



**lorenz**  
**Team**



Devonshire

# Fall Newsletter

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**FEATURED ARTICLE** by Jeff Lorenz, Real Estate Associate

## Market Sensitivity - *How does this impact our Buyers and Sellers?*

If there's one thing everyone knows by now – it's that the market has been nothing less than unpredictable, volatile and drifting downwards for years. So how has The LorenzTeam adapted to these difficult times? I'd like to say it's a magic formula or that we have a crystal ball, but the truth is that we conduct our business the same today as we did during the market explosion in 2006. We pride ourselves in being attentive listeners. We ask strategic questions and work toward identifying the key factors that will impact our clients in the most profound ways. We have a system that has been developed over decades of experience and a combined level of knowledge & expertise that makes us leaders in our industry. Lastly, we employ innovative marketing strategies with a strong focus on the newest online opportunities including social media, lead generation and hyper-targeted online marketing.



To summarize, our formula for success has been consistent: We know our client's goals, needs and wishes. We bring extensive experience & knowledge. We employ the most current marketing strategies. If you are thinking of moving or know someone that is, please send them our way. We love Real Estate and look forward to every opportunity that comes our way!

# UPDATED MARKET STATISTICS

September 2019	Edmonton		Sherwood Park	
	Condo.	Single Fam.	Condo.	Single Fam.
# of Listings	2180	3288	90	196
# of Sales	303	542	19	62
Average Sale Prices				
Sept. 2019	\$210,463	\$432,500	\$317,937	\$431,991
August 2019	\$233,666	\$447,210	\$275,996	\$454,377
Sept. 2018	\$240,827	\$442,670	\$247,141	\$419,341

Statistics collected from the Realtors Association of Edmonton at <https://paragon.ereb.com/>

## TRIVIA!

- 1) What is Halloween an abbreviation of?
- 2) What is a group of witches called?
- 3) Where did bobbing for apples originate?
- 4) What country did Dracula once rule?
- 5) Who wrote the novel "Frankenstein"?



Answers: 1) All Hallow's Eve, 2) A coven, 3) Ancient Rome, 4) Romania, 5) Mary Shelley

*Happy Thanksgiving & Halloween!*



## LorenzTeam Tofield BBQ & Carnival



## 2019 Food Bank Fundraiser

During the Back to School season, The LorenzTeam and the Sherwood Park Rotary Club organized a food fundraiser event at Sobeys for the Sherwood Park community. We worked together, had a BBQ and helped raise 1,300 lbs of food and \$508 in cash for the Food Drive. We love to spend time together as a team for a great cause. Thank you to everyone who made this possible and for all the donations!



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