

HIGH DESERT HERALD

January / February 2009

GREG LOBBREGT

KELLER WILLIAMS REALTY

Call 269-GREG (4734) • email: greg@greglobb.com

www.highdesertspecialist.com • www.greglobb.com

2008 is over... *Whew!!*

Well, 2008 wasn't only hard on the real estate industry, but most businesses across the board. Albuquerque was actually one of the better real estate markets in many surveys. That's a small consolation, but wouldn't you rather be here and have your home depreciate approximately 10% for the year compared to 40% to 50% in Miami, Phoenix or Las Vegas? Granted, we didn't have the huge spikes that they had in 2004 and 2005, but in my 25 years in the business, Albuquerque has always been the tortoise and not the hare. We plod along at a fairly predictable pace (in the long run) and we do alright. A great website to look at how we've done over the long term is www.OFHEO.com (a government website). It shows you how home values have done over the years in different markets. In the long run, real estate is still up there in the way of wealth building.

As far as predicting the future, my crystal ball is a bit hazy. I'm encouraged how quickly activity is picking up early in 2009. I think now that the election is over, we know what is going to happen with the government's stimulus package, and with interest rates the lowest they've been in 37 years, people are coming out from hibernation. They realize that they still have a job, that they need to make a change with their real estate needs, whether it be a bigger, smaller, or investment property, and it's a great time to get a loan if you have good credit and down payment. We are getting back to where we used to be before the words "sub-prime", "0 down", or "no income verification" loans were even in our vocabulary (which have only been around about 5 years or so).



**Valentines
Day
Drawing!**

**Call Greg at
269-GREG(4734) before
February 11, 2009
for a chance to win
a \$100 gift certificate for
two at Savoy Restaurant.**

HIGH DESERT: 2008 vs 2007

2008 saw a considerable slowdown in sales and a reduction in the average price of a home sold in High Desert vs. 2007. Here is a snapshot of what happened.

2008 SALES (PER MLS)

Homes Sold	Lowest Price	Highest Price	Avg Price	Days On Market	Price Per Sq.Ft.	List Price Vs Sales Price
60	\$281,000	\$1.2 million	\$543,6054	112	\$214.53	95.39%

2007 SALES (PER MLS)

Homes Sold	Lowest Price	Highest Price	Avg Price	Days On Market	Price Per Sq.Ft.	List Price Vs Sales Price
111	\$280,000	\$2.4 million	\$608,704	101	220.58	97.01%

In summary, the number of homes sold in High Desert dropped 46.4% in 2008 vs. 2007, which considering the higher price range, is not too bad. It indicates to me that if people don't need to move, they're staying put. And qualifying for a jumbo loan mortgage (higher than \$417,000) is more difficult and the interest rate is higher, slowing down the demand.

The average sales price fell 10.7% from 2008 vs. 2007, which is better than a lot of the city, and very good compared to most cities in the country.

HOMEOWNER SERVICES DIRECTORY

ALTERATIONS

Stephanie Carter (Home & Personal) .. 296-0688

APPLIANCE SERVICE

Layton's Appliance Service 344-9663
Ole's Appliance Service 244-1010

APPRAISER

Leslie Hulebak..... 294-8888

ATTORNEY

Pamela Crane (Real Estate)..... 217-5266
Sylvain Segal (Real Estate) 888-8888

CABINETS

Blue Sky Woodworks (Mick Harper) 897-0594

CARPET & FLOORCOVERINGS

Benchmark Wood Floors (Hardwood Floors)
(Kevin)..... 292-3238
Duke City Floor Coverings 803-3900
Floors & More (Jim)..... 991-0292
High Desert Flooring
(tile, carpet, laminate)..... 271-2238

CARPET CLEANING

Pegasus Carpet Care (Paul)..... 296-0071
Sparkle Brite Carpet Clean (John)..... 203-2798

CARPET STRETCHING

Franklin (Carpets by Sonja) 688-3641
Bobby (Cash & Carry)..... 315-2494

CLEANING (RESIDENTIAL)

Jenny 235-5825
Maria 385-1430

COMPUTER NETWORKING- HOME & SMALL BUSINESS

PCWise (Glen)..... 934-0606

DESIGNER

Rick Steffy 250-7126

ELECTRICIAN-GENERAL

Mark Arias 306-3771
Americas Electric(Arnulfo)..... 553-4375

ESTATE SALES

Cross Current Estates
Liquidations and Sales..... 259-4249

FINANCIAL SERVICES

Cordoba Insurance Agency LLC
Crystal T. Day 293-4097
Jeanne Malone..... 962-2230

GARAGE DOOR INSTALLATION

Quality Garage Door (Joe)..... 298-8374

GRAPHIC DESIGN

Kathy Montoya 235-5966

HANDYMAN SERVICES

Brian Howe..... 228-9501
Richard Franklin 850-5633

HEATING & COOLING

Philmore Heating & AC 884-1595
Scott Ruch..... 235-9994

HOME ENTERTAINMENT SYSTEMS

AVR Resources (Richard Gallegos)..... 9696-AVR
or 991-7424

INSURANCE

State Farm (Ken Brudos)..... 836-5060

INTERIOR DECORATING

Susan Shires..... 259-8147

LAWN MAINTENANCE/LANDSCAPING

Hidden Valley Landscaping (Gonzo).... 480-9385
Hill's Tree & Cleaning Co.
(Travis & Gerry)..... 304-4418
Molly Rodgers Landscapes (Molly)..... 250-2880
Pro Enviro Scapes
(James Arellano) 261-1794

MORTGAGE COMPANY

Countrywide Home Loans
(Jason Pike) 828-9400

MOVERS

Graebel Movers (Tom Reichert)..... 440-6496

PACKING

Jenny..... 235-5825

PAINTING

A+ Painting (Micah)..... 463-8999
Andy's Painting..... 934-0660

PEST CONTROL

Eagle Eye Exterminating (Aaron)..... 991-3931
Route 66 Pest Control..... 892-6100

PET GROOMING

Bills' Mobile Pet Grooming..... 856-2760

PET SITTING SERVICE

Ruth Connery 292-7202
Angela Triplett 310-1790

PLUMBERS

Big Mountain Quaily Plumbing, LLC
(Dave) 281-4353
Preferred Plumbing-Steve Baca 265-0708
RS Mechanical (Rick Stein)..... 239-5233

POOLS

New Mexico Pools (Gino Semeraro) ... 839-7777

POOL MAINTENANCE

Dan Carrigan Pool and Spa Tech 797-9680

PROPERTY MANAGEMENT (RESIDENTIAL)

Jim Siebenthal Property Mgt..... 797-8764

RESURFACING SINKS/TUBS/COUNTER

New Surface..... 294-4966
Granite Transformations..... 872-3600
Get A Grip..... 268-0929

ROOFER

AA Flat Roof Seal Co. 275-7325
Alvarado Roofing..... 842-7663
Reece Roofing (Kevin Reece) 681-8564

SECURITY SYSTEMS

The Alarm Store (Lynn Russell)..... 881-0001
Alarm Research (Paul)..... 291-9458

SPRINKLER MAINTENANCE

Anything Sprinklers 275-0996

STAINED GLASS

Pam Baker..... 401-5123

STORAGE

Economy Storage..... 294-4444

STUCCO WORK

Chuck Gonzales..... 306-7840
Macias Lath & Plaster- Hugo Macias... 220-6268
Stucco Seal (Robin Sproul)..... 292-7325

TILE WORK

Bob Warmeth 410-1011
Luis Villegas 261-1980
Lorenzo Hernandez..... 991-5507

TITLE/ESCROW SERVICES

U.S. Title (Cari L. Payne) 353-3500

TERMITE TREATMENT

Eagle Eye 867-5058

TUTORING/TEACHING

Paula Burns..... 275-9262

WALLPAPER

Angie Fincher Wallpapering 298-9053
Linda Jeffery 294-4029

WINDOW CLEANING

T & A Window Cleaning(Tony/Angela) . 804-3515
The Window Guy..... 203-9868

WINDOW REPAIR

M&T Glass..... 292-9188
Preferred Glass & Mirror 293-2060

WROUGHT IRON

Action Security Iron, Inc. 344-5451

FREE SERVICES AT OUR OFFICE!

The following services are available FREE
at our office at **Keller Williams Realty**
(505) 271-8200

9201 Montgomery Blvd. NE • Ste. 101 • ABQ, NM 87111
Please call before you come by --269-GREG (4734).

FREE use of office copy machine.

FREE copy of your credit report

FREE inbound/outbound faxing local OR long distance

FREE market valuation of your home to find out if you can
cancel your PMI (Private Mortgage Insurance) or to
help you determine a price if you are ready to
sell your home.

FREE report on comparable sales in your neighborhood to
help you protest your property taxes.

**REAL ESTATE
SERVICES**
Greg Lobbereg
269-GREG(4734)



FEATURED HIGH DESERT LISTING

6112 Purple Aster Ln NE

Incredible home built by Stone located in a gated private community. Excellent floor plan with master down as well guest/office/study with full bath. Two living areas separated by a two-way gas log fireplace. Formal dining, reverse osmosis water system, central vac and refrigerated

air. Absolutely lovely backyard with tremendous mountain views and spectacular water feature. MLS:618793, 2500sqft., \$534,900 Call Greg at 269-GREG(4734) or Linda at 259-4107.



Your Home
Could Be
Pictured Here!



Call Greg Today at
269-GREG (4734)

From a Satisfied Client:

We want to express our sincere appreciation to Greg Lobberegt, Keller-Williams Realty, for his assistance in the sale of our home.

Greg was contacted in late 2008 and asked to serve as our realtor. He responded immediately by providing the support, recommendations and guidance, based on his expertise, on the best way to present a home to obtain that quality "first impression" to potential buyers. He is well known in this area and was also able to provide us with names of quality personnel and companies that helped us with the repairs on any deficiencies identified in the home. Our home was shown to potential buyers multiple times and several open houses were



also held. We received numerous positive feedback and comments on the appearance of our home. All of these efforts resulted in the pending sale after only a short period of time.

We would also like to acknowledge Greg's assistant, Bridget. They

are a great team and work extremely well together to answer any questions and to provide the guidance necessary regarding the home sales process.

We would recommend Greg to other potential home sellers to seek his assistance and guidance. He is one that can make it happen.

— William W. & Julia E. Thompson



Up to four free Tram passes are available from ME every day.

Call early to reserve your passes, as they are available on a first come, first served basis.

Call
269-GREG (4734).

BUYERS IN NEED OF HOMES *You Can Help.*

We have several buyers searching for the following properties in High Desert:

High Desert, Foothills, \$195-360K, 3 or 4 bdms, 1.75+BA, 2+CG, single level. (KC)

High Desert, Foothills, \$245-410K, 1500-3000sqft. (SB)

Sandia Heights, High Desert, Vacant Land. (TN)

High Desert, \$300-400K, single level, 3+BR, 2+BA, Patio home or TH. (DT)

High Desert, Four Hills, Northeast Heights, Foothills, \$195-300K, 3+BR, 1.75+BA, 2+CG. (L)

High Desert, Sandia Heights, \$295-525K, 3+BR, 2+BA, 2+CG, 1 story.

SOLD IN HIGH DESERT

Street Name	SF	Sales Price	Price Per Sq. Ft.	Days on Market
Alpine Tr. NE	2,796	\$525,000	\$187.77	175
High Ridge Pl NE	3,068	\$570,000	\$185.79	550
Juniper Canyon Trl. NE	3,914	\$1,160,000	\$296.37	538
Sandia Ridge Pl NE	2,319	\$435,000	\$187.58	269
Silverlace Tr.NE	1,629	\$288,000	\$176.80	114

HIGH DESERT HERALD

Pre Sorted STD
U.S. Postage
Paid
Albuquerque, NM
Permit No. 1893

GREG LOBBBERGT
9201 Montgomery Blvd NE
Albuquerque, NM 87111