



Current Market
Conditions and Trends Pg. 6

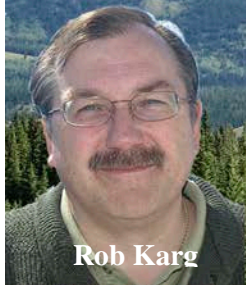
ISSUE
March

VOLUME
Five

YEAR
2015



Featured Listings Pg. 3 & 4



Rob Karg

www.OwnTheMountains.com

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

Spring 'officially' begins this month... so they say. Typically we see a flurry of listings come into the market with the changing of the season and, in fact, there was an increase of 43 listing active during the month compared to February. Sales also increased slightly. Interestingly amidst all the doom and gloom in the press the sales for Jan/Feb compared year over year shows we sold more than in 2012, slightly higher than 2013 and only slightly behind 2014. There is life in the local real estate market! - Rob

A Good Time To Be Buying In Canmore

In this issue we continue to examine the effect of the slump in oil and gas prices on our local real estate market. A comparison of monthly sales year over year might surprise some readers. Check it out on page two.

This month's we have two featured listings. The first is a two bedroom, two bath unit in the Lodges at Canmore ideally located to everything Canmore has to offer. The second home is located in Three Sisters and is a three bedroom, three bath townhome style unit with two decks that allows you to follow the sun throughout the day. Both can be found beginning on page three.

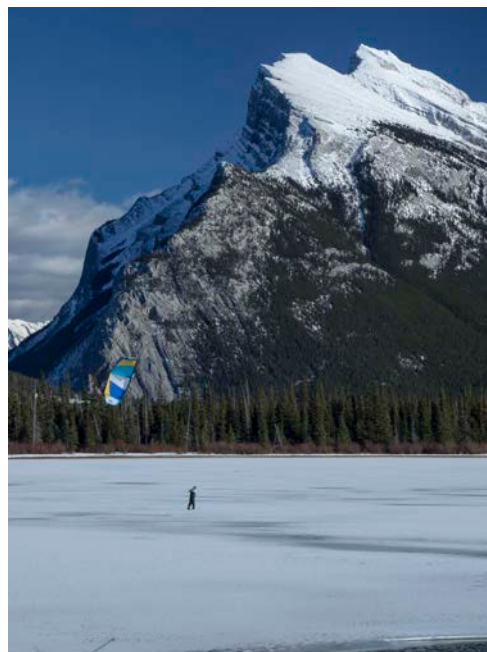
Spring arrives this month though it might be a while before things turn

green again. In preparation check out my Spring checklist on Page 5 and get a jump on all the 'To Do' things that will make it easier to enjoy your home in the months ahead.

Stats for the month found on page 6.

I am in the process of re-vamping my website and hope to have it up before Easter. Hopefully you will find it useful and informative. If you like it please consider recommending the site and myself.

As always feedback welcomed – drop me a line. As well look for my open house signs every weekend. Enjoy this edition ☺



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 a note 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.

Month To Month Sales Compared Over Years

Amidst the media report of severe downturns to the Alberta and Canadian economies all lot of my clients have asked how sales in Canmore have been affected. You would expect that with the downturn people might be more cautious and take longer to make an Offer which would lead to Average Days on Market (DOM) figures to rise. Over the past 9 months though we find that has not been the case at all. Average DOM figures show:

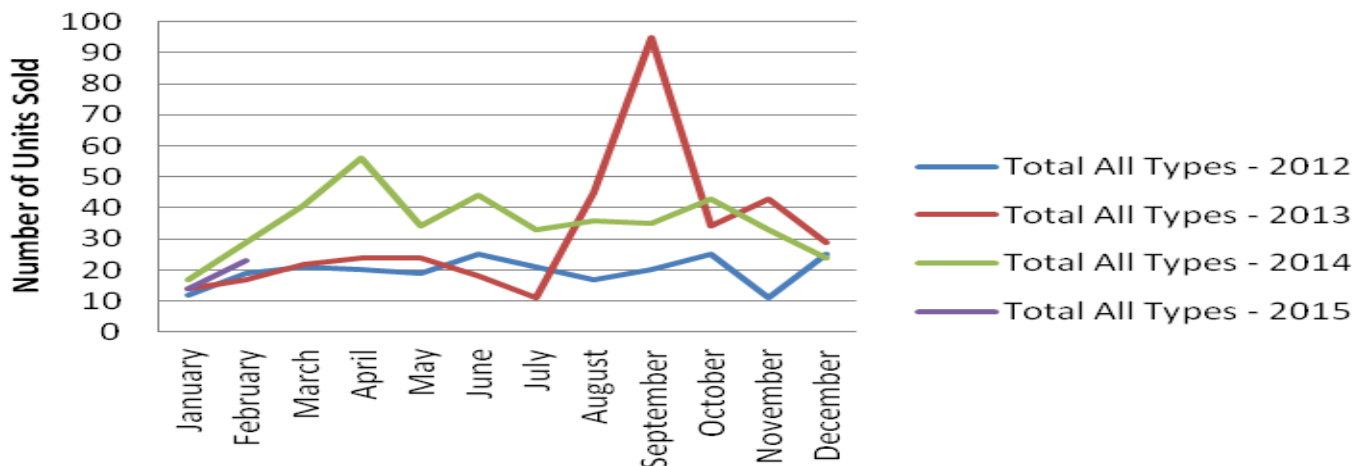
Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
58	60	50	53	74	53	77	53	55

Perhaps October's number could be interpreted as caution but December's is typical because holiday preparations take precedence over buying property. Comparing month to month over the timeframe of 2012 to February 2015 shows sales numbers of:

	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	235
2013	14	17	22	24	24	18	11	45	95	34	43	29	394
2014	17	29	41	56	34	44	33	36	35	43	33	24	425
2015	14	23											

These are graphically outlined below. The spike in Aug/Sep 2013 was related to the pent up demand after the flooding of Jun 2013 where the Town ground to a halt for six weeks. The rest show steady increases in the early part of 2014 with a slight drop off towards the second half of the year. The consensus is that 2012 represented the bottom of the market. As the graph shows we are trending somewhere between boom and bust: in other words a "healthy market". Good inventory levels + stable prices = good values -> GOOD time to be buying in the local market!!

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:

Toonie Day – Mt. Norquay Ski Area (March 11):

<http://winter.banffnorquay.com/event/toonie-day-4/>

Back on Track Canadian Cowboy Ski Race – Lake Louise (March 21):

<https://www.skilouise.com/things-to-do/events/back-on-track-canadian-cowboy-ski-race-presented-by-ranchman--s-2015-03-21.php>

16th Annual Visions Art Quilt Show (March 6 -March 24) :

<http://www.tourismcanmore.com/event-calendar/16th-annual-visions-art-quilt-show>



This Month's Featured Listing



206 – 107 Montane Rd, Canmore

This beautiful 2 bedroom, 2 bathroom fully furnished condo features an open concept kitchen, gas fireplace, two spacious bedrooms, large balcony off the living room, and comes with underground parking, outdoor swimming pool, three hot tubs, fitness center and is located just minutes from downtown. You'll love the spaciousness its 834 sq ft layout offers. Whether you are looking for a weekend getaway or would like to rent out privately or through the managed rental program, the Lodges offers it all. This Development has had stable condo fees for the last five years. In fact, condo fees today are less than they were in 2009! Add in the fully funded Reserve Fund and this is one you will want to consider.

Priced at \$284,900



This Month's Second Featured Listing



511 – 80 Dyrgas Gate, Canmore

The bright, sunny open concept living room, dining room, and kitchen looks out onto an environmental reserve. The entrance features a private, sunken patio with stunning views of the Three Sisters. The entire unit has been professionally painted. The living area features a gas fireplace, with natural maple hardwood throughout. The kitchen has recently been upgraded with top of the line, stainless steel appliances, including an induction range, OTR convection-micro wave oven by Fisher-Paykal, Bosch dishwasher, LG refrigerator with French doors and bottom freezer, and garburator. Granite counter tops throughout the kitchen with a raised breakfast bar. The large pantry is fitted with custom designed and built shelves. There are two bedrooms and two baths on the main level and another large bedroom or family room down with a 3 pce. bath all with new cork flooring. It has an open office space with views onto the front patio and environmental reserve and a single heated garage. All this in a 1,475 sq ft layout!

Priced at \$599,900



Getting Ready For Spring Checklist

Exterior of the Home:

- ☐ Inspect foundation
- ☐ Check roof for shingles that are curling or areas that need repairing
- ☐ Reapply caulking to gaps around doors larger than width of a nickel
- ☐ Check weatherstripping
- ☐ Clean out gutters
- ☐ Pressure wash exterior walls of home
- ☐ Wash Windows
- ☐ Repair sidewalks/driveways
- ☐ Search for signs of insect/rodent colonization

Yard Maintenance:

- ☐ Check Deck
- ☐ BBQ – check burner jets for clogs and obstructions; make sure gas/propane connections secure and sound
- ☐ Service lawn mower: change oil, sharpen blade
- ☐ Clear away remaining leaves and weeds from lawn and flower bed areas
- ☐ Reset irrigation system
- ☐ Fertilize yard
- ☐ Plan, schedule and begin landscape projects
- ☐ Reorganize garden shed
- ☐ De-clutter mercilessly

Inside the Home:

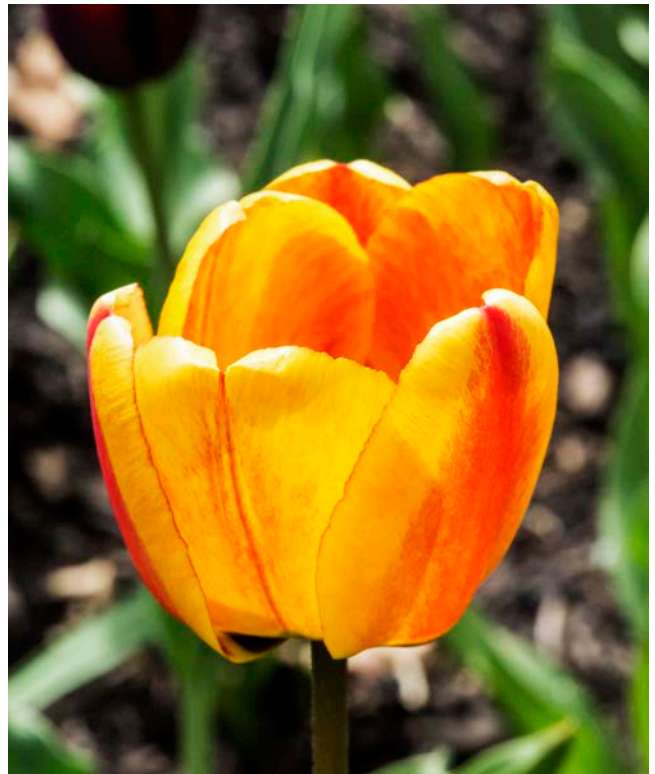
- ☐ Check for mold
- ☐ Check foundation for cracks and water ingress
- ☐ Check for leaky faucets, clogged drains and sweaty pipes
- ☐ Make sure all water & plumbing connections are properly sealed
- ☐ Check water lines and drain hose for Washer and lint build up in dryer vent hose
- ☐ Have air conditioning unit serviced
- ☐ Consider changing thermostats to programmable units to save \$\$
- ☐ Drain sediment from hot water tank(s)
- ☐ Check windows for condensation indicating possible window seal issue
- ☐ Replace batteries on fire alarm and CO monitors
- ☐ De-clutter mercilessly (nice rule of thumb – if you haven't used it in the last 12 mths give it away)
- ☐ Re-arrange the furniture – just because
- ☐ Spend an hour thoroughly cleaning one room at a time

If you are like me this is the time of year you start to get itchy to jump start the projects you have spent the winter months thinking and dreaming about.

If you are planning any type of renovation project it is important to remember that the contractors you will be using or considering are gearing up NOW for the summer months and scheduling their jobs. Consider getting them to quote two prices: one for the job if they do it in their timeline and schedule and the other for being done in the peak season. We have found that there is a couple of month window in the Spring where you can get a better deal because of the uncertainty weather plays this time of year. Contractors often will jump at the chance to get their crews working in the shoulder season because of how it helps secure their staff to themselves. A classic Win-Win scenario.

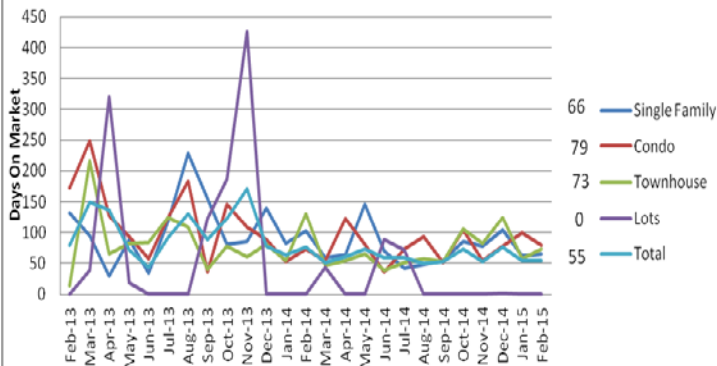
Also consider hiring a professional designer for even a couple of hours to work with you defining scope of work as well as tying your concepts and ideas together . They can often provide insights and connections to make the entire project flow more smoothly.

Finally enjoy the extra hours of daylight doing the things you like with the people that mean the most to you 😊

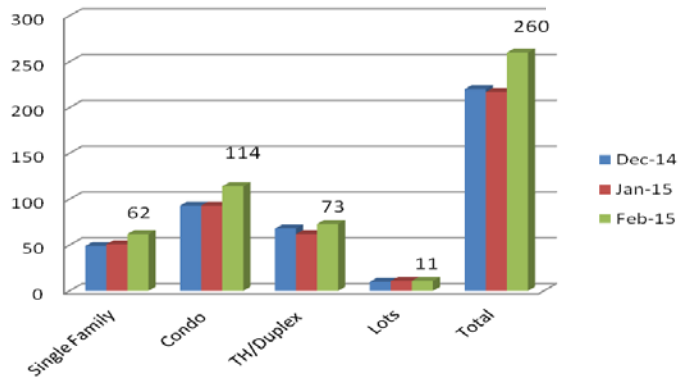


Current Market Conditions

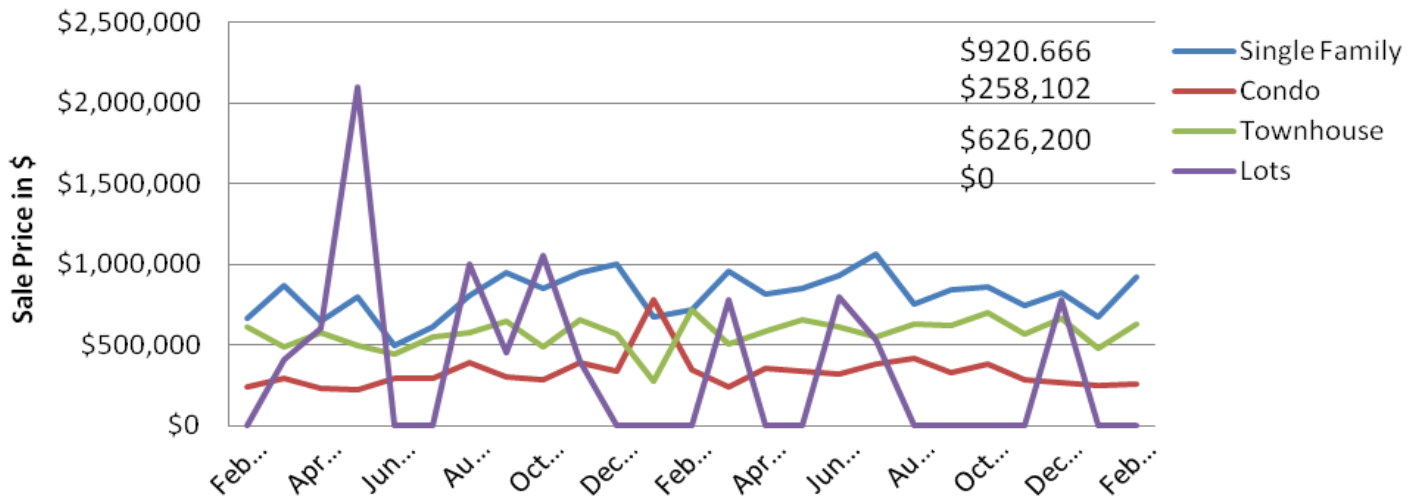
Average DOM for Sold Properties By All Companies



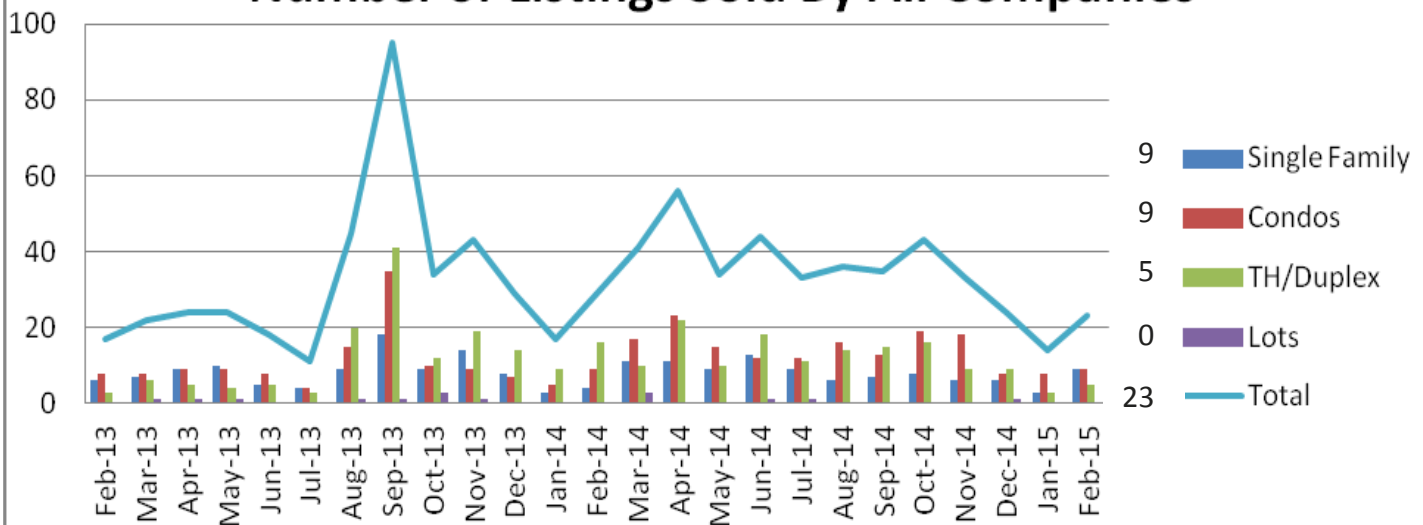
Number of Active Listings by All Companies



Average Selling Price of Listings Sold by All Companies



Number of Listings Sold By All Companies



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