

FOUR HILLS HERALD

November 2009

GREG LOBBREGT
KELLER WILLIAMS REALTY
Call 269-GREG (4734) • email: greg@greglobb.com
www.abqforsale.com • 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.

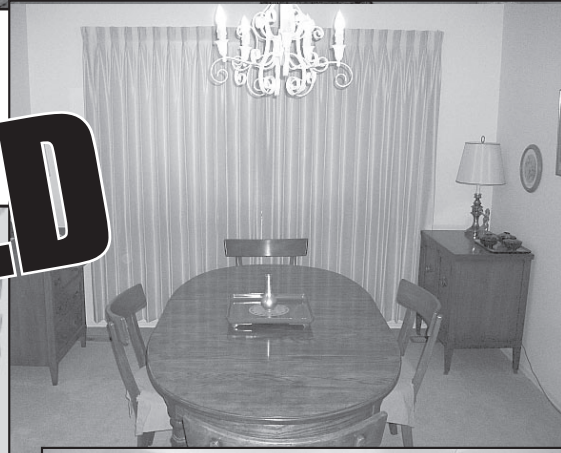
FREE report on comparable sales in your neighborhood to
help you protest your property taxes.

FOUR HILLS FEATURED LISTING

920 Santa Ana Ave. SE

Wonderful **FOUR HILLS** single level home that offers 3 bedrooms, two living areas (one with built-ins and wood burning fireplace.), formal dining, and great kitchen with large breakfast nook. Storm windows throughout and nice sized utility room.

Great curb appeal with large enclosed courtyard and very private lush backyard with storage shed. 1923sqft., 3 bedrooms, 2 full baths, 2 car finished garage, MLS:662290, \$239,000.



SOLD

Your Home Could Be Pictured Here!



Call Greg Today at 269-GREG (4734)

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, Foothills, 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 Market	Street Name	SF	Sales Price	Price Per Sq. Ft.	Days on Market
Pinon Creek Ct SE	1,500	\$160,000	\$106.67	342	Sagebrush Ct SE	2,400	\$315,000	\$131.25	453
Pinon Creek Rd SE	1,478	\$169,900	\$114.95	8	Waterlily Ct SE	4,018	\$325,000	\$80.89	188
Serenity Hills Pl SE	1,300	\$185,000	\$142.31	424	Pinon Creek Trl SE	2,381	\$329,000	\$138.18	175
Hackberry Trl SE	1,333	\$205,000	\$153.79	372	Toro St SE	3,010	\$400,000	\$132.89	162
Wagon Train Dr SE	2,280	\$227,450	\$99.76	368	Cuatro Cerros Trl SE	4,212	\$425,000	\$100.90	200
Santa Ana SE	1,985	\$240,000	\$120.91	54	Stagecoach Rd SE	4,126	\$425,000	\$103.01	485
Sparrow Hawk Ct SE	2,327	\$314,000	\$134.94	109	Cuatro Cerros Trl SE	4,221	\$1,000,000	\$236.91	64

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

GREG LOBBREGT
9201 Montgomery Blvd NE
Albuquerque, NM 87111