

# REAL ESTATE *Reporter*

October 2010

## GREG LOBBREGT

Call 269-GREG (4734)  
email: [greg@greglobb.com](mailto:greg@greglobb.com)  
[www.abqforsale.com](http://www.abqforsale.com)  
[www.greglobb.com](http://www.greglobb.com)

 292-8900



**Call Greg  
today for a  
FREE  
market  
analysis!**

## USE YOUR IRA FOR REAL ESTATE INVESTMENTS!

*How have your stock investments been doing lately, or for that matter, over the last several years?*

Recently I had a client/friend (that happens quite often with me, where a client turns into a friend, which I thoroughly enjoy) who became tired of all the stock price gyrations over the past several years. In fact, he did an analysis over the last 10 years, and he averaged a 4% return on those investments. And he spent a lot of time (in his words “too much time”) analyzing his portfolio. The emotional roller coaster was too much for him, so he called me saying that he was getting out of the stock market and buying rental homes and townhomes. I love it when people come to their senses.

Enter Terry White, CEO of Sunwest Trust, Inc. He helps people like my client/friend with “Real Estate IRA’S”, because you can’t “touch” your IRA money, but by using Sunwest Trust, or some entity like that, they will set you up so you can direct that money for the purchase of real estate. Please check out their website at [www.sunwesttrust.com](http://www.sunwesttrust.com), or give Terry a call at (505) 237-2225, and tell him I suggested that you call him. I’ve taken classes from him on this, and I’m sure you can too, if you’d like.

So with a specific price range, number of bedrooms, baths, garage spaces, and location in mind, he’s bought two rental properties already, with an eye on several more. The rate of return is around 7% annually (and this doesn’t include appreciation, which historically, over the last 50 years, has been about 5% annually), and he’s spending less time worrying about his IRA investments.

Home prices have come down considerably from their peak, where it makes sense to own rental property. The number of renters has increased considerably, because they can’t qualify for a home like they could four years ago. Or, they lost their home to foreclosure, and they still need a place to live. If you would like more information on this subject, or any other real estate matter, please feel free to contact me anytime @ 269-GREG(4734) or at [greg@greglobb.com](mailto:greg@greglobb.com).

# 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

## ARCHITECTS

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

## ATTORNEY

Sylvain Segal (Real Estate) ..... 888-8888  
Matthew Kim-Miller (Real Estate) ..... 724-9622

## CABINETS

Blue Sky Woodworks (Mick Harper) .... 897-0594

## CARPET & FLOORCOVERINGS

House of Floors ..... 551-9190  
Raby Carpet & Tile Outlet (Armando) .. 298-1811  
..... (cell) 730-4942

## CARPET CLEANING

Pegasus Carpet Care (Paul)..... 296-0071

## CARPET STRETCHING

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  
Lee Geer ..... 720-3226

## DE-CLUTTERING HOME

Kathryn Lobberegt..... 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

Dave Jacobs ..... 720-2332  
Brian Howe..... 228-9501

## HEATING & COOLING

Philmore Heating & AC ..... 884-1595  
Scott Ruch..... 235-9994

## HOME ENTERTAINMENT SYSTEMS

AVR Resources (Richard Gallegos)..... 9696-AVR  
o r ..... 991-7424

## INSURANCE

State Farm (Ken Brudos)..... 836-5060

## INTERIOR DECORATING

Jessica Espat..... 264-0994

## KITCHEN REMODEL

Davis Kitchens ..... 292-4800

## LANDSCAPING

Molly Rodgers Landscapes..... 250-2880

## LAWN MAINTENANCE/LANDSCAPING

Jim Cavis..... 449-7041  
Patrick Strosmidar..... 884-7666

## MORTGAGE COMPANY

Bank of America Home Loans  
(Jason Pike) ..... 828-9400

## MOVERS

Graebel Movers (Tom Reichert)..... 440-6496

## PACKING/ORGANIZING

Kathryn Lobberegt..... 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

## PET GROOMING

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

## PET SITTING SERVICE

Ruth Connery ..... 292-7202

## PLUMBERS

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

## 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)  
greg@greglobb.com



## RESURFACING SINKS TUBS/COUNTER

New Surface (Patrick) ..... 294-4966  
Granite Transformations..... 872-3600  
Get A Grip..... 268-0929

## ROOFER

Doyle Roofmasters..... 242-9447  
Alvarado Roofing ..... 845-7501

## 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 AT HOME

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 FROM GREG

The following services are available FREE from Greg at  
8200 Carmel NE • ABQ, NM 87122. Please call before you come by --269-GREG (4734) or email greg@greglobb.com

- 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

See a Virtual Tour of my Listings @ [www.greglobb.com](http://www.greglobb.com)

## 375 Big Horn Ridge Dr NE

- \$1,689,000
- 4-5 BR
- 4 BA
- 5700 sq.ft
- Listing #692819
- Call Greg at 269-GREG(4734)



## 4 Sandia Heights Dr NE

- \$1,000,000
- 3-4 BR
- 3 BA
- 3527 sq.ft
- Listing #662055
- Call Greg at 269-GREG(4734)



## 10709 Holly Ave NE

- \$459,900
- 4 BR
- 3 BA
- 2323 sq.ft
- Listing #691887
- Call Greg at 269-GREG(4734)



## 1205 Sierra Larga Dr NE

- \$450,000
- 3-4 BR
- 3 BA
- 3326 sq.ft
- Listing #673417
- Call Greg at 269-GREG(4734)



## 1519 Canyon Hills Dr NE

- \$449,900
- 5 BR
- 3 BA
- 2850 sq.ft
- Listing #691540
- Call Greg at 269-GREG(4734)



## 13103 Bluemist Ln NE

- \$399,900
- 3 BR
- 2 BA
- 1858 sq.ft
- Listing #678094
- Call Greg at 269-GREG(4734)



## 1112 Oro Real NE

- \$399,900
- 3 BR
- 2.5 BA
- 3539 sq.ft
- Listing #677687
- Call Greg at 269-GREG(4734)



## 801 Secretariat Ave SE

- \$399,900
- 3-4 BR
- 2.5 BA
- 2440 sq.ft
- Listing #688840
- Call Greg at 269-GREG(4734)



## 1206 Blue Quail Rd NE

- \$349,900
- 4 BR
- 3 BA
- 2300 sq.ft
- Listing #691138
- Call Greg at 269-GREG(4734)



## 1217 Pinnacle View NE

- \$309,900
- 3 BR
- 3.5 BA
- 2240 sq.ft
- Listing #692078
- Call Greg at 269-GREG(4734)



## 13204 Comanche NE

- \$309,900
- 4 BR
- 3 BA
- 2733 sq.ft
- Listing #686377
- Call Greg at 269-GREG(4734)



## 4908 Calle De Luna NE

- \$299,900
- 4 BR
- 2.75 BA
- 2710 sq.ft
- Listing #675469
- Call Greg at 269-GREG(4734)



## 1105 Wagon Train Dr SE

- \$299,000
- 4 BR
- 3 BA
- 2460 sq.ft
- Listing #672929
- Call Greg at 269-GREG(4734)



## 725 Supper Rock NE

- \$275,000
- 4 BR
- 2.75 BA
- 2854 sq.ft
- Listing #692473
- Call Greg at 269-GREG(4734)



## 10837 Malaguena Ln NE

- \$275,000
- 3 BR
- 2.75 BA
- 1847 sq.ft
- Listing #688029
- Call Greg at 269-GREG(4734)



## 9018 Las Camas Rd NE

- \$259,900
- 3 BR
- 2.75 BA
- 2640 sq.ft
- Listing #688835
- Call Greg at 269-GREG(4734)



## 14004 Arcadia Rd NE

- \$249,900
- 4-5 BR
- 3 BA
- 2282 sq.ft
- Listing #692041
- Call Greg at 269-GREG(4734)



**Your Home Could Be Pictured Here!**  
Call Greg Today!  
269-GREG (4734)  
[greg@greglobb.com](mailto:greg@greglobb.com)



# WHAT'S NEW?

## BUYERS IN NEED OF HOMES You Can Help!

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

Foothills, \$200-260K,  
3-4BR, 1-2CG, 1300-  
1900sqft. (DB)

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

UNM Area, Fairgrounds,  
\$175-260K, 2-4BR, 1-3BA,  
1200-2500sqft. (HF)

Sandia Heights, High  
Desert, Glenwood Hills,  
\$295-425K, 4BR, 2-3CG, No  
pool. (JDD)

North Albuquerque Acres,  
\$495,000-1,000,000. 4-6BR,  
3-6BA, 3-5CG, 3500-6000.  
(RCL)

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

Foothills, \$145-210K,  
2-3BR, 2-3CG. (RMW)

North Albuquerque Acres,  
East Mountains, \$700,000-  
1,000,000, 4-6BR, 1-6BA,  
2+CG, 3750-4750sqft.  
(MWW)



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) or  
email me at [greg@greglobb.com](mailto:greg@greglobb.com)

Trade  
your  
pumpkins  
in for a  
pumpkin  
pie

It's that time Again!  
**20<sup>th</sup> Annual Lobberegt Pumpkin  
Pie for Pumpkin Swap.**

All you have to do is call me at 269-GREG after you've used your pumpkins for Halloween, and by the week of Thanksgiving, I'll deliver a fresh pumpkin pie to your door.

*Even if you don't have a pumpkin and would like a pumpkin pie, just let me know and I will still deliver one!*  
No, I don't make them myself from the pumpkins I retrieve.



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GREG LOBBEREGT  
8200 Carmel NE  
Albuquerque, NM 87122