

HIGH DESERT HERALD

MARCH 2009

GREG LOBBREGT

KELLER WILLIAMS REALTY

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

www.highdesertspecialist.com • www.greglobb.com



TOP 10 REASONS WHY PEOPLE SELL THEIR HOMES.

1. orange shag carpet.
2. Dirty garage.
3. Noisy neighbors.
4. Windows need washing.
5. Not enough outlets.
6. Grass needs mowing.
7. Saw a spider in the basement.
8. Can't spell their address.
9. Lost the remote.
10. Relatives know where they live.

Your friends may have even better reasons. Have them call me!

Sellers: PAY ATTENTION TO ALL OFFERS

Selling a home can be an emotional experience because most sellers have a lot more than money invested in their homes. So, it is understandable that sellers might be reluctant to respond to an offer that is far less than the asking price.

Most sellers have a difficult time being objective about their homes. But detachment is something sellers should strive for, particularly when the market favors buyers. To be a successful seller in a buyer's market, you need to be able to put yourself in the buyer's shoes. Ask yourself if you were a buyer, would you pay the price you would like to ask for your home?

In a soft market, like we are currently experiencing, buyers are prone to make a low offer on any listing that does not receive offers from more than one buyer. The exception is when a listing is priced so competitively that a buyer recognizes a good deal and buys the property before others have a chance.

Some sellers might be inclined to inflate their asking price, so that they will have room to bargain with a buyer. This is a risky strategy for serious sellers. In a buyer's market, where there are a lot of homes for sale, the best listings at the best prices sell.

The listings that do not sell usually need price reductions to get them to a marketable range. If the market is trending downwards, this could mean selling for a lower price than might have been possible if the listing had been priced competitively to begin with.

HOUSE HUNTING TIP:

Sellers whose homes are not competitively priced are prime target for low offers. Even if your home is not badly priced, you could receive a lower-than-asking-price offer if market conditions are uncertain. Rather than being insulted by a low offer, sellers should view it as the beginning of a dialogue that could result in a sale.

Pay close attention to the buyer's financial ability. Gone are the days where buyers could buy a home with little or no cash down, and without verifiable income. Today's buyers are subjected to far more financial scrutiny by lenders than they were a year ago.

Ideally, buyers should be pre-approved for the financing they need before they make an offer. If they are not, make sure there is a clause in the purchase contract that requires the buyers to apply for financing within several days of acceptance.

Find out what kind of financing the buyers are

applying for and which lender they intend to use. Some mortgage lenders recently failed to fund buyers' loans at the last minute. Make sure your buyers receive underwriting approval from a bona fide lender. The number of days for lender approval should also be included in the contract.

Sellers who receive an offer that is unacceptable regarding any of its terms and conditions—not just the price—should have their agent draft a counteroffer. Buyers and sellers often do not know in advance what price they will accept until they are in the midst of a negotiation.

For example, a seller who bought another home before selling might accept a lower price if his house has been on the market awhile and the buyer's offer is not contingent on the sale of another property, and if the transaction will close quickly. Likewise, a buyer could agree to pay more than he thought he would if interest rates were to drop.

THE CLOSING:

The counteroffer process can happen quickly or it can be long and tedious. Be prepared to explore all options before letting a negotiation fail.

SHORT SALE & FORECLOSURE RESCUE

I understand that many families are faced with a situation they never thought they would have to deal with; the fact they are losing their homes.

I have been consulting with families on their Real Estate needs for over 25 years. My job of negotiating for my clients has been tested and proven over and over again.

Now more than any other time in history, the skills of a strong negotiator is needed to assist people in keeping their homes, protecting their credit, and maintaining their dignity.

While I may not have all the answers, I will direct you to those people or places that will have the answers to your special needs.

Unfortunately in bad times, there are people and companies who prey on those in trouble. Let me be your first source of information for your Real Estate questions and concerns. "You need to know what you don't know."

If you prefer to have a private consultation with me, please give me a call, or e-mail me. It would be my pleasure to meet with you.

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

High Desert Flooring
(tile, carpet, laminate) 271-2238
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)

Kate 270-0303
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) 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

Kate 270-0303
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/ORGANIZING

Kate 270-0303
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 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

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 867-5058

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.

FEATURED HIGH DESERT LISTING

13109 Enchantment Ln NE

Extremely impeccable Scott Patrick home located in a gated community of HIGH DESERT! Fabulous mountain VIEWS. This home shows just like a model with updates in bath & lighting fixtures throughout. Superb light and bright floor plan with bedroom/office/

study down with 3/4 bath. Gorgeous kitchen with island & bar that looks out to the family room. Two master bedrooms up. This one is gorgeous!!! 3 bedrooms, 2.75 baths, 2 car garage, MLS:646484, 2016sqft., \$299,900. Call Greg at 269-GREG(4734).



6112 Purple Aster Ln NE

Incredible home built by Stone located in a gated private community. Excellent floor plan with master down as well guest/office/study with full bath. Two living areas separated by a two-way gas log fireplace. Formal dining, reverse osmosis water system, central vac and refrigerated

air. Absolutely lovely backyard with tremendous mountain views and spectacular water feature. MLS:618793, 2500sqft., \$499,000 Call Greg at 269-GREG(4734) or Linda at 259-4107.





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).

BUYERS IN NEED OF HOMES *You Can Help.*

We have several buyers searching for the following properties in High Desert:

High Desert, Foothills, \$195-360K, 3 or 4 bdms, 1.75+BA, 2+CG, single level. (KC)

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

Sandia Heights, High Desert, Vacant Land. (TN)

High Desert, \$300-400K, single level, 3+BR, 2+BA, Patio home or TH. (DT)

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

High Desert, Sandia Heights, \$295-525K, 3+BR, 2+BA, 2+CG, 1 story.



Your Home Could Be Pictured Here!



Please Check out these and other listings on my website at www.greglobb.com

HIGH DESERT HERALD

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

GREG LOBBBERGT
9201 Montgomery Blvd NE
Albuquerque, NM 87111