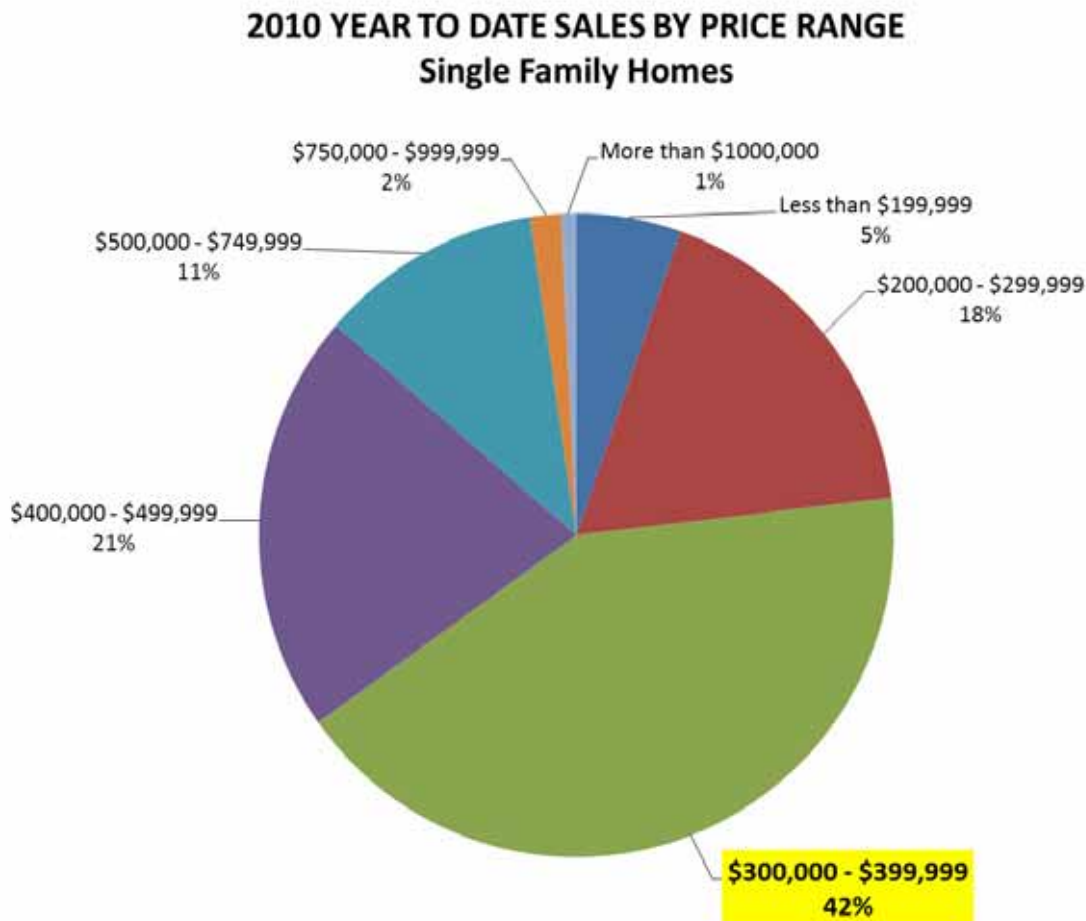


Whether buying or selling, it's vital to understand what's happening in your segment of the market right now!

For instance, if you are a buyer looking for a house priced between \$300,000 and \$400,000 you have almost half of all the buyers looking for the same thing you are. This means you may need to move more quickly to view new listings and make a purchasing decision. If however you are a purchaser of a single family home over \$1,000,000 you may be in the driver's seat as there are few buyers looking for such a property. Similarly if you are considering selling your home at a list price of \$600,000 you may be surprised to learn that only 11% of buyers are looking in your price range.

Not only is real estate a very "local" commodity, but each price range is its own market. Count on your trusted advisors at SCHMIDT REALTY GROUP to get the advice you need!



***In any price range,
it's only a buyer's market until two people want the same property!***

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Suder Greens \$224,900
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Beverly Heights \$274,900
www.4038-114avenue.com



Oliver \$275,000
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Queen Alexandra – prices vary
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“Rachel is an enthusiastic, sincere, hard working agent – always questioning, renewing and fulfilling our needs. Connie has also been a great help, not only for our needs, but she has always taken good care of anyone we have referred to her! You have a wonderful team!”
Colleen, Mark & Lisa Vogel – July 23, 2010

“Buying a house from a different city is a complex business. We couldn’t have done it without Sheri’s exceptional attention to our needs.”
Lesley Cormack & Andrew Ede – July 5, 2010

Thinking about selling your home?

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Take a look at the videos for each of these properties by visiting their individual property websites and clicking on 'Video' on the left

WeSellEdmonton.com

"Thomas was always available and answered all my questions throughout. His energy and enthusiasm made him a pleasure to work with. Nothing could have made it go any easier!"

Sherri Miller – June 26, 2010

"We really appreciated Connie's professionalism, responsiveness, understanding of the current market and integrity – these qualities were evident in all our encounters with her. Thank you so much for everything!"

Tom Craig & Abigail Parrish-Craig – June 25, 2010

Call Schmidt for some free advice!





Have you discovered WORDLE.com ???

It's a fun website where you can create "word clouds" like you see here. This one was created by simply providing the URL for our website (<http://www.WeSellEdmonton.com>). You can also create WORDLES simply by providing a list of words you want to use. It's easy to change colours and layout too. Try it! And send us your WORDLES so we can enjoy your creativity!

Hello everyone!

I don't know about you but I find myself asking once again where the summer went! It's not quite over but it seems to have flown by in a blur! One day I was at the garden center buying annuals (and waiting impatiently till it was safe from frost to plant them) and the next thing I know I feel that first touch of coolness in the morning air. Don't get me wrong, I love fall! Actually, autumn is truly my favourite season! The skies are bluer than ever, and the river valley is gorgeous with colour...and the crisp air and bright sunshine all together create something equally special to the first days of spring.

It's funny how the seasons repeat every year like clockwork and still I am always surprised when the first leaves start to fall. It does remind me a bit of the real estate market. When it's a seller's market it's a bit like summer, everyone thinks it will go on forever. Then when the "season" changes and things shift to favour buyers, everyone is once again surprised. Right now it's a buyer's market and if you're a buyer, it's your favourite season! For sellers, it may seem as though things aren't as sunny as they once were but just remember that seasons always change. Just like the weather (which changes every 10 minutes in Alberta!), the only thing constant in real estate is change!



Vi auguro solo giornate di sole. *I wish you only sunny days!* (I'm still working on my Italian) ☺

Kathy & Larry

4736 . 99 Street

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