



Call 269-GREG (4734)

# HIGH DESERT HERALD

## A PEEK AT THE REAL ESTATE CRYSTAL BALL



People are always asking me "What do you think the residential real estate market will do in the near future?" I wish I knew, because if I did. I'd be writing this to you from my own private island in the Pacific or ski lodge in the Rockies.

Economists are predicting that the real estate market will cool somewhere in 2004. But then they've been saying that for awhile, because they feel that this year interest rates will rise as high as 6.625% for a 30 year fixed rate loan (Currently at around 5.75%). What has happened though, is interest rates have gone down, not up.

Lower mortgage interest rates translate into higher selling prices, because the monthly costs of ownership are lower. The combination of writing off your mortgage interest and property taxes, and pocketing

up to \$250,000 (for single filers) and \$500,000 (married joint filers) of capitol gains tax free as often as once every two years, you can take your tax free gains from one house to the next, or spend it on whatever you wish (you don't have to reinvest it into your next home).

Another factor in the Albuquerque Market overall is the lack of inventory, or homes that are for sale. At the bottom of this page I've put together with the help of our Multiple Listing Service, what is happening in different price ranges in *High Desert*. As you can see, generally we're seeing about a one month supply, and in a lot of cases, homes are selling quicker than that, often with more than one offer.

How long can this continue? Don't prices at some point have to be in alignment with local employment and income growth? Most economists agree and feel this is not sustainable. Over 20 years in this business has taught me that home values don't always go up. Albuquerque is a more stable market that say California, where values can go up 100% in four years, but drop 50% the next two. We generally go up a few years (although not dramatically) and then level off for several years after that.

As long as interest rates stay where they are, and they should being that it's an election year and the economy is growing but not too fast, we should continue to have

a "sellers market." But if interest rates start going up because the economy is growing too fast (higher prices for goods and services) or the Federal Budget deficits continue their record pace (borrowing more money away from the consumer, thus increasing interest rates) we could become more of a balanced market with supply of inventory in pace with demand. But then, my crystal ball can get foggy sometimes.

### Debbie Has Moved!!



**Debbie McCoy Lobbereg  
RE/MAX ELITE**

**Her new home is located at 8300  
Carmel Ave., NE, Bldg. 2  
(Paseo Del Norte & Barstow)**

**Direct Office 798-1000  
Direct Home 798-0700  
Mobile Phone 263-4532**

# HOMEOWNER SERVICES DIRECTORY

## ACCOUNTANT

Harry Weils 898-3504

## APPLIANCE SERVICE

Layton's Appliances Service 344-9663  
Ole's Appliance Service 294-5516

## APPRAISER

Leslie Hulebak 294-8888

## ATTORNEY

Sylvain Segal(Real Estate) 888-8888

## CARPET & FLOORCOVERINGS

Carpets By Sonja  
(Felix & Bob) 344-5365  
Cash & Carry Carpet  
(Ray Moody) 344-5660

## CARPET CLEANING

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

## CARPET STRETCHING

Franklin  
(Carpets by Sonja Ref.) 688-3641  
Bobby  
(Cash & Carry Ref.) 315-2494  
Allen Bats  
(Cash & Carry Ref.) 877-8997

## CLEANING (RESIDENTIAL)

Blanca Quinones 203-5577

## COMPUTER ASSISTANCE

Richard Davisson 292-1753

## ELECTRICIAN-GENERAL

John Demarets 294-0238  
Mark Arias 306-3771

## ESTATE SALES

Sharon's Sales 268-3322

## FLOORING-REFINISHING

Crystal Alchemy  
Micki Crystal 907-8892

## GARAGE DOOR INSTALLATION

Quality Garage Door 298-8374

## GENERAL CONTRACTORS

Rusty Arrighetti Bldg.  
Specialties 379-9699  
Dick Hofland 228-7494

## HANDYMAN SERVICES

Affordable (Yard) 294-5821  
Pat Beasley (Home) 933-8336

## HEATING & COOLING

Philmore Heating & AC 884-1595

## HOME ENTERTAINMENT SYSTEMS

AVR Resources  
(Richard Gallegos) 9696-AVR

## INSURANCE

State Farm  
(Ken Brudos) 836-5060

## INTERIOR DECORATING

Angie Fincher 298-9053  
Interior Impact  
(Jan Coughlin) 898-7048

## LAWN MAINTENANCE/LANDSCAPING

Green Thumb Lawn Care 249-1977  
Hidden Valley Landscaping 856-5299

## MORTGAGE COMPANY

Countrywide Home Loans  
(Jason Pike) 828-9400  
Lewallen Mortgage  
(Bob Hakem) 293-9300

## MOVERS

Valley N. American  
(Tom Reickert) 344-9030  
American Movers  
(Frank Barela) 991-6001

## PAINTING

Joe Till 269-1478  
Andy's Painting 934-0660

## PEST CONTROL

Eagle Eye Exterminating  
(Aaron) 991-3930  
Alliance Pest Mgmt.  
(Alan Feurer) 892-6100

## PLUMBERS

RS Mechanical  
(Rick Stein) 239-5233

## POOL MAINTENANCE

Dave's Pools & Spa 299-5200

## PROPERTY MANAGEMENT (RESIDENTIAL)

Jim Siebenthal Property Mgt. 797-8764

## REAL ESTATE SERVICE

Greg Lobbereg 269-GREG(4734)

## REMODELING

Rusty Arrighetti Bldg. Specialist 379-9699  
Thomasson Construction  
(Bert) 228-9457

## RESURFACING SINKS/TUBS/COUNTER

B& K (Billy) 866-6930  
New Surface 294-4966

## ROOFER

Steve Maestas 220-8422

## SECURITY SYSTEMS

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

## SPRINKLER MAINTANCE

Cityscape Landscape Solutions  
(Guy Parker) 266-6338

## STORAGE

Economy Storage 294-4444

## STUCCO WORK

Chuck Gonzales(Patching/Repair) 869-7041  
Stucco Seal(Robin Sproul) 292-7325

## STUCCO WORK

(Whole House)  
J & L Stucco 831-2711  
(Jake) 975-5191  
(or Leo) 975-5190

## TILE WORK

Scott O'Brien 856-7176

## TITLE/ESCROW SERVICES

Stewart Title (Julie Gibertini) 346-5489

## TERMITE TREATMENT

Alliance Pest Mgmt.  
(Alan Feuer) 892-6100

## WALLPAPER

Angie Fincher Wallpapering 298-9053  
Linda Jeffery 294-4029

## WINDOW CLEANING

Squeaky Clean 259-3915

## 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,  
Montgomery at Tramway!

Please call before you come by - 269-GREG (4734)

Main office 298-1600

**FREE** use of office copy machine for up to 50 copies.

**FREE** copies 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.

**FREE** membership in Coldwell Banker Concierge  
Service with discounted fees for local contractors  
and vendors.

# FEATURED LISTINGS



### 13308 Twilight Trail NE

One of the most incredible Scott Patrick 4 bedroom custom homes on one of the best open space lots in High Desert! From the moment you walk through the front door, the curvilinear window wall looks out to the Bear Canyon Arroyo all the way down to the sparkling city lights. You need to see this home to see the many wonderful amenities too numerous to list here. 2742 SF.



### 13235 Jo Lane

Absolutely gorgeous Jenco custom home in a gated part of High Desert. Mahogany cabinets, granite counter-tops, radiant floor heat, travertine stone floors, upgraded lighting & appliances, soothing Gunite Pool with automatic safety cover. 2735SF.



### 6423 Sage Point NE

Great Scott Patrick home in High Desert! Gas log fireplace and vigas in the great room. Awesome city views from curved living room windows. Decorative nichos and skylights throughout. Large walk-in closet, double sinks and a garden tub in the Master suite. Approximately 1650 SF, \$229,900.


## A LOOK AT LISTINGS & SALES IN HIGH DESERT

<u>Price Range</u>	<u>Active Listings</u>	<u>Sold, Pending, Closing this Month</u>	<u>Price Range</u>	<u>Active Listings</u>	<u>Sold, Pending, Closing this Month</u>
\$<249,999	2	1	\$700-399,999	4	2
\$250-349,999	6	5	\$800-499,999	4	0
\$350-449,999	3	2	\$1,000,000-		
\$450-249,999	9	2	1,999,999	5	0
\$500-299,999	4	2	\$2,000,000+	3	0
\$600-349,999	2	0			

# BUYERS IN NEED OF HOMES - YOU CAN HELP!

- Family relocating their business here, looking for an executive home in High Desert. Quality is a must. They're looking up to \$600,000.
- Client looking for a custom home lot in the estates section of High Desert. Will to pay up to \$350,000.

- Couple looking for a home in Four Hills, High Desert or Foothills. Must be less than 20 years old, RV pad or area required. Single level, 2000 sq. ft. Up to \$325,000.
- This out-of-state buyer is seeking a second home in High Desert or the Foothills. Would like Southwestern architecture. Single level, 3 bedrooms, up to \$375,000.

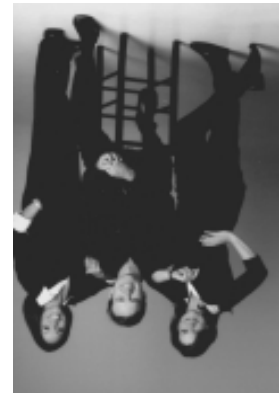


Get Up to 4 Tram passes per day  
**FREE!!**

Subject to availability.  
Call 271-7789.

## “Selling High Desert One Yard at a Time”

www.highdesertspecialists.com  
www.greglobb.com



email: greg@greglobb.com  
269-GREG (4734)  
Albuquerque, NM 87111  
12500 MontgomeryNE, Suite 151A  
**COLDWELL BANKER LEGACY**



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