

# REAL ESTATE REPORTER

MARCH 2009

GREG LOBBREGT

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

**S**elling 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 Lobberegt**  
**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 LISTINGS



## 1100 Cuatro Cerros Trail SE

- 4212sqft/4BR+Office/2.75BA/2CG
- Great garden Pavilion with covered patio
- MLS:644617, \$599,000
- Call Greg at 269-GREG(4734)



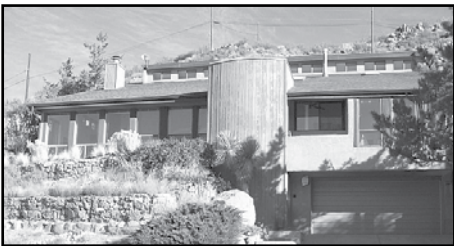
## 14411 Soula Dr. NE

- 3670sqft/5BR/3.25BA/2CG
- RV Parking/Heated Swimming Pool
- Backs to Open Space!
- MLS: 631631, \$599,000
- Call Greg at 269-GREG(4734)



## 1112 Oro Real NE

- 3539sqft/3BR/2.5BA/2CG
- Outstanding City and Mountain Views!
- MLS: 637999, \$499,900
- Call Greg at 269-GREG(4734)



## 13601 Deer Trail NE

- 2507sqft/3BR+Study/2.5BA/2CG
- Majestic panoramic City and Mountain Views!
- MLS: 638955, \$485,000
- Call Greg at 269-GREG(4734).



## 2309 Via Seville Ct. NW

- 2395sqft/4BR/2BA/3CG
- North Valley
- Close to Old Town, Downtown, and much more!
- MLS:644359, \$449,900
- Call Greg at 269-GREG(4734)



## 1712 Archuleta NE

- 2263sqft/4BR/2.5BA/2CG/Views
- RV Garage-Enough room for 6 cars
- MLS: 638098, \$439,900
- Call Greg at 269-GREG(4734).



## 9200 Mabry NE

- 3026sqft/3-4BR/2.5BA/3CG
- Spectacular views of the city and mountains!
- MLS:646034, \$429,900
- Call Greg today at 269-GREG(4734)



## 13628 North Rim NE

- 2700sqft/4BR/2.75BA/2CG
- Immaculate property with great floor plan!
- MLS: 640454, \$386,000
- Call Greg at 269-GREG(4734).



## 13109 Enchantment Ln NE

- 2016sqft/3BR/2.75BA/2CG
- Private gated community in High Desert!
- MLS: 646484, \$299,900
- Call Greg today at 269-GREG(4734)



## 11229 Camero Ave NE

- 1771sqft/3BR/1.75BA/2CG
- Great floor plan with updates!
- MLS:634468, \$274,900
- Call Greg today at 269-GREG(4734)



## 4248 Indian Springs NE

- 1768sqft/3BR/1.75BA/2CG
- Darling patio home in Leslie Park!
- MLS:644130, \$259,900
- Call Greg today at 269-GREG(4734)



## 13100 Velma Pl NE

- 1981sqft/3BR/2.25BA/2CG
- Corner lot with City and Mountain Views!
- MLS:642590, \$209,900
- Owner/Agent
- Call Greg at 269-GREG(4734)

**Your Home Could Be Pictured Here! Call Greg Today! 269-GREG (4734)**

**Your Home Could Be  
Featured in This  
Newsletter!**



**Call Greg Today at  
269-GREG (4734)**

## **BUYERS IN NEED OF HOMES *You Can Help!***

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

Northeast Heights, Foothills,  
2BR+, 1.75BA+, 1CG+, Under  
\$125K. (KB)

Northeast Heights, UNM,  
3BR+, 1.75BA+, 2CG+, 2750-  
3500sqft, \$245-310K. (JB)

Foothills of Sandia Heights, single  
level, 2500sqft+, Up to \$500K.

Sandia Heights, Foothills,

Four Hills, Northwest Heights,  
Paradise Hills, or Corrales,  
3BR+, 2BA+, 2CG+, 1500-  
2000sqft, single level, 1-5 years  
old, \$245-360K. (JPC)

Foothills, 3-4BR, 1.75BA+,  
2CG+, 2000sqft, single level,  
\$195-360K. (KC)

Sandia Heights, Albuquerque  
Acres, Northeast Heights, Foot-

hills, UNM, Uptown, Four Hills,  
Fairgrounds, single level, small  
yard, up to 20 years old, 2200sqft,  
\$204-320K. (RMM)

Foothills(North of Indian School),  
3BR+office or 4BR, 2BA+,  
2CG+, MBR on main level, 2000-  
2700sqft, \$245-360K. (RM)



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).

REAL ESTATE REPORTER

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