

Eco Lifestyle And Home

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

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Service

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Service

“Being of service teaches you to develop empathy, non-judgment, compassion, un-conditional love, un-conditional forgiveness, trust, consideration, patience, cooperation, higher wisdom and improved over-all understanding of life in general.”

~ Margaret Jang

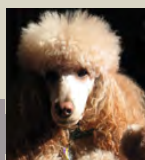
Real Estate News Pages 12,13,14, 16,17,18,19,20,21,22,25,26

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, Apple Sauce Dog Treats”

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Monthly Newsletter Theme For June: Service



Thoughts on Being of Service

The desire to serve comes from a sense of responsibility.

We all must take responsibility for what is happening in the world at large and within our sphere of influence and take action to apply that responsibility.

To serve, one must be both loving and wise. Service must always be unselfish.

Being of service is about being benevolent toward a greater cause. Acts of kindness, being polite, cultivating generosity are the stepping stones to living a life of service.

In order to be of service one must establish one's own reasons, guidelines and parameters for how they wish to be of service. To be of service does not mean one has to give oneself away, free of charge. Being of service does not mean one must be self-sacrificial. Being of service requires a deeper sense of consciousness.

There are some people who have not yet awakened to a higher state of consciousness. Those that participate in unskillful actions, operate from greed, ignorance and fear. Nasty gossip, harmful thoughts or words about another, defamation of character, the imputation of evil motives, the desire to shine at someone else's expense, silence that may hurt another's character, the feeling of superiority over others, digging up someone's unfortunate past, are all methods of the ego and impede being of service.

To be of service comes from an innate desire to cultivate loving kindness for oneself as well as for others.

Recently a real estate client expressed their longing to be able to purchase a specific home and remarked: *"If you could help me get this home, you will have made my whole life."* This comment touched me deeply as I realized that my ability to help facilitate this transaction had long-range consequences. My role as a real estate broker directly relates to the role of service provider where I strive to help my clients manifest their dreams and lifestyle goals.

I believe that *"...the dreams which accompany all human actions should be nurtured by the places in which people live and work"*. A home then takes on more meaning than just being shelter from the elements.

Being of service, means I take responsibility for the transaction for sellers and buyers. I put my clients interest above my own. I must provide my service with honesty and reasonable care, comply with local, state and federal laws, suggest options for seeking advise from experts, provide prompt accounting of all monies received, and disclose of any adverse material facts or potential conflict of interest while maintaining confidential information.

Being of service in a real estate transaction is extremely rewarding. I know I am helping manifest dreams, helping create the stage set to my clients' lives.

Thank you for reading our newsletter. ~ Dianne McKenzie & Aeowyn, Cecile Bodman & our content contributors

Events Around New Mexico

1. Albuquerque Folk Festival

Anderson Abruzzo Albuquerque International Balloon Museum
 Saturday, June 06, 2015 10:30 AM - 11:00 PM
 9201 Balloon Museum Dr NE, north off Alameda,
 Albuquerque, 87501

A participatory event, with national, regional, and local musicians and performers, an instrument petting zoo, an Explora! hands on exhibit. Performances, dances, workshops, music jams, crafts, food.

2. Festival Flamenco Internacional de Alburquerque

Sunday, June 07, 2015 All day event
 1701 4th Street SW, Albuquerque, 87102
 Distinguished as the most important and longest standing flamenco event outside of Spain, Festival Flamenco is a true celebration of cultural exchange and of course, flamenco.

3. ARTfeast Edible Art Tour- EAT

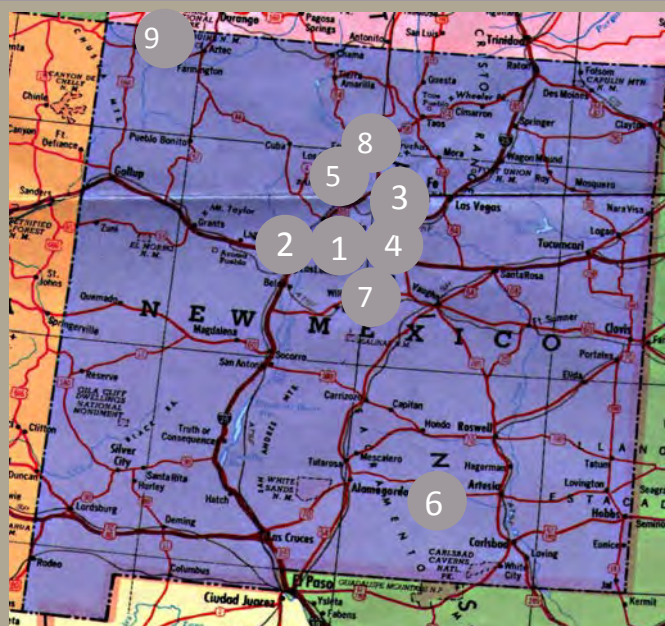
Saturday, June 13, 2015 5:00 PM - 8:00 PM
 Canyon Road, Santa Fe, 87501
 ARTsmart's Annual Edible Art Tour or EAT is hosted by members of the respected Santa Fe Gallery Association pair up with the city's finest restaurants and caterers in Santa Fe's two world-renowned art districts of Canyon Road and Downtown.

4. Lavender Labs at Los Poblanos

Sunday, June 14, 2015
 4803 Rio Grande Blvd. NW, Los Ranchos, 87107
 Join us for all things lavender this June & July at Los Poblanos Historic Inn & Organic Farm. Various workshops, classes, tours, and tastings will be held throughout these two months to celebrate lavender season!

5. Santa Fe Artists Market @ the Railyard

Saturday, June 20, 2015 8:00 AM - 1:00 PM
 Guadalupe @ Paseo de Peralta Santa Fe, 87501



6. Wind Rider Music Festival

Sunday, June 21, 2015 11:00 AM - 5:00 PM
 1286 Ski Run Road Alto, 88312
 Playing many different genres such as Rock, Spanish, country and oldies they are sure to bring great vibes that will keep you wanting more.

7. Exhibition: Only in Albuquerque

Sunday, June 28, 2015 All day event
 2000 Mountain Rd. N.W. Albuquerque, 87104
 Albuquerque Museum will unveil and open to the public the highly anticipated Only in Albuquerque history gallery.

8. Santa Fe Society of Artists Outdoor Fine Art Show

Saturdays & Sundays, in June 9:00 AM - 5:30 PM
 122 W Palace, Santa Fe, 87501
 Meet Santa Fe's premier local artists and enjoy their exceptional and diverse talents!

9. Pueblo (Anasazi) Style Flute Workshop with a Day Trip to Chaco Canyon

Friday, June 26, 2015 All day event
 725 Cerrillos Road Santa Fe, 87508
 Explore the mystery and power of the Great Houses of Chaco Canyon and learn to play the ancient flute of the southwest with virtuoso Anasazi style flute player, Scott August. This 4 day workshop, called "Ancestral Spirits: Mastering the Flute of the Ancients" will guide participants on their Pueblo (Anasazi) style flute journey by both classroom & location.

Take A Hike to McCauley Springs

with Cecilie Bodman

Lets take a hike to McCauley Springs in Jemez on June 6th.

McCauley Hot Springs is a 3.5 mile out and back trail located near Jemez Springs, New Mexico and is good for all skill levels.

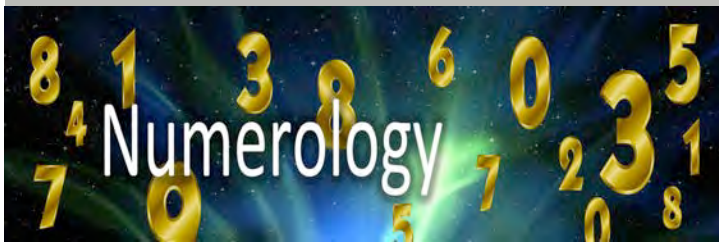
The trail is primarily used for hiking and is accessible year-round. Dogs are also able to use this trail but must be kept on leash.

Elev. Gain: 580 feet

Season: Year-Round



Meet at Jemez Falls at 9 am. Fun and beautiful hike! Take a dip if you like. Most folks skinny dip. Please rsvp to let me know you are coming. Thanks, Cecilie 505-250-1356



Life By The Numbers

- Cecilie Bodman

June Numerology

The month of July is the **Number 5**.

The **color** is Turquoise.

Wear Turquoise and Aquamarine.

Look your best and really dress up this month. Promote and advertise your products and yourself. This is a month for change and surprise. Be receptive and open to all good with joy and pleasure and gratitude. Network and change your routine. Try something new and different.

Gems: Turquoise, Larimar, Iolite, Blue Calcite, Aquamarine

Yoga Poses: Fish, camel

Affirmation For June:

“I welcome change and rejoice in the new!”

Affirmation for the Month June

“Why do I have so many wonderful gifts to share with the world?”



“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 Service

by Lainie Grimmer

Hooray! School is out, the kids are happy, the teachers are happy, and so am I. I've just completed another year of doing something I love: Helping children learn to read.

Being of service is an important part of my life. The time I spend with the children turns my focus outwards, towards others and the world around me, and always fills my heart with hope. Besides the satisfaction of helping the others, those who incorporate service into their lives reap some extraordinary benefits: Giving our time helps us connect to others and strengthens existing relationships, and helps us stay healthy. Helping others also sparks happiness: Researchers at the London School of Economics examined the relationship between volunteering and measures of happiness in a large group of American adults and found the more people volunteered, the happier they were.

Opportunities to be of service abound. With so many possibilities to reach out and make a difference, how do you decide where you want to focus your time and energy? The best way to be of service is to match your personality and interests with the opportunities available. To help you narrow the field, ask yourself these three questions:

1. **Why do I want to volunteer?** You will have your own, unique answer(s): Perhaps you want to meet new people. Or you have some spare time and want to better your community. Maybe your wish is to share your knowledge with others.
2. **Is there something specific I want to do?** Some of us know in a nano-second how we want to help, while others may need to ponder. If you're pondering, ask yourself question 2a: What do I enjoy doing and what are my skills? If you love organizing parties, you might consider helping a local non-profit with their annual fundraiser. Maybe teaching English as a second language sounds rewarding. Helping clear a local hiking trail might bring you joy.
3. **How much time do I have?** Be honest with yourself. If you have just two hours a week, chairing the annual fundraising campaign for the animal shelter may not be feasible whereas volunteering in the shelter's office on a weekly basis would fit in nicely.

Once you decide, know the most valuable skills you can bring to any volunteer effort are compassion, a willingness to do whatever is needed, and a positive attitude. Whatever your passion, however you get involved, being of service offers a way to have a real and lasting impact on the world, and yourself.

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Your Inner Rock Star Service

by Patty Walters



What is Service? Being in service to?

It's an opportunity to offer our hearts and talents to the world in a powerful way.

AND to be in service to ourselves, our passions, and what makes us come alive in the world. Being the best version of ourselves, to tap into that spark that is living in our hearts.

I had this experience just this week. I lead workshops and speak to groups about living B.O.L.D. and using it as our platform for who we are in the world – totally providing our highest level of service. Without it, we are only coming from a watered down version of ourselves, which effects our level of service that we provide.

B.O.L.D. is a portal to our aliveness and B stands for being. Who are we being in this moment? The evangelist Joyce Meyer tells her audiences it's impossible to be powerful and pitiful in the same moment. Being is a choice, moment to moment, from which we can feel empowered and confident and as a result, provides the highest level of service.

O. is for owning it. When we own it, no one can talk us out of the service we provide. It comes from our heart and the energy of the heart is so much more powerful than a good idea. O is also for 'open for business'! When we come from an open place – an open heart – we can feel a difference in the level of service we can provide our world.

L is for love it and live it. When we are fully expressing who we are, what we love, and are living it – that is true service. That is the place where inspiration and action are combined which allows things like our stories to be expressed and touch others lives – such as books, performances of many kinds, non profits, purposeful movements such as saving the whales or school reform.

D is for doing it. Our true service is to express it, to just do it.

Are you ready?

Patty Walters, Team Development & Public Speaking

713.582.9551

<http://rockstarbusiness.weebly.com>

<http://Pattywalters.com>

Facebook: <https://www.facebook.com/ImprovPatty>



Here's to Living Our Bold*, Rock Star Adventures!

*Bold -- Webster definition: 1. Fearless before danger. 2. Adventurous, free. 3. Standing out prominently.



Pamela Cornish, D.O.M.

Service

We hear of military service, full service, service clubs, table service, spiritual service (seva)

public service, service organizations, and customer service. Yet my favorite kind of service is that which is offered with an un-purchased smile, and no expectation of compensation or recognition. The Golden Rule is: "Do unto others as you would have them do unto you." If everyone adhered to that principle, it would be quite a different world indeed! We see the bumper sticker, which reads: "Practice Random Acts of Kindness, and Senseless Acts of Beauty." When last did you serve someone with no concern for recognition or compensation?

I experienced delight at a grocery store recently, when I noticed a young couple perusing the frozen foods section. This is practically to silly to tell, but it gave me (and them) a thrill – almost as if it were accomplished by an "Unseen Hand" (not mine!) It was their anniversary, and they were excited to celebrate with a particular brand and flavor of ice cream. Shocked by its price, they selected a less expensive substitute. Can you recall when spending \$5 above your grocery budget would be a deal breaker? A couple of minutes later, in a different isle, I approached the couple and handed them the ice cream they craved, with a \$5 bill, saying, "I don't have a greeting card, but 'Happy Anniversary!'" Serendipitous service is among my favorite types!

In a previous blog, I wrote about my 80+ year old Cherokee landlady. When I was 20+ years old, I remember asking her, "What is the meaning of life?" Without skipping a beat, she replied, "Hell if I know!!!" I used to think the meaning of life had to do with sharing love, creating conscious connection to God, and cultivating beauty and high ideals. But now I think that all of these concepts easily fit under the umbrella of SERVICE –implying ACTION, which speaks much louder than words.

Service need not be a full-time volunteer job. It might be as simple as opening a door, or offering your seat to someone who needs it more than you do. In China, if an elderly person or pregnant woman boards a bus, riders scramble to be the first to offer their seats They are even FINED, if the DON'T!!! Do we often see such an emphasis on courtesy and service in our country today? Not so much.

When I lived in the Orient for 4 yeast during the 1980's, I was given the Chinese name, "Pan Mi Yao," partially echoing the sound of my English name. Buy my Chinese graduate students added a lovely twist. The Chinese characters for my name portray a chines mythological faerie who helped an Emperor avert a flood—and SAVED THE PEOPLE. Those last 3 words are music to the ears of the Chinese citizens. In their social service consciousness, THAT is their *raison d' etre* (reason for being)! As a graphic artist, I turned my name's beautiful Chinese Characters into the logo on my business card—which I have used for almost 30 years in my private practice of natural medicine in Albuquerque.

So, I am, literally, "at your service." And the best service I can offer, is to discourage dependency upon me, and to empower my patients with knowledge and options to take optimum care if themselves. That is my passion. That is my service.

Attracting Perfect Customers

The #1 Strategy for Creating Lucrative Loyal Raving Fans



Coaching . Training . Speaking

Attracting Perfect Customers to Serve:

100% of your Clientele are 100% PERFECT 100%
of the Time

By Jan H. Stringer

What is the cost of just ONE less-than-perfect Customer? Businesses spend untold amounts of dollars attempting to FIX problems that pop up around complaints, gripes and hard to please customers. The 80/20 rule of Customer Service says that you will spend 80% of your day attempting to please those people that were not a perfect fit for your company in the first place. Based on this model, only 20% of your customers will be satisfied. What if I could show you a way to turn that around such that 100% of your client base can be 100% perfect for you to serve, 100% of the time??!!!

In the book, "Knock Your Socks Off Service" it explains what it costs when you lose customers. It's a great book, however, I've found that you can head off an unhappy customer with advanced planning.

Strategic Attraction™ Plans are the perfect way for you to explore on paper all of the criteria that would constitute your perfect customer. In the 3rd part of the plan, it asks you to specify what you WANT your perfect customer to expect of you. For instance, what kind of service will you provide to ensure that they become a loyal raving fan? And what will you do when the relationship with this potential fan becomes less-than-perfect?

By approaching these situations ahead of the problem, you become clear about your own policies, boundaries, and how you want it to go ---- way ahead of the grumbles! It allows you to become clear and to fill your database with happy customers for you to share your gifts, talents, and skills.

Jan H. Stringer, Author/Speaker/Founder,
lives in Santa Fe, NM
PerfectCustomers, Inc.
www.perfectcustomers.com





CENTER FOR CANINE BEHAVIOR STUDIES

The Center for Canine Behavior Studies & LoveAnimals.org *Gift of Life* Campaign

If you love dogs like we do, we are asking you to visit <http://www.loveanimals.org/a-human-canine-study.html>, **watch the video** and make a **Gift of Life** contribution to help launch the *Animal Ownership Interaction Study*, a Tufts University administered human-canine study that will contribute to saving the lives of millions of dogs.

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: For a donation to the study of \$60 or more, you will receive Aeowyn's Canine Treat Recipe Portfolio (electronic version, so you, too, can pass on the love!) That's 12 months of treat recipes with techniques, tips, ingredients, photographs & more.

Please also consider participating as a citizen scientist in their on-line Study with thousands of dog owners the world over. **Please pass this message on to everyone you know who loves dogs;** and ask them to visit <http://www.loveanimals.org/a-human-canine-study.html>

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

Condos can be a great buy in this market!

What a great time to purchase a Santa Fe condo! Interest rates remain near historic lows and property values are still low following the correction a few years ago. However, we don't expect this to last long. Federal Reserve Board Chair Janet Yellen has vowed to raise rates this year, maybe as early as June. As for the Santa Fe market, inventory is scarce, and we are moving to a seller's market. Right now, buyers are waiting for new listings to come on the market and making offers quickly. This is great news for Santa Fe as we catch up with the rest of the country. Some of our neighboring states have seen a bounce back with as much as double-digit price increases in the past year.

From affordable to luxury, great opportunities lie in the condo market. Many can buy for as little as 3% down for a primary purchase, 10% down for vacation home and 20% down for a rental condo. Most people assume that it is difficult to buy a condo, but it is not as bad as you might think. It is true that not only is the buyer evaluated for loan approval but also the condo complex/Homeowners Association (HOA) must pass muster with the lender to prove that it carries the required minimum insurance coverage for their Master Insurance Policy and that no more than 15% of the condo owners are delinquent in their HOA fees.

You will probably hear the terms *Warrantable* and *Non-Warrantable* when you look for a condo loan. What do they mean? For FNMA and Freddie Mac to offer traditional 30 year fixed rate financing for a condo, certain ratios must be met within the condo complex for the loan to be considered Warrantable – that is, for FNMA /Freddie Mac to be able to purchase the loan from the bank. Lenders determine this by requiring that a condo questionnaire be completed by the HOA. Questions include how many units exist and how many are considered rentals. If more than 50% of the complex is non owner-occupied (rentals) and you are buying the condo as a rental property, then the loan is considered Non-Warrantable and cannot be sold to FNMA/Freddie Mac. If you are buying the condo as a primary residence or second home, this is not a problem, and there should be a wide range of loan options available to you, depending on your specific circumstances.

What can you do if you want to buy a condo as a rental property and the loan is Non-Warrantable? Can you still get a loan? Yes! Many banks offer Non-Warrantable condo loans through their bank portfolio loan program in which the bank agrees to hold the loan and not sell to FNMA or Freddie Mac. These loans are generally an Adjustable Rate Mortgage (ARM) product with a minimum 20% down. By the way, there are other factors that can make loans for a condo Non-Warrantable, such as when one entity owns more than 10% of the complex, or the complex includes a rental desk (similar to a hotel) where vacationers can rent a condo on site (also known as a "Condotel").

Continued on next page »

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So yes, loans are available for condos, from traditional fixed rate mortgages (just like you'd see with a standard single family residence) for Warrantable condos to adjustable rate mortgages through bank portfolio programs for Non-Warrantable condos.

When you're considering a condo purchase, ask the seller for this important determination. The listing agent should have these details, so you can consider what type of financing you may be eligible for. Don't be discouraged by what you may have heard about condo loans - great opportunities exist in Santa Fe's market and financing is available.



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 or 505.982.3400.

Special Offers & Discounts

A Gift For You From Your REALTORS® - Cecilie & Dianne

Lowe's Home Improvement has offered our real estate clients a special discount for 10% off any purchase up to \$10,000. Limit 1 coupon per transaction.

For Our Buyers

With a few updates your new place can really start to feel like home. By participating in a special program for REALTORS®, we are able to offer you this discount from Lowe's to help you make those small updates. Enjoy your new home! And thanks for trusting us with your real estate needs.

For Our Sellers

A quick refresh can make almost any home more appealing. By participating in a special program for REALTORS®, we are able to offer you this discount from Lowe's to help you make those small updates. Thanks for trusting us to serve your real estate needs.

Lowe's only requirement is that we provide them with your email address & full mail address: email address, street number, street name, city, state & zip so email us with your information and Lowe's will send you our 10% discount card. So please contact us and we will sign you up!



Shared Dreams Design

with Karen Klavuhn

SERVICE : an act of helpful activity.

I think we have all had examples of good and bad service in our lives. If you are like me when you receive poor service at a restaurant or business you may give the benefit of the doubt that it was an off day and give it another chance. Alternately you may speak up and see if your dissatisfaction will be eased or compensated in some way. When you receive wonderful service you may show your gratitude with a large tip and or a verbal or written form of appreciation.

How many of us take the time to view our homes, offices, garages, yards or items in those spaces the same way? Put yourself into that mindset and be your own customer in your

space.

- Is that chair which looks so cool and cheerful but is not comfortable so you never sit in it doing you the best service?
- How about that bedroom? Is it the beautiful, comfortable, restful, or romantic retreat space you always wanted? Has it become your second office where you can no longer relax?
- Is your office desk providing you with the amount of space you need to work easily?
- Is your garage giving you the service you would like or that is most optimal for you? Do your cars get to be out of the weather or does other stuff get better service?
- Is there a gadget or piece of furniture you have that no longer "fits" or serves the purpose it was made for. Are you trying to fit it into another service roll that isn't quite working?

We humans tend to avoid making changes that can enhance our spaces and therefore our lives. But, would you continue to patronize a business or restaurant that treats you poorly? The items that no longer provide you with the level of service you deserve should be passed on so they can provide a service to someone who can really use and enjoy them. By recycling items in this way you not only provide a service for others but for our planet as well.

So have fun being a customer in your space looking at it through the eye of service and see where things rank on your satisfaction scale. Here's hoping for many WOW's.



Karen Klavuhn - Shared Dreams Design
"Making your environment work for you"

Telephone: 505-424-3527 Email: shareddreams@outlook.com



Scentsy Fragrance Wickless Candles

What is Scentsy? Scentsy wickless candles are decorative ceramic warmers that use a light bulb to heat and melt highly-scented wax bars. Scentsy is the authentic, innovative wickless, flameless candle. No wick means no smoke smell, no soot, and no open flame. The light emanating from these warmers transformed my living & workspace. Enjoy your Scentsy products and transform your world and create magic in your home or office environment! I know the magic that Scentsy can bring into a room and once you experience it for yourself, you too will want to share Scentsy with those you care about and create your Scentsy story.



Lone Star

Pleasantly unrefined, *Lone Star* is a proclamation of freedom and spirit — and a charming adornment to your Independence Day celebrations. Display this rustic symbol, set against a pattern of reclaimed barn wood, with pride.

~~\$35.00~~ \$31.50 (10% OFF)

Summer Sunrise

Savor the stillness of dawn with freshly ground juniper berry, cardamom and a crackle of black pepper, enlightened by aromatic bergamot and cedar.



Summer Sunset

Delight in the sun's last rays as brilliant pomegranate, black currant and rhubarb dissolve into a horizon of sugared lemon and vanilla frost.



Enjoy this month's fragrances at a 10% discount.

Scent Circle	\$3.00	\$2.70
Scentsy Bar	\$5.00	\$4.50
Room Spray	\$8.00	\$7.20



www.ScentsationalLights.com Call: 505.699.0919 and ask for Pam Scotty

Monthly Market Report Albuquerque

GAAR GREEN SHEET April 2015



A condensed overview of the monthly statistical highlights.

Active Listings

Detached: 3,953
Attached: 382

⌚ One year ago
Detached: 4,382
Attached: 476

% Change (Detached)
-9.79%

Pending Listings

Detached: 1,180
Attached: 127

⌚ One year ago
Detached: 976
Attached: 73

% Change (Detached)
+20.90%

Closed Listings

Detached: 844
Attached: 71

⌚ One year ago
Detached: 721
Attached: 52

% Change (Detached)
+17.06%

Average Sale \$

Detached: \$210,321
Attached: \$134,742

⌚ One year ago
Detached: \$215,560
Attached: \$145,299

% Change (Detached)
-2.43%

New Listings

Detached: 1,677
Attached: 154

⌚ One year ago
Detached: 1,756
Attached: 195

% Change (Detached)
-4.50%

Days on Market

(Average)

Detached: 70
Attached: 67

⌚ One year ago
Detached: 71
Attached: 69

% Change (Detached)
-1.41%

Sales Volume

(in Millions)

Detached: \$177.5
Attached: \$7.6

⌚ One year ago
Detached: \$155.4
Attached: \$8.2

% Change (Detached)
+14.22%

Median Sale \$

Detached: \$176,800
Attached: \$130,500

⌚ One year ago
Detached: \$175,000
Attached: \$140,000

% Change (Detached)
+1.03%

Closed Sales by Market Area

MLS Area	City/County	2013	2014	2015	% Change
Areas 10 - 121	Albuquerque	503	470	581	+23.62%
Area 130	Corrales	5	17	10	-41.18%
Areas 140 - 162	Rio Rancho	132	135	156	+15.56%
Area 170	Bernalillo	7	8	11	+37.50%
Area 180	Placitas	8	11	7	-14.29%
Areas 210 - 293	East Mtns. / Estancia	34	42	43	+13.16%

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



1200 SIGMA
CHI Road NE
Albuquerque,
NM 87106
MLS 826606
\$540,000



Original refinished oak floors, all one story and original. New windows, roof, remodeled kitchen & master coolers. Huge master bedroom with California closets. Located 2 blocks from UNM in Historic Spruce Park.

Frank Lloyd Wright inspired home w/ fir beams & knotty pine wall paneling in the family room. Country kitchen w/granite counter tops, stainless appliances. Custom Chaco stone fireplace, formal dining & living room. Large covered patio draped w/grapevines.

Lush landscaping and Pristine pool. Elegant, graceful living. Close

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!

Featured Listings in Albuquerque Area

1218 Apache Drive
Socorro, NM 87801

\$240,000 MLS# 837737

3 Bedrooms, 2 Baths,
2,006sqft



Single story, energy efficient, three bedroom home on Tech Hill. Deck with amazing views of the sunset and valley. Wood floors in the living room. Open kitchen with dining room. Free lawn water and campus security. 10 minute walking distance to NRAO and NMT. Beautiful mature landscaping with green lawn and xeriscape.

Materials and fixtures used in the home are of high quality. Family room is spacious and designed by an architect. Formal drawing room with dining space is separate from the large family room. Two car insulated and finished garage.



Find out what your homes is worth! Call me.

Featured Listing: Lot 9 Calle Altura in Aldea MLS# 201501532

Santa Fe Report - Aldea

Real Estate News from Dianne McKenzie

Fabulous lot in desirable Aldea de Santa Fe with spectacular views to the south, west & northeast. Located on a quiet cul-de-sac, & is the only available view lot in Aldea with open space, design plans & ready to build.

Located on a quiet cul-de-sac, this the only available lot in Aldea that offers adjoining open space combined with spectacular east and west views to the Sangre de Cristo and Jemez mountains. Ready to build now, this opportunity includes plans for a gracious Santa Fe style home with 3 bedrooms and 3 baths, perfectly sited to fully capture the mountain views.

Great Room has been designed for entertaining with expansive glass walls east and west that open out onto two large patio terraces. This offering includes a full design package with preliminary construction documents, survey map with topography, soils report and preliminary construction budget.

Discerning buyers in search of the best available lot in Aldea will appreciate this unique ready-to-build project that can easily be custom tailored to accommodate their needs and lifestyles.

OFFERED FOR SALE: \$117,500 including a full design package with preliminary construction documents, survey map with topography, soils report and preliminary construction budget. Lot Size Acres: 0.275
MLS#: 201501532

Detailed plans are available for qualified buyer. Call: 505.603.9300 to schedule meeting to review complete design package: plans, survey, soils report, floor plans, elevations, foundation plan, with construction budget.

Ready to build or customize to meet your needs. **9 Calle Altura Aldea Lot For Sale** is a truly special project designed to meet the needs of many buyer profiles wishing to customize their home.

Planning & design by John Halley of [Comet Studios](#) ».

MLS#: 201501532 - including design plans - Price: \$117,500

Equity
New Mexico

Dianne McKenzie
Associate Broker
Cell: 505.603.9300

For Sale \$117,500
Ready to Build with Design Plans
Aldea View Lot: 9 Calle Altura





















RealEstatePropertiesSantaFe.com
Dianne@RealEstatePropertiesSantaFe.com
19 Plaza Nueva, Santa Fe, NM 87507

ABQ Office: 505.291.0050
Accredited Consultant in Real Estate **ACRE**

2015 Aldea Stats: Sold, Pending & Listed**Sold:** 13 Homes, DOM 140, 0 Lots,**Pending:** 8 Homes, 0 Lots**Listed:** 21 Homes, avg \$533,000, 11 Lots

Santa Fe Report - Aldea

Real Estate News from Dianne McKenzie

Address	Price	Original	TotSF	\$/TotSF	BD	BA(FTH)	Levels	InterS	Type	MLS #	DOM	Stat Date	Bank	Short	Photo
22 Vista Precioso	\$191,000	\$191,000	0		2	2(1 0 1)	Two Story	Yes	Townhouse	201501116	64	3/27/2015	No	No	
32 CALLE LEMITA	\$395,000	\$399,000	1,811	\$218.11	3	3(2 0 1)	Single	No	Single Family	201500783	85	3/9/2015	No	No	
11 Calle Festiva	\$465,000	\$519,000	2,200	\$211.36	3	3(2 1 0)	Two Story	Yes		201404758	242	9/30/2014	No	No	
27 Camino Botanica	\$479,000	\$479,000	1,803	\$265.67	2	3(2 0 1)	Single	No	Single Family	201501850	29	5/4/2015	No	No	
25 Calle Lemita	\$484,000	\$484,000	2,061	\$234.84	3	3(1 2 0)	Single	Yes	Single Family	201502107	15	5/15/2015	No	No	
23 Vista Precioso	\$495,000	\$495,000	2,368	\$209.04	3	3(2 0 1)	Two Story	Yes	Single Family	201405600	166	12/15/2014	No	No	
23 Camino Barranca	\$499,000	\$565,000	2,672	\$186.75	3	3(1 2 0)	Split or Tri-Level	Yes	Single Family	201404497	263	9/9/2014	No	No	
5B W Via Plaza Nueva	\$509,000	\$514,900	2,800	\$181.79	3	3(2 0 1)	Two Story	Yes	Single Family	201501072	66	3/25/2015	Yes	No	
5 Arroyo Privado	\$519,000	\$525,000	2,440	\$212.70	4	4(3 1 0)	Split or Tri-Level	Yes	Single Family	201404806	241	10/3/2014	No	No	
8 Calle Amistosa	\$545,000	\$545,000	2,223	\$245.16	3	2(2 0 0)	Single	No	Single Family	201405017	221	10/21/2014	No	No	
85 Avenida Frijoles	\$549,000	\$549,000	2,650	\$207.17	3	4(3 0 1)	Two Story	Yes	Single Family	201405404	187	11/24/2014	No	No	
91 Avenida Aldea	\$549,000	\$570,500	2,331	\$235.52	3	3(2 0 1)	Single	No	Single Family	201500776	84	3/7/2015	No	No	
1 Altura Vista	\$549,000	\$549,000	2,159	\$254.28	3	3(3 0 0)	Single	No	Single Family	201501223	58	4/2/2015	No	No	
4 Calle Siete Casas	\$574,999	\$574,999	2,464	\$233.36	3	3(2 0 1)	Single	Yes	Single Family	201502041	18	5/12/2015	No	No	
81 Avenida Frijoles	\$575,000	\$575,000	2,940	\$195.58	3	4(3 0 1)	Two Story	Yes	Single Family	201501188	59	4/1/2015	No	No	
150 AVENIDA FRIJOLES	\$599,000	\$599,000	2,391	\$250.52	3	3(2 0 1)	Single	No	Single Family	201501041	68	3/23/2015	No	No	
16 Camino Botanica	\$600,000	\$600,000	3,103	\$193.36	3	3(2 1 0)	Two Story	Yes	Single Family	201405411	187	11/24/2014	No	No	
13 Calle De Montanas	\$617,500	\$617,500	2,300	\$268.48	3	3(2 0 1)	Single	No	Single Family	201501572	40	4/20/2015	No	No	
1 Calle Siete Casas	\$629,900	\$669,900	2,855	\$220.63	3	3(3 0 0)	Single	No	Single Family	201500525	103	2/16/2015	No	No	
37 Camino Botanica	\$680,000	\$699,000	3,279	\$207.38	3	2(2 0 0)	Single	No	Single Family	201403302	333	7/1/2014	No	No	
7 Calle Vista	\$689,000	\$699,000	2,700	\$255.19	4	3(2 0 1)	Single	No	Single Family	201500694	90	3/2/2015	No	No	

Aldea News

Equity
New Mexico

Dianne McKenzie
Associate Broker
Cell: 505.603.9300
51 Centaurus Ranch Road

JUST SOLD

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Dianne@RealEstatePropertiesSantaFe.com
19 Plaza Nueva, Santa Fe, NM 87507

On Aldea Plaza
ABQ Office: 505.291.0050

Accredited Consultant in Real Estate ACRE

Aldea is a New Urbanist Village, with a central civic plaza surrounded by traditional neighborhoods of multiple housing types & miles of walking trails.

New Urbanism provides a unique mix of commercial properties, live/work lofts (apartments over storefronts), townhouses, patio homes, & single family homes with yards. Diverse, walkable neighborhoods surrounding a mixed-use commercial core, are what distinguishes New Urbanism from other development styles.

Aldea is in Santa Fe County and is connected to the Santa Fe County water and sewer systems. (The vast majority of houses in Santa Fe County, *not* in Aldea, are on wells and septic tanks). The roads in Aldea are owned and maintained by the Homeowners Association. Santa Fe County Real Estate taxes are very low, and monthly Homeowners Association dues cover the maintenance of private roads, open space, parks, and a community building.

Santa Fe Report - Tessera

Tessera is the newest Homewise Homes community. Located in the hills of northwest Santa Fe, Tessera features stunning mountain views, generous dedicated open space and an extensive trail system.

Built to exacting standards and quality, the to-be-built homes at Tessera are ideal for those who enjoy customizing their home to suit their personal taste. Home sites border greenbelt for a private and natural ambiance. Close proximity to La Tierra Trails, public golf and more. Tessera is located just minutes from downtown Santa Fe with easy access to I-25 and Los Alamos.

The community of Tessera is a mosaic of thoughtfully designed, energy efficient new homes built to exacting standards and quality. Granite slab countertops in the kitchen and baths, & ceramic tile floors warranty, STO Stucco, Low VOC paint, carpet, and construction materials, and much more.

Call me for a tour 505.603.9300

Equity
New Mexico

Dianne McKenzie
Associate Broker
Cell: 505.603.9300
50 Via Summa
in Tessera

JUST SOLD

RealEstatePropertiesSantaFe.com
Dianne@RealEstatePropertiesSantaFe.com
19 Plaza Nueva, Santa Fe, NM 87507

On Aldea Plaza
ABQ Office: 505.291.0050

Accredited Consultant in Real Estate ACRE

Featured Listing

MLS#:201501696

Price: \$219,000

Santa Fe Listings

Real Estate News from Dianne McKenzie



Charming Adobe Home 1275 Maez Road Santa Fe

3 Bedrooms, 2 Bathrooms House Size: 1,375 sqft

Charming, adorable, light & bright, this northern New Mexico adobe home has been completely remodeled & is a sparkling gem of a property.

Separated master suite with 2 additional bedrooms & 2 bathrooms, & pleasant kitchen with granite tile countertops adjoins the dining room which invitingly opens to patio yard for outdoor dining. Plaster walls, tile & durable wood plank vinyl floors, with captivating wood stove for cool winter nights.

Situated on a serene large lot with enclosed private yard surrounding the home, including mature landscaping with firs, pines, spruce, lilacs, & fruit trees: plum, pear, peach, apple, quince, & cherry, with raised vegetable garden beds with drip irrigation.

The relaxing hot tub is set in tranquil private backyard garden setting, lovingly maintained.

The stucco walled garden with welcoming entrance gate creates an oasis in the centrally located accessible neighborhood, convenient to all that Santa Fe offers: shopping, schools, banks



& restaurants. Furnishable front entry covered deck, up to 4 car off-street parking.

Excellent condition, well maintained. Move in ready. Perfectly priced at \$219,000

Great Investment Property!

Call for a showing: 505.603.9300



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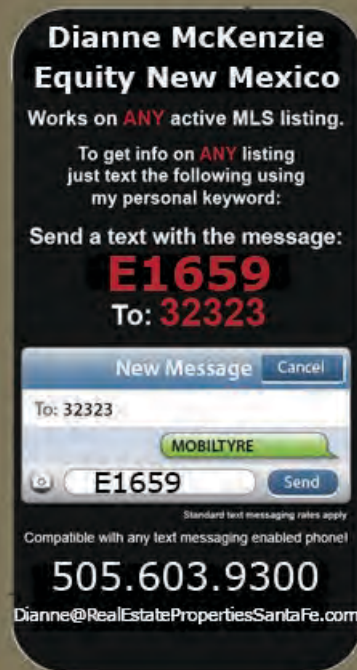
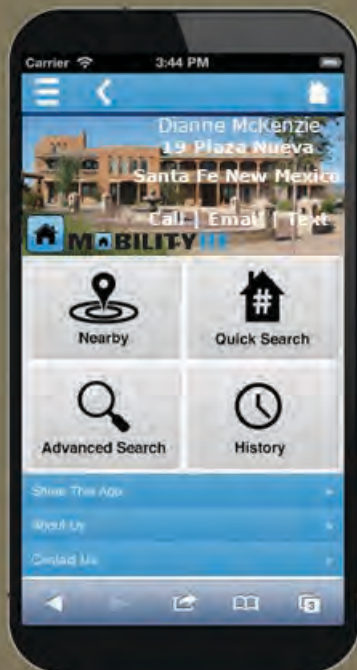
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Taos Ski Valley Report

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.

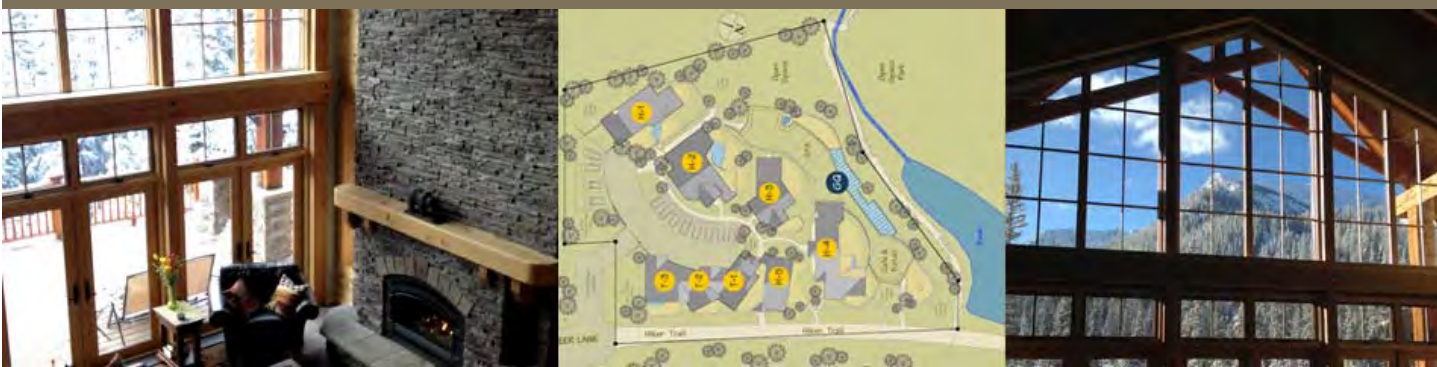
Community Investment Opportunity:

- 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 and 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, Apple Sauce Treats

Ingredients:

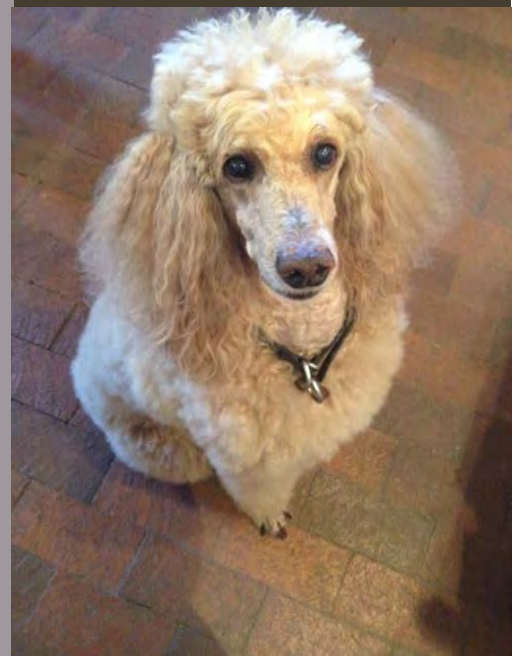
- 1 can (15oz) pumpkin (not pie filling)
- 1 cup of apple sauce
- 1 medium size ripe banana
- 2 cups rice flour (or any flour)
- 1 cup rolled oats, uncooked
- 1 cup flax seed meal
- ½ cup wheat germ
- 1 cup flax seeds
- 1.5 tablespoons apple cider vinegar
- ½ cup coconut oil
- 1 tablespoon cinnamon

*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. Mix the wet ingredients: pumpkin, apple sauce, apple cider vinegar & coconut oil in a bowl.
3. Mix dry ingredients in a large bowl: rice flour, flax seed meal, wheat germ, rolled oats, flax seeds & cinnamon. Stir in the wet ingredient mix. Divide into 6 balls. This recipe is very moist and makes a larger quantity than other recipes.
4. Roll out dough ball between parchment paper, 1/8" consistent thickness in rectangular shape to fit baking sheet. Discard top parchment paper, use for next baking tray. Transfer rectangular shaped 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.
5. Bake 20-25 minutes slightly brown. If you prefer a softer treat, bake for 15-20 minutes. Remove from oven and cool. This recipe uses 6 baking sheet/trays.

These treats are soft & are very tasty. Recipe makes enough treats to fill a little more than 3 quart storage container with some to share with dog friends & keep in tins around the house. You can keep the dog treat crisps up to 1 week at room temperature in an airtight container or in an airtight container in the refrigerator up to 4 weeks.





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
19 Plaza Nueva – on Aldea Plaza Santa Fe, NM 87507
Email: Dianne@RealEstatePropertiesSantaFe.com

Cecilie Bodman, Call: 505-250-1356
Email: ABQGold@ymail.com

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- 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

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- 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:

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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.



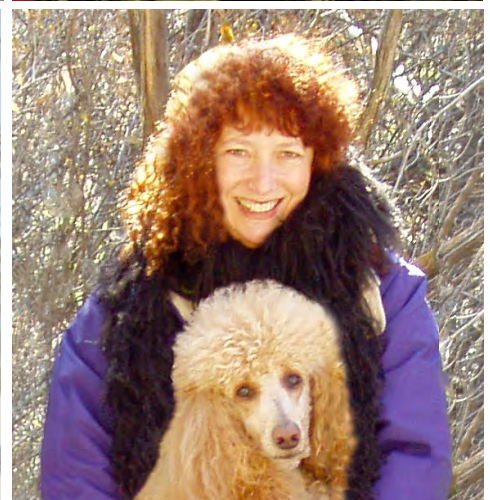
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Apricot Standard Poodle
& Service Dog

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