



THE SCHMIDT REPORT

March 2026

Feel good about the choice you make.

“I keep hearing that the Edmonton market is becoming more balanced, but if that’s true how come every house I like goes into multiple offers?” - Frustrated buyer in 2026

How can anyone make sense of these conflicting messages?

- **It’s spring – the market’s hot!**
- **Sales are up!**
- **Sales are down!**
- **Inventory is up!**
- **Multiple offers are the norm!**
- **Some sellers are reducing price!**

Believe it or not, all of these things can be true.

- Yes, despite the snow outside, it’s spring when it comes to real estate, and the market is definitely hotter than it was in December and January.
- Yes, sales are up! 39.7% over January 2026!
- And sales are also down! 11.5% from February 2025.
- Yes, inventory is up which should mean that buyers have more choice. But there are also multiple offers happening! Why? Because inventory isn’t up in ALL categories and price ranges.
- Yes, multiple offers are the norm... for some price ranges and property types. Single family homes in the \$400-\$500,000 range are in short supply, causing bidding wars!
- And yes, some sellers are choosing to reduce price to entice buyers to write an offer, particularly in the apartment condo market.



One size does not fit all when it comes to real estate! In a changing market like we’re in this spring, it’s more important than ever to understand the micro-market you’re stepping into. There’s a big difference in how the market will respond to a 3-bedroom bungalow in Greenfield, vs a studio apartment in Wihkwentowin, vs a university area custom infill home. Sellers need to price in the right range to attract the right buyers, and buyers need to understand that while their friends may have been able to negotiate the price down on their condo purchase, their favourite Capilano listing might have 4 other buyers bidding on it.

LET'S CONNECT

 [SchmidtRealtyGroup.com](https://www.SchmidtRealtyGroup.com)

 [@SchmidtRealtyGroup](https://www.facebook.com/SchmidtRealtyGroup)

 [@SchmidtRealtyGroup](https://www.youtube.com/SchmidtRealtyGroup)

 [@schmidt_realty](https://www.instagram.com/schmidt_realty)

In the spring market of 2026, it’s all about gathering the info you need, determining a clear goal and relying on your REALTOR® to help you create a solid plan to get you there. Lucky for you, your nerdy friends at Schmidt are standing by to make sense out of the stats so you don’t have to! Reach out to us anytime!

MARKET SNAPSHOT FEB 2026

schmidt
realty group inc

