



THE SCHMIDT REPORT

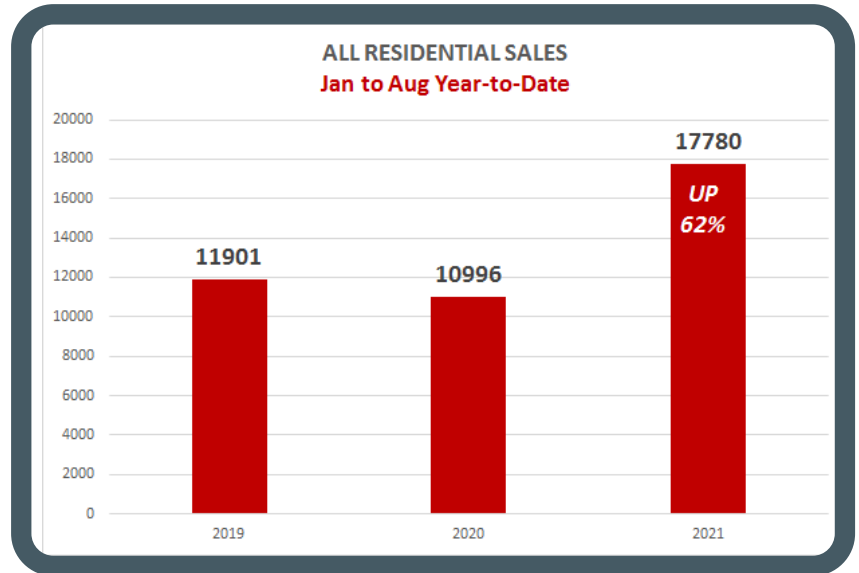
September 2021

Feel good about the choice you make.

RESIDENTIAL SALES ARE UP 62%!

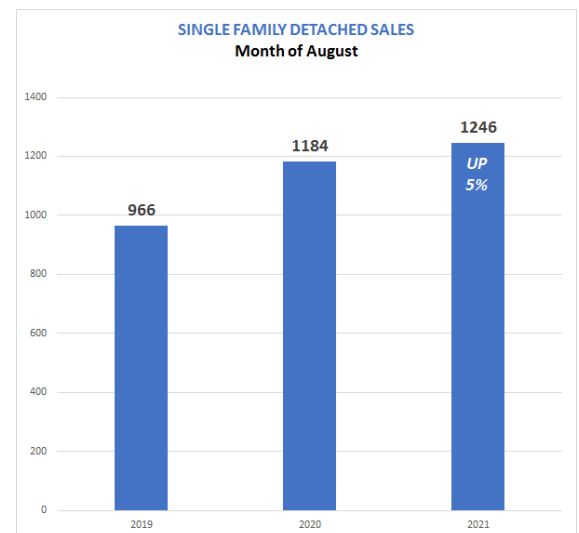
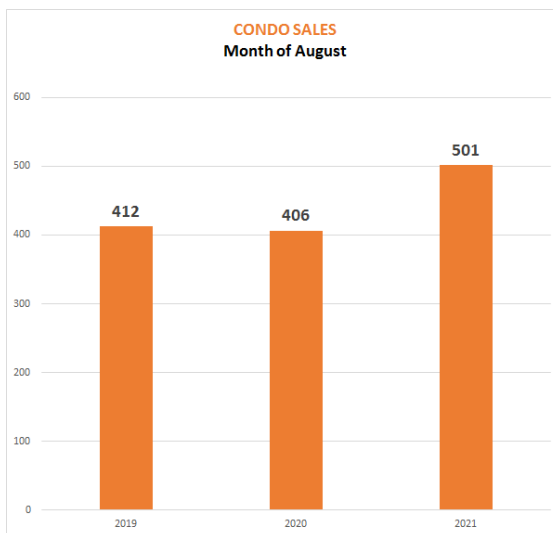
September is its own New Year, with back to school and back to routines happening in most households. It's a good time to reflect on the year so far. And so far 2021 has been a VERY interesting year in Edmonton area real estate!

Sales of all residential properties are up from 10,996 units for January to August of 2020 to 17,780 for the first 8 months of this year. That's a 62% increase! This includes condos, duplexes and single family detached homes.



Condo sales in August were up 23% over August 2020. If you've been thinking of selling your condo, now might be a smart time.

Sales of single family detached homes were up 5% compared to August 2020. Still very much on the positive side!



"The Edmonton area has hundreds of markets. Your market might be newer half duplexes on the south side, or infill homes in the University area. Buyers and sellers are wise to get a good understanding of their particular market before making any decisions. Call on your friends at Schmidt anytime you need us to take a deep dive into the market for you!"

- Kathy Schmidt . Broker Owner . Schmidt Realty Group Inc.

MARKET SNAPSHOT AUG 2021

Our Results:

- For the first half of 2021, our listings sold on average in just **24 days vs. 41 days** for the REALTORS® Association of Edmonton.
- Our sellers sold for an average of **99.6% of list price** during the same period!
- For the first half of 2021, **98% of our business** came from referrals, repeat clients and the sphere of people in the Edmonton area who already know, like and trust us!

