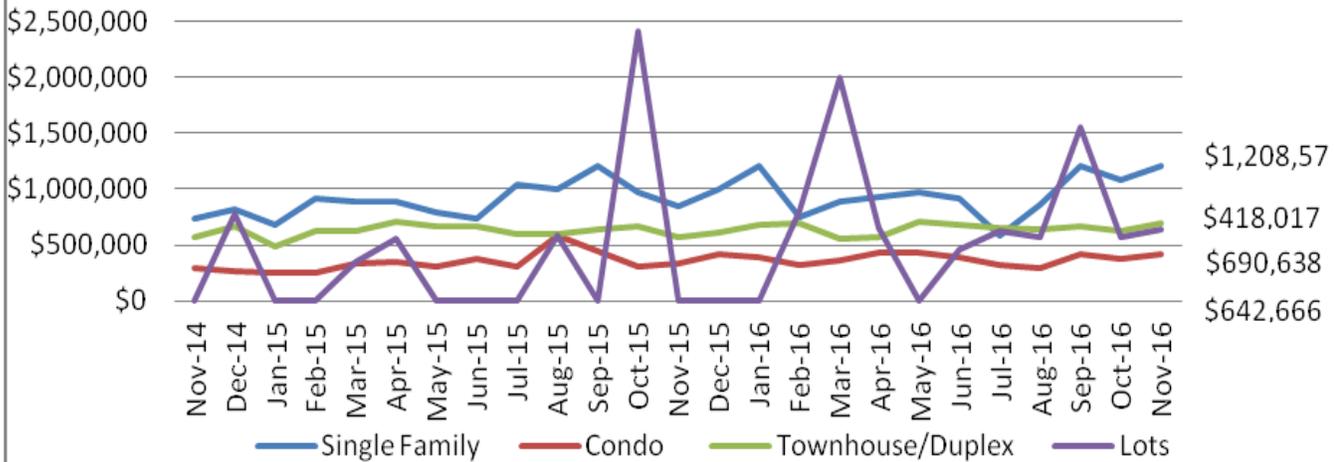
Average Days On Market Units Sold By All Companies



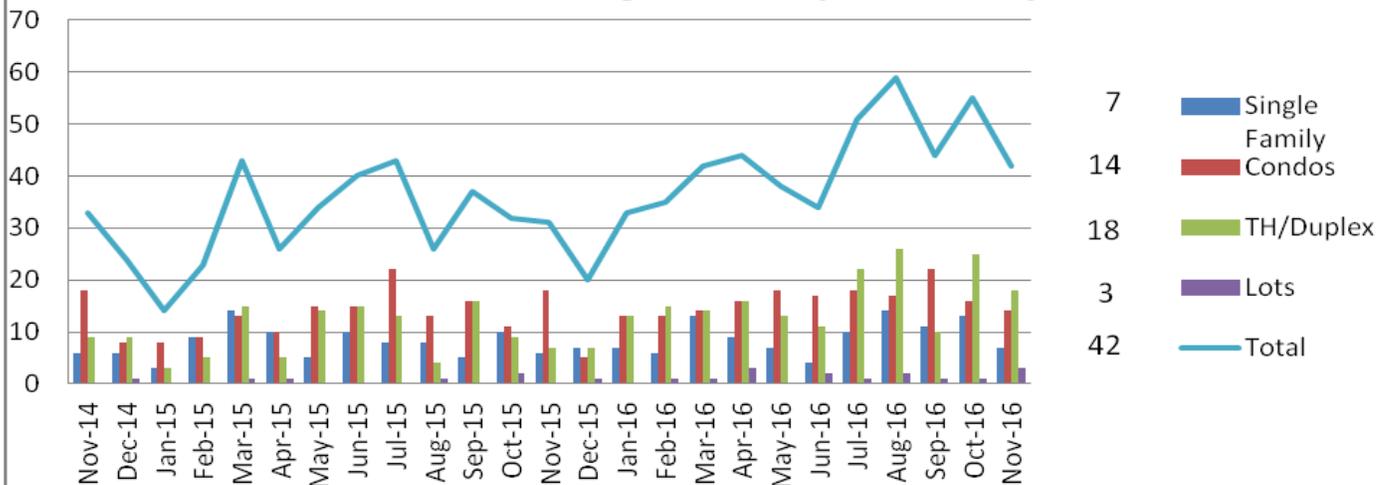
Number of Active Listings by All Companies



Average Selling Price of Listings Sold by All Companies



Number of Listings Sold By All Companies



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