

# REAL ESTATE

## Reporter

June, 2010

### GREG LOBBREGT

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

 292-8900

## COLDWELL BANKER LEGACY GREG'S BACK!



I'm excited to announce my move back to Coldwell Banker Legacy! I feel that with my expertise, knowledge, time in the business, and Coldwell Banker Legacy's extensive marketing tools, this will be a win/win situation to better serve my clients.

## 3 Great Real Estate Deals That Won't Last

Purchasing a home is one of the biggest decisions that a person makes. Because of the serious financial commitment involved, most buyers are interested in securing the best deal possible when purchasing a home. As the economy continues to wreak havoc on our jobs and plans for retirement, many people are wondering when will be the best time to purchase a house.

Much like timing a move in the stock market, potential home buyers are waiting for the time when they can maximize their investment. Lower home prices, low interest rates and federal subsidies have all led to better deals in real estate, but these perks may not last much longer.

### LOWER HOME PRICES

Since the real estate bubble burst, many real estate markets have seen a dramatic price drop in median home value. While this can be devastating to home sellers or home owners who are underwater with a mortgage that is worth more than their home, it can be a great opportunity for the home buyer.

In many markets, it is truly a buyer's market as prices continue to be well below levels from just several years ago. With many homes now going into foreclosure or short sales when the lender agrees to sell the property at a moderate loss in order to avoid

foreclosure), opportunities abound for the qualified buyer; that is, one who can still secure a loan.

While some experts believe that home prices should start to increase soon, others think that it's likely the prices will simply stabilize. Either way, for buyers this means it may be a good time to purchase a home. With the large number of homes currently on the market, there is a relative balance between supply and demand. As more people become willing to purchase homes, prices may reach a turning point.

### LOW INTEREST RATES

Over the past year, the Fed has been buying billions of dollars' worth of mortgages every month, boosting the market. The mortgage-backed securities (MBS) market is similar to the stock market. When there is a high demand for a stock, the price rises; when there is a high demand for mortgage coupons, those prices rise.

Mortgage securities prices and interest rates are inversely correlated; as prices go up, mortgage rates fall; and when prices drop, mortgage rates increase. The Fed has purchased large quantities of mortgage-securities, keeping prices artificially high and mortgage rates low. Analysts believe that once the Fed ends its purchase program,

prices will fall resulting in increased interest rates.

The Mortgage Bankers Association (MBA) expects the rate on a 30 year fixed rate mortgage to increase to 6.1% by the end of the year. This is up from an average of approximately 5% now.

To put this in perspective, a \$180,000 30-year mortgage at 6.1% (excluding taxes and private mortgage insurance) will require a monthly payment of \$1,091, with total interest paid equal to \$212,685. The same loan at a lower 4.91% rate will create a \$956 monthly payment (saving \$135 per month) with total interest equal to \$164,305 (a substantial savings of \$48,380 over the course of the loan). Rate changes as little as 0.5% can have a significant impact on the overall cost of a home.

### A GAMBLE

Timing a home purchase to get the best price at the best rate is a bit of a gamble. While many analysts believe that now is a sensible time to engage in a real estate purchase, six months from now might be a better time. It's like trying to pick when the stock market will turn: you can only make a well educated guess and hope that your research pays off.

# 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

## 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  
Sparkle Brite Carpet Clean (John)..... 203-2798

## 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

## DE-CLUTTERING HOME

Kate.Schmitt..... 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

Brian Howe..... 228-9501  
Jim Cavis..... 449-7041

## 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

Jessica Espat..... 264-0994

## KITCHEN REMODEL

Davis Kitchens ..... 292-4800

## LAWN MAINTENANCE/LANDSCAPING

Jim Cavis..... 449-7041  
Molly Rodgers Landscapes..... 250-2880

## MORTGAGE COMPANY

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

## MOVERS

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

## PACKING/ORGANIZING

Kate.Schmitt..... 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  
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

Chase Roofing (Kyle)..... 821-2332  
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

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

Paula Burns..... 275-9262

## WALLPAPER

Angie Fincher Wallpapering ..... 298-9053  
Linda Jeffery..... 294-4029

## WINDOW CLEANING

ABQ Window Cleaning Solutions  
(Eric)..... 203-0182  
T & A Window Cleaning(Tony/Angela) . 804-3515

## 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, Albuquerque, NM 87122. 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.

This list is for informational purposes only. We or our clients have used these professionals and found their services to be satisfactory. We cannot guarantee their services, nor are we responsible for any errors, omissions, agreements or charges you may incur.

# FEATURED LISTINGS

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



## 5409 High Desert PI NE

- 4282sqft/4-5BR/4.25BA/3CG
- Beautiful custom home with Spectacular Views!
- MLS:684039, \$1,410,000
- Call Greg at 269-GREG(4734)



## 4 Sandia Heights Dr NE

- 3527sqft/3-4BR/2.75BA/2CG
- Beautifully remodeled custom home
- Incredible Views!
- MLS:662055, \$1,000,000
- Call Greg at 269-GREG(4734)



## 1112 Oro Real NE

- 3539sqft/3BR/2.5BA/2CG
- Located in the Foothills with tremendous Views!
- MLS:677687, \$450,000
- Call Greg at 269-GREG(4734)



## 1205 Sierra Larga Dr NE

- 3326sqft/3BR+Study/Office/3BA/3CG
- Wonderful floor plan with New paint!
- MLS:658052, \$450,000
- Call Greg at 269-GREG(4734)



## 13103 Bluemist Ln NE

- 1858sqft/3BR/1.75BA/2CG
- Beautiful High Desert home with great Views!
- MLS:678094, \$439,850
- Call Greg at 269-GREG(4734)



## 1105 Wagon Train Dr SE

- 2460sqft/4BR/2.25BA/2CG
- Beautiful Single level in Four Hills!
- MLS:672929, \$385,000
- Call Greg at 269-GREG(4734)



## 14341 Marquette Dr NE

- 2654sqft/4BR/2.75BA/2CG
- Beautiful updated home nestled in the Foothills!
- MLS:683743, \$367,000
- Call Greg at 269-GREG(4734)



## 4908 Calle De Luna NE

- 2630sqft/4BR/2.75BA/2CG
- Incredible find in Glenwood Hills North!
- MLS:675469, \$348,500
- Call Greg at 269-GREG(4734)



## 2912 Palo Alto Dr NE

- 2500sqft/4BR/2.25BA/2CG/RV Parking
- Great Foothills location with in-ground gunite pool!
- MLS:671378, \$339,900
- Call Greg at 269-GREG(4734)



## 1545 Summit Hills Dr NE

- 2423sqft/3BR/2.5BA/2CG
- Nestled in the Foothills close to hiking/ biking trails!
- MLS:679847, \$334,900
- Call Greg at 269-GREG(4734)



## 1928 Buffalo Dancer Trail NE

- 1928 Buffalo Dancer Trail NE
- 2000sqft/4BR/2.5BA/2CG
- Located in the Foothills close to the OPEN SPACE!
- MLS:684250, \$299,000
- Call Greg at 269-GREG(4734)



## 13609 Mountain West Ct SE

- 2215sqft/3BR/2.5BA/2CG
- Located in the newer subdivision of Four Hills!
- MLS:684114, \$238,500

# 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)



**Your Home Could Be  
Pictured In This Newsletter!**  
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269-GREG (4734), [greg@greglobb.com](mailto:greg@greglobb.com)

*Report* REAL ESTATE

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