

# Steve & Jason

## Real Estate Team

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## April Newsletter

### Edmonton Buyers & Sellers Remain Optimistic

April 2010

Housing figures released by the REALTORS® Association of Edmonton for March and the first quarter of 2010 show that resale housing prices are up; listings and sales are up.

“There is consumer confidence in this market and both buyers and sellers appear eager to enter the housing market,” said Larry Westergard, president of the REALTORS® Association of Edmonton. “Prices are up about 10% from a year ago and sellers are eager to take advantage. Buyers are aware of higher mortgage rates ahead and are getting into the market before the rates rise.” Single family residences in the Edmonton area sold on average\* for \$388,473 in March which is up 4.7% from February and 11% from a year ago. Condominium prices rose by 8.4% month-over-month and 10.5% year-over-year. The average condominium sold for \$252,416 in March. Duplex and rowhouse prices (at \$313,836) dropped a third of a percent in March but were up 10.4% from a year ago. The average residential price was \$343,607 (up month-over-month by 8.5%). Sales also demonstrated the optimism of the marketplace. 3,728 residential listings in March were up over 30% from a year ago and up 246% in the first quarter. Residential sales of 1,571 properties in March were up 15.1% from a year ago and 77.3% in the first quarter. Sales were up from 1,307 in February: a 20.2% increase. The March sales-to-listing ratio was 42%; down from 52% in February.

“Seller activity has boosted the inventory to 6,770 residential properties,” said Westergard. “I am less concerned about available inventory now than I was at the beginning of the year. I think the market has reached a balance between buyers and sellers.” All major banks raised their fixed mortgage rates in late March and the Bank of Canada has warned that interest rates will rise again after the second quarter. Many buyers are hurrying to lock in rates and find a home before the more stringent qualification requirements for mortgages come into effect on April 19. Alberta will not be influenced by the GST harmonization taking place in Ontario and BC so we may not see the sales slump in the second quarter that is expected in those two provinces. The average days-on-market in March was 41 as compared to 47 in February. \*Average prices indicate market trends only. They do not reflect actual prices, which may vary.

### Our Mission Statement

*Our unique team-approach philosophy raises the bar in the real estate industry, permitting us to prove our value as proficient, ethical and innovative individuals working collectively with the focus of ensuring our clients achieve their real estate goals. We sustain lifelong, meaningful client relationships by providing paramount representation, and support our community with dynamic contribution.*



*Thank you to all who  
attended....*

***Steve & Jason's***

**Skate Into Spring**

**Client Appreciation Party**

**It was great to see everyone that  
came out to have some fun!**

## *Business to Business Networking Offers*

# H.S. Hickey

## Renovations Ltd.

- ◆ Complete Home Renovations
- ◆ 25 YEARS Experience in Door and Window Installation
- ◆ We...Measure, Price, Install, Guarantee

**P. 780.986.0103 F. 780.986.3365**

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**ENTER TO WIN A FREE TRIP TO MEXICO!!**

7 DAYS ALL INCLUSIVE IN PUERTO VALLERTA

**\*\* MINIMUM \$5000 DOOR/WINDOW PURCHASE TO ENTER**

## **BMS BOOTCAMPS**



*Total Conditioning for the  
Body, Mind and Soul*

**www.BMSBOOTCAMPS.com**  
LeducBootcamp@shaw.ca

## **Outdoor Spring Session Starts May 17th**

Register online at

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

Join with a friend  
and **SAVE!!**

*Client Appreciation Party Coming Soon...*

***Bowling Extravaganza!***

*May 29, 2010 1-3pm*

*Book your calendars!*

***STRIKE!!***



## *City of Leduc Community Events*

Thursday, April 29 - Sunday, May 2

Amusement Park, Rodeo, Trade Fair and loads of yummy FOOD!

**Look for us in the Saturday 11am Parade!**

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



## *Client Referral Program*

Congratulations to **Megan Ross**,

our Client Referral Program winner for March. Thank you to everyone for your referrals!!



If you refer someone during the month of April, your name will be entered to win a **\$100 gift card for Sobey's**

All you have to do is contact us with the name and phone number of your referral.

You can call us at 780.980.2828 or email [rwco@shaw.ca](mailto:rwco@shaw.ca)

# Featured Listings

## BEAUTIFUL BUNGALOW IN WINDROSE

**\$419,000**



Welcome to Windrose luxury! This 2 bedroom bungalow is stunning and beautifully decorated like a showhome. Cherry hardwood flooring flows through the home and matches the cherry cabinetry in the kitchen, laundry room and bathrooms. Beautiful built-in cherry phone desk is also included and continues the luxurious theme. Top of the line stainless steel appliances and modern fixtures alongside hard blown glass are just a few of the perks. The kitchen features a modern tiled wall and wine rack inside the cabinetry, flowing straight into the dining/living area. The large master bedroom comes with a jacuzzi filled ensuite ready and waiting. Vaulted ceilings will make this home feel double it's 1290 sq. ft. The gas fireplace in the living room will warm your winter blues and the large fenced yard with deck will prepare you for Spring BBQ season again. The full basement is ready and waiting for fresh ideas and the double attached garage is insulated including drywall.

## DREAMY 2 STOREY HOME IN BRIDGEPORT

**\$332,500**



Welcome to this adorable home in Bridgeport! Walk in the door and see the beautiful modern touches and color scheme that ties throughout the house, flowing with laminate flooring, plush carpet and lino. The kitchen boasts newer black appliances, gorgeous cabinets and an open concept into the dining room. The living room branches off the dining room with window between to keep your family and guests in full view while entertaining. Large windows throughout create a warm atmosphere and let in lots of light. A 2 pc. bath on the main floor, 3 pc. downstairs, 4 pce upstairs and 4 pce ensuite are all astounding with modern cabinets and fixtures. Three bedrooms upstairs are large and comfortable! An extra den/bedroom is in the fully finished basement along with the warm family room. The detached 20x24 garage is to hold all your toys and the back deck along with the fully landscaped yard is sure to please your BBQ guests! Close to shopping, and backs on to a park with

Featured  
Pending &  
Sold Listings!



Listed at: \$385,000

Listed at: \$399,000



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