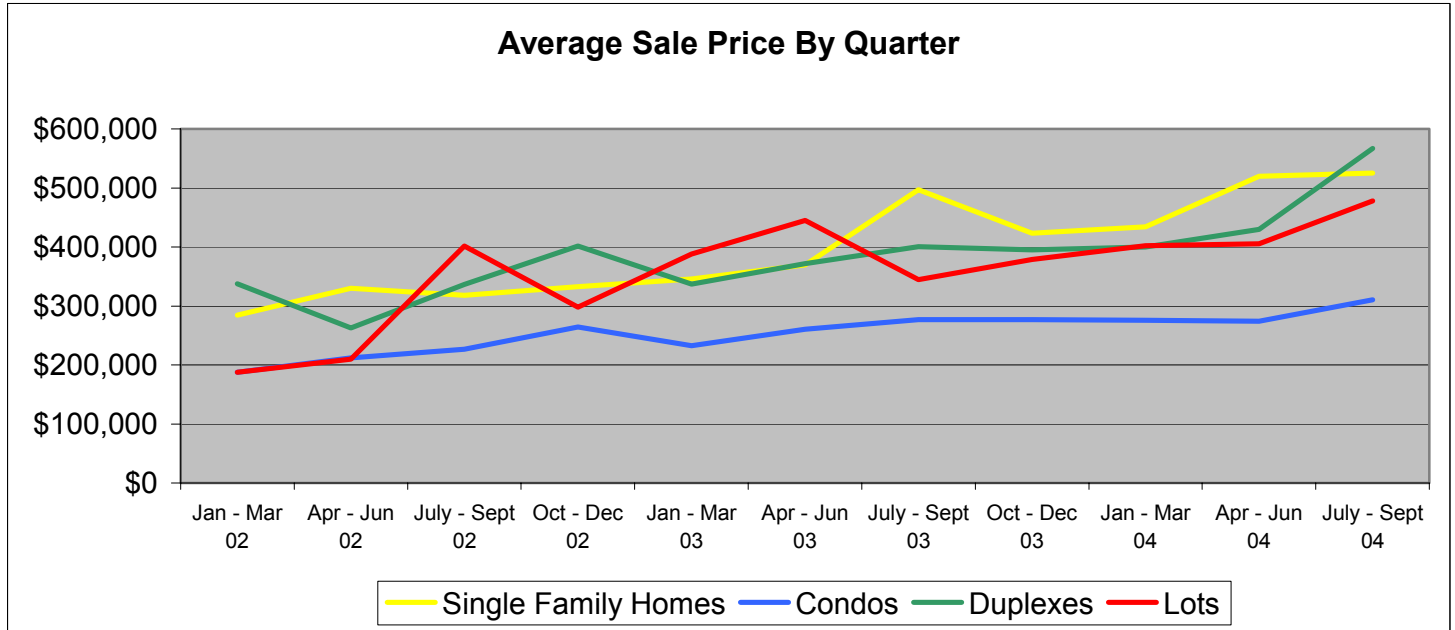




Season's Greetings from the Brad Hawker Team!

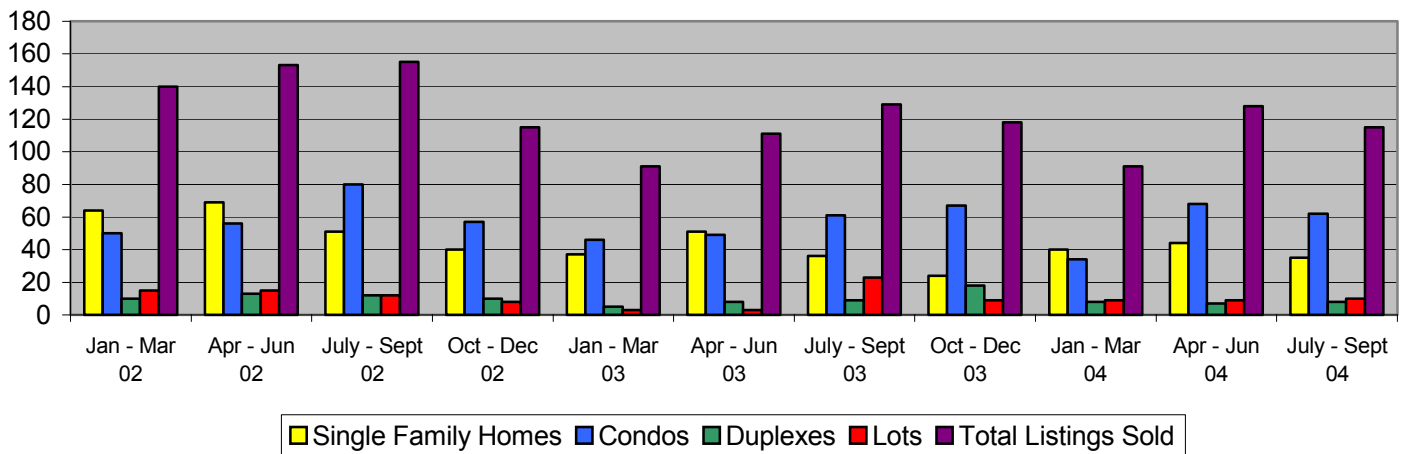


2004 Market Synopsis

Through 2004 the Canmore market has continued to appreciate for most product. The average selling prices in all categories continued to rise compared to last year. The average price of; Single Family Homes went from \$396,754 to \$487,999 which is a rise in value of 23%; Condos rose by 10% going from \$264,795 to \$290,993; Duplexes rose by 11% going from \$391,845 to \$435,595 and finally lots rose from \$380,898 to \$433,837 for a 14% rise. The Canmore market continues to be a good investment as well as a fantastic place to live. Buyers are coming in from across the country; local markets like Calgary and Edmonton continue are the most strongly represented while markets such as Saskatchewan are showing themselves in higher numbers. Worldwide we see an increase of buyers from the United Kingdom the US market has slowed marginally with the exchange not being quite as favourable.

Another figure we like to keep watch on is Days on Market. There has been a little change with Single Family Homes going from 58 to 74; Condominiums from 76 to 69; Duplexes from 80 to 76 and Lots from 84 to 200. A small rise may be explained with our number of active listings rising from 111 in January 2004 and 222 today. We are seeing more of a balanced market, not the sellers market of 111 listings and not the buyers market from a couple years back of over 320 listings. Mortgage rates have come back down in the last week and all signs continue to point to Canmore being a great investment for 2005 and beyond.

## Total Number of Listings Sold by All Companies



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

## The Hawker Home Front

With the annual Royal LePage Christmas Spirit Food Bank Drive complete it is truly starting to feel like Christmas. Main Street is aglow with lights and the hustle and bustle shows...it's Christmas in Canmore!

2004 has been a great year for everyone at the Brad Hawker Team. Drew was able to get away to the land down under and with a little advice from Kathryn had a fantastic time. Kathryn followed suit with Lauren and Callum in tow for a great visit with family and friends in the spring.

Both Lauren and Callum were whipping down the ski hill and loving every minute of it. Lauren enjoyed her time in the Bow Valley Quickies and Callum started his first lessons. I know it is only a matter of time before I will be the one trying to keep up! They are so excited to start their season this weekend!

Kathryn and the children were able to get out to the cottage again at the end of June and I was able to join them just in time for Canada Day! Lauren continued to excel in and on the water. Lauren tried both wakeboarding and slalom; you should have seen the great crashes! Callum had a great time at the cottage as well acting like an Otter in the water and a clown on land, he is character! As always I treasured every moment at the cottage but soon found my way back to Canmore after my best season of slalom skiing ever. (Thanks Ken!)

The fall was quite busy all the way through November this year. This fall we had our national conference in Quebec with a great networking and learning opportunity. I again was a part of the auction for the Royal LePage Woman's Shelter Foundation where we were able to raise over \$30,000 for this very worthwhile cause.

With some fresh snow it is truly starting to look a lot like a true winter wonderland throughout Canmore and Banff. I had my 1<sup>st</sup> day on the slopes last week and the snow was super. My family and I have been so fortunate once again this year with good health and lots of laughter. We are looking forward to a visit by Kathryn's older sister Margaret and her family from Sydney this holiday season! This will help make it very special and unique with the fact that the teenagers have never seen snow before.

May this holiday season bring you joy and peace. Indulge in the comfort of family and friends around your dinner table and throughout the coming year. After all, isn't family and friends what it's all about! Happy Holidays and Happy New Year!!

## Christmas Egg Nog Recipe



4 eggs  
1/4 cup sugar  
1 quart milk, chilled  
1 1/2 tsp vanilla  
1/4 tsp salt  
Nutmeg



Beat three whole eggs and 1 yolk until very thick and light in color. Add 1 2/3 tablespoons sugar, beating in thoroughly. Stir in milk, vanilla, and salt and pour the mixture into glasses.

Beat remaining egg white until almost stiff, add remaining sugar and beat until peaks appear.

## Decorating for the holiday season

This season bring the outdoors inside while decorating your home for the holidays.



Earlier in the year, before the snow comes collect old bird's nests, dried flower, berries, pinecones, tree branches, colourful grasses and fragrant herbs to create seasonal arrangements to decorate rooms throughout your house.



String stale popcorn and fresh cranberries to decorate your home.



"Plant" cut evergreen branches in your outdoor planters to give some colour to the white months or winter.



Slice citrus fruit and let them dry in a warm oven or food dehydrator. Hang them in the windows or on your Christmas tree to give it a stained glass effect.

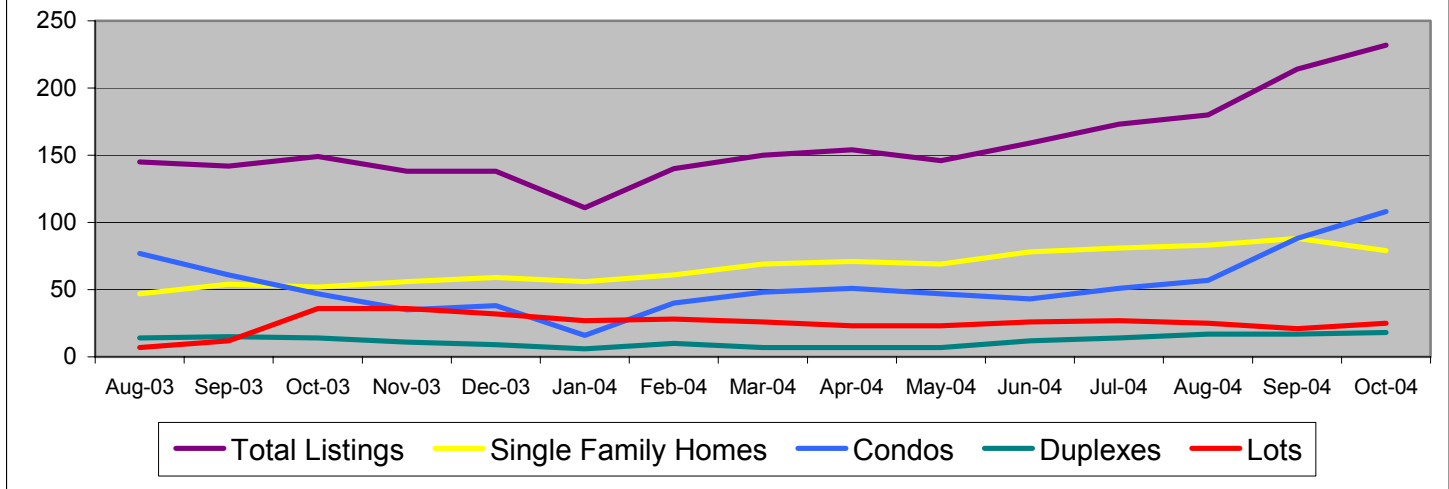


Fill baskets with large and small pinecones. Decorate the basket with a big red ribbon. Spray the contents with evergreen or cedar oil and add a few fresh evergreen branches.



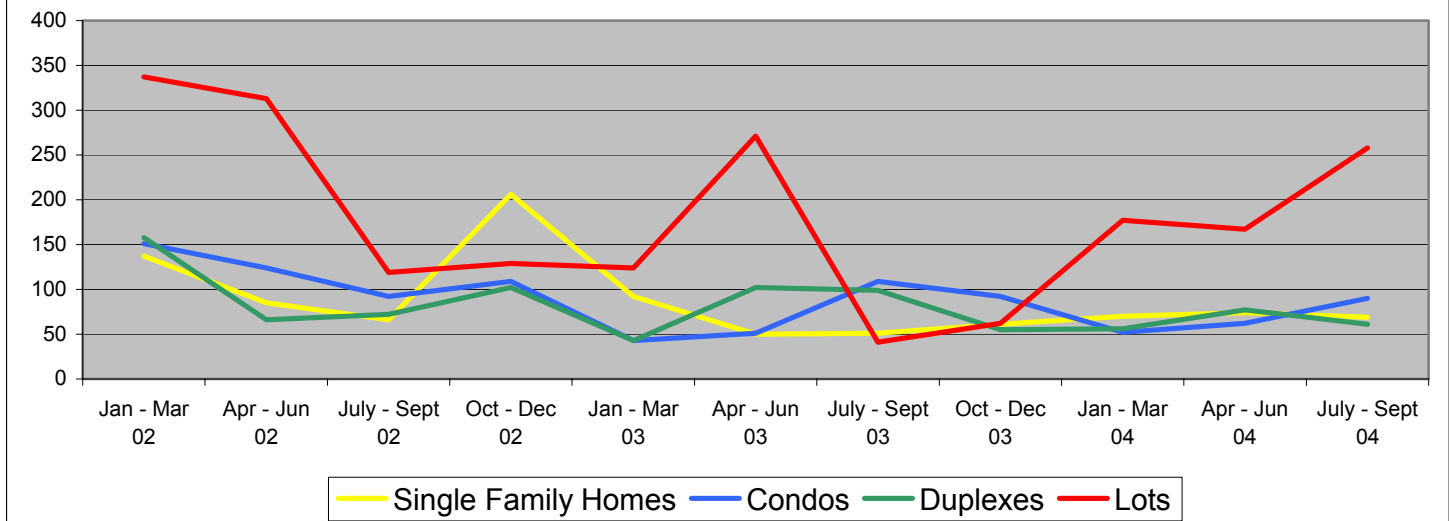
Pinecones can be dipped in egg whites and then rolled in cinnamon and other spices and then place in the fireplace to spread a warming aroma.

## Active Listings On Market By All Companies



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

## Average Days on Market for Sold Properties by Quarter



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

### Brad Hawker and the Brad Hawker Real Estate Team

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

Realtor / Broker

Phone: (403) 678-7557

Fax: (403) 678-2206

Toll Free: 1-877-818-7557

Email: [info@BradHawker.com](mailto:info@BradHawker.com)



Rocky Mountain Realty

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