

FOUR HILLS *Examiner*

June, 2010

GREG LOBBREGT

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 292-8900

COLDWELL BANKER LEGACY GREG'S BACK!



I'm excited to announce my move back to Coldwell Banker Legacy! I feel that with my expertise, knowledge, time in the business, and Coldwell Banker Legacy's extensive marketing tools, this will be a win/win situation to better serve my clients.

3 Great Real Estate Deals That Won't Last

Purchasing a home is one of the biggest decisions that a person makes. Because of the serious financial commitment involved, most buyers are interested in securing the best deal possible when purchasing a home. As the economy continues to wreak havoc on our jobs and plans for retirement, many people are wondering when will be the best time to purchase a house.

Much like timing a move in the stock market, potential home buyers are waiting for the time when they can maximize their investment. Lower home prices, low interest rates and federal subsidies have all led to better deals in real estate, but these perks may not last much longer.

LOWER HOME PRICES

Since the real estate bubble burst, many real estate markets have seen a dramatic price drop in median home value. While this can be devastating to home sellers or home owners who are underwater with a mortgage that is worth more than their home, it can be a great opportunity for the home buyer.

In many markets, it is truly a buyer's market as prices continue to be well below levels from just several years ago. With many homes now going into foreclosure or short sales when the lender agrees to sell the property at a moderate loss in order to avoid

foreclosure), opportunities abound for the qualified buyer; that is, one who can still secure a loan.

While some experts believe that home prices should start to increase soon, others think that it's likely the prices will simply stabilize. Either way, for buyers this means it may be a good time to purchase a home. With the large number of homes currently on the market, there is a relative balance between supply and demand. As more people become willing to purchase homes, prices may reach a turning point.

LOW INTEREST RATES

Over the past year, the Fed has been buying billions of dollars' worth of mortgages every month, boosting the market. The mortgage-backed securities (MBS) market is similar to the stock market. When there is a high demand for a stock, the price rises; when there is a high demand for mortgage coupons, those prices rise.

Mortgage securities prices and interest rates are inversely correlated; as prices go up, mortgage rates fall; and when prices drop, mortgage rates increase. The Fed has purchased large quantities of mortgage-securities, keeping prices artificially high and mortgage rates low. Analysts believe that once the Fed ends its purchase program,

prices will fall resulting in increased interest rates.

The Mortgage Bankers Association (MBA) expects the rate on a 30 year fixed rate mortgage to increase to 6.1% by the end of the year. This is up from an average of approximately 5% now.

To put this in perspective, a \$180,000 30-year mortgage at 6.1% (excluding taxes and private mortgage insurance) will require a monthly payment of \$1,091, with total interest paid equal to \$212,685. The same loan at a lower 4.91% rate will create a \$956 monthly payment (saving \$135 per month) with total interest equal to \$164,305 (a substantial savings of \$48,380 over the course of the loan). Rate changes as little as 0.5% can have a significant impact on the overall cost of a home.

A GAMBLE

Timing a home purchase to get the best price at the best rate is a bit of a gamble. While many analysts believe that now is a sensible time to engage in a real estate purchase, six months from now might be a better time. It's like trying to pick when the stock market will turn: you can only make a well educated guess and hope that your research pays off.

HOMEOWNER SERVICES DIRECTORY

ALTERATIONS

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

APPLIANCE SERVICE

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Ole's Appliance Service 244-1010

APPRAISER

Leslie Hulebak..... 294-8888

ARCHITECTS

Roger Cinelli & Assoc..... 243-8211

ATTORNEY

Sylvain Segal (Real Estate) 888-8888

CABINETS

Blue Sky Woodworks (Mick Harper) 897-0594

CARPET & FLOORCOVERINGS

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Raby Carpet & Tile Outlet (Armando) .. 298-1811
..... (cell) 730-4942

CARPET CLEANING

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Sparkle Brite Carpet Clean (John)..... 203-2798

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

CLEANING (RESIDENTIAL)

Maria 385-1430

COMPUTER NETWORKING- HOME & SMALL BUSINESS

PCWise (Glen) 934-0606

DE-CLUTTERING HOME

Kate.Schmitt..... 803-3573

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
Jim Cavis..... 449-7041

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

Jessica Espot 264-0994

KITCHEN REMODEL

Davis Kitchens 292-4800

LAWN MAINTENANCE/LANDSCAPING

Jim Cavis..... 449-7041
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

Kate.Schmitt..... 803-3573

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

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

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Preferred Plumbing-Steve Baca 265-0708
RS Mechanical (Rick Stein) 239-5233

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

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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

Chuck Gonzales..... 306-7840
Stucco Seal (Robin Sproul)..... 292-7325

TILE WORK

Andrew Sanchez..... 400-7087
Richard Wolfe..... 688-0903

TITLE/ESCROW SERVICES

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

TERMITE TREATMENT

Eagle Eye 867-9666

TUTORING/TEACHING

Paula Burns..... 275-9262

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Angie Fincher Wallpapering 298-9053
Linda Jeffery..... 294-4029

WINDOW CLEANING

ABQ Window Cleaning Solutions
(Eric)..... 203-0182
T & A Window Cleaning(Tony/Angela) . 804-3515

WINDOW REPAIR

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

WROUGHT IRON

Action Security Iron, Inc. 344-5451

FREE SERVICES FROM GREG

The following services are available FREE from Greg at
8200 Carmel NE, Albuquerque, NM 87122. 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.

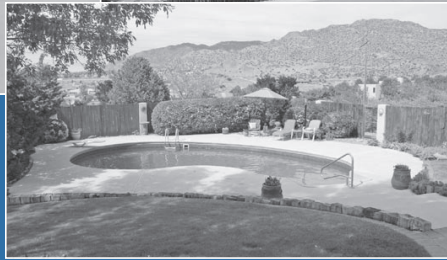
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FEATURED LISTINGS

See a Virtual Tour of my Listings @ www.greglobb.com

1105 Wagon Train Dr SE

Absolutely gorgeous 4 bedroom single level home in Four Hills! Two living areas, formal dining, large family room with beautiful fire place and built-ins. Updated kitchen to include new stainless steel appliances, granite countertops and large breakfast area. Updated hall & 1/2 baths. Decorator paint and new light fixtures throughout. Master bedroom has own access to the wonderful backyard with in-ground gunite pool and outdoor bancos and Kiva fire place. Extra deep 2 car garage. This one is a beauty. 2460sqft., 4 bedrooms, 2.25 baths, 2 car garage, MLS:672929, \$385,000.



13803 Winterwood Way SE

Incredible FOUR HILLS home located on large corner lot (.54 acre), and very private no-thru street. Immaculate home that offers an extremely light & bright floor plan with large great room with built-ins, separated master with his & her closets and large deck with forever views. The beautiful backyard is your private retreat with in-ground pool, gazebo, hot tub, and large covered patio. Beautiful landscaping. Three car garage with workbench. Absolutely amazing VIEWS of the Sandias! 2727sqft, 3 bedrooms, 2 full baths, 3 car garage, Swimming Pool, MLS:682432, \$359,900.

13609 Mountain West Ct SE

Located in the newer subdivision of FOUR HILLS this home offers a very light and bright floor plan with high ceilings and large eat-in kitchen that opens to the family room. Two living areas and all bedrooms up. Pretty Xeriscape landscaping in front and very private low maintenance backyard with side dog run. 2215sqft, 3 bedrooms, 2.5 baths, 2 car garage, MLS:684114, \$238,500.



Your Home Could Be Pictured In This Newsletter!
Call or Email Greg Today!
269-GREG (4734), greg@greglobb.com



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.

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WHAT'S NEW?

BUYERS IN NEED OF HOMES You Can Help!

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

Four Hills, Foothills, NE Heights, \$300-410K, 3-4BR, 2-4BA, 2-3CG, 2000-3000sqft. (DCAB)

Four Hills, Sandia Heights, Foothills, \$125-180K, 2-3BR, 1-2BA, 1-2CG, Condo/ Townhouse. (MC)

Four Hills, Foothills, Sandia Heights, High Desert, \$225-310K, 3-4BR, 2-4BA, 2-3CG, 1500-2200sqft. (JM)

Four Hills, Foothills, \$290-410K, 3-4BR, 2-4BA, 2-3CG, No Pool, 2000-3500sqft. (AM)

The Power to Sell



Interactive Mall Office



Online Virtual Tours and High Definition Photos



Previews Luxury Home Sales



Full Color Magazine



Just Listed Postcards



ColdwellBanker Legacy.com



ColdwellBanker.com



YouTube.com/ ColdwellBankerLegacy

Examines
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