

# Eco Lifestyle And Home

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

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## Success

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Real Estate News Pages 12,  
13,15,16,17,18,20 & 21

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.



"Dog Treats – Pumpkin  
Banana Crisps"

19



## Success

Success is often defined as *"The accomplishment of one's goals. The attainment of wealth, position, and honors."* Where does happiness & joy come in? Does one have to wait to achieve the end goals in order to be successful? Is success the end of the game, something to be achieved in the future, just upon ones death bed or can one define success in the day-to-day accomplishments?

## Our Monthly Newsletter Theme For July - Success



So what is success, how do we define success? Is success something we achieve by ourselves or is it something we experience while in relationship? Achieving ones goals is a key factor, but is lasting success is a part of the process along the way to achieving ones goals? If success is the end game and the process of achieving success is not filled with happiness and joy, what purpose does success serve? I have been told that I have always wanted to “have my cake and eat it to”, and I suppose this is true. I want “it” now. I have never liked waiting. I want to create “it”, now. So I am choosing to be happy, now. I am discovering joy, now. And I am re-defining success, now, all along this journey alone and in relationship. If not now, when?

*“The adventure towards any goal is what brings value to it. The path towards the goal is where your life unfolds and where success is truly meaningful. When you are in the process of working to achieve something, you are experiencing who you are and what you’re made of. Your character is being tested and molded.*”

*When you become aware of the importance of every step in the process of achieving success, you are sending a message to yourself, as well as the entire universe, that you are not only here, but qualified and ready to overcome obstacles along the way. All of which are essential ingredients for happiness and true success.”*

Thank you for reading our newsletter. – Dianne McKenzie, Cecile Bodman, Aeowyn and our content contributors.

## Events Around New Mexico

### 1. Horseback Riding and Camping

Valles Caldera National Preserve

- Saturday & Sundays, July -August 9:00-5:00 PM
- 39200 New Mexico Highway 4, Jemez Springs, 87025

Every Saturday and Sunday through August 30, 2014 the Preserve will accommodate riders seeking different experiences, from pleasant rambling walks to long trots as well as safe galloping terrain. There are four loops available for rides ranging in length from 2.5-12 miles. All trails are through forested terrain and across or around large meadows on established logging roads with easy footing. The maximum time on the trail will be 8 hours. However, new this year we have instituted the Ride Camp Ride program. For an extra fee riders and their horses can camp on the Preserve so they can get an early start for an all day ride Sunday. A day's ride costs \$10.00 per rider. The Ride Camp Ride program is \$25.00. Call 866-382-5537. Cost: \$10 per rider \$25 Ride Camp Ride

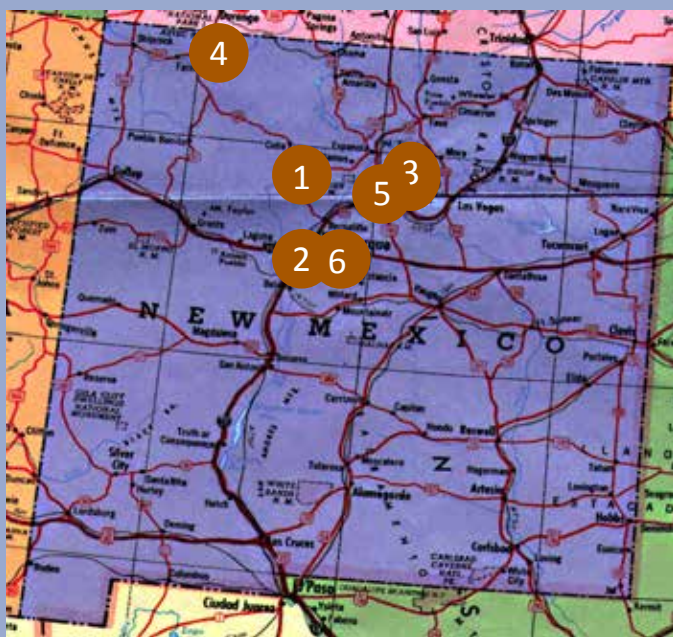
### 2. Shakespeare on the Plaza, 1 Civic Plaza NW Albuquerque 87102

- Sunday, July 06, 2014 7:30 PM - 10:30 PM

The City of Albuquerque and The Vortex Theater present a joint venture that brings two of William Shakespeare's classics to life in outdoor productions at Albuquerque's Civic Plaza this summer. Starting June 19 and running for four weeks, The Vortex Theatre will present multiple showings of Romeo and Juliet and A Midsummer Night's Dream. Perfect summer entertainment for the whole family. Each evening will also feature pre-performance entertainment--music, dance, poetry and Sunday night play-talks--that will further enhance the Shakespearean festival atmosphere of this event.

Cost: Fri-Sun: \$15 (students \$10); Thursdays \$10/\$5  
Contact: 505-247-8600

**3. The Santa Fe Opera** July & August – Always exciting and enjoyable. Contact: 505-986-5900



### 4. Full Moon Walk at Chaco Canyon

Chaco Culture 1808 CR 7950 Crownpoint, 87037

- Friday, July 11 & 12, 2014 8:30 PM - 10:00 PM
- Experience Pueblo Bonito by the light of the full moon and learn about astronomical cycles and alignments. The programs are limited to 35 people and are available only by reservation.

### 5. Rocky Horror Picture Show in the Park Railyard Park Paseo Del Peralta and Guadalupe, Santa Fe - Free community event

- Saturday, July 12, 2014 7:00 PM - 9:00 PM

### 5. 29th Annual Taos Pueblo Pow-wow

Taos Pueblo Pow-wow Grounds, Taos

- July 11-13, Call: 575-741-0974

The 29th Annual Taos Pueblo Pow-wow will be host to inter-tribal native dancing and singing on the Taos Pueblo Indian Reservation. Cost: \$15/ per day; \$20/2-day pass; \$25/3 day pass; Children under 10 are Free.

### 6. Route 66 Summerfest, Albuquerque Nob Hill

- Sunday, July 20, 2014- 2:00 PM - 10:00 PM

A family friendly street festival celebrating Route 66. Central will be closed to traffic throughout the day and night to celebrate the past and present culture of Historic Route 66 in Albuquerque.

**Summer in New Mexico is full of events:**

<http://www.newmexico.org>

# Take A Hike to Enchanted Mesa July 12

with Cecilie Bodman

This is a really fun and magical hike around the base of Enchanted Mesa. It is relatively easy because it is flat. It is about 3.5 miles and there is very little shade. This hike is full of mystery and ghosts. The Enchanted Mesa was also in the movie the Big Year about bird watching with Steve Allen, Owen Wilson and Jack Black. We might see some great birds. There are some fun little shops to eat and browse near by. We could even go to Acoma if you like.

Again, lets meet at the Range Café in Albuquerque, at Montgomery and Wyoming at 8 am and caravan out to the Mesa.

Here is a cool link to learn more about the [Enchanted Mesa](#):

**Enchanted Mesa** captures the mysterious red light of a New Mexico sunset dramatically reflecting off an enigmatic mesa. In a perfect synthesis of the sights and legends that lured artists to the Southwest, this painting alludes to the intertwining of art, anthropology, and Native legends at the end of the 19th century.



The Enchanted Mesa—known as Katzímo and located three miles from Acoma Pueblo—is the subject of an incredible legend.

Around 1910, the Fred Harvey Company published this succinct version of the tale on the back of a color postcard:

*The name Mesa Encantada arises from an old legend or tradition. Centuries ago the people of what is now Acoma dwelt upon the summit of the Mesa, to which a single trail led. A part of the cliff over which the trail led was undermined thru erosion and fell when every one except a few old and sick women were at work in the fields below. After that, the present site was built upon, and the mesa in time came to be regarded as "encantada" or as we would say, haunted.*



## Feng Shui For Real Life with Carol Olmstead



### Feng Shui Success Stories

#### Q: Does Feng Shui really work?

**A:** This is my favorite question, because my clients' success stories answer it for me. Feng Shui is the art and science of placing things in your home to attract good things into your life, and the success stories I hear involve attracting the "Big 3" - wealth, harmony, and love.

#### Wealth

Jesse was experiencing financial difficulties so I suggested she buy a new red wallet to help attract wealth.

"I was worried about my business and my finances, so you suggested I hide a \$50 bill in my new red wallet that I didn't plan to spend, as a symbol of attracting more money. Immediately after, I signed two new clients and one recommended me to someone else, who also hired me. Since I got my red wallet I've felt more confident about my finances and know I'll have plenty of money and can buy whatever I need."

#### Harmony

When a mirror reflects something unappealing it symbolically doubles it. Leslie was feeling overwhelmed by the household chores that were distracting her from family time.

"I was walking around the house thinking about your Feng Shui fixes and not concentrating on any one area. I noticed that when the bathroom door was closed, the mirror on the front reflected my laundry hamper and ironing board. No wonder I felt overwhelmed by piles of laundry to wash and iron. I moved the mirror, and it worked. I still have laundry, but now I bring it into the family room and everyone helps fold. It's become a time when the kids can talk about their day.

#### Love

Laura's L-shaped home was missing the Love/Relationship area. Divorced for many years, Laura was ready for a new relationship, and I explained how the missing area related to her missing love life. We marked the missing corner with a pair of red ceramic flowerpots.

"What an eye-opener when you said I was missing the Love/Relationship area of my house. I couldn't stop telling people about it, and how it was the perfect metaphor for what was going on in my life. I planted red geraniums in the red planters and soon after that I met Mike. Really, I couldn't believe it. He is such a wonderful man and I already know that he's the one."

Carol M.  
Olmstead,  
FSIA



Feng Shui Master  
Practitioner

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*Carol Olmstead, Feng Shui Master Practitioner answers your questions.*

**Does Feng Shui work? Try it for yourself.**

Create business success with my new online video class "**Grow Your Business with Feng Shui.**" I'm offering a 25% off special for the month of July. Click here to watch the video promo: <http://bit.ly/FSBusinessVideo26>



# Life By The Numbers

- Cecilie Bodman

## July Numerology

### The Month of July

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 July:*

“I welcome change and rejoice in the new!”

### Affirmation for the Month – July

“Why do I always succeed when I put my ideas into action?”



“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 Success

by Lainie Grimmer

Looking at her from the outside, a woman I know had it all: She was president-CEO of a successful international company...Attended glamorous parties...Had two beautiful homes and a swanky New York apartment, and didn't have to worry about paying the electric bill. She was successful with a capital "S". Yet she wasn't happy.

Many people define success as the attainment of wealth, position, honors, the accomplishment of one's goals. For me, this definition is incomplete, and I'm certain my friend would agree.

Arianna Huffington, author of the book Thrive, suggests adding a third measurement, one that assesses the richness of our lives. This component embraces our health, inner wisdom, curiosity, joy in our lives, and our capacity to give.

What is your definition of success? You can start to hone in on it by asking yourself these questions:

- What is a good life?
- What is my idea of happiness?
- Am I living my dream, or someone else's dream?

Now that you have an idea of what success means to you, take a look at your life: How are you living into your vision of success? What might you change to better support your moving forward?

A crucial component for success – yet one that is often ignored – is how well you care for yourself. In addition to being one of the cornerstones of a successful life, research is proving self-care can have profound and transformative effects. Consider adding one (or all!) of these to your day:

- **Get more sleep** The body and mind re-energize at night. Go to bed 15 minutes earlier every night, and you gain 7 ½ hours sleep over the course of a month. Sleep has positive effects on your health, mental abilities, clarity, and capacity for joy.
- **Add some reflective time to your schedule** As Daniel Siegel, M.D., and author of Brainstorm notes, focusing on your internal world can change molecules in your body that make you healthier.
- **Move!** Some type of exercise, even for 10 minutes a day, invigorates both our brains and bodies.
- **Give** Sharing with others increases positive feelings and the sense of connection. Call a friend to say hello; look at the waitress as you order lunch.

When we expand our definition of success to include our health, the quality of our relationships and our emotions, our lives take on more richness and balance. If only my friend knew then what we know now.

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# Your Inner Rock Star by Patty Walters

## Success is what I say it is!



Yes it is....how do I know? I'm here in Santa Fe, and so happy to be here! Success! In my experience, success is in everything we do. Success! I made great coffee. Success! I called my Mom. Success! I finished my painting. Success!

Success is elusive and it's defined by each of us....moment to moment. It can be as simple as waking up and as simple as finishing your first book. What is success to you?

Webster defines Success as:

### SUC·CESS

: the fact of getting or achieving wealth, respect, or fame

: the correct or desired result of an attempt

: someone or something that is successful : a person or thing that succeeds

For me there is nothing sweeter than to set a goal and make it, and with possibly far better or delightfully more surprising results than expected. Woo Hoo!

Last year I created a 3 month coaching program, enrolled 3 other women, and together we created a variety show called 'I'll Have What She's Having!' – it was fun, a personal stretch, entertaining, plus we raised some money. Success!

For clients, it has been personal achievements from opening their own business to creating a better team of employees, to creating more joy in what they do and the lives they lead, as well as increasing their own sense of happiness and satisfaction.

The important thing I believe is living life more fully and feeling fulfilled. We are all living our lives with a purpose, whether we are aware of it or not. Day by day and moment to moment. We are choosing our path. Whatever that is. Owning a business, working for someone else, traveling the world and speaking to millions. Whatever it is. At the end of the day, our success depends on one thing. How we feel and what we say is successful.

For me, there is success in helping others step into their authentic selves, stretch to reach for what they really want, and to be enlivened in the process. And nothing that breaks my heart than women who keep holding back on their brilliance. And I did for years, watched my Mom do the same thing.

I encourage you, if you have not done so, to define what success is for yourself. To do it now. To reach. To do what it is that you have always wanted to do. And...do it. That is all there is to do. Start Now.

Feel that you don't have time or have to wait for something else to happen? Let me know how I can support you.

I work with women who are holding back on their dreams....who are waiting until. Worse yet, who have covered themselves up with obligations and projects to do for everyone else first...then they will write the book, open the business, get on the speaking tour, travel the world, or live where they want to live... We must stop the waiting..... What if there is nothing to wait for? It all depends on you. What do YOU want? Live your dream.

Dance your dance. Art your art. It's for no one else but you! Define your success.

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# Attracting Perfect Customers

The #1 Strategy for Creating Lucrative Loyal Raving Fans



Coaching . Training . Speaking

## Be a Success by Learning the Art of Listening to Others

By Jan H. Stringer

Imagine that someone is telling you the secrets of ultimate financial success...you would be so attentive, listening to get every single word that person is telling you. Right on! Now imagine yourself listening to someone who is about to share with you the keys to eternal happiness and good health.....you would be hanging on their every word, would you not?

There is an art to active listening! It requires you to open your ears and listen to every word they are saying. It requires you to be awake and aware rather than just anticipating when the other person will stop talking long enough so that you can speak.

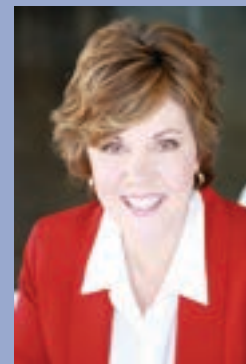
The key to successful listening is an expanded capacity acquired over time. If you have ever met someone and found yourself pouring your heart out to them about things you usually don't tell others....then you have experienced what it is like to be heard by a good listener. Successful listeners listen with an open heart, with no judgment, and without projecting their issues onto you.

In my book, *Attracting Perfect Customers: The Power of Strategic Synchronicity*, I write that my simple definition of marketing is to build relationship with another. Recently, I expanded my definition to include being successful at building relationships which are heart-centered and that feel good to you. It all starts with your own ability to successfully practice the art of listening to others, being respectful, honoring their path and providing a space for them to give voice to their own personal journey. When I can do that for another, I am successful.

Jan H. Stringer, Author/Speaker/Founder, PerfectCustomers, Inc.

[www.perfectcustomers.com](http://www.perfectcustomers.com)

Or write to: [jan@perfectcustomers.com](mailto:jan@perfectcustomers.com)



# Love Your Healthy Lifestyle

with Julie Hansen

## Getting to TEN, Success = Health



Virgil had it right when he wrote, "The greatest wealth is health." No matter what worldly success someone might achieve, it can be made sweeter with a life lived at its healthiest.

What is your number? On a scale from 1 to 10, with 10 being the most vibrant, healthiest life you can imagine, pick a number! Are you a 7? 9? 4? 10? Either way, there is always room to improve, either by raising your score, or by taking steps to stay there.

Here are a few ways to start:

- Watch your weight- losing even 10 pounds can usually improve overall indicators like blood pressure and cholesterol. The Shaklee 180 Program is a great solution.
- Get enough rest
- Get enough of the right exercise for you
- Pray or meditate to relieve stress
- Consume a high fiber, quality fat diet with quality protein
- Supplement to fill in gaps and take advantage of targeted solutions for specific issues you might have including high cholesterol or auto-immune disorders.

My passion is helping women live vibrantly through better nutrition. By completing a simple wellness assessment, you will receive a personalized nutrition and supplementation plan and referrals to exercise professionals to get you further down the road to your goal. Initial consultations are free, and various solution packages are available. One example from Shaklee, is the Rx for a Healthier Life. It provides foundational multi vitamin support; EPA and DHA through high quality fish oil; a quality probiotic; a sustained release B & C supplement; a potent antioxidant blend for healthier aging; an immune system balancer and a protein smoothie mix. This powerful combination nourishes, repairs and protects every cell in your body. You will feel increased energy and focus, backed by Shaklee's 100% money back guarantee.

So go ahead and aim for a higher number on your health scale, you have everything to gain and nothing to lose!



Julie Hansen has a passion for helping people reach their full potential. Call for a complimentary wellness consultation and start loving your lifestyle more today.

Hansen + Company *design lifestyle*

505-660-1777  
 loveyourlifestyle@gmail.com  
 www.HCSI.myshaklee.com

  
 Creating Healthier Lives®  
 Independent Distributor



## Creating Successful Eco-Communities by John Halley

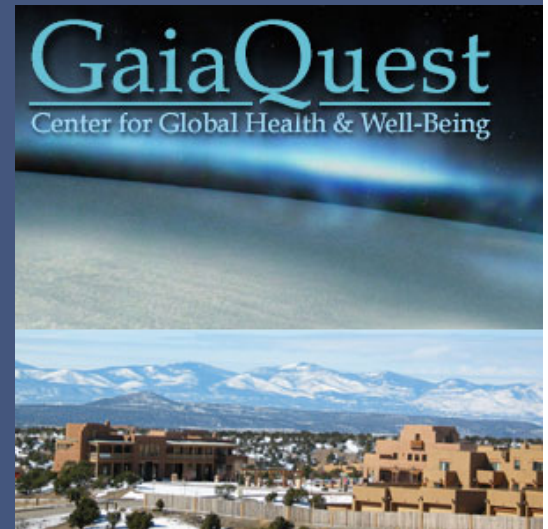
### The Aldea Community in Santa Fe has been participating in a permaculture class, Introduction to Permaculture

This course is designed to introduce the Aldea residents to the understanding and knowledge needed to participate in the Aldea Eco-Community planning process, and for some, to become a Permaculture Designer. The purpose of this knowledge is to act upon it, by creating and manifesting the reality of a regeneratively-sustainable or "permanent" culture, here at Aldea and beyond.

The primary function of a Permaculture designer is to know where things are to be placed and, in particular, why they are to be placed there. A good designer relies on the number of elements available, information about the elements and their ability to use that information harmoniously. It is not necessary to know how to build or sculpt land or engineer or even garden. You cannot know everything. However, it is necessary to plan for their implementation, possibly by those with expert skills. For anyone who wants to become a Permaculture designer, you can and will gain skills in many of these areas but your primary goal is to design. After the course ends, additional reading and learning will be necessary to build on the essential planning principles and data that this class will introduce to you.

You can view video lectures for the introductory videos located at Geoff Lawton's website ([www.GeoffLawton.com](http://www.GeoffLawton.com)). The course covers the following materials:

- Chapter 1 Introduction to Permaculture
- Chapter 2 Concepts & Themes in Design
- Chapter 3 Method of Design
- Chapter 4 Pattern Understanding
- Chapter 5 Climate Factors
- Chapter 6 Trees & Their Energy Transactions
- Chapter 7 Water
- Chapter 8 Soils
- Chapter 9 Earth Working & Earth Resources
- Chapter 10 Climate Design
- Week 10 Eco-Community Planning & Design Charrette
- Week 11 Bonus Class: Aquaponics & Community



Once the course is completed, the class participants will be submitting a permaculture design to the Aldea HOA Board, where we are anticipating a successful acceptance of our proposal to develop Aldea as Eco Community.



By Francis Phillips

## Sizzling Cash Flow with Investment Properties

Tourism in Santa Fe is a four-season affair. Summer may be prime time, but ski season, spring break, Fall and our magical end-of-year holidays bring vacationers from all over the country – and the world. Both long- and short-term (less than 30 days) rentals are increasingly popular with visitors, bringing incredible opportunities for investment property buyers. You can achieve terrific cash flow and have your renters pay your mortgage – on fifteen year mortgages!

Local expert Lisa M. Bybee is well-qualified to comment on this market. She's co-Qualifying Broker (with Jeff Snodgrass) at Meridian Property Management Group ([www.MeridianPMG.com](http://www.MeridianPMG.com)); Associate Broker with Bell Tower/Keller Williams; and Chair of the Santa Fe Association of Realtors (SFAR) Property Management Council. I heard Lisa speak when she chaired a recent SFAR meeting and asked her to share her insights for this column: "Rental properties offer property owners an opportunity to make their investments work for them; rather than having vacant houses and condos, utilizing real estate as a rental keeps a property occupied, maintained, and earning income for owners."

She continues, "While managing your own real estate as a rental may seem more cost effective, the simple facts are: Property management professionalizes the rental experience for both owner and tenant and increases overall rental income for owners. For example, because owners have someone to manage the property's condition, property value is retained due to regular occupancy and maintenance. Managers also work closely with tenants to ensure safe, reliable occupancy and they use proper forms in compliance with the Uniform Owner-Resident Relations Act. Property owners can run afoul of the rules of this Act and a competent property manager can assist them with the laws that govern rental properties in New Mexico."

"Vacation rentals can be a wonderful opportunity for owners who like to use their property at specific times of the year and yet be able to generate very good cash flow (depending on a variety of factors). Short Term leases - more than 30 days and less than 6 months - are very popular with people who are transitioning into a new job in Santa Fe, experiencing a change in their domestic situation, or planning on purchasing a home in the near future. Long term rentals are very strong and owners who want to generate steady income on an annual basis, with both unfurnished and furnished properties, really benefit from this type of rental."

Lisa concludes, "Whether a single family home or condominium, there are some terrific opportunities in our market right now to buy an investment property, remodel, and turn it into a rental property. Many properties under \$300k will offer cash flow and give owners a foot-hold in our dynamic and active rental market."

Amber Haskell of Santa Fe Properties adds, "Not every vacation rental has to be historic East Side. I know of several successful vacation rentals that are in Santa Fe County. Many guests are looking for an authentic New Mexican experience that offers privacy and views yet easy access to in-town amenities."



« Continued from previous page

As I write this, we continue to see excellent mortgage rates for investment property purchases. A good rule of thumb to follow is that for every \$100,000 borrowed, a 30 year fixed rate loan will be close to \$500 a month (principal and interest) and a 15 year fixed rate loan will be closer to \$750 a month. Pair that with terrific rental cash flow from vacation rentals and short- and long-term rentals and you may have an incredible renter-paid home for your retirement nest egg!

**Francis Phillips**, NMLS #193642, is a Senior Mortgage Loan Originator with **First Choice Loan Services Inc.** and resides in Santa Fe, NM. He has served as National Director of Business and Branch Development for national mortgage companies. He and his mortgage partners have funded and built three homes for Santa Fe Habitat for Humanity. You can reach him at [fphillips@fcbmtg.com](mailto:fphillips@fcbmtg.com) or 505.982.3400.



First Choice Loan Services Inc. is a wholly owned subsidiary of First Choice Bank (First Choice Bank NMLS # 177877, First Choice Loan Services Inc. NMLS # 210764) and is registered or exempt from state licensing in the states it originates mortgage loans.

## 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!





# Scentsy Fragrance Wickless Candles

By Dianne McKenzie

What is Scentsy? Scentsy Wickless Candles Are Decorative Ceramic Warmers that Use a Lightbulb 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.



## WARMERS

The perfect way to enhance your décor and express yourself.

<p>Lampshade</p>	<p>Shadow</p>	<p>Silhouette</p>	<p>Gallery</p>
<p>Campus Gallery</p>	<p>Patriot Gallery</p>	<p>Premium</p>	<p>Deluxe</p>
<p>Element</p>	<p>Plug-In</p>		

Scentsy Scent of the Month:  
Vanilla Bean Buttercream  
Scentsy Bar on Sale \$4.50

# Monthly Market Report Albuquerque

# Monthly Market REPORT

May 2014



## Green Sheet

Please recycle after using!

<p><b>Active Listings</b></p> <p>Detached: 4,682 Attached: 468</p> <p>One year ago Detached: 4,112 Attached: 419</p> <p>% Change (Detached) <b>+13.86%</b></p>	<p><b>Pending Sales</b></p> <p>Detached: 996 Attached: 115</p> <p>One year ago Detached: 1,053* Attached: 110*</p> <p>% Change (Detached) <b>-5.41%</b></p>	<p><b>Closed Sales</b></p> <p>Detached: 797 Attached: 81</p> <p>One year ago Detached: 903 Attached: 84</p> <p>% Change (Detached) <b>-11.74%</b></p>	<p><b>Average Sale \$</b></p> <p>Detached: \$223,193 Attached: \$148,291</p> <p>One year ago Detached: \$211,505 Attached: \$145,728</p> <p>% Change (Detached) <b>+5.53%</b></p>
<p><b>New Listings</b></p> <p>Detached: 1,734 Attached: 160</p> <p>One year ago Detached: 1,581 Attached: 151</p> <p>% Change (Detached) <b>+9.68%</b></p>	<p><b>Days on Market (average)</b></p> <p>Detached: 67 Attached: 64</p> <p>One year ago Detached: 65 Attached: 78</p> <p>% Change (Detached) <b>+3.08%</b></p>	<p><b>Sales Volume (in millions)</b></p> <p>Detached: \$177.9 Attached: \$12.0</p> <p>One year ago Detached: \$191.0 Attached: \$12.2</p> <p>% Change (Detached) <b>-6.85%</b></p>	<p><b>Median Sale \$</b></p> <p>Detached: \$180,000 Attached: \$130,000</p> <p>One year ago Detached: \$174,900 Attached: \$139,750</p> <p>% Change (Detached) <b>+2.92%</b></p>

**Closed Sales By Market Area for May only**

MLS Area	City/County	2012	2013	2014	% Change (from 2014)
Areas 10-121	Albuquerque	522	634	552	-12.93%
Area 130	Corrales	10	18	8	-55.56%
Areas 140-162	Rio Rancho	126	169	124	-26.63%
Area 170	Bernalillo	11	8	8	+0.00%
Area 180	Placitas	10	7	14	+100.00%
Areas 210-293	East Mtns./Estancia	23	27	40	+48.15%
Areas 690-760	Valencia County	35	40	51	+27.50%

\*Due to an MLS system change in October 2013 the data collection methods for pending sales changed. Pending sales are now calculated only once for a particular property, whether or not that property goes under contract multiple times during the month. Pending sales from 2013 have been adjusted in this report to adjust for the change.

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

8505 SAN DIEGO Court NE, Albuquerque

MLS#: 818903

Price: \$740,000



Amazing all one level custom home on incredible lot. Views and privacy. Large kitchen with granite and stainless. Updated master bath with huge shower, finished with slate. The pool has its own private area surrounded by a rose garden. The covered patio is surrounded by green, lush plants and has views of the mountains and the water lily pond. Large bedrooms with private baths.

Fantastic four car garage. It is a Mini-resort So You Can all Stay Home And Have F-u-n! 4 Big bedrooms-one is an Office/Inlaw Qtrs! Handicap Accessible-e-z-to-get-around-in-a-chair!! Big Living Areas(Lr+ Fr+dr+kitw/Brkrm)his'n'hers. Garages(2+2)pool-pond-bbq-incredible.

## 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 then 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



9900 Toltec Rd NE

MLS: #806530

Single-Family

Home|3 bd|2 ba|1,850 sqft

Gleaming solid wood floors. Updates, clean and ready to move in. Beautiful yard with large trees and mature plants, grass and fully fenced in backyard. Price: \$225,000



8132 SHANNON Street NE

Albuquerque, NM 87109

MLS # 812626

Price: \$230,000

Cute home in La Cueva School district. Fresh paint, clean and ready to move in. Two living areas with family room and cozy fireplace.





**2014 Aldea Stats: Sold, Pending & Listed**

**Sold:** 14 Homes, 16 Lots

**Pending:** 6 Homes, 2 Lots.

**Listed:** 16 Homes, 4 Lots

# Common Appraisal Myths in the Home Buying Process

Appraisals play one of the most important roles in the home buying process and understanding its function is crucial in today's real estate market. Appraisals are needed for any real estate transaction that involves a loan of \$250,000 or more from a federal institution.

Despite their importance, appraisals are still one of the most misunderstood parts of the buying process. Some common appraisal myths can be debunked.

















Some believe that the function of the appraisal is to set the home's value or to confirm the selling price. This is simply not true. According to David S. Bunton, president of The Appraisal Foundation, the role of the appraisal is to "produce a credible opinion of value based on thorough and unbiased research and analyses that reflect the market value of a property."

There are many myths floating around about the appraisal process, especially in regard to how appraisals are ordered. In the infographic below, The Appraisal Foundation debunks the most common myths they encounter. To view the entire article on [AppraisalBuzz.com](http://AppraisalBuzz.com)

# Santa Fe Report - Aldea

Real Estate News from Dianne McKenzie

## Current Aldea Homes on the Market

Address	Ask	TotSF	\$/TotSF	BD	Total	MLS #	DOM	Photo
4 Vista Precioso	\$205,000	0		2	2	201402039	94	
24 Vista Precioso	\$210,000	1,140	\$184.21	2	2	201402514	41	
78 Avenida Frijoles	\$290,000	1,324	\$219.03	3	2	201400469	154	
36 Vista Precioso	\$340,000	1,800	\$188.89	3	3	201403340	1	
22 Camino de Vecinos	\$368,000	1,912	\$192.47	3	3	201401552	86	
32 CALLE LEMITA	\$415,000	1,801	\$230.43	3	3	201403176	10	
12 Camino Botanica	\$419,000	1,850	\$226.49	2	3	201401767	75	
17 Plaza Nueva	\$425,000	2,710	\$156.83	2	3	201300933	485	
13 Arroyo Privado Lot 475	\$435,000	2,140	\$203.27	3	3	201300198	532	
21 Arroyo Privado Lot # 471	\$474,900	2,150	\$220.88	3	3	201402989	17	
5 B W Via Plaza Nueva	\$525,000	2,800	\$187.50	3	3	201401342	98	
62 Avenida Aldea	\$549,000	2,522	\$217.68	3	3	201302974	387	
8 Calle Vecinos	\$550,000	2,175	\$252.87	3	3	201402501	42	
11 Vista Precioso	\$550,000	2,307	\$238.40	3	3	201305543	241	
1 Camino Barranca	\$638,000	2,706	\$235.77	3	3	201401027	119	
30 W Camino Esperanza	\$675,000	2,443	\$276.30	4	3	201403125	11	

Aldea 2014 Sold Properties Price per square foot: \$146 - \$266

	HIGH	LOW	AVG	MED		HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE
DAYS ON MARKET:	354	36	151	101	LIST PRICE:	\$625,000	\$210,000	\$448,532	\$444,000	\$6,279,460
					SOLD PRICE:	\$595,000	\$205,000	\$434,185	\$444,000	\$6,078,601

# Wilderness Cabin Sites For Sale

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



### Cabin Sites Feature:

- Pristine Alpine Wilderness Location at Roads End
- Peaceful Stream Side Ambiance overlooking the Kachina Village Wetland Park
- Direct Trail Access to Wheeler Peak Wilderness
- Easy Ski-in | Ski-out Access to Lift 4
- Unique Euro-Alpine Cabin Design thoughtfully integrated into a Beautifully Master Planned Intimate Community

### Wilderness Cabin Features:

- High Performance Active & Passive Solar Design
- Passive Solar Heating and Majestic Mountain Views provided by Expansive South Facing Windows
- Open Living Area with built-in day bed, Entry Vestibule, Gourmet Kitchen with Inglenook, Powder Bath, Private Patio Deck, Custom Built-ins & optional Native Rock Fireplace
- Spacious Master Suite with Sitting Area, Luxury Bath with Tub & Shower, Generous Storage and Private View Terrace
- Rentable Lock-off Suite with Luxury Bath & Private Outdoor Patios

Visit [www.KachinaMountainLodge.com](http://www.KachinaMountainLodge.com) or Call 505.231.1454

We invite you to join our alpine eco-resort community, where you and your family can enjoy one of the most coveted lifestyles available in the Rocky Mountains. We are experiencing a growing interest in the phase one properties offered at Kachina Mountain Lodge, GaiaQuest's alpine eco-community located in Taos Ski Valley, New Mexico. Property sales at Taos Ski Valley have multiplied since December, when New York hedge fund founder Louis Bacon said he was buying the ski area from a family that has owned it for decades. 11 homes and eight plots of land have changed hands since Dec. 13, compared with two homes and one piece of land in the same period a year earlier.





# A E O W Y N's Dog Treats



## Pumpkin Banana Treats

### Ingredients:

- 3 small bananas
- 1 canned pumpkin
- 1 cup of chicken broth
- 3 ½ cups rice flour (or you can use any flour)
- 1 cup rolled oats, uncooked
- ½ cup wheat germ
- ¼ cup oat bran
- 1 TBLSP Cinnamon

\*Parchment paper for rolling out the dough

- \*Pizza cutter
- Ruler for cutting straight lines
- A dog to snoopervise

Aeowyn snoopervises the whole process of making her dog treats. She sits patiently waiting her turn to taste test the new treat recipe. So far she has never rejected a recipe! Her favorite treat is the one she just ate.

### Method:

1. Preheat oven to 350° F.
2. Mix the pumpkin with mashed bananas. Stir in the chicken broth.
3. Mix dry ingredients in a large bowl.
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 the dough into 1/2" parallel strips. This technique makes the process super fast. Transfer rectangular shaped dough with the bottom parchment paper to baking sheet. Don't move the strips—leave them in place on the parchment paper and place on baking sheet.

Bake 35 minutes, slightly brown, not burnt. Remove from oven, remove parchment paper and cool. This recipe uses 4 baking sheet/trays. These treats are a crunchy, thin treat & 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 2 weeks & the remaining in the refrigerator up to 4 weeks.



# Free Reports

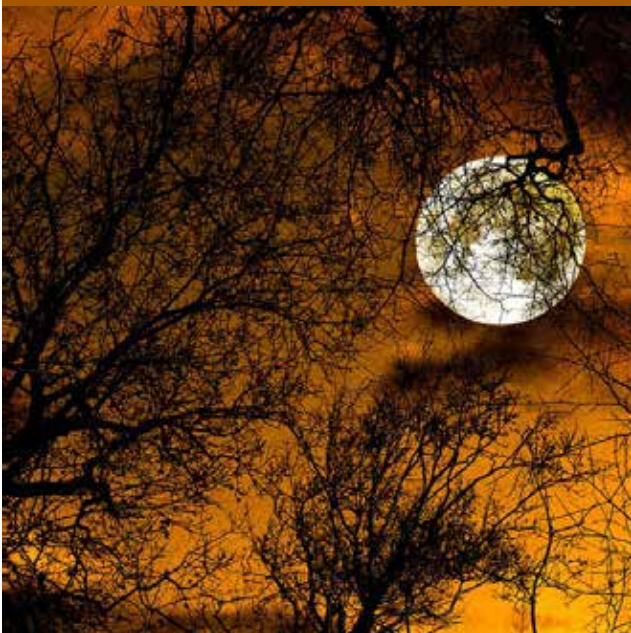
## Free Information Request Form

*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



# Free Reports

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

# Free Information

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

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

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

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

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

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

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



# Our Real Estate Team

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



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NEW MEXICO

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Apricot Standard Poodle  
& Service Dog

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