



THE SCHMIDT REPORT

May 2026

Feel good about the choice you make.

Statistics matter. So does strategy.

Here's some good advice for spring 2026.

SELLERS: Don't panic when you see For Sale signs popping up everywhere! It's spring! Just like tulips, it's normal for listing signs to start popping up this time of year. The truth is, the number of homes for sale is up over last year but isn't out of the ordinary. In fact, inventory is very close to 2023 levels which was a pretty typical year for Edmonton area real estate.

BUYERS: Don't think you're in the driver's seat just because there are more homes for sale right now. More sales are happening now too. New listings are often being snapped up quickly and multiple offers are still happening. Supply and demand varies dramatically by property type, location and price range. If you're looking for a single family home in Ottewell, you'll experience more competition from other buyers than your friend who's buying an apartment condo downtown.

SELLERS: Make your decisions based on today's reality. If you're making your decisions thinking that it's still 2024, you're going to be disappointed. In April 2024 there was only 1.8 months of supply of homes in the City of Edmonton. That's a VERY fast moving market. April 2026 is different, with 3.2 months of supply. That represents a market moving at a very reasonable pace, but it's a far-cry from the breakneck speed of 2024. Set your expectations accordingly.

BUYERS: Get your ducks in a row. Get a pre-approval letter from your lender to show sellers you're prepared and serious. Imagine if you were selling your home and the buyer was able to clearly demonstrate they are financially able to purchase your home. You'd find that confidence inspiring every time! Now imagine if that seller is looking at more than one offer, and yours is the only one with an official pre-approval letter which you've shared with them. Talk about having an advantage!

BUYERS AND SELLERS: Get good advice, tailored to *your* situation. Beware of generic market news. What you hear in the media reflects general trends and overall average market prices. What matters is what's happening in the location, property type and price range *you* are buying or selling in. Talk to a REALTOR® you trust, and work with them to create a strategy that will get you where you want to go.

There's a saying we have at Schmidt...*Real estate should serve your life, not the other way around.* While it's important to take market conditions into account, it's also important to recognize that where you live has a huge impact on *how* you live, and how happy you are. Tying your purchase or sale solely to market conditions could mean you're waiting a long time to live where (and how) you'll be happiest.

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Stay tuned for next month's Schmidt Report for our take on the Edmonton area real estate market. And in the meantime, if you'd like us to dive into the activity and results for your neighbourhood, please reach out to us any time! We love nerding out on the numbers and are always happy to provide the info you need!

MARKET SNAPSHOT APR 2026

