



## Merry Christmas, my friends!

The older I get the faster the months fly by! It seems like just a short time ago that we were gearing up for *last* Christmas, doesn't it? And with the snow coming later than usual this year, it seemed strange to be planning our team Christmas party in November, but plan and party we did! I hope that you take time to celebrate with your loved ones this holiday season. Last year Larry and I were in Maui in December but this year we plan to stay in Edmonton to enjoy Christmas with Larry's folks. Palm trees and beaches are lovely, but there's something to be said for a stroll through our "winter wonderland" river valley on Boxing Day. Wherever you find yourself, and however you choose to celebrate this special time of year, Larry and I wish you all the peace and joy of the season.

**Blessings on you and your family for a healthy and prosperous New Year!**

**Kathy and Larry**



# We have great properties for sale!



New Sarepta \$129,000



Royal Gardens \$168,000



Royal Gardens \$168,000



Callingwood \$174,900



Oliver \$184,900



Garneau \$225,000



Miller \$259,900



Oliver \$259,900



Downtown \$264,900



Beumaris \$274,900



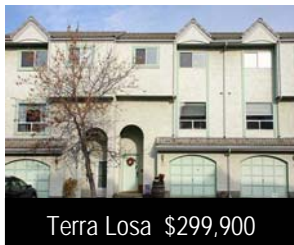
Inglewood \$274,900



Sherbrooke \$289,000



Meyonohk \$299,900



Terra Losa \$299,900



Ramsay Hts \$325,000



Ellerslie \$330,000



*"As a very busy person I felt assured the job of selling my property was being taken care of. I was glad to have my time spared up for my other important tasks."*  
Lonnie Hauer, Oct 13/08

*"Despite selling a house being a stressful situation, we really enjoyed working with the team at Schmidt. You are an outstanding group of people!"*  
Rachelle Buchanan & Tyler Wist, Oct 07/08

## for results...

# View photos & virtual tours online!



**"If you don't like something, change it. If you can't change it, change your attitude."**  
Maya Angelou

**Changes in the market require changes in how we think and what we do.**  
If someone you know is feeling a bit "challenged" by the recent market changes, suggest they give us a call.  
We have smart strategies to help everyone make a smart move in any market.

*"Thomas was an outstanding realtor. I would recommend him a million times over to anyone I meet who wants to purchase a home."*  
Angela O, Oct 16/08

*"We were very impressed with everyone from Schmidt Realty Group, Sabrina especially!"*  
Sheldon & Daralynn Wiens, Nov 16/08



# call schmidt!

# whose market is it anyway???

**last spring we had a *seller's market***, where the excitement of rising prices appealed to both buyers and sellers. Purchasers clamored to purchase real estate in order to grab their share of the rising values. Some home-owners who otherwise might not have sold, decided to sell to take advantage of their sudden increase in equity. And of course, there were the usual personal reasons for both buyers and sellers to make a move, such as a change in family situation or work location.

**this year it's a *buyer's market***. This is the time when buyers should really be making the most of their opportunity to enjoy wide selection and good prices; however the fear of paying too much holds many purchasers back. Homeowners who have decided to sell must price aggressively enough to attract buyers who are willing to purchase before they perceive the market has "hit bottom". Smart buyers are buying now, to take advantage of excellent choice, good value and attractive interest rates.

**which is better?** It depends on your point of view. Right now, the market is weighted in favour of buyers, so buyers should be excited and making smart purchases before the next market shift. And with the right strategy, sellers are getting SOLD! Serious buyers and sellers who are willing to conduct a transaction at fair market value are finding each other and doing business, packing boxes, exchanging keys and exchanging dollars. The bottom line is, no one knows exactly when any market will change, all we know is the market never stands still. Alberta has a wonderfully strong, thriving economy and we're grateful to be living and working here!



**We are busy helping buyers make a smart purchasing decision and ensuring that our sellers are among "the chosen few" with a SOLD sign on their lawn! Now that's a nice Christmas present in any year!**



We are all enjoying this new station! It's an easy way to catch up on all the local news, traffic and weather in 17 minutes. Visit the website and click on "Listen Live" at work or at home and see what your favourite realtors have been up to! For real estate news, visit [www.WeSellEdmonton.com](http://www.WeSellEdmonton.com). Just click on NEWS, then MARKET UPDATE.

## Referral Rewards Program

Thanks to **you** we had the opportunity to help more families than ever this year! 2008 is not over yet, and so far more than 250 households have made a smart move with the help of our team.

83% of our business is from people like you and from the friends & family you send our way! To let you know how much we appreciate your past support and future referrals, we are announcing our Referral Rewards Program. Every time you send someone our way who makes a successful purchase or sale, we will send you a \$100 gift certificate of your choice to one of the following:

Eveline Charles Day Spa  
Mountain Equipment Co-Op

Earl's  
IKEA

Chapters  
Home Depot

Thank you for your continued trust. We appreciate you!

Our annual Team Retreat has turned into an annual Pajama Party! This year, even Kathy & Larry's dogs got into the spirit of things!



# We sell a house every 30 hours!

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

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