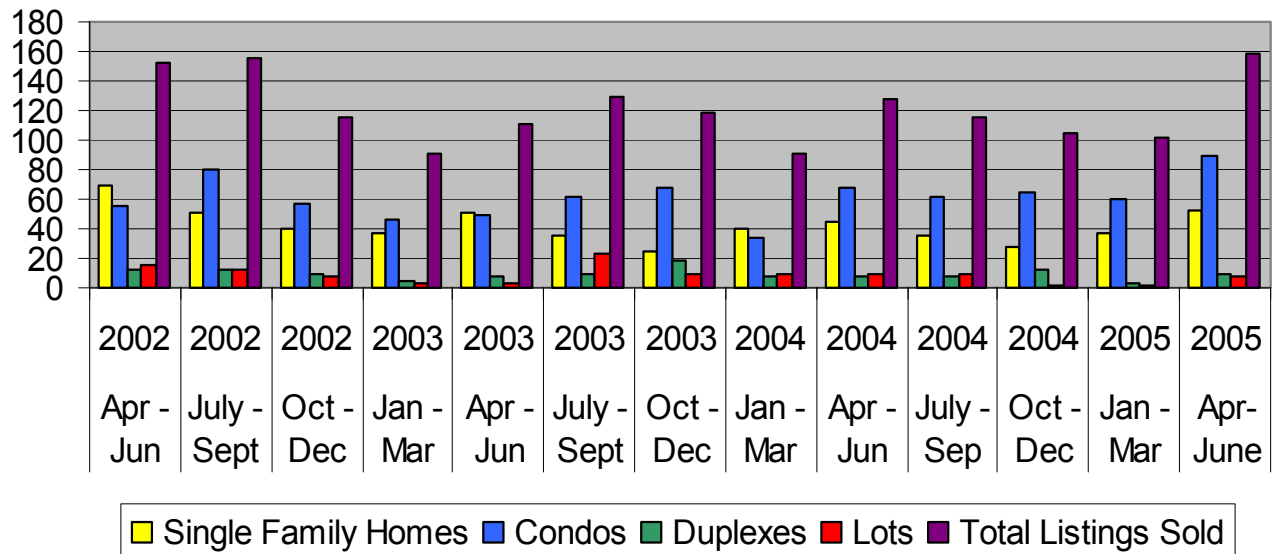




Number of Listings Sold By All Companies



Includes all listings in Canmore, Harvie Heights, Lac Des Arcs and Exshaw

Market Synopsis

The last quarter of our market we have seen the number of sales rise considerably. Not since 2002 have we seen the number of sales at this level. Condo sales were more than 10% higher than the highest previously recorded sales! Prices of Single Family Homes and Condos remain consistent but the average price of duplexes and lots have risen in the last quarter. Lastly the days on market has been staying quite consistent.

The amount of listings on the market dropped compared to last month and we may see that number continue to trickle down until the fall when we usually see more new listings start to come to the market!

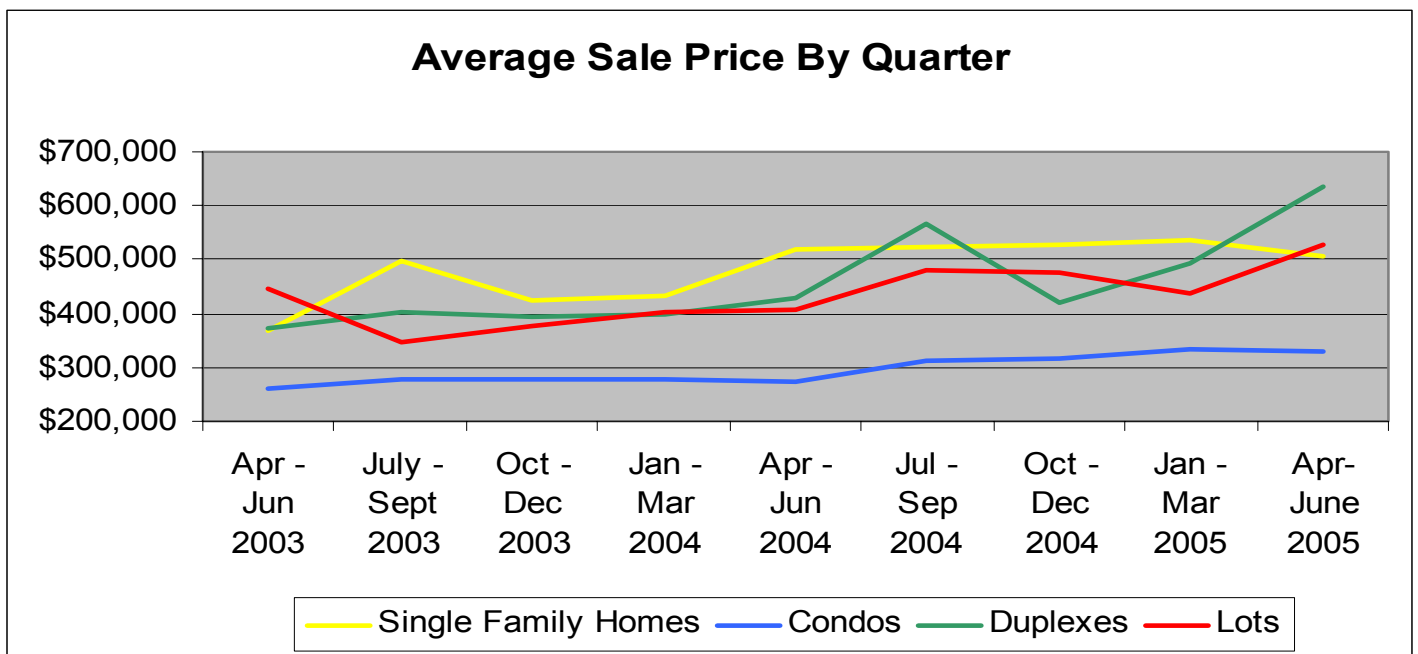
What's Happening in Canmore

July 17 – Canmore Miner's Day

The 26th annual commemoration of the mining history of Canmore. The parade starts at noon at the NWMP Barracks and proceeds up Main Street. A Civic Ceremony is scheduled for 12:30 p.m., followed by a barbecue lunch.

July 30 – August 1 – Canmore Folk Music Festival

Alberta's oldest folk music festival offers a weekend filled with afternoon workshops, craft and food booths, an extensive family area and a stellar line-up of evening concerts all taking place in Canmore's Centennial Park. Tickets available through TicketMaster or at the following retail stores: Banff – The Phone Store. Canmore – The Tin Box and The Phone Store.



Includes all listings in Canmore, Harvie Heights, Lac Des Arcs and Exshaw

CURB APPEAL FOR A SUMMER SALE

Believe it or not, some experts believe that close to half of your home's ability to attract sales comes from its curb appeal. First impressions count, and in the warm seasons, you don't have a blanket of snow to hide under.



The summer period brings with it some increased opportunities to really show your stuff. Views from your windows are more vivid and well-presented outdoor spaces can increase the perception of living space. A deck or patio that flows from a kitchen or recreation room can inspire a feeling of living indoors or out. Plus, everyone's imaginations are peaked when sitting on a balcony, staring at a barbecue, swimming pool, climbing frame, fountain or garden.

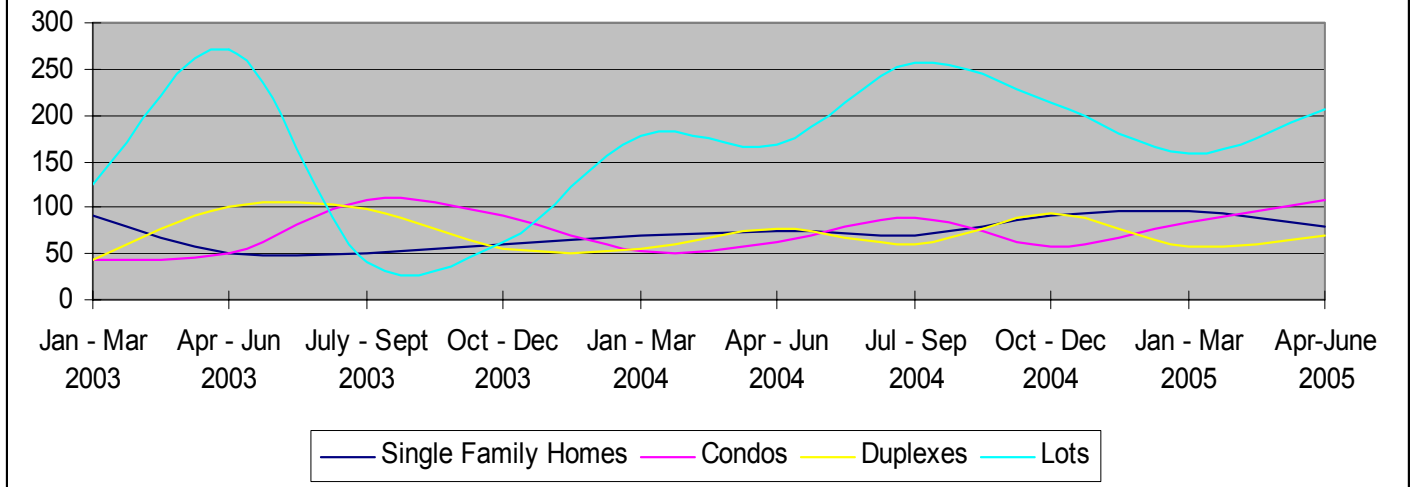
Cleanliness is an indication of good maintenance. Step number one should be to make things shine. Second, fix any damage or flaws, and third, add some finishing touches.

Here is a checklist to help make it happen:

- Sweep your driveway and steps. Fill cracks or holes and reseal your asphalt driveway. The change will be dramatic.
- Wash your windows. Make sure every one slides open easily. Wash sills and repair peeling paint.
- Wash your front door, oil the hinges and key lock, polish your hardware, and either repair or repaint the door, based on wear and tear. Does your mailbox squeak? Lubricate the hinges.
- Check for cracks or crumbling in your foundation, or any walkways or patio areas. Sweep your patio area and make it inviting. If you don't have a power washer, borrow or rent one, and clean your patio furniture, deck, siding, gutters, and so on.
- Put a few annuals in pots and put some flowers on the patio table, etc.
- Check your roof for loose or damaged shingles. It will look better, and you can be assured your roof will be checked during a house inspection.
- It may be green, but your lawn can act almost as a "red carpet" into your home. Edge your lawn and beds, cut it regularly and if necessary, water it to keep it green. Fill in any bare patches with seed and soil.
- If you have hedges, keep them well groomed. Check your trees and prune any that are unruly or have died. Trees that have died are a safety risk as well as an eyesore.
- Make the most of your flowerbeds by weeding them, and if it helps, add mulch to keep the weeds down. Annuals are inexpensive and attractive, and can make even a fledgling garden look spectacular.
- Strategically place attractive flowerpots outside by the patio or balcony and most importantly, by the entranceway. Your buyer will have at least a minute to notice them while his or her agent gets the key box opened.
- Clean the garage and make it look more spacious by eliminating clutter.
- Check every exterior light to ensure it is clean and the bulb is good.
- Store your garbage away from the house. It really can smell nasty in the heat of summer.
- If you have a trailer, boat or "fixer-upper" car, move it off your property until the ink is dry on your sale.

With these tips and others your Royal LePage Realtor might suggest, your home will show to its best advantage, without significant expense. Finally, if you anticipate that the selling process might stretch into autumn, take plenty of pictures, to inspire imaginations long after the summer sun has cooled.

Average Days On Market Of All Sold Properties By Quarter



Includes all sales in Canmore, Harvie Heights, Lac Des Arcs and Exshaw

Brad Hawker and the Brad Hawker Real Estate Team

www.BradHawker.com

Realtor / Broker

Phone: (403) 678-7557

Fax: (403) 678-2206

Toll Free: 1-877-818-7557

Email: info@BradHawker.com



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