

# FOOTHILLS EXAMINER

November 2009

**GREG LOBBREGT**

**KELLER WILLIAMS REALTY**

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

[www.foothillsspecialists.com](http://www.foothillsspecialists.com) • [www.greglobb.com](http://www.greglobb.com)

## Sales Headed in the Right Direction

Pending home sales in July reached their highest mark in two years, and closed sales also continued on an upward path. As a result, inventories are tightening; in June there were 3.8 million properties for sale nationally, compared with 4-5 million at the same time last year.

More broadly, there are other indications the economy is heading up. Durable goods orders have risen for three straight months because business inventories have been depleted. The stock market has also made a nice comeback, and exports have been rising faster than imports.

Thanks to these promising signs, the forecast is for higher home sales and stabilizing prices in the near future. But there are still some concerns.

First, although inventories are improving, it's

possible that many owners want to put their house on the market but are waiting for conditions to improve. Banks may be doing the same with their foreclosed properties. These concerns might be off the mark; in areas where housing has been recovering, expect to see inventories softening as sellers and banks jump back in, but it hasn't happened yet.

Beyond the housing market, there are other economic factors that could hold back recovery. The country is looking at a continuing long-term budget deficit that could translate into higher mortgage rates. Heavy job losses make it likely foreclosures will keep rising through the remainder of the year.

Still, there is a reason to be confident. With home sales heading up and inventories shrinking, prices are stabilizing. These are the key conditions needed to lead the economy into growth mode. Once that happens, jobs will follow.

Trade your pumpkins in for a pumpkin pie

It's time for the 19th Annual Lobbregt Pumpkin Pie for Pumpkin Swap.

All you have to do is call me at 269-GREG after you've used your pumpkins for Halloween, and by the week of Thanksgiving, I'll deliver a fresh pumpkin pie to your door.

Even if you don't have a pumpkin and would like a pumpkin pie, just let me know and I will still deliver one!

And no, I don't make them myself from the pumpkins I retrieve.

## Hiring a Real Estate Agent? Think like a CEO

When picking a real estate agent, think of yourself as an employer hiring for your company: Require a good resume, check references and do a thorough interview.

As a CEO, you must recruit the best talent. Buying or selling a house is just like a business deal-and you need the right lieutenant to get the job done.

Agents should be familiar with neighborhoods and selling trends. You want someone who will go above and beyond to make things happen in this slow real estate market.

One of the best ways to find a good agent is to ask friends and family. They often can provide names of people they have worked with and liked. Going to open houses and writing agent names listed on For Sale signs in your neighborhood (especially ones that say "Sold") also might help you locate agents.

But the process doesn't stop there. Once you have a list of names, be sure to interview the candidates so you can determine which one will best meet your needs.

The purpose of the interview is to feel comfortable, to know it's a person that you can work with and trust.

Potential buyers and sellers ask agents about advanced real estate classes they might have taken. That can indicate how experienced and dedicated the agent is.

This is a huge investment, and you want to be sure they have all the knowledge to protect you.

### Here are other questions to consider:

**How compatible are you?** Don't underestimate the importance of personality. Buying or selling a house is often stressful and emotionally challenging. Comfort and trust are the key.

**Does the agent know the neighborhood?** Local knowledge is crucial.

**What level of customer care will you receive?** An agent will be your partner in a huge financial undertaking, so you want to choose someone who is always ready, willing and available. The communication needs to stay open and your phone calls and emails need to be returned quickly.

**For sellers: What is the marketing plan for your home?** Ask for a list of ways the agent plans to market and advertise our house. That can include Internet marketing, flyers, postcards and direct mail. Ask for samples and see the quality and professionalism of the presentation.

# 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

David A. Grammer III..... 266-8787  
Sylvain Segal (Real Estate) ..... 888-8888

## CABINETS

Blue Sky Woodworks (Mick Harper) .... 897-0594

## CARPET & FLOORCOVERINGS

House of Floors (Amber)..... 814-6950  
Raby Carpet & Tile Outlet (Joshua) .... 298-1811  
..... (cell) 730-4942

## 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

Landmark ..... 459-4988

## FINANCIAL SERVICES

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

## GARAGE DOOR INSTALLATION

Quality Garage Door (Joe)..... 350-7734

## 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

Kelly McDonald ..... 514-7163

## LAWN MAINTENANCE/LANDSCAPING

Jim Cavis..... 449-7041  
JUNK IT EXPRESS (Robert Nunez).... 304-4950  
Lorenzo ..... 797-0794  
Molly Rodgers Landscapes..... 250-2880

## MORTGAGE COMPANY

Bank of America Home Loans  
(Jason Pike) ..... 828-9400

## MOVERS

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

## PACKING/ORGANIZING

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

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

## REAL ESTATE SERVICES

**Greg Lobberegt**  
**269-GREG(4734)**



## RESURFACING SINKS/TUBS/COUNTER

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

## ROOFER

Chase Roofing (Kyle) ..... 821-2332  
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

Leo Chavez ..... 975-5190  
Chuck Gonzales ..... 306-7840  
Stucco Seal (Robin Sproul)..... 292-7325

## TILE WORK

Bob Warmeth ..... 410-1011  
Luis Villegas ..... 688-2203  
Lorenzo Hernandez..... 991-5507

## TITLE/ESCROW SERVICES

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

## TERMITE TREATMENT

Eagle Eye ..... 867-9666

## 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.

# FEATURED FOOTHILLS LISTINGS



## 13217 Manitoba Dr. NE

- 3374sqft/4BR+Office/3.25BA/2CG
- Tremendous Views of the Sandias!
- Backs up to the Bear Canyon Arroyo Open Space!
- MLS:665694, \$575,000
- Call Greg at 269-GREG(4734)



## 1205 Sierra Larga Dr NE

- 3326sqft/3BR+Study/Office/3BA/3CG
- Wonderful floor plan with New paint!
- MLS:658052, \$479,000
- Call Greg at 269-GREG(4734)



## 1404 Wells Dr NE

- 2352sqft/3BR/2.5BA/2CG
- Inviting in-ground heated swimming pool!
- MLS:658817, \$395,000
- Call Greg at 269-GREG(4734)



## 1433 Monte Largo Dr NE

- 1433 Monte Largo Dr NE
- 2724sqft/3 BR/2.5 BA/3CG
- Light and Bright floor plan with city and mountain views!
- MLS:661339, \$375,000
- Call Greg at 269-GREG(4734)



## 725 Supper Rock Dr NE

- 2854sqft/4BR/2.75BA/2CG
- Nestled in the Foothills, one Block from the Open Space!
- MLS:661478, \$299,500
- Call Greg at 269-GREG(4734)



## 3129 Casa Bonita Dr NE

- 2285sqft/4BR+office/study/2.25BA/2CG
- Wonderful Foothills location with great mountain views!
- MLS:665228, \$294,000
- Call Greg at 269-GREG(4734)



## 14332 Grand Ave NE

- 1803sqft/3BR/1.75BA/2CG
- 250sqft sunroom with tiled flooring!
- MLS:653750, \$229,900
- Call Greg at 269-GREG(4734)

Your Home  
Could Be  
Pictured Here!



Call Greg Today at  
269-GREG (4734)

## BUYERS IN NEED OF HOMES *You Can Help!*

We have several buyers searching for the following properties in the Foothills:

Foothills, \$245-410K, 3+BR, 1.75+BA, 2+CG. (JA)

Foothills, \$195-310K, 3+BR, 1.75+BA, 2+CG, 1-2 stories, no pool. (DDB)

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

Foothills, Four Hills, Sandia Heights, \$249-359K, 2+BR, 2+BA, 2+CG, 2000+sqft. (DJ)

Foothills, Glenwood Hills, \$250-400K, 4+BR. (CM)

Foothills, Northeast Heights, \$180-250K, 4+BR, 4.75+BA, 2+CG. (CW)

Foothills, El Dorado School District, \$249-350K, 4+BR, 1.75+BA, 2+CG. (GCT)

Foothills, Glenwood Hills, 3000+sqft, VIEWS. (MG)

Foothills, Four Hills, Northeast Heights, High Desert, Uptown, UNM, \$245-355K, 3+BR, 1.75+BA, 2+CG. (PL)

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).



## SOLD IN THE FOOTHILLS

Street Name	SF	Sales Price	Price Per SF	Days on the market	Street Name	SF	Sales Price	Price Per SF	Days on the market
Vista Del Rey NE	1,300	\$134,500	\$103.46	73	Pinnacle View Dr NE	2,150	\$245,000	\$113.95	49
Glenwood Pointe NE	1,050	\$145,000	\$138.10	96	Singletary Dr NE	1,959	\$268,000	\$136.80	66
Vista Del Rey NE	1,226	\$150,000	\$122.35	43	Bellamah Ave NE	1,991	\$280,000	\$140.63	389
La Villita Ct NE	1,937	\$182,000	\$93.96	120	Prairie Loft Way NE	1,872	\$295,000	\$157.59	91
Monte Alto Dr NE	1,450	\$186,000	\$128.28	21	Daskalos Dr NE	3,795	\$350,000	\$92.23	573
Neon Ave NE	1,512	\$205,000	\$135.58	67	Casa Del Norte Dr NE	2,568	\$350,000	\$136.29	43
Cambridge Pl NE	1,700	\$232,000	\$136.47	4	Circulo Largo Ct NE	2,663	\$356,000	\$133.68	74
Monte Largo NE	1,918	\$236,000	\$123.04	10	Oro Real NE	2,597	\$382,000	\$147.09	32
Parkside Dr NE	1,730	\$238,000	\$137.57	121	Embudito Dr NE	2,620	\$392,500	\$149.81	57

# FOOTHILLS EXAMINER

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

GREG LOBBRECHT  
9201 Montgomery Blvd NE  
Albuquerque, NM 87111