

# Eco Lifestyle And Home

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

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## Transformation

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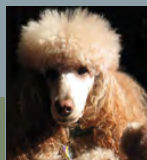
Real Estate News Pages 12,13,14,  
15,16,17,18,19,20,21,23,25,26

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 Apple Dog  
Treats"

22



## Transformation

"Transformation usually involves the shedding of old ways, especially those that have become burdens. No matter who you are, no matter what has already happened to you, no matter what you have done, it is still possible to be and do something new." ~ Frederic and Mary Ann Brussat

# Monthly Newsletter Theme For October: Transformation



***“Change fixes the past. Transformation creates the future.” ~Chris McGoff***

Change involves fixing and improving something, where as Transformation is about creating something new.

*“A butterfly is a *transformation*, not a *better* caterpillar.” ~ Chris McGoff*

So here we are again at another turning point in the season. Autumn is my favorite time of year. I love how the light is different, softer, more golden. I love the slight nip in the air. I feel more sentimental and nostalgic and seem to fall in love with everything again. I always have to buy the first pumpkins and decorate the house for the coming season.

Watching the season evolve in nature, is also a way to get in touch with ourselves and observe how we have transformed within the last year’s cycles. For me, my life is shifting, moving, evolving & letting go. We have moved/redesigned our living and work space several times this year. I am planning on a major transformation in the middle of this month with a total knee replacement, where I will transform from being in pain to eventually being able to walk without pain. After over a decade of pain, discomfort, and denial —followed by equally long periods of thinking about it, preparing, and “trying”, I am taking the plunge to transform my life. In preparation for the big event, I have been in physical rehab and started a healthier diet /lifestyle change.

Transformation is scary, intense and challenging, no matter how necessary it is. There is a shedding of the familiar, regardless of how the old ways are no longer appropriate.

More thoughts from Chris McGoff:

*“When you choose the path of TRANSFORMATION, it becomes easier to leave the past behind after thoroughly considering the *As Is*. You permit yourselves to envision the future freely; you make specific promises, with full INTEGRITY, about how things shall be. You take action to ensure that we live into your declarations about the future.”*

*“When we transform in the direction of our dreams, we fulfill a sacred contract. We rise to a Hero’s Journey challenge. That may mean confronting dark forests and dragons. It may mean doing things that family, friends, and colleagues don’t approve of, or even understand. It may mean traveling unmarked paths — the kind that are “less traveled,” primarily because they aren’t, at first glance, terribly appealing.”*  
~ Pilar Gerasimo,

I am not sure if I will emerge as a butterfly, but I know I am not going to be the same as I have been. Here’s to transformation!

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

## Events Around New Mexico

### 1. 13th Annual Jemez Pueblo Open Air Market Walatowa Visitor Center Pueblo of Jemez

Saturday, October 10-11 2015 9:00 AM - 5:00 PM  
7413 Highway 4, Jemez Pueblo, 87024

Multicultural Arts and Crafts Vendors, Traditional Jemez Dances, Bread Baking Demonstration, Food Vendors, and Farmers Market.

### 2. 11th Annual Oktoberfest Brandenburg Park

October 9-11, 2015 | 101 West Main Street  
Red River, 87558

The annual Oktoberfest at Brandenburg Park includes microbreweries (with voting for the best brews), food and craft vendors.

### 3. Traditional Native American Dance Indian Pueblo Cultural Center

Weekends Oct 2-17 | 2401 12th street NW  
Albuquerque, 87104

The Indian Pueblo Cultural Center (IPCC) is the only place in North America to offer traditional Native American dances every week year-round, showcasing dance groups from the 19 Pueblos of New Mexico

### 4. Mozart & Schubert Santa Fe Symphony Orchestra & Chorus

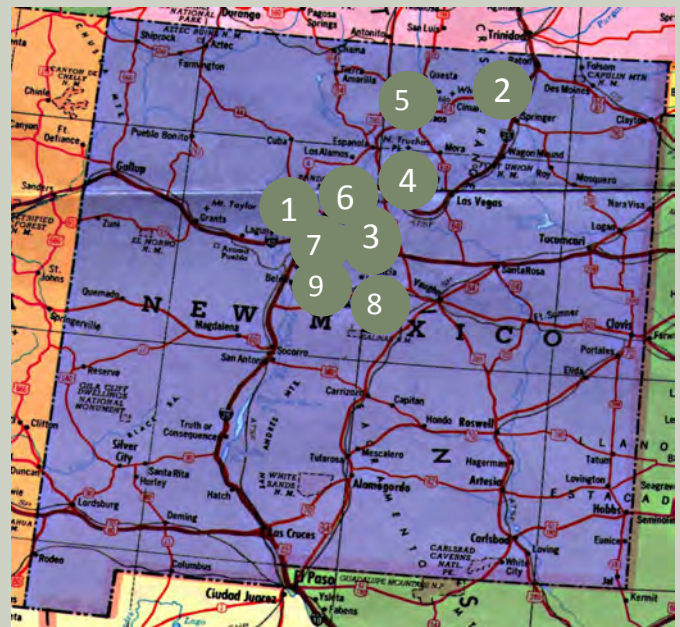
Sunday, October 18, 2015 | 211 W San Francisco St  
Santa Fe, 87501

The Symphony's Concertmaster David Felberg and Principal Violist Kim Fredenburgh are featured soloists during our fall tribute to two Viennese masters.

### 5. 2015 Taos Storytelling Festival Society of the Muse of the Southwest

Saturday, October 24, 2015 | 145 Paseo del Pueblo Norte Taos, 87571

The 16th Annual Taos Storytelling Festival, organized by SOMOS, has another great lineup.



### 6. Boxtoberfest 2015 Loma Colorado Park

Saturday, October 24-25, 2015 | 735 Loma Colorado Drive NE Rio Rancho, 87124

Boxtoberfest is New Mexico's original and largest annual elite fitness competition, drawing athletes from all over the southwest region.

### 7. The Rocky Horror Show

October 2,3,4,9,10,31 | 6320-B Domingo NE  
Albuquerque, 87108

Musical Theatre Southwest presents a humorous tribute to the science fiction and horror B movies of the late 1940s through the early 1970s.

### 8. San Juan River Fly Fishing Fisheads San Juan River Lodge

Saturday, October 1-2, 24, 2015 8:00 AM - 4:00 PM  
1796 NM-173 Navajo Dam, 87419

Daily Fly Fishing Trips on the Famous San Juan River. Booking trips year-round.

### 9. Sherlock Holmes Popejoy Hall

Sunday, November 01, 2015 | 203 Cornell Drive NE  
Albuquerque, 87106

Join the legendary sleuth, Sherlock Holmes, as he maneuvers the twisted web of London's most intriguing cases.

## Let's Take a Hike! Art Hike in El Rito & Joseph Mica Mines in Ojo Caliente for October with Cecilie Bodman



This October lets explore northern New Mexico and

combine an Art Hike to the El Rito Studio Tour with another hike to the Joseph Mica Mines in Ojo Caliente.



Lets meet at El Farolito Restaurant at 10 am in El Rito. We will explore the studios and then move on to Ojo Caliente to hike the trail to the Joseph Mica Mines. The trail to the mines is about 4 miles round trip. It is a moderate hike and ends at a fascinating mica mine.



Ojo Caliente has a great restaurant and we could take a dip in the springs depending on how much time you have after the hike.

El Rito Studio Tour: <http://www.elritostudiotour.org/>

Hike to Joseph Mica Mine: <http://www.ojospa.com/pdf/ojo-trail-web.pdf>

Cecilie Bodman  
Equity NM Real Estate  
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[www.ABQgold.com](http://www.ABQgold.com)  
505-250-1356





# Life By The Numbers

- Cecilie Bodman

## October Numerology

The month of October is a 9

**October 2015:** Universal year is 8 (pink, brown).

**Universal Month is 9.** Number 9 is a master number and it is perfect for completion. All the world is your family. Be a humanitarian. Be generous and fill your life with loving kindness. Donate or toss out all that is no longer useful for your life. That can include people, ideas and things. If it is finished, let it go. Many things may pass through your life this month. Bless them and release them. Clean out a closet or two. Enjoy the artistic part of your life (join us for the art hike). Again, the energy is focused on completion. And it is the perfect time to be a humanitarian.

**Colors:** Pastels

**Gems:** Opals and Gold

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

**Yoga Poses:** Rabbit, Dolphin and Fish

### Affirmation For October:

*“The work is done, the cycle is complete. I release and let go. I am deeply satisfied and filled with Loving Kindness for all of humanity.”*

### Affirmation for the Month October

*“Why do I gratefully accept the transformation that I am going through?”*

“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 Transformation

by Lainie Grimmer

Once upon a time, a frog was transformed into a handsome prince as a princess kissed him. When Cinderella wished to go to the ball, her fairy godmother appeared and transformed her servants' clothes into a beautiful gown, then turned a pumpkin into a carriage so she could arrive in style.

'Fairy tales are sweet, but transformation in real life? Get real!' I can hear you saying. Actually, transformation is all around us, and within us, too: Year after year without fail the seasons transform the natural world we live in; With gentle understanding, a pouting lower lip can morph into a beautiful smile; A baby becomes a child, then becomes an adult.

Transformation can be radical and sudden, like a forest fire scorching the earth's surface. It can also be gentle, as in a soft rain that provides the moisture that sprouts a seed that grows into a tall tree. However it happens, whether overnight or over years, transformation is possible.

If you're ready to shift something in your life, large or small, you can create your own tale of transformation by following these steps:

## Ask yourself:

- What isn't right, what has me wanting something different?
- What do I want?
- What does it look like?
- What will this give me?

**Create a plan:** Once you have an idea of where you are and what your transformation looks like, the next step is to create an action plan. Whether your metamorphosis is looking for a new job that supports your values or taking charge of your health, knowing the steps you need to take will give you direction as you transition. Here's a little secret to transformation: Instead of trying to change overnight, focus on taking one step after another. Over time, small steps lead to a big transformation.

**Gather Allies:** Cinderella had a fairy godmother; the frog prince relied on his princess. Share your plan with a trusted someone. Enlisting a spouse or friend to support you on your journey not only makes your transformation more concrete; you have an ally who can remind you of your dream.

**Trust:** Trust the process, have faith in your transformation's positive outcome (An ally can come in handy here!).

**Celebrate!:** Cinderella celebrated her metamorphosis by dancing with the prince at the ball. The frog prince celebrated his transformation by marrying his ally. Every step you take on your path of transformation is reason to celebrate!

The moral of the story: Just like in fairy tales, you can transform, too.

Lainie Grimmer, CPCC, ACC- **Creating Clarity, LLC**  
Certified Personal and Professional Coach, Facilitator  
Telephone: 505.820.7989 Cell: 505.690.7989





# Sarah Claudia Stout

## Preparing Our Children For A Changing World

### The Transformative Power of Befriending Shame

Did you ever think you knew the way to live your life, then you realized that you didn't? Have you ever felt like you were caught in quick sand, and, with intention and help, you emerged free? One of the most transformative things in my life has been getting to know "shame".

For years, a hidden, secret veneer of shame, simply for being me, spread beneath the surface of my pretty solid and normal appearing life. It said "not good enough". I feel sad that it stayed hidden for so long, and, that it is so pervasive in our society. In time, I grew and became more aligned with more of me. Then another, deeper layer identified itself and began to scream to get out.



My intention to unearth and bring to light what was stashed away in a vault, a layer of self-imposed "fault", became very clear. With help, a beautiful, vulnerable soul genie was liberated, and a hidden inner wasteland became abundant. But that's only the first part of this story of transformation. I next noticed that there were still very occasional times when shame about a mistake became overpowering. The dark shame gremlin would rear her head and devour everything in sight.

Brene Brown, a successful author, researcher, TED speaker, and ordinary guru on shame and vulnerability, came into my life. I learned about being open and vulnerable and being honest about shame. I began to watch the way shame maneuvered and gained power.

#### **I've learned, and want to spread the word, that:**

- Making a mistake or failing at something is not synonymous with shame. Perfection never happens, and all successful people have made many mistakes and failures.
- There's a big difference between apologizing for a mistake and for using a mistake to define "who we are". Shame need not own our souls and personhood.
- I can be curious about shame, learning it's signs and tactics.
- I can talk to a friend who will listen and empathize, rather than sympathize. It's not about the "story".

As Brene would advise, simply admit human vulnerability and the mistake (if any), and know that the wave of feelings will pass over.

Shame and I are learning to be friends. I see her as a rare, but very clever power vampire. With awareness, honesty and vulnerability, her power wanes, and I am truly free.

**Sarah Claudie Stout**

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*Pamela Cornish*, D.O.M.

## TRANSFORMATION

*"What the Caterpillar calls the end of the World----  
The Master calls a Butterfly. . . ~Richard Bach*

Nothing is certain but change. And while most like to think of transformation as moving from bad to good, that is not the way of the world. Ever hear of Hitler, or ISIS? Of course, evolution has its highs and lows. All things are made new. The trick in surfing transformation is to remember its etymology:

**Trans** = "move across" **Form** = "the character, form or nature of an object or idea"

The next trick is to "go with the flow," as Lao Tzu suggested we do. What goes up, comes down.

Everything and everyone dies---and is reborn again and again. Destruction must precede creativity. Compost brings flowers. Companies fail. Neighbors move. The stock market crashes. Relationships end. Spiritual crises occur. Yet, if we use those situations as transformative diving boards, we can swim into the next bit, or even heart, of our evolution. What looks like a disaster, can actually be a transformative seed for fabulous change and opportunity!

**As the Oriental saying goes, "My barn burned down. Now I can see the moon!"**

I can offer thousands of examples of this in my own life. During my divorce, a friend wrote to me, "You will blossom." I thought she was insane. Shocked, depressed, and morose, I felt totally the opposite. And yet, I "carpe'd the diem," and she was, indeed, Beyond Correct!

Recently, in the space of three weeks, I experienced a car wreck, a bike wreck, and a house flood. Calamity city! Too much at once! In my 40s, I would have been on the pity pot, railing against the universe. Now, in my 60s, I went with the flow. I watched the events unfolding with calm perspicacity and even humor. I did my due diligence. I received GRACE from many directions. I now have a beautiful new used car. My injured hip recovered wonderfully in just four days, benefiting from crutches, natural therapies, my strong constitution and capacity for healing. My home will now gleam with renovations and updates. I met many new friends and helpful people. I had wanted a different car, but did not realize that, for that to happen, my old car's engine would have to blow up, and billow smoke from under its hood on the highway! I had wanted to update my bathroom, but didn't realize my house would have to flood first, in order to manifest the renovations!

Robert Frost wrote in, "Nothing Gold Can Stay:"

Nature's first green is gold,  
Her hardest hue to hold.  
Her early leaf's a flower;  
But only so an hour.  
Then leaf subsides to leaf.  
So Eden sank to grief,  
So dawn goes down to day.  
Nothing gold can stay.

Happy swimming as you navigate your transformations---in all their wondrous, multifaceted forms!

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# NERIUM™

I N T E R N A T I O N A L

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. These include polysaccharides, which are responsible for skin's natural ability to hydrate and retain water. Glycoproteins, which play an important role supporting the core structure of the skin matrix, and vitamins A (beta-carotene), C, and E, potent antioxidants that neutralize free radicals to fight the signs of aging.

Collectively, these components help skin stay hydrated, supple, firm, and healthy.

Our skincare formulas undergo extensive third-party clinical evaluation and testing. This has allowed us to not only stand behind our product performance, but also product safety. Third-party clinical trials use advanced facial scanning technology to conclusively measure improvements in the skin.

**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>



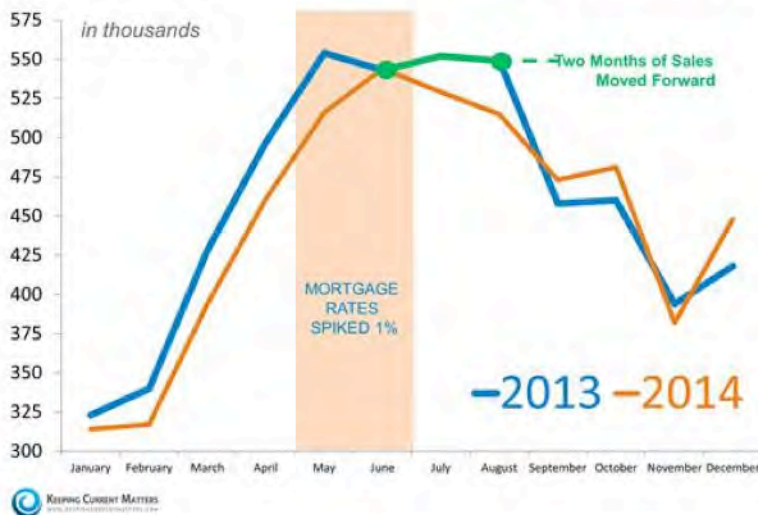
Francis Phillips

## How Do Mortgage Rate Hikes Affect Real Estate?

The much-anticipated September Federal Open Market Committee (FOMC) meeting took place September 17<sup>th</sup>, and the Fed decided NOT to raise rates. In her press conference after the decision, Federal Reserve Board Chair Janet Yellen said, "Given the significant economic and financial interconnections between the U.S. and the rest of the world, the situation abroad bears close watching." This "uncertainty abroad" was an important consideration in the decision, while key factors that will lead to an increase include further improvement in the labor market and an inflation rate at the 2 percent target.

A rate increase may be considered as soon as the next FOMC meeting in October and then again in December. Should they decide to wait until December, which could clue Wall Street that a rise is in rates is coming. Wall Street normally prices ahead of expected trigger events, so we may see rates go up. While not an expert, this is my best estimate of what may happen, based on my past professional experience.

**Total Home Sales – Impact of Mortgage Rate Spike**



What does happen when the Fed raises interest rates? The last time they raised rates (nearly 8 years ago), the Dow went up nearly 25 percent the following year. But how do rate increases affect the real estate market?

First, let's put things into perspective with some Santa Fe statistics. The latest Santa Fe numbers from the Santa Fe Association of Realtors (2<sup>nd</sup> Quarter of 2015)<sup>2</sup> are impressive. Compared to the same time period in 2014, single family home sales in the city and county combined are up almost 20 percent, and the median sales price is up almost 14 percent!

When mortgage interest rates start to increase, many experts suggest that the increase will slow housing sales because buyers will not be able to afford a home. Couple an increase in rates with rising home prices, and one might expect a market slow down. Makes sense, right?

But wait. In the short term, increasing mortgage rates may have the opposite effect. Buyers who have been waiting for lower rates may decide that it's time to buy before rates and prices rise even more.

Here's the example from a recent article.<sup>1</sup> In 2013, "interest rates spiked up by a full percentage point over a two month period. The result was that many buyers rushed to the market, fearing that rates would continue to climb. It didn't necessarily increase the number of sales that year dramatically."

"However, it did seem to move some sales up in the year as evidenced by the chart."

*Continued on next page »*

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“We can see that the sales cycle did not follow a more normal cycle (2014). More sales were pushed into July and August, with slightly fewer sales in September and October.”

Speaking of home sales, recent statistics from the National Association of Realtors® (NAR)<sup>3</sup> show that existing home sales in May increased to their highest rate in 6 years! According to NAR, national sales have increased for 8 consecutive months and are 9.2 percent above May 2014. That's a strong upward trend. It also strongly supports the latest Santa Fe statistics from the Santa Fe Association of Realtors (2<sup>nd</sup> Quarter of 2015) shared earlier in this article.

If you're a seller, now may be the perfect time to put your house on the market. More buyers mean more competition. And if you're going to buy a replacement home, waiting could cost you more in interest. If you are a buyer, don't wait. The competition – and the prices – are heating up.



<sup>1</sup><http://www.keepingcurrentmatters.com/2015/06/18/how-will-mortgage-rate-hikes-impact-home-sales/>

<sup>2</sup><http://sfar.com/>

<sup>3</sup><http://www.realtor.org/news-releases/2015/06/existing-home-sales-bounce-back-strongly-in-may-as-first-time-buyers-return>

*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*

## 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!



# Home Staging + Design with Debbie DeMarais

## Transforming your home to sell quickly



The process of selling a home quickly, for top dollar, plus capturing the heart of a home buyer in today's market becomes a skill in strategy. Interest in a home develops from the first introduction typically viewed from on-line photographs. Home buyers spend less than five seconds scanning on-line listings of empty, "staged while vacant" or occupied homes determining which homes have the potential of making their list. If a home is not presented in the highest possible manner chances are it becomes a low priority or overlooked.

How does one make a memorable first impression, have showings and garner an offer when living in the home while it is for sale?

Enlisting the help of a professional and certified home stager can help you transform your home to be on the home buyer's dream list. A certified home stager is trained to review a home with "buyer's eyes" to objectively look at the home and its contents, appearance and condition including layout, traffic flow, use and general purpose of rooms. They offer suggestions to update and stage the home for approachability that meet homebuyer expectations.

Consider the "before and after" photos. Retaining the home in the condition of the "before" photo suggests an outdated, neglected home. Resulting in a long-term listing, with low or no interest, multiple

price reductions, plus additional expenses each month the home is for sale, and disregarding home buyer expectations. The "after" photo showcases an updated home, with upgrades to the outdated flooring and fireplace mantel, and staged with attractive furnishings plus decor. The home highlights the selling potential, transforming it into a highly marketable and desirable commodity in the real estate market, and showcases features homebuyers can appreciate.

Each home is unique, home staging transforms the home allowing home buyers to value its uniqueness.

Debbie DeMarais is a certified Home Stager, and certified in Interior Design and Architectural Design. She provides full-service home staging and design solutions for exceptional results throughout Northern New Mexico.

Debbie DeMarais | **Home Staging + Design** | 505.699.4989

**Web:** <http://homestagingsantafe.com> | **Email:** [Debbie@homestagingsantafe.com](mailto:Debbie@homestagingsantafe.com)



# Monthly Market Report Albuquerque

## GAAR GREEN SHEET August 2015

A condensed overview of the monthly statistical highlights.



### Active Listings

Detached: 3,971  
Attached: 382

🕒 One year ago

Detached: 5,043  
Attached: 431

% Change (Detached)

**-21.26%**

### Pending Listings

Detached: 1,087  
Attached: 111

🕒 One year ago

Detached: 857  
Attached: 94

% Change (Detached)

**+26.84%**

### Closed Listings

Detached: 948  
Attached: 86

🕒 One year ago

Detached: 822  
Attached: 73

% Change (Detached)

**+15.33%**

### Average Sale \$

Detached: \$226,254  
Attached: \$139,132

🕒 One year ago

Detached: \$216,148  
Attached: \$145,409

% Change (Detached)

**+4.68%**

### New Listings

Detached: 1,447  
Attached: 127

🕒 One year ago

Detached: 1,554  
Attached: 142

% Change (Detached)

**-6.89%**

### Days on Market

(Average)

Detached: 54  
Attached: 67

🕒 One year ago

Detached: 65  
Attached: 64

% Change (Detached)

**-16.92%**

### Sales Volume

(in Millions)

Detached: \$214.5  
Attached: \$12.0

🕒 One year ago

Detached: \$177.7  
Attached: \$10.6

% Change (Detached)

**+20.71%**

### Median Sale \$

Detached: \$189,950  
Attached: \$133,500

🕒 One year ago

Detached: \$184,100  
Attached: \$136,542

% Change (Detached)

**+3.18%**

### Closed Sales by Market Area

MLS Area	City/County	2013	2014	2015	% Change
Areas 10 - 121	Albuquerque	579	549	678	+23.50%
Area 130	Corrales	11	9	5	-44.44%
Areas 140 - 162	Rio Rancho	178	147	162	+10.20%
Area 170	Bernalillo	10	10	10	+0.00%
Area 180	Placitas	9	15	10	-33.33%
Areas 210 - 293	East Mtns. / Estancia	23	41	41	+0.00%
Areas 690 - 760	Valencia County	47	51	42	-17.65%

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 Townhouse:**  
 14 Calle Plazuela in Aldea  
 MLS# 201503943

## Santa Fe Report - Aldea

Real Estate News from Dianne McKenzie

**3 Bedroom/ 2.5 Bath,  
 1,850 sqft**

**Price: \$349,500**

Searching for a second home or investment property that offers low maintenance and easy to care for?



In peaceful Aldea, come experience the Santa Fe lifestyle in this single owner, 3BR, 2.5 BA 1850sqft 2-story pueblo-contemporary corner gem of a townhome. Main level features a fabulous layout with open natural light-filled living, dining & kitchen. Vaulted 12' tongue/groove wood ceiling decked with vigas, gas fireplace & tall windows. Dining area adjoins an open modern kitchen with windows on 2 sides gracefully opening to an intimate courtyard with covered portal & access to a detached 2-car all but painted garage.

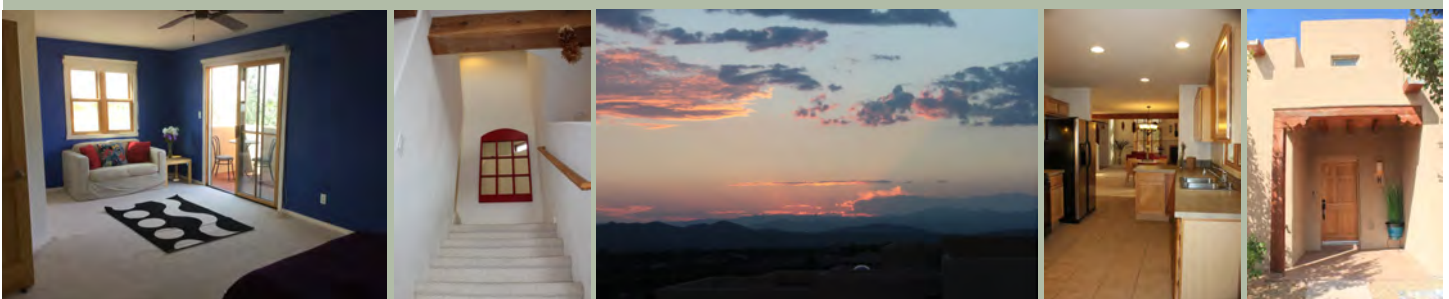
Walled irrigated courtyard nestled within mature trees for outdoor privacy. Along the tree lined street-side, living & dining room windows are graced with custom elegant maple blinds.

**It's all about *marketing* properties,  
 not just listing properties!**

**Dianne McKenzie, Associate Broker  
 Cell: 505.603.9300**

**www.RealEstatePropertiesSantaFe.com  
 Office: 505.291.0050 • On Aldea Plaza • 19 Plaza Nueva**

First floor private bedroom /home office/media room, 1/2 bath & separate laundry area. 2nd floor master bedroom sanctuary offers sitting/office area & balcony with sweeping mountain views east to west with iconic sunset views. Double sinks in master bathroom & deep walk-in closet. 3rd bedroom is light & bright with full bath off the hall. Enjoy natural pine doors, tile floors and berber carpeting. House brightened with natural light by many skylights.





















**2015 Aldea Stats: Sold, Pending & Listed****Sold:** 27 Homes, DOM 174, 0 Lots,**Pending:** 2 Homes, 3 Lots**Listed:** 16 Homes, avg \$549,837, 10 Lots

# Santa Fe Report - Aldea

Real Estate News from Dianne McKenzie

As we transition into autumn, the real estate market in Santa Fe winds down some. Within the last 30 days there were 258 new properties on the market, with 215 sold and 52 went pending. This is still a good time to put your home on the market if you are wanting to sell. Often people will say that the fall is slow, yet in my office things are moving with lots of showings and not much on the market. Sellers often become concerned when their property is on the market for more than a few months. If something doesn't sell it usually means the price is too high when comparing other properties. And sometimes, there just isn't the demand for the property type, regardless of the price. Most importantly having a marketing strategy is vital to a successful sale in a very competitive market.

Address	Price	Original Price	TotSF	\$/TotSF	BD	BA(FTH)	Levels	InterS teps	Type	MLS #	DOM	Stat Date	Bank Own ed	Short Sale	Photo
20 Vista Precioso	\$215,000	\$215,000	1,140	\$188.60	2	2(1 0 1)	Two Story	Yes	Townhouse	201504089	25	9/3/2015	No	No	
16 Centaurus Ranch Rd	\$349,500	\$349,500	1,800	\$194.17	4	3(1 1 1)	Two Story	Yes	Townhouse	201503726	47	9/2/2015	No	No	
25 Calle Lemita	\$455,000	\$484,000	2,061	\$220.77	3	3(1 2 0)	Single	Yes	Single Family	201502107	136	5/15/2015	No	No	
5 Arroyo Privado	\$499,000	\$525,000	2,440	\$204.51	4	4(3 1 0)	Split or Tri-Le	Yes	Single Family	201404806	362	10/3/2014	No	No	
5B W Via Plaza Nueva	\$499,000	\$514,900	2,800	\$178.21	3	3(2 0 1)	Two Story	Yes	Single Family	201501072	187	3/25/2015	Yes	No	
4 CALLE SIETE CASAS	\$519,000	\$574,999	2,464	\$210.63	3	3(2 0 1)	Split or Tri-Le	Yes	Single Family	201502041	139	5/12/2015	No	No	
1 Altura Vista	\$539,000	\$549,000	2,159	\$249.65	3	3(3 0 0)	Single	No	Single Family	201501223	179	4/2/2015	No	No	
8 Calle Amistosa	\$545,000	\$545,000	2,223	\$245.16	3	2(2 0 0)	Single	No	Single Family	201405017	342	10/21/2014	No	No	
16 Camino Botanica	\$550,000	\$600,000	3,103	\$177.25	3	3(2 1 0)	Two Story	Yes	Single Family	201405411	308	11/24/2014	No	No	
7A Via Plaza Nueva	\$569,000	\$569,000	2,501	\$227.51	3	3(2 0 1)	Single	No	Single Family	201504436	0	9/28/2015	No	No	
13 Calle De Montanas	\$599,000	\$617,500	2,300	\$260.43	3	3(2 0 1)	Single	No	Single Family	201501572	161	4/20/2015	No	No	
1 CALLE SIETE CASAS	\$599,900	\$599,900	2,855	\$210.12	3	3(3 0 0)	Single	No	Single Family	201504291	13	9/16/2015	No	No	
55 Centaurus Ranch Rd	\$629,000	\$649,000	2,856	\$220.24	3	3(2 0 1)	Single	No	Single Family	201503201	78	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	211	3/2/2015	No	No	
39 Camino de Vecinos	\$657,000	\$657,000	2,499	\$262.91	3	3(2 0 1)	Single	Yes	Single Family	201503085	84	7/8/2015	No	No	
37 Camino Botanica	\$668,000	\$670,000	3,279	\$203.72	3	2(2 0 0)	Single	No	Single Family	201503001	87	7/3/2015	No	No	

# Santa Fe Report – Tessera

Real Estate News from Dianne McKenzie



MLS #201503386

Call for current status

View Lot #28 in Tessera  
5 Via Quarta Santa Fe New Mexico  
Dianne McKenzie  
505.603.9300 • Dianne@RealEstatePropertiesSantaFe.com • RealEstatePropertiesSantaFe.com



## 3 View Lots with Custom Homes in Tessera

Discerning buyers in search of gracious estate quality living on a budget will appreciate this unique ready-to-build Tessera project located near three existing high-end contemporary million plus dollar homes. GaiaQuest and Comet Studios have teamed up with a premiere local contractor to offer the only custom contemporary home opportunity presently available in the beautiful Tessera development, adjoining Aldea. \$100,000 + design fee.



MLS #201503387

Call for current status

View Lot #26 in Tessera  
32 Via Bella Santa Fe New Mexico  
Dianne McKenzie  
505.603.9300 • Dianne@RealEstatePropertiesSantaFe.com • RealEstatePropertiesSantaFe.com



## Enjoy a Regeneratively Sustainable Lifestyle

Environmentally conscious Eco – Home design includes passive and active solar features plus regeneratively-sustainable permaculture landscaping, passively irrigated with roof and land swale catchment systems. \$100,000 + design fee.

## Unique Home Site Offering includes Design

Our Tessera offering includes a full design package, preliminary construction documents, survey map with topography and preliminary construction budget. Construction documents will be completed after we integrate necessary buyer input into the design. Ready to build later this summer, this opportunity can easily be custom tailored to accommodate buyer needs and lifestyles. Custom designs by John Halley. Call for a tour. John can customize the homes to meet your lifestyle needs. \$100,000 + design fee.



MLS #201503388

Call for current status

View Lot #27 in Tessera  
4 Via Quarta Santa Fe New Mexico  
Dianne McKenzie  
505.603.9300 • Dianne@RealEstatePropertiesSantaFe.com • RealEstatePropertiesSantaFe.com



**Each: 3 Bedrooms/3 Baths Contemporary Santa Fe style home to be built on view lots in Tessera. Call for pricing & availability.**

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

**Sold:** 48 Homes, DOM 224, 14 Lots,

**Pending:** 8 Homes, 1 Lots

**Listed:** 62 Homes, avg \$1,324,474, 81 Lots, avg \$130,214

## Las Campanas Report: Homes & Lots



There are currently 62 homes for sale in Las Campanas. There are currently 23 Homes under \$1,000,000 in Las Campanas. There are currently 39 Homes over \$1,000,000 in Las Campanas.

There are currently 81 Lots for sale in Las Campanas. There are currently 38 Lots under \$100,000 in Las Campanas.

There are currently 43 Lots over \$100,000 in Las Campanas. View one photo per property. For additional photos or a tour call: 505.603.9300.

Private Club Membership in Las Campanas is by invitation only. There is no residence requirement to become a member at The Club at Las Campanas.

Established in 1992, Las Campanas is a luxury master-planned community in Santa Fe. Stretching across 4,700 acres surrounded by pristine high desert, the community is comprised of exclusive neighborhoods. Las Campanas is also home to The Club at Las Campanas, where members can enjoy two award-winning Jack Nicklaus Signature golf courses, the 46,000 square foot Hacienda Clubhouse, a peerless Equestrian Center and the Fitness & Tennis Center, which includes a luxurious spa.

Las Campanas features more than 10 distinctive enclaves, each with its own architectural style and character. There are currently 751 custom homes in Las Campanas, and the fully developed master plan can accommodate up to 1,771 homesites.

With the exception of Estates I and II, which are supplied by City water, the residences are served by the Las Campanas community water system, which includes a state-of-the-art water treatment facility.

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



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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.

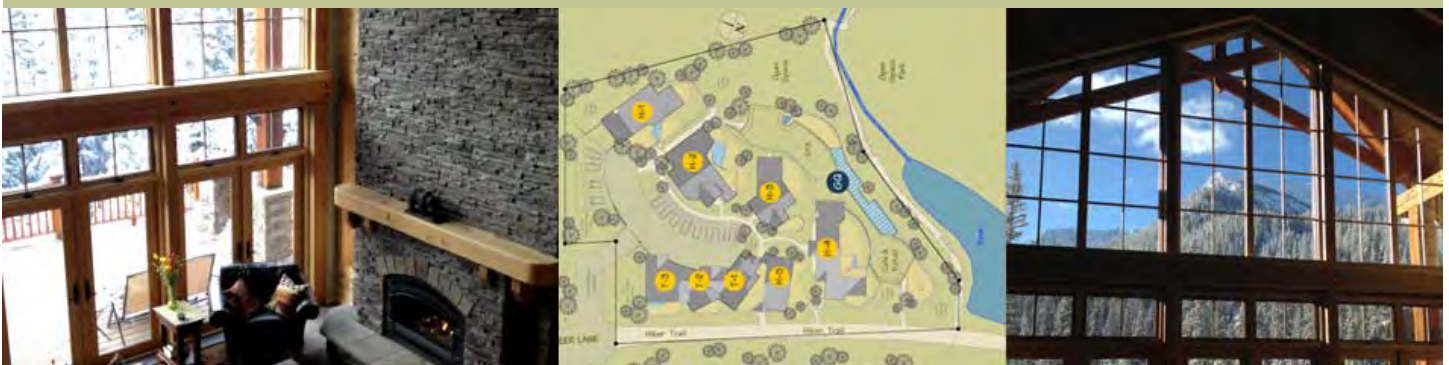
**Community Investment Opportunity:**

- 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](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 Apple Treats

### Ingredients:

- 1 cup of chopped dried apple
- 1 can (15oz) pumpkin (not pie filling)
- ½ cup of chicken broth (low sodium) or water
- 2 ½ cups of flour (you can use any flour)
- ½ wheat germ
- 1 cup rolled oats, uncooked
- ½ cup pumpkin seeds chopped
- 1 tablespoon cinnamon

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

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

This is a repeat recipe from Aeowyn's Dog Treat Book October 2014.

### Method:

1. Preheat oven to 350° F.
2. Mix the pumpkin puree, chopped dried apple pieces. Wait to add the chicken broth or water.
3. Mix dry ingredients in a large bowl. Stir in the pumpkin puree & apple slices add in small amount of the liquid, as needed.
4. Mix all ingredients until thoroughly combined, then mix with hands. Add more liquid or flour, if needed. Divide into 4 balls.

Roll out dough ball between parchment paper, 1/8" consistent thickness in rectangular shape to fit baking sheet. Discard top parchment paper & save for next baking tray. Use pizza cutter to cut dough in parallel strips to create a checkerboard of 1" squares. Use a ruler to help cut straight lines. This technique makes the process super fast. Don't move the squares—leave them in place on the parchment paper and place on baking sheet.

Bake 35 minutes, slightly brown. Remove from oven, remove parchment paper and cool. This recipe uses 4 baking sheet/trays. These treats are chewy because of the dried apples & are very tasty. Recipe makes enough treats to fill a 3 quart storage container. Keep small amount of treats at room temperature in an airtight container for up to 1 week & the remaining in an airtight container in the refrigerator for 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](mailto:Dianne@RealEstatePropertiesSantaFe.com)

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

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

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## 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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