

spring is here...

and the **market** is coming to life!

- There were 1,380 homes reported sold in March 2009. That's the highest number of sales since last September!

Sep 08	1729
Oct 08	1251
Nov 08	891
Dec 08	608
Jan 09	730
Feb 09	1075
Mar 09	1380

- It's taking less time to sell Edmonton area homes on average.
Average Days on Market Jan 2009 was 68
Average Days on Market Feb 2009 was 61
Average Days on Market Mar 2009 was down to 56
- March sales activity varied significantly by price range!
52% of March sales were under \$300,000
30% of March sales were between \$300,000 and \$400,000
15% of March sales were between \$400,000 and \$600,000
2% of March sales were between \$600,000 and \$800,000
Only 1% of March sales were over \$800,000



Welcome Tim McRory

We first met Tim when Kathy helped him and his wife, Susan, purchase their home near Mill Creek Ravine. At the time, Tim was a successful criminal defense attorney. He has since decided to put his strong communication skills and desire to serve into the realm of business, and SCHMIDT and Tim's future clients are the fortunate recipients of that decision!

Welcome Clint Kilkenny

Clint was referred to us by past clients of Kathy and Sabrina's. Clint has always had a passion for real estate and looks forward to giving real estate his full-time energy. His training as an engineer makes Clint an excellent analytical thinker, which is an asset in both analyzing clients' needs and negotiating. He's a man you'll want in your corner!

Recent BLOG Posts

CATEGORY: MARKET NEWS

- Find out where the market is busiest in the **April issue of the Market Report**.
- If you need a chuckle in your day, check out the blog post about **Edmonton REALTORS doing the happy dance...**
- Kathy puts some perspective on **Oil Over \$50** and the rise and fall of real estate prices.
- Learn how **House Shopping on the Web** is affecting the real estate industry.

CATEGORY: FUN STUFF

- At SCHMIDT we love to have fun. Apparently it's also good business! Read the post about how **Successful Businesses Add Fun to the Mix!**

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Your real estate resource!

We have great properties for sale!



New Sarepta \$109,000



Parkland County \$139,000



Royal Gdns \$158,000



West Meadowlark \$165,000



Parkdale \$185,000



Downtown \$189,000



Inglewood \$190,000



Downtown \$199,900



Bellevue \$224,900



Sherwood Park \$230,000



Glastonbury \$283,900



Ramsay Hts \$300,000



Cumberland \$374,900



Glastonbury \$375,000



Lendrum \$399,000



Tofield \$649,900

"We were very pleased how initial appointments were arranged so that we received multiple offers on day two!"
P. MacLellan & C. Ithurralde Mar 3, 2009

"I have always been very impressed with Schmidt Realty Group. Excellent company. Outstanding knowledge of real estate!"
Claire Wickett Mar 20, 2009



for results...

View photos & virtual tours online!



Each of our listings now has its own website, linked to www.WeSellEdmonton.com
The websites are named by address and buyers can view photos, get property details,
and even book a showing online!

Go to www.WeSellEdmonton.com and click on **See All Listings**
Choose a home then click on "more..." to see a sample of this enhanced property presentation.

Got a question or comment ?

Get it answered online by clicking on the real estate FORUM on our site! The forum is an ongoing discussion about real estate and is a great place to voice your opinions about the market or to give us feedback!

Your opinion matters.

"Your service was extremely prompt and all encompassing. We were extremely pleased."

Lori and Erich Reimer Mar 20, 2009

"As first time buyers we were unsure of what to expect. We wouldn't hesitate to recommend Schmidt Realty to our friends and family."

Christianne Street and Michael Cook Mar 7, 2009

call schmidt!



Planning to renovate this spring?

Don't purchase flooring until you talk to your friends at SCHMIDT REALTY GROUP!

Our brokerage has a connection with an incredible wholesale flooring company. Clients of Kathy's own **ProSource Flooring** and through our brokerage we are able to offer **50% off carpet and 30% off hardwood and other hard surfaces** to your friends and clients. We can even take you into their gorgeous showroom after hours and sign out samples for you to take home! This bonus is all about you! The only benefit we receive from this arrangement is the satisfaction of helping you put some beautiful new flooring in your home! Call us at 780.437.2030 to learn more!



Isn't this the truth? We promise ourselves we will find time to exercise, and we promise our families we will find time to play together. And of course the truth is we never find time hiding around just waiting to be discovered.

So how do we make time in our hectic North American lifestyle? For me, it's more about snatching moments rather than finding hours. For instance, at our office we try to each collect ten hugs a day. It's one small way to stop, even for a moment or two, and "make time" for the people we are with. The other thing we have all learned to do is to plan well in advance for trips and vacations. And one of the best ways that we make time is by working with wonderful colleagues in a team environment. It's an incredible feeling to know that we can care for our families and ourselves, knowing our clients are being wonderfully served by one of our colleagues on the team. And at the end of the day, it's great for you to know your representative is at his or her best when it comes time to negotiate on your behalf!

How do *you* make time? Email me at Kathy@WeSellEdmonton.com to share your tricks and tips. We'll draw from all our entries and award a **\$100 gift certificate to Earl's or to Eveline Charles Spa** so you can enjoy time with a friend or take delight in some time just for you!

Kathy & Larry Schmidt
REALTORS and Broker Owners

Check out our All New Website!

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