

# Eco Lifestyle And Home

Offering Real Estate & Lifestyle News For Albuquerque, Santa Fe, Taos Ski Valley & Beyond

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## Resilience

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## Resilience

“Psychological **resilience** is defined as an individual's ability to properly adapt to stress and adversity. Stress and adversity can come in the shape of family or relationship problems, health problems, or workplace and financial worries.” ~ Psychology Today

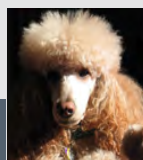
Real Estate News Pages 10,11,12,13, 14,15,16,17,18,19,21,22

Read about some of our favorite homes for sale in Albuquerque, Santa Fe & Taos Ski Valley. Each month we will feature real estate properties that we love and other pertinent real estate information.



“Pumpkin Banana  
Dog Treats”

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## Monthly Newsletter Theme For January: Resilience



Resilience is the quality that allows some people to be knocked down by life and to come back stronger than ever. Instead of failure defining them, they find a way to rise from the ashes.

Cultivating a positive attitude, optimism, the ability to regulate emotions, and the ability to see failure as a form of helpful feedback, is what makes one resilient. Even after misfortune, resilient people often develop an outlook where they are able to change course and move on.

Resilience is a practiced art, the ultimate art of living. At the heart of resilience is a belief in oneself.

“Resilient people do not let adversity define them. They find resilience by moving towards a goal beyond themselves, transcending pain and grief by perceiving bad times as a temporary state of affairs.” ~ Psychology Today

### **When something goes wrong, do you tend to bounce back or fall apart?**

“When you have resilience, you harness inner strength that helps you rebound from a setback or challenge, such as a job loss, an illness, a disaster or the death of a loved one. If you lack resilience, you might dwell on problems, feel victimized, become overwhelmed or turn to unhealthy coping mechanisms, such as substance abuse.” ~ Psychology Today

“Resilience won't make your problems go away — but resilience can give you the ability to see past them, find enjoyment in life and better handle stress. If you aren't as resilient as you'd like to be, you can develop skills to become more resilient.” ~ Psychology Today

### **Factors that contribute to resilience include:**

- Close relationships with family and friends
- A positive view of yourself and confidence in your strengths and abilities
- The ability to manage strong feelings and impulses
- Good problem-solving and communication skills
- Feeling in control
- Seeking help and resources
- Seeing yourself as resilient (rather than as a victim)
- Coping with stress in healthy ways and avoiding harmful coping strategies, such as substance abuse
- Helping others
- Finding positive meaning in your life despite difficult or traumatic events

*Thank you for reading our newsletter. ~ Dianne McKenzie & Aeowyn, and Cecilie Bodman*



## Events Around New Mexico

### 1. Ski Pajarito Mountain Video Contest Pajarito Mountain Ski Area

Sunday, January 10, 2016 All day event, 397  
Camp May Road Los Alamos, 87544

Film your runs down the trails at Pajarito Mountain this season, then post your :15 to :30 second video from Jan 1-31 on the Visit Los Alamos Facebook page for a chance to win a Ski Vacation with lodging, lift tickets and meals at Ski Pajarito!

### 2. Peking Acrobats Popejoy Hall

Friday, January 15, 2016 8:00 PM - 10:30 PM  
203 Cornell Dr NE, Albuquerque, 87106

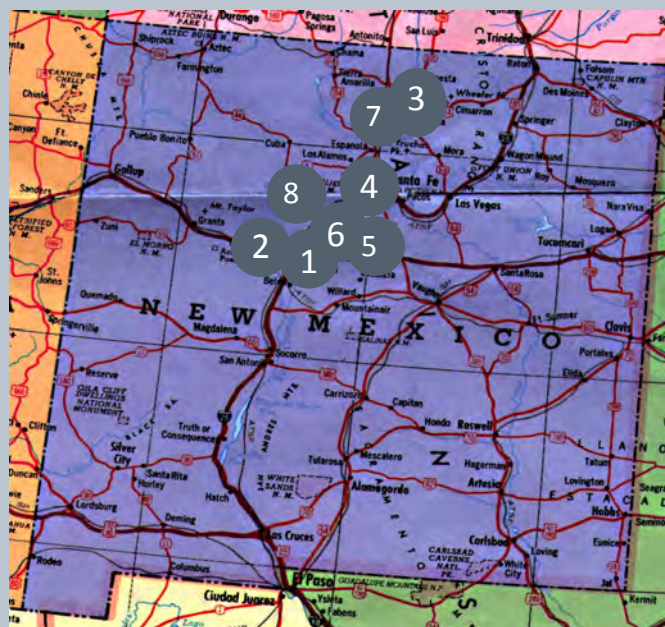
The Peking Acrobats perform a variety of acrobatics when they return to Popejoy Hall as a part of their 30th Anniversary Tour. During the show, the acrobats demonstrate daring maneuvers, trick cycling, tumbling, juggling, gymnastics and impressive displays of contortion and flexibility.

### 3. Clay Walker, Inn of the Mountain Gods Resort & Casino, Saturday, January 16, 2016 8:00 PM - 10:00 PM 287 Carrizo Canyon Road, Mescalero, 88340

This January, Inn of the Mountain Gods is bringing you platinum-selling country artist, Clay Walker. Considered to be one of the most successful country acts of the past decade, Walker delivers an unforgettable, boot-tapping performance.

### 4. Bizet, Bach & Shostakovich Santa Fe Symphony Orchestra & Chorus Sunday, January 17, 2016, 4:00 PM - 6:00 PM 211 W San Francisco St, Santa Fe, 87501

Guest Conductor Ryan McAdams returns to lead The Symphony in a performance that frames Bach, one of the greatest and most influential composers of all time, with two extraordinarily colorful and popular works.



### 5. Not Forgotten Outreach Appreciation Week Taos Ski Valley Saturday, January 23, 2016 9:00 AM - 4:00 PM, 116 Sutton Pl, Taos Ski Valley, 87525

Taos Ski Valley would like to thank the men and women of the Armed Services. This year we are happy to announce we have extended the 3rd Annual Not Forgotten Outreach Weekend to a WEEK. From January 19th - 24th, 2016 we invite active duty military, veterans and any family member with a military ID to come ski for \$25 a day.

### 6. Los Alamos County Ice Rink Los Alamos County Ice Rink Monday, January 2-6, 2016, Time: TBD

Come ice skate under the open skies! Built in 1936, the Ice Rink is the only refrigerated, NHL regulation, outdoor ice rink in New Mexico. Tucked against the canyon wall, with a backdrop of pine trees, the Ice Rink offers public skating, hockey, and skating lessons from November through February. An unforgettable skating experience!

### 7. The Producers, Popejoy Hall, Saturday, January 30, 2016, 8:00 PM - 10:30 PM, 203 Cornell Dr NE, Albuquerque, 87106 A scheming producer and his mousy accountant aim to produce the biggest flop on Broadway in Mel Brooks' laugh-out-loud spectacle.

## Let's Take a Hike! with Cecilie Bodman El Rincon via the Piedra Lisa Trail.

We can meet at **the Range** on Wyoming and Montgomery for breakfast at 9am and caravan up to the trail head.

This hike is on the front side of the Sandias. I was about 14 years old the first time I hiked it.

**Come join me and take a hike!**

From Great [Outdoors.com](http://Outdoors.com):

What makes it special: Piedra Lisa (Spanish for "smooth rock") offers views of some of the Sandias' most spectacular granite formations, including the massive wall known as the Shield. It's not difficult, and can usually be hiked in the winter.

**Length:** 4 miles

**Hiking time:** 2 to 4.5 hours

**Difficulty:** Easy to moderate

**Elevation gain:** 6,920 to 8,200 feet

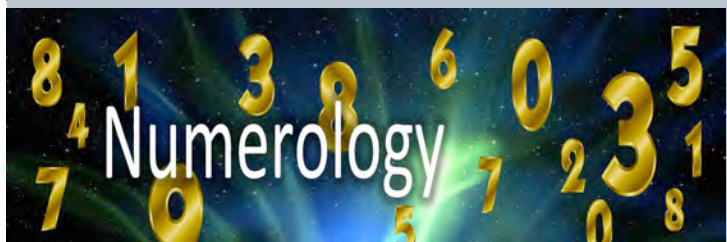
**Season:** Spring through fall



**Directions:** From Tramway Boulevard (an exit on both I-40 and I-25), head east on the Juan Tabo road near the north end of the range. The paved road ends at a dirt road. Take the dirt road to a parking lot, then walk past the gate a short distance to the trail head on the right.

**Notes:** Rincon is Spanish for "corner," and this trail leads to the point at which a small front ridge connects to the main bulk of the mountains. The trail continues after cresting the obvious ridge at the 2-mile mark, but the owner of a plot that straddles the trail a little farther ahead has prohibited travel through the area. During certain times of the year, a faint spur trail is open that leads east along the ridge of the Rincon for about half a mile.

Cecilie Bodman  
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## Life By The Numbers

- Cecilie Bodman

January 2016 Numerology is  
Number 1

**The Universal year 2016 is 9 opal**

### January is Number 1

It is very synchronistic and powerful that January, 2016 is the number one in numerology. It is the first month of the year and it is the month for new beginnings. Perfect time to develop a business or life plan for what you want to accomplish, manifest and experience in this amazing life. Independence, self-promotion and new ventures have a strong influence. This is your month to break new ground, lay the foundation and be a pioneer. Trust that you are safe and secure as you step out into the new day.

**Color:** Red

**Gems:** Ruby, garnet, smokey quartz.

**Oils:** Frankincense and Sandalwood. You can add these oils to your cooking or apply diluted oils to adrenal acupressure points.

**Yoga Poses:** Janusara: heel to perineum

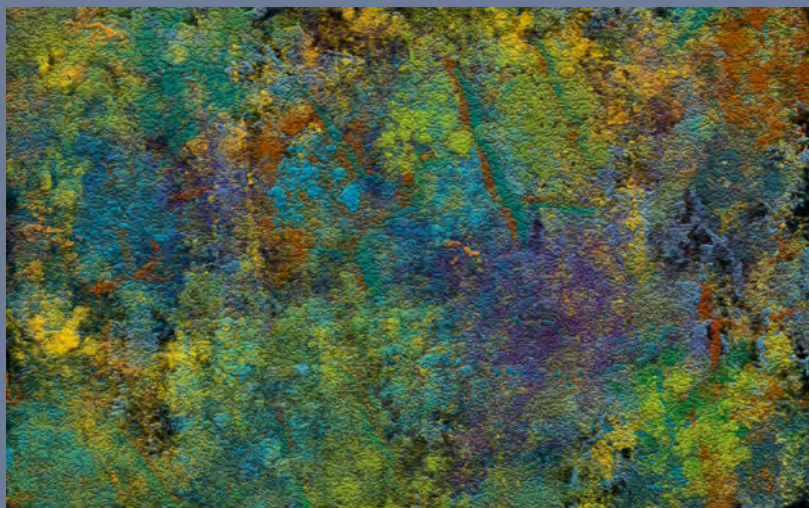
### Affirmation For January:

*"I embrace the new opportunities in my life with open arms."*

### Affirmation for the Month January

*"Why am I strong enough in my mind, body and soul to do anything?"*

"Affirmations", ask empowering questions that cause your mind to focus on what you REALLY want and what you HAVE, and stop focusing on what you don't want and don't have.







## Creating Clarity Resilience

by Lainie Grimmer

My dog, Woody, is amazingly resilient. He lives to chase rabbits, yet he's often frustrated as they bound away before he can reach them. After howling in frustration, Woody literally shakes off his loss (Which is the rabbit's gain!), and then finds another scent to follow.

Woody instinctively taps into his ability to rebound from adversity. When I explore the idea of resilience with my clients, they quickly discover that in the face of stress or trauma, they too have the strength to meet the most challenging life circumstances with innate intelligence and a courageous, open heart. Recent studies conclude that those who improve their resilience skills experience more positive moods and outlooks, cope better with change, and experience better health. And there's more good news: The more we use our resilience muscle, the stronger it will grow.

### Are you ready to strengthen your resilience? Try the BUMP Method:

**Be** – Your first step is to accept your feelings and emotions. Name them! Say out loud “I’m angry, sad, hurt, afraid, an emotional mess”, whatever it is you are feeling.

**Uncover** – After acknowledging your emotions, you’ll want to uncover their cause. Ask yourself why you feel frustrated, stuck, sad, howlingly angry. What rabbit got away?

**Make a Choice** – You’ve acknowledged your emotions and have an idea of what caused your setback or pain. Now it’s time to make a decision: How do you want to be? Do you need more time where you are, or are you ready to add a dash of heart-filled and courageous resilience?

This is a very personal choice: Each of us moves through pain, disappointment and loss at our own unique speed, and you need to honor what is right for you. Listening to your inner voice is a step in building your resilience muscle. Just as you add weight to the barbells at the gym when you train, don’t be afraid to challenge yourself.

Once you’ve made your choice, get:

**Physical** – How does Woody tap into his resilience? He knows that what’s good for his heart is good for his brain: After his howl of disappointment, he gives himself a good shake. There are many ways to access your resilience, and getting physical is an easy, mood-shifting place to begin. Dance to your favorite music...Take a walk...Shake your body...Strike a power pose. For more inspiration, check out this Pixar short film: <https://vimeo.com/80923052>

The next time a rabbit bounds away from you, give your resilience a little **BUMP**. Woody and I know you’ll courageously rebound!

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# Sarah Claudia Stout

## Preparing Our Children For A Changing World

### Resilience

The season and world events call to of the core of life - the expanse of love, loss, hope, fear, joy, grief, celebration, connection, surrender, and challenge. The word resilience, the ability to recover from the difficult, beckons me.

Why did the most of the Twin Towers' survivors go through severely hard times, then eventually return to family, work, and living a full life? And, why do some still struggle?

For many decades, thorough research has explored the many faces of resilience. Volumes have been written, and goggle search turns up pages. Factors like culture, context, and relationships play huge roles.



I am reminded of the life and work of Viktor Frankl. Frankl, an Austrian Jewish psychiatrist who spent four years in concentration camps during WWII, lost most of his family. He dedicated his life to diving into "meaning" in the midst of extreme suffering, writing *Man's Search for Meaning*.

Frankl wrote, "**Forces beyond your control can take away everything you possess except one thing, your freedom to choose how you will respond to the situation.**"

### Putting it all together, those who thrive after the unbearable

Have learned from their experiences. We all can site amazing people, survivors of rape, genocide, and illness, who have used their experiences to find meaning, and, even mentor, teach, and serve others through the benefit of their experiences.

### View difficulties as challenges that can be faced, rather than feared.

What if we were to plant seeds of resilience with everyday conversations about what we learned, how we dealt with challenges, and how we found meaning? What is honesty about the depth and expanse of the human core of experience?

Frankl took it further – he sought love rather than fear. "Then I grasped the meaning of the greatest secret that human poetry and human thought and belief have to impart: *'The salvation of Man is through love.'*"

When we connect our minds with our hearts, we learn, make choices, face the challenge, and we love.

**Sarah Claudie Stout**

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Nerium offers exclusive products, with age-defying ingredients that you can't find anywhere else. This leads to unprecedented results. We observe the best of nature to find cosmetic skin-care applications and supplements that mimic natural age-fighting mechanisms. Our nature-based approach provides innovative solutions that produce exceptional results.

While we incorporate a number of tried and true ingredients into our formulas, we don't stop there. We search out ingredients developed and tested by the top universities and scientific labs in the world. This allows us to work with patented, exclusive ingredients that no other company can use or duplicate.

Unlike most skincare products, which contain a water-based foundation, Nerium formulations are created with Aloe Leaf Juice, a highly emollient and nutrient-rich source of moisture and hydration. Extracted from the leaves of the Aloe Vera plant, this powerful juice contains many beneficial properties to keep the skin healthy.

## Give Yourself the Gift of Younger Looking Skin

By Pam Scotty, Director, Independent Brand Partner, Nerium International

I have personally been using Nerium AD night cream for the past 3 months. I notice much smaller pores, my skin feels and looks great, and I LOVE that it's only 1 product...no more eye cream, wrinkle cream, night cream, it's all in one and completely effective! Ask me to try the 5-day sample and see for yourself! Then ask me about the 3UR-Free program to get your Nerium AD for FREE!



**Contact Pam Scotty or visit the website to find out how you can benefit and transform your life:**

<http://freelexus.nerium.com> Email: [info@GatewayMarketingllc.com](mailto:info@GatewayMarketingllc.com)







## The Center for Canine Behavior Studies

If you love dogs like we do, we are asking you to visit the Canine Center For Behavior Studies. The Study's two investigators, Dr. Dodman at Tufts Cummings and Dr. Serpell at UPenn are recognized as two of the world's leading animal behaviorists. They believe the results of their Study—among many things—will help reduce the annually killing of up to 1.5 million dogs a year—in the US alone.

### Let's Get Cooking:

If you would like to receive Aeowyn's Canine Treat Recipe Portfolio (electronic version, so you, too, can pass on the love!) contact Dianne, Aeowyn's guardian. That's 12 months of treat recipes with techniques, tips, ingredients, photographs & more.



**If you wish to receive Aeowyn's Dog Treat Recipe Booklet, just email Dianne & she will email you a copy for free!**  
 Dianne@RealEstatePropertiesSantaFe.com

Any dog owner in the world can participate in the on-line Animal Ownership Interaction Study by anonymously completing an initial survey of about 93 questions. Every six months Study participants may be asked to answer additional questions. The Study will run for two years.

A final goal of the Study will be to publish the findings in high impact scientific journals, particularly the ones that support open-access publishing, such as PLoS One and Preventive Veterinary Medicine, and to disseminate globally their findings to animal welfare organizations, veterinarians, and animal professionals in training and behavior.

We hope you will join like-minded citizen scientist volunteer dog owners from around the world and participate in the Animal Ownership Interaction Study.

Participation is free but requires you to register for membership at the Center for Canine Behavior Studies: <http://CenterForCanineBehaviorStudies.org>



by Francis Phillips

## Money Making Tips for 2016

Here come the New Year's resolutions, and high on everyone's list (after losing weight and exercising more) is how to save money and build wealth.

For the last 4 years I've pushed for refinancing your mortgage to a lower rate on a 30 year fixed rate loan or a shorter term/lower rate on a 20 or 15 year fixed rate loan. These changes could possibly save your net worth tens of thousands of dollars over the life of the loan. We mortgage bankers have been calling 15 the new 30, so it's not too late to refinance to a 15 year fixed rate loan.

### Historic Mortgage Rates by Decade

Decade	Average Rate
1970s	8.86%
1980s	12.7%
1990s	8.12%
2000s	6.29%

KEEPING CURRENT MATTERS  
www.keepingcurrentmatters.com

Freddie Mac

"But wait," you say. "Aren't rates higher now that the Federal Reserve acted in December to raise rates? I missed rates in the 3's. Should I pay a mortgage interest rate over 4 percent?" Let's look at the history. Rates are still at historic lows! According to Freddie Mac<sup>1</sup>, we are seeing some of the lowest rates in decades:

Even if you missed rates in the 3's, rates in the 4's are still a bargain.

What if you are planning to sell your home this year? Are there ways to maximize your gain? Here are a few ideas:

1. Price your home a little low. I know that doesn't sound like the best advice, but it's a suggestion from the National Association of Realtors (NAR). In an article on realtor.com late last year<sup>2</sup>, they listed a number of pitfalls to avoid in pricing your home. One is the common mistake of pricing a little high to allow for negotiation. The problem here is that you will decrease the number of people who will look at your home because it will be out of their price range. By pricing a little low, you will maximize the demand and encourage multiple bidders if they think they're getting a deal.

2. Use a real estate professional. You may think you can save money by avoiding a real estate commission, but according to NAR's Economists' Outlook Blog<sup>3</sup>, the median selling price of FSBOs (homes For Sale By Owner) is almost \$40,000 below sales handled by real estate professionals. That's a substantial difference.

Santa Fe continues to offer outstanding opportunities for buyers – and sellers. If you're selling, price your home right. Use a real estate professional if you're buying or selling. If you're buying, watch for good values. Don't be put off by a small increase in interest rates. It's a good time to refinance. Remember, the average rate in the 1980s was over 12 percent! Doesn't that make the 4's sound good?

*Continued on next page »*

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<sup>1</sup><http://www.keepingcurrentmatters.com/2015/11/19/should-i-pay-a-mortgage-interest-rate-over-4/>

<sup>2</sup>[http://www.realtor.com/advice/sell/mistakes-home-sellers-make-pricing-home/?cid=soc\\_20151112\\_55192696&adbid=664813160151433216&adbpl=tw&adbpr=17351940](http://www.realtor.com/advice/sell/mistakes-home-sellers-make-pricing-home/?cid=soc_20151112_55192696&adbid=664813160151433216&adbpl=tw&adbpr=17351940)

<sup>3</sup><http://economistsoutlook.blogs.realtor.org/2015/11/09/selling-your-home-solo-to-save-money-youll-actually-make-less-than-you-think/>



*Francis Phillips, NMLS #193642, is Senior Mortgage Loan Originator with First Choice Loan Services Inc. in Santa Fe. He has served as director of business development for national mortgage companies. He and his mortgage partners have funded and built three homes for Santa Fe Habitat for Humanity. Contact him at [fphillips@fcbmtg.com](mailto:fphillips@fcbmtg.com) or 505.982.3400.*



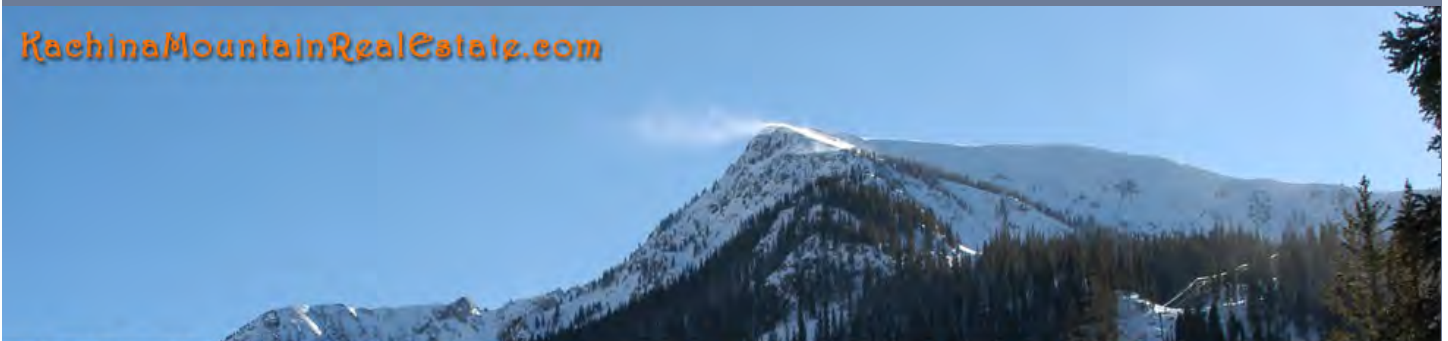
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**Cultivating The Spirit of Taos Ski Valley Real Estate Properties**



# Home Staging + Design with Debbie DeMarais

## POP of Color in the New Year

As we enter into the New Year thoughts of putting your home back to its pre-Holiday state may just prompt you to consider a fresh new look to your home, whether an updated décor or complete remodel.

**Here are some quick and simple ideas for a fresh new start:**

- Flowers – a fresh vase of flowers in your home, changed every week, will uplift your spirits and fill your home with color, fragrance and beauty.
- Throw pillows – bold colorful throw pillows can add POP when coordinated with your seating area and can chase away the winter blues.
- Floor covering – Replacing an outdated or worn rug. or adding new rug to a room can change its appearance. Rugs are like an island they create a foundation for furnishings while establishing a focal point and enhance the room with comfort and warmth.
- Go bold with color – Consider painting a wall or series of walls an unexpected color to compliment your surroundings. We tend to stay on the 'safe' side with wall color, and if you are apprehensive then start by painting one wall. Painting will change the appearance, look and scale of a room. Go bold or go soft whether you paint a primary wall or four walls. By adding color to compliment the surroundings as in the images provided by Sherwin Williams Color Forecast 2016. If you are selling your home staying a neutral color is your best bet.



Our thoughts, behaviors and emotional wellbeing are influenced from sensory triggers and our surroundings. Whether you chose a simple update or complete remodel your personal outlook and home will be brighter with more resilience in 2016. May the New Year bring you joy and happiness!

**Debbie DeMarais**, HSR Certified Home Stager, ASID, Allied Member

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# Monthly Market Report Albuquerque

## GAAR GREEN SHEET November 2015



*A condensed overview of the monthly statistical highlights.*

### Active Listings

Detached: 3,486  
Attached: 327

🕒 One year ago

Detached: 4,331  
Attached: 410

% Change (Detached)  
**-19.51%**

### Pending Listings

Detached: 794  
Attached: 77

🕒 One year ago

Detached: 738  
Attached: 81

% Change (Detached)  
**+7.59%**

### Closed Listings

Detached: 652  
Attached: 62

🕒 One year ago

Detached: 601  
Attached: 57

% Change (Detached)  
**+8.49%**

### Average Sale \$

Detached: \$213,686  
Attached: \$137,283

🕒 One year ago

Detached: \$215,899  
Attached: \$161,952

% Change (Detached)  
**-1.03%**

### New Listings

Detached: 1,031  
Attached: 101

🕒 One year ago

Detached: 980  
Attached: 94

% Change (Detached)  
**+5.20%**

### Days on Market

(Average)

Detached: 62  
Attached: 64

🕒 One year ago

Detached: 67  
Attached: 76

% Change (Detached)  
**-7.46%**

### Sales Volume

(in Millions)

Detached: \$139.3  
Attached: \$8.5

🕒 One year ago

Detached: \$129.8  
Attached: \$9.2

% Change (Detached)  
**+7.36%**

### Median Sale \$

Detached: \$180,000  
Attached: \$124,000

🕒 One year ago

Detached: \$175,000  
Attached: \$152,000

% Change (Detached)  
**+2.86%**

### Closed Sales by Market Area

MLS Area	City/County	2013	2014	2015	% Change
Areas 10 - 121	Albuquerque	386	401	420	4.74%
Area 130	Corrales	6	11	7	-36.36%
Areas 140 - 162	Rio Rancho	99	106	118	11.32%
Area 170	Bernalillo	9	10	14	40.00%
Area 180	Placitas	1	8	6	-25.00%
Areas 210 - 293	East Mtns. / Estancia	18	31	38	22.58%
Areas 690 - 760	Valencia County	47	34	49	44.12%

SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed. The SWMLS market areas include: City of Albuquerque, Corrales, Placitas, Rio Rancho, Bernalillo, East Mountains/Estancia Basin and most of Valencia County. The Green Sheet contains the same information reported on the full monthly report.

# Albuquerque Real Estate News with Cecilie Bodman

## Featured Listings in Albuquerque Area

6 Calle Cobre Placitas, NM 87043 MLS# 848856 \$490,000

Single Family 3,096 sqft | 4 Bedrooms/ 3 Baths | 2 garage spaces | 2 Stories | Price per sqft: \$158.27



Especially Lovely, Spacious Southwestern Home W/3 or 4 Bedrooms, Office Space, Studio, Exposed Adobe, Kiva Fireplaces. Dramatic Views Of Sandias, Cabezon, Jemez Mtns, Mesas, & City Lights. Just 12 Minutes And 12 Miles From Abq, But A Different World. Country Kitchen with custom cabinets, island and bar. Greatroom Design, Super For Entertaining. 2nd Master Up. Saltillo Tile/Vigas/Split Cedar Latillas/Kiva Fireplaces, Custom Cabinets through out home, 10ft Ceilings, Views From Every Room. Passive Solar Orientation. Wondrous Outdoor Spaces, Courtyards. Two Car Garage With Storage/Workrooms. Room For Horses. Mature Landscaping provides Shade, Color & Privacy. Close to Rail Runner and 30 mins from Santa Fe.

This home has interesting Native American historical information. It has been said to have high frequency geological zones also called "sacred" areas and the high frequency of the Sandia Mountain Triangle. Great location for those who meditate and do sound healing or Matrix Energetics or similar newer methods.



## Deals of the Decade:

I specialize in helping clients increase their wealth through Real Estate. I invest in real estate and have rental properties that create cash flow. I always find "deals of the decade" which are three bedroom, two bath, two car garage in great school districts you can rent for more than the mortgage.

All are priced under the market and could be rented for the mortgage payment and more. I may be able to write agreements on many of the homes with the owner paying the down payments and/or most of the closing costs. I would love to empower you to make educated decisions on your investments. Interest rates are still at historic lows!



Find out  
what your  
homes is  
worth! Call  
me.

**Cecilie Bodman**  
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Web: <http://abqgold.com>



**Aldea Home: SOLD**  
 4 Calle de Montanas, Aldea  
 MLS# 201505054

## Santa Fe Report - Aldea

Real Estate News from Dianne McKenzie

### Home **SOLD**, Representing the Buyers!



#### 4 Calle de Montanas is now a home to new Aldea residents!

*"This beautiful pueblo style home is located on a cul-de-sac and backs up to open space for beautiful Sangre views. The east portal with kiva fireplace, lovely landscaping and a water feature is perfect for entertaining. This gracious home is single level with two fireplaces, high ceilings with vigas, beautiful plaster walls, custom kitchen cabinets with granite counters and lovely finishes. There are four bedrooms and three bathrooms and one of the bedrooms is located at the front of the house with an outside entry and a full bath. Also included is an attached, direct entry two-car garage."* ~ from the MLS

### Lot 15 Camino Barranca, Representing the Buyers!

#### Lot SOLD custom home design and construction.

We are pleased to announce the sale of 15 Camino Barranca Lot in Aldea. The Buyers have hired John Halley, of Comet Studios, to design their new home and they have hired Jim Salopek to build it. This is a wonderful group effort with realtor, design & build team and, of course a very special client!



**Jim Salopek, M 43 LLC,**  
 Fine Home Building  
 Cell: 505.660.8801

Thirty five years of residential and commercial property development, construction management and renewable energy experience. This includes all aspects of a major homebuilding company: lot development, building construction, sales, customer service, office administration and renewable energy installations. **Web:** [m43finehomebuilding.com](http://m43finehomebuilding.com)



Comet Studios specializes in providing environmentally conscious planning, design & development services for a wide variety of sustainable project types – from small cabins to custom homes, custom estates, mixed-use commercial projects, land development projects, real estate developments and eco-communities.

**Contact John Halley for a free consultation:**

**Web:** [CometStudios.com](http://CometStudios.com) | **Cell:** 505.231.1454 | **Email:** [comet@CometStudios.com](mailto:comet@CometStudios.com)

**Studios:** 17 Plaza Nueva, Santa Fe, New Mexico 87507

**2015 Aldea Stats: Sold, Pending & Listed****Sold:** 35 Homes, DOM 163, 4 Lots,**Pending:** 4 Homes, 1 Lots**Listed:** 9 Homes, avg \$560,488, 9 Lots

# Santa Fe Report - Aldea

Real Estate News from Dianne McKenzie










Aldea's inventory remains low for this time of year. Sales have been slow with some houses on the market for as long as 375 days with an average of 167 days on the market. Lot sales are even more sluggish, with 9 Lots on the market and only 4 lots sold in 2015 to date.

There is more construction happening around Aldea, with a group of townhomes, patio homes and Homewise homes under construction. The custom home building market is just beginning to pick up as we will see more construction in 2016.



LISTING COUNT: DAYS ON MARKET:						HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE
TOTAL	HIGH	LOW	AVG	MED	LIST PRICE:	\$668,000	\$379,500	\$560,488	\$575,000	\$5,044,400
9	404	32	178	174	SOLD PRICE:	\$0	\$0	\$0	\$0	\$0

**LISTING PRINT OUT**

Address	Price	Original Price	TotSF	\$/TotSF	BD	BA(FTH)	Levels	InterS	Steps	Type	MLS #	DOM	Stat Date	Bank Owne	Short Sale	Photo
1 Camino Esperanza	\$379,500	\$379,500	1,900	\$199.74	3	3(2 0 1)	Two Story	Yes		Townhouse	201505215	32	12/1/2015	No	No	
5B W Via Plaza Nueva	\$489,900	\$514,900	2,800	\$174.96	3	3(2 0 1)	Two Story	Yes		Single Family	201501072	283	3/25/2015	Yes	No	
16 Camino Botanica	\$550,000	\$600,000	3,103	\$177.25	3	3(2 1 0)	Two Story	Yes		Single Family	201405411	404	11/24/2014	No	No	
105 AVENIDA ALDEA	\$559,000	\$559,000	2,470	\$226.32	3	3(2 0 1)	Single	No		Single Family	201504805	66	10/28/2015	No	No	
1 Calle Siete Casas	\$575,000	\$599,900	2,855	\$201.40	3	3(3 0 0)	Single	No		Single Family	201504291	109	9/16/2015	No	No	
4 W Calle Suerte	\$575,000	\$575,000	2,410	\$238.59	3	3(1 2 0)	Single	No		Single Family	201505078	46	11/17/2015	No	Yes	
55 Centaurus Ranch Rd	\$599,000	\$649,000	2,856	\$209.73	3	3(2 0 1)	Single	No		Single Family	201503201	174	7/13/2015	No	No	
7 Calle Vista	\$649,000	\$699,000	2,700	\$240.37	4	3(2 0 1)	Single	No		Single Family	201500694	307	3/2/2015	No	No	
37 Camino Botanica	\$668,000	\$670,000	3,279	\$203.72	3	2(2 0 0)	Single	No		Single Family	201503001	183	7/3/2015	No	No	

Equal Opportunity Housing \* All information deemed reliable, but not guaranteed. All information herein has not been verified and is not guaranteed.



## 2015 Las Campanas Stats: Sold, Pending & Listed

**Sold:** 59 Homes, DOM 225, 20 Lots, DOM 100

**Pending:** 11 Homes, 0 Lots

**Listed:** 49 Homes, avg \$1,266,977, 73 Lots, avg \$96,780

# Las Campanas Report: Homes & Lots



There are currently 49 homes for sale in Las Campanas. There are currently 15 Homes under \$1,000,000 in Las Campanas. There are currently 34 Homes over \$1,000,000 in Las Campanas.

There are currently 73 Lots for sale in Las Campanas. There are currently 33 Lots under \$100,000 in Las Campanas.

There are currently 40 Lots over \$100,000 in Las Campanas. View one photo per property. For additional photos or a tour call: 505.603.9300.

The total number of lots sold in Las Campanas doubled in 2014 compared to 2012 – from 22 to 47.

- Average Lot prices increased 30% during the same time period: from \$73,000 in 2012 to \$95,000 in 2014.
- Last year, 62 resale homes were sold in Las Campanas. So far this year, 54 have sold and another 11 are pending – total will be 65 -- and the year isn't over yet!
- 28 new homes are currently under construction in Las Campanas.
- Spec builders are investing once again in Las Campanas – and many are selling their homes before they completed!

### **To keep the momentum high in Las Campanas, the developer is offering these incentives on developer-owned Homesites:**

- On homesites over \$100,000: a full-equity golf or social membership at the Club at Las Campanas, which can be activated at closing, or taken as an option for up to 2-years while you build your dream home.
- On homesites under \$100,000: a \$5,000 credit at the La Fonda Hotel for rooms, food and beverage, gift shop, and/or any services offered by the hotel.

**Call me, Dianne, 505.603.9300, for a tour of Lots & Homes in Las Campanas.**



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**MOBILITYRE** is a cutting edge mobile and tablet technology firm started by real estate professionals and run by real estate professionals. The **MOBILITYRE** platform is unlike any other mobile platform in the market today – a mobile and tablet platform delivered as a service that helps buyers and sellers transform the way they utilize technology to buy or sell real estate.

## Taos Ski Valley Report

Real Estate News from Dianne McKenzie

**KML**

## Kachina Mountain Lodge - a Wilderness Eco-Resort Community

### Mountain Home Site Investment Opportunity

*Private & Peaceful - Phase One Luxury Wilderness Home Sites are now available in Taos Ski Valley*

MLS# 201502443

**Eco-Community Features:**

- Kachina Mountain Lodge & GaiaQuest are creating an exciting alpine wilderness eco-community filled with vitality and amenities that include restaurants, commercial conveniences, cultural arts facilities & programs, full-service boutique hotel, affordable euro-style hostel accommodations, private homes, open space parks, trails, year-round recreation opportunities, nature center, camping facilities, community food gardens & greenhouses, permaculture landscaping and GaiaQuest's unique university-style campus.
- Adding year-round vital business and prosperity for Taos Ski Valley, GaiaQuest's main campus center will enhance our community experience with a wide variety of Global Health and Well-Being lifestyle programs, related education programs, products, services and resources that no other alpine resort community has to offer.
- Sustainability features include localized green building solutions, onsite renewable energy farm and tertiary level waste treatment.

**Alpine Wilderness Home Features:**

- Beautiful Euro-Alpine style eco-home design, custom tailored to accommodate each buyer's unique needs & specifications.
- High Performance Active & Passive Solar Heating and Majestic Mountain Views provided by Expansive South Facing Windows.
- Open Living Area with built-in day bed, efficient Native Rock Fireplace Stove, Gourmet Kitchen with Inglenook, Powder Bath, Custom Built-ins, separate Entry Vestibule and Private Patio Deck.
- Spacious Master Suites with Sitting Area, Luxury Bath with Tub & Shower, Generous Storage and Private View Terrace.
- Rentable Lock-off Suite with Separate Entrance, Fireplace, Luxury Bath & Private Outdoor Patio.
- Direct Ski-In/Ski-out access to Taos Ski Valley's world-class ski runs.

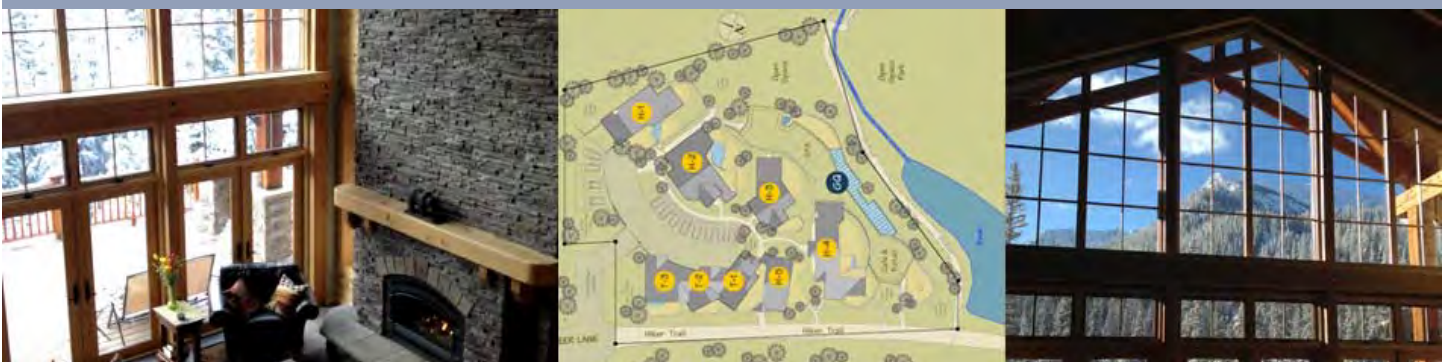
**Community Investment Opportunity:**

- Purchasing a beautiful custom home site in our unique wilderness eco-resort community at Taos Ski Valley also provides an important investment in the non-profit GaiaQuest Center for Global Health and Well-Being. As soon as investor commitments are in place for all 8 home sites, our Phase One commercial site will be deeded from developer to GaiaQuest for the first Healing Center building.

**Don't miss this rare chance to own a Luxury Wilderness Residence your family will treasure for generations!**

For more information - visit [www.KachinaMountainLodge.com](http://www.KachinaMountainLodge.com) and [www.GaiaQuest.com](http://www.GaiaQuest.com) or Call 505.231.1454

Kachina Mountain Lodge is now offering luxury mountain home sites for sale within a thoughtfully master planned wilderness eco-resort community in the Kachina basin at the top of Taos Ski Valley. Surrounded by abundant year round wilderness recreation opportunities, KML's home sites are competitively priced from \$185,000 to \$495,000. Don't miss this rare opportunity to own a luxury wilderness home your family will treasure for generations! <http://KachinaMountainLodge.com>. Please call John Halley, developer, for detail information, maps, home site information, floor plans etc: 505.231.1454





# A E O W Y N's Dog Treats



## Pumpkin Banana Treats

### Ingredients:

- 2 ripe bananas
- 1 can, (15 oz) pumpkin (not pie filling)
- 2 cups rice flour (or you can use any flour)
- 1 cup wheat flour
- 1 cup rolled oats (uncooked)
- 1 cup flax seed meal
- ½ cup of flax seeds
- 1 tablespoon cinnamon
- ½ cup water as needed

These treats, because of the moisture of the fruit, can spoil quickly, so keep refrigerated.

\*Parchment paper for rolling out the dough, Pizza cutter, Ruler for cutting straight lines & a dog to snoopervise.

### Method:

1. Preheat oven to 350° F.
2. Place the wet ingredients in a bowl. Stir until thoroughly combined. Place the dry ingredients in a bowl. Combine wet & dry ingredients. Add water as needed to combine the ingredients. Divide into 4 balls.
3. Roll out dough ball between parchment paper to 1/8" -1/16" thickness in rectangular shape to fit baking sheet. Discard top parchment paper. Transfer rectangular dough with the bottom parchment paper to baking sheet. Use pizza cutter to cut dough in parallel strips to create a checkerboard of 1" squares. Use a ruler to help cut straight lines.
4. Bake 30-35 minutes until no longer moist. Remove from oven and place upside down to remove parchment paper while hot.

*"The parchment paper makes the rolling easy, with no mess & cutting the crisps with the pizza cutter is super fast. You can keep them up to 1 week at room temperature in an airtight container or in the refrigerator for up to 4 weeks. You can also freeze them! I love these crisps because they are thin & I get to eat more. More is always better than less. After all, more is more!!!!" – Aeowyn*







## Free Reports

### Free Information Request Form

*Please complete the box below and place check marks next to the*

*free reports and information you'd like to receive.*

#### ***Send us your request:***

Dianne McKenzie, Call: **505-603-9300**

17 Plaza Nueva – on Aldea Plaza Santa Fe, NM 87507

Email: [Dianne@RealEstatePropertiesSantaFe.com](mailto:Dianne@RealEstatePropertiesSantaFe.com)

Cecilie Bodman, Call: **505-250-1356**

Email: [ABQGold@ymail.com](mailto:ABQGold@ymail.com)

## Free Reports

- ☐ Protect Your Home From Burglars
- ☐ Five Deadly Mistakes Home Sellers Make
- ☐ Making The Move Easy On The Kids
- ☐ How Sellers Price Their Homes
- ☐ How To Stop Wasting Money On Rent
- ☐ How To Sell Your House For The Most Money In The Shortest Possible Time
- ☐ The 10 Dumbest Mistakes Smart People Make When Buying Or Selling A Home

## Free Information

- ☐ Send me information about your free, no-obligation HomeFinder service.
- ☐ Send me the special computer report showing the features and sale prices of up to 15 of the most recent home sales near the following address:

\_\_\_\_\_, City: \_\_\_\_\_ or in  
the \_\_\_\_\_ area.

- ☐ Please let me know the listing price and features of the home at the following address:

\_\_\_\_\_ City \_\_\_\_\_.

- ☐ Please let me know the selling price of the home at the following address:

\_\_\_\_\_ City \_\_\_\_\_.

- ☐ Please call me to arrange a free, no-obligation market valuation on my house.

# Our Real Estate Team

As real estate consultants, we are 100% focused on consulting, marketing properties, negotiating, & overseeing the transactional details for our clients. We are committed to making the home buying / home selling experience the best it can possibly be. Our purpose is making sure our clients are so outrageously happy with the help we provide that they gladly introduce us to the people they care about, not because they feel obligated but because they truly believe they will benefit.



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& Service Dog

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