

# FOUR HILLS HERALD

January / February 2009

GREG LOBBREGT

KELLER WILLIAMS REALTY  
Call 269-GREG (4734) • email: greg@greglobb.com  
www.abqforsale.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 9% 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](http://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.

## FOUR HILLS SALES: 2008 vs 2007

2008 saw a considerable slowdown in sales and a reduction in the average price of a home sold in Four Hills 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
63	\$150,000	\$625,000	\$302,484	104	\$136.35	96.50%

### 2007 SALES (PER MLS)

Homes Sold	Lowest Price	Highest Price	Avg Price	Days On Market	Price Per Sq.Ft.	List Price Vs Sales Price
91	\$140,500	\$898,000	\$331,826	76	\$146.97	96.42%

In summary, the number of homes sold in Four Hills dropped 39.4% in 2008 vs 2007, which is about what the rest of the city did. The average sales price fell 8.8% 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  
o r ..... 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

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



## 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.

## FOUR HILLS FEATURED LISTING

### 1001 Cuatro Cerros Trail SE

Absolutely stunning all brick single level 4 bedroom custom home built by Pauls. Two living areas, family room is extra large with stone fire place and built-ins. Gorgeous updated kitchen with newer appliances and good sized breakfast nook. Formal dining, all secondary bedrooms are large. Master bedroom is huge with private entrance to the gorgeous backyard. Enclosed Jacuzzi in backyard conveys. RV parking, private courtyard extra large corner lot with fabulous curb appeal.



# SOLD

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 Lobbereg, 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*

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

We have several buyers searching for the following properties in Four Hills:

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

Four Hills, \$310K or less, 10 years or  
older. (DT)

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

Four Hills, Northeast Heights, Foothills,  
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 FOUR HILLS

Street Name	SF	Sales Price	Price Per Sq. Ft.	Days on the Market	Street Name	SF	Sales Price	Price Per Sq. Ft.	Days on the Market
Granite Point Tr. SE	1,766	\$225,000	\$127.41	166	Sea Biscuit Dr. SE	2,265	\$419,266	\$185.11	24
Matador Ave. SE	2,734	\$225,000	\$82.30	27	Shaffer Ct. SE	1,142	\$150,000	\$131.35	49
Matador Ave. SE	3,278	\$259,000	\$89.99	60	Wagontrain SE	2,410	\$280,000	\$116.18	65
Mountain West Ct. SE	2,215	\$216,500	\$97.74	77	Warm Sands Ct. SE	3,251	\$465,000	\$143.03	169
Rio Arriba SE	2,091	\$230,000	\$110.00	28					

FOUR HILLS HERALD

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

GREG LOBBERECHT  
9201 Montgomery Blvd NE  
Albuquerque, NM 87111