

Edmonton buyers and sellers remain optimistic!

- ✓ There is consumer confidence in this market and both buyers and sellers appear eager to enter the housing market.
- ✓ Prices are up about 10% from a year ago and sellers are eager to take advantage.
- ✓ Buyers are aware of higher mortgage rates ahead and are getting into the market before rates rise.
- ✓ Seller activity has boosted the inventory to 6,770 residential properties - I think the market has reached a balance between buyers and sellers.

March Highlights:

- Residential sales of 1,571 properties in March were up 15.1% from a year ago and 77.3% in the first quarter.
- The average days-on-market in March was 41 as compared to 47 in February.
- Single family residences in the Edmonton area sold on average* for \$388,473 in March which is up 4.7% from February and 11% from a year ago.
- The median price of a single family home rose 9.2% over March 2009 to \$364,000. This means half the homes sold for more than \$364,000 and half sold for less than that price.
- Condominium prices rose by 8.4% month-over-month and 10.5% year-over-year. The average condominium sold for \$252,416 in March.
- All major banks raised their fixed mortgage rates in late March and the Bank of Canada has warned that interest rates will rise again after the second quarter. Many buyers are hurrying to lock in rates and find a home before the more stringent qualification requirements for mortgages come into effect on April 19.

Source: Realtor Association of Edmonton April 6 2010 press release. All quotes from Larry Westergard, president of the REALTORS® Association of Edmonton.



We have these great properties for sale...



Central McDougall \$195,500



Skyrattler \$222,800



St Albert \$239,900



Queen Mary Park \$259,999



Highlands \$299,999



Beverly Heights \$299,999



Queen Alexandra \$314,900



Garneau \$319,900



Ellerslie \$373,500



Garneau \$389,900



Parkallen \$399,900



Garneau \$435,000



Spruce Grove \$449,900



Duqqan \$450,000



Strathcona \$499,900



Bonnie Doon \$599,900



"I love the fact that Schmidt Realty embraces technology and I appreciate the listings website."

Wade & Janean Westworth – Feb 26, 2010

"Lisa gave us supremely great service. We were amazed at how friendly and willing she was to help out in whatever means necessary."

Ryan & Barbara Porter – Feb 18, 2010

For results...

...and these great properties are already sold!



Wondering what the homes in *your* neighborhood are selling for?

Visit WeSellEdmonton.com and click on 'What's My Home Worth?' to get up to date information about the activity in your neighborhood

"Sabrina and Craig made selling my house for the first time seamless and stress free. Everything went as well as possible and my house sold quickly."

Susan Mulholland – Jan 1, 2010

"Beyond her incredible knowledge, Lisa was so much fun to work with! I would recommend her without hesitation to anyone!"

Megan & Shayne Woodsmith – Mar 26, 2010

...call Schmidt!



Here's what some friends of ours love about where they live!

"Living in the old area of Fort Saskatchewan is paramount to reconnecting with nature. Situated close to the river valley, our home was one of the first structures built in the area to house the Sherritt employees back in the 1950's, in a simpler time when both companies and workers believed in loyalty to each other. Huge stately elms adorn the front of our street, forming a leafy canopy overhead. The front of our home does not face a street; we are separated from the houses across from us by a sidewalk. This makes it a peaceful haven for wildlife to make an occasional appearance; for several springs we had a porcupine waddle his way to one of the elm trees, shimmy up and feast on the tender buds of the tree. A brisk 10 minute walk will bring you to several unique shops in the downtown area, most of which are locally owned and operated. Should you turn in the opposite direction, you can stroll through neighborhoods of connected walking paths, admiring the quaint houses and beautiful landscaping. As the City of Fort Saskatchewan is at the northern end of the "thick black soil" area of Alberta, our home boasts a well established perennial garden (neighbours tell me it has been there since the 50's), plus the ability for this green thumb'd girl to grow some amazing specimens. We have called Fort Saskatchewan home for eight years and truly enjoy this slower paced, friendly city." Carole M



**"No matter how good you are,
you're even better when you're with the right team."
Larry Kendall, The Group Inc.**

I love to learn and so do the rest of my colleagues at SCHMIDT. Fortunately for me my work gives me ongoing opportunities to learn from some of the smartest business people in North America. Just a couple of weeks ago we travelled with eight of our teammates to Fort Collins Colorado just outside Denver to learn from Larry Kendall and the talented bunch at The Group Inc, one of North America's top real estate companies. The Group is a unique organization which started out much like our team at Schmidt. They began as twelve people committed to raising the bar in real estate and while honoring their values and developing meaningful relationships with their clients for life.



I first learned of The Group when I attended a leadership course in Chicago in 2008 and when our team heard they were hosting two retreats this year we jumped at the opportunity. Half our team went in January and the knowledge and energy they returned with was contagious. Larry and I couldn't wait to attend ourselves, and the April event definitely exceeded our expectations. In addition to providing practical tools in areas such as pricing strategies and marketing, the team at The Group shared generously of the ways they have each managed to create strong real estate businesses and healthy personal lives, while maintaining a level of customer service that is second to none in the industry.

Of course you all know we are like a family at SCHMIDT, so of course we also took some time to relax and enjoy each other's company. If ever you're going to Fort Collins Colorado let me know. I can recommend excellent Japanese and Italian restaurants!

Till next time!

Kathy & Larry Schmidt

4736 . 99 Street

www.WeSellEdmonton.com

780-437-2030

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