



REAL ESTATE REPORTER

GREG LOBBEREGET

KELLER WILLIAMS REALTY
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Projects that PAY OFF!

All things being equal, which projects are likeliest to add value to your home? The standard guide used by experts is Remodeling magazine's annual "Cost vs. Value" report. Now in its 18th year, this report compares the cost and value added of identical remodeling jobs in 60 different cities, based on information from contractors and real estate agents.

Make Over Your Kitchen – Sensibly

You can't go wrong renovating an outdated kitchen, especially if you resist the temptation to splurge on pricey items like hand-painted tiles and built-in cappuccino makers. Focus on the basics: refacing existing cabinets; installing a new wall oven, cooktop and sink; putting in new wallpaper and flooring. Last year, the nationwide average cost of these changes was \$15,273, according to Remodeling. Average resale value added: \$14,195. But in strong markets, the project more than recouped its cost.

Give Your Old Bathroom a New Shine

Remodeling an old bathroom is always a good idea – and it costs much less than updating a kitchen. Last year, this popular project typically included installing a new bathtub, toilet and vanity counter with a double sink, plus a recessed medicine cabinet, ceramic-tile floor and vinyl wallpaper. Average cost \$9861. Average value added \$8887.

Most Desired Extra: A Second Bathroom

No improvement is more essential to a family's comfort than a second bathroom. Nationwide, the average cost for these amenities was \$21,087, and the average value added to the house was \$18,226.

Touch Ups Add Appeal

An inexpensive way to enhance your house is to install a simple hanging storage wall system in the garage. A survey found that buyers value garage storage capacity more than a big kitchen, formal dining room or big backyard. Spend on curb appeal. Wash windows, trim bushes, recoat your driveway, repaint the front door, and make sure the doorbell works.

If you are interested in buying or selling a home, or if you'd like to find out what your home may be worth, give me a call at 269-GREG (4734).

Supply vs Demand

Four Hills

Price Range	Active Listings	Under Contract This Month	Current Supply	Last Mo. Supply	Change in Supply
<\$99,999	0	0	0	0	0
\$100,000 - \$149,999	0	0	0	0	0
\$150,000 - \$199,999	1	3	.3	0	.3
\$200,000 - \$249,999	5	1	5.0	0	5.0
\$250,000 - \$299,999	1	1	1	0	1
\$300,000 - \$349,999	1	3	0.3	0.5	-0.2
\$350,000 - \$399,999	2	0	0.0	1.5	-1.5
\$400,000 - \$449,999	3	0	0	0	0
\$450,000 - \$499,999	0	0	0	0	0
\$500,000 - \$549,999	2	0	2	2.0	-2.0
>\$550,000	1	1	1.0	0	1.0

Downtown/Southwest

Price Range	Active Listings	Under Contract This Month	Current Supply	Last Mo. Supply	Change in Supply
<\$99,999	70	34	2.1	1.3	.08
\$100,000 - \$149,999	138	79	1.7	1.6	-0.1
\$150,000 - \$199,999	52	27	1.9	1.7	0.2
\$200,000 - \$249,999	27	6	4.5	3.0	1.5
\$250,000 - \$299,999	13	6	2.2	3.5	-1.3
\$300,000 - \$349,999	13	3	4.3	0.0	4.3
\$350,000 - \$399,999	2	0	0	0	0
\$400,000 - \$449,999	1	1	1.0	0	1.0
\$450,000 - \$499,999	2	0	0	0.7	-0.7
\$500,000 - \$549,999	0	0	0	0	0
>\$550,000	8	1	6.0	1.5	4.5

Southeast Heights

Price Range	Active Listings	Under Contract This Month	Current Supply	Last Mo. Supply	Change in Supply
<\$99,999	21	5	4.2	4.3	-0.1
\$100,000 - \$149,999	17	10	1.7	1.6	-0.1
\$150,000 - \$199,999	7	13	0.5	0.9	-0.4
\$200,000 - \$249,999	10	6	1.7	0.6	1.1
\$250,000 - \$299,999	11	1	11.0	13.0	-2.0
\$300,000 - \$349,999	5	3	2.0	4.0	-2.0
\$350,000 - \$399,999	12	3	4.0	3.5	0.5
\$400,000 - \$449,999	6	2	3.0	0	3.0
\$450,000 - \$499,999	2	0	0	1.0	-1.0
\$500,000 - \$549,999	0	0	0	0	0
>\$550,000	1	1	1	1	1.0

North Valley

Price Range	Active Listings	Under Contract This Month	Current Supply	Last Mo. Supply	Change in Supply
<\$99,999	15	6	2.5	0.9	1.6
\$100,000 - \$149,999	20	12	1.7	1.9	-0.2
\$150,000 - \$199,999	20	3	6.7	1.4	5.3
\$200,000 - \$249,999	9	3	3.0	1.5	1.5
\$250,000 - \$299,999	20	7	2.9	7.0	-4.1
\$300,000 - \$349,999	7	3	2.3	2.3	0
\$350,000 - \$399,999	15	3	5.0	5.5	-0.5
\$400,000 - \$449,999	11	1	11.0	9.0	2.0
\$450,000 - \$499,999	15	2	7.5	4.7	2.8
\$500,000 - \$549,999	3	3	1.0	6.0	-5.0
>\$550,000	45	1	45.0	7.2	37.6

HOMEOWNER SERVICES DIRECTORY

ACCOUNTANT

Harry Weils 898-3504

ADVERTISING AND COMMUNICATION

Signal Creative (Debi) 998-2100

APPLIANCE SERVICE

Layton's Appliance Service 344-9663
Ole's Appliance Service 244-1010

APPRAISER

Leslie Hulebak 294-8888

ATTORNEY

Sylvain Segal(Real Estate) 888-8888

CARPET & FLOORCOVERINGS

Carpets By JC Carpet & Tile(Rob) 271-7008
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

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COMPUTER NETWORKING- HOME & SMALL BUSINESS

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Mark Arias 306-3771
Arnulfo Lopez Quinteros 286-4161
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Sharon's Sales 268-4393
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Estate Liquidators
(Leonard Jacober) 899-3445

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Crystal Alchemy (Micki) 907-8892

GARAGE DOOR INSTALLATION

Quality Garage Door (Joe) 298-8374

GENERAL CONTRACTORS/REMODELING

Rusty Arrighetti Bldg. Specialities 379-9699
Bert Thomasson 228-9457

GRAPHIC DESIGN

Kathy Montoya 235-5966

HANDYMAN SERVICES

Pat Beasley (Home) 933-8336
MH Wright (Home & Yard) 237-9286

HEATING & COOLING

Philmore Heating & AC 884-1595
Carlson Heating & Cooling 883-1379

HOME ENTERTAINMENT SYSTEMS

AVR Resources (Richard Gallegos) 9696-AVR
or 991-7424

INSURANCE

State Farm (Ken Brudos) 836-5060

INTERIOR DECORATING

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

LAWN MAINTENANCE/LANDSCAPING

Hidden Valley Landscaping 856-5299
Rudy's Grounds
Maintenance Service 846-6121

MORTGAGE COMPANY

Countrywide Home Loans (Jason Pike)
828-9400

MOVERS

Graebel Movers (Tom Reichert) 831-8000
American Movers (Frank Barela) 991-6001

PAINTING

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

PERSONAL TRAINING

Ab-Salute Fitness (Tom Bailey) 604-5768

PEST CONTROL

Eagle Eye Exterminating (Aaron) 991-3931
Alliance Pest Mgmt. (Alan Feurer) 892-6100

PET SITTING SERVICE

Ruth Connery 292-7202

PLUMBERS

RS Mechanical (Rick Stein) 239-5233

POOL MAINTENANCE

Dan Carrigan Pool and Spa Tech 797-9680

PROPERTY MANAGEMENT (RESIDENTIAL)

Jim Siebenthal Property Mgt. 797-8764

RESURFACING SINKS/TUBS/COUNTER

B&K (Billy) 866-6930
Granite Transformations 872-3600
New Surface 294-4966

REAL ESTATE SERVICES

Greg Lobberegt
269-GREG(4734)



ROOFER

Steve Maestas 450-8422

SECURITY SYSTEMS

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

SPRINKLER MAINTENANCE

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

TILE WORK

Ernie 980-0088
Jonus 401-5337

TITLE/ESCROW SERVICES

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

TERMITE TREATMENT

Alliance Pest Mgmt. (Alan Feuer) 892-6100

WALLPAPER

Angie Fincher Wallpapering 298-9053
Linda Jeffery 294-4029

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Squeaky Clean 259-3915

WINDOW REPAIR

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

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Action Security Iron, Inc. 344-5451

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Insurance) or to help you determine a price if
you are ready to sell your home.

FREE report on comparable sales in your neighbor-
hood to help you protest your property taxes

FEATURED LISTINGS



3835 Rock Dove Trail NW

Immaculate former model in sought after Enclave at Oxbow gated community. 2 bedroom and study or 3 bedroom, 1520 SF. Refrigerated air. Beautiful sunset and mountain views. Professionally landscaped with fountain. Over 25K in upgrades. Energy efficient Charter home in like-new condition. \$204,900. Call Greg for at 269-GREG (4734).



905 Brazos SE

Incredible 5 bedroom, 2730 SF home on a massive lot that offers views, in-ground fiberglass pool w/solar cover and flagstone decking. Perfect home for large family. RV pad, workbench in garage and 2 storage sheds. Two living areas, formal dining, breakfast nook, master bedroom down that has access to backyard. Kitchen opens up to family room, large pantry with pullouts. New carpet and window blinds. You won't be disappointed. \$299,900. Call Greg at 269-GREG (4734).



12808 Thomte NE

FOOTHILLS! New carpet and paint are just the beginning for this awesome 2189 SF, 4 bedroom home with 2 living areas and master bedroom with deck offering incredible VIEWS! Master also has his and her closets. Super kitchen that opens to the family room, clerestory windows and new A/C. Super floor plan with guest suite or study down with 3/4 bath. Don't miss this one. \$349,900. Call Greg at 269-GREG (4734).



2712 Alejandro Lane NW

Situated on a private cul-de-sac in an exclusive gated community that backs up to the Bosque. Three bedroom, 3300 SF contemporary custom home by Steve Williams. Big rooms, high ceilings with lots of windows, oversized 3 car garage, and a huge kitchen with lots of cabinets. \$925,000. Call Greg for at 269-GREG (4734). Owner/Agent

BUYERS IN NEED OF HOMES *You Can Help!*

We have several buyers searching for the following properties in Albuquerque:

Northeast Heights, UNM area, Northwest Heights or Paradise Hills, 2 BR, 1 car garage under \$125K. (KB)

Northwest Heights, Paradise Hills or Rio Rancho, under \$140K, 2 BR, 1 car garage. (AB)
Area 110,120,140-160, \$99-140K
2BR+,1CG, attached or detached, less than 10 years old

Foothills or just west of Tramway, up to \$160K, 1200+ SF, 3 BR (GT)
Area 50(East and just west of Tramway); \$124-160K; 1200+sqft

Northeast Heights, UNM area, 2750+ SF, 3 BR, 1.75 Bath, up to \$310K (JB)

Vista Del Norte, 1400+ SF, 3BR+, up to \$150K (PC)

Northeast or Northwest Heights, Paradise Hills, 3BR+, 2BA+, 2CG+, \$145-180K(RC)

Foothills from Four Hills to Sandia Heights, Northwest Heights, Paradise Hills or Corrales, \$245-360K, 1500 to 2000 SF, 3BR+, 2BA+, 2CG+, single level, no more than 5 years old. (JPC)

Townhouse or Condo on Westside or Rio Rancho, single level, 2 BR plus study, 2 car garage, \$195-260K, new to 10 years old.

Princess Jeanne, up to \$145K, 1100+ SF, 3+BR,1.75+ BA,1+ car garage. (GD)

Foothills, 3+ BR, 2 car garage, 1750+ SF, \$140-210K. (VE)

Foothills, 2000+ SF, 3+ BR+, 2care garage, views, under \$300K. (RK)



Up to four free Tram passes are available from us every day. Call early to reserve your passes, as they are available on a first come, first served basis. Call 269-GREG (4734).

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