

# Eco Lifestyle And Home

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

Inside This May 2016 Edition:

## Forgiveness

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Real Estate News Pages 10,11,12,13,  
14,15,16,17,18,19,20,22,23

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.



**"Oatmeal Pumpkin  
Peanut Butter Dog  
Treats"**

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## Forgiveness

**"Forgiveness is the capacity to let go, to release the suffering, the sorrows, the burdens of the pains and betrayals of the past."**

*~ Jack Kornfield*

## Monthly Newsletter Theme For May: Forgiveness



Writing an editorial is a challenging responsibility. The monthly themes are planned for an entire year in the last part of the previous year. So when the month's editorial theme is due, it always seems like it is a direct link to whatever is going on in my personal/professional life. So here we are with another topic that beckons me to follow the advice and wisdom of those that are more enlightened than I. I turned for inspiration to a former teacher, Jack Kornfield. Below are excerpts from an article he wrote in 2011 for the Greater Good:

"Forgiveness is a conscious, deliberate decision to release feelings of resentment or vengeance toward a person or group who has harmed you, regardless of whether they actually deserve your forgiveness. Forgiveness does not mean forgetting, nor does it mean condoning or excusing offenses."

"Forgiveness shifts us from the small separate sense of ourselves to a capacity to renew, to let go, to live in love. As the *Bhagavad Gita* says, "If you want to see the brave, look to those who can return love for hatred. If you want to see the heroic, look to those who can forgive."

"With forgiveness we are unwilling to attack or wish harm on anyone, including ourselves. And without forgiveness, life would be unbearable. It's hard to imagine a world without forgiveness, because we would be chained to the suffering of the past and have only to repeat it over and over again. There would be no release."

"Forgiveness is a deep process of the heart. And in the process, you need to honor the betrayal of yourself or others—the grief, the anger, the hurt, the fear. It can take a long time."

"Forgiveness is a process. Be willing to grieve, and then to let go. Grief consists of bargaining, loss, fear, and anger."

"Forgiveness involves a shift of identity. There is in us an undying capacity for love and freedom that is untouched by what happens to you. To come back to this true nature is the work of forgiveness."

"Forgiveness includes all the dimensions of our life. Forgiveness is work of the body. It's work of the emotions. It's work of the mind."

"Forgiveness involves perspective. We are in this drama in life that is so much bigger than our 'little stories.' When we can open this perspective, we see it is not just your hurt, but the hurt of humanity. Everyone who loves is hurt in some way. Everyone who enters the marketplace gets betrayed. The loss is not just your pain, it is the pain of being alive. Then you feel connected to everyone in this vastness."

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

## Events Around New Mexico

### 1. Hotel California at Popejoy Hall

Saturday, May 07, 2016 8:00 PM - 11:00 PM  
203 Cornell Dr NE, Albuquerque, 87106

The five members of Hotel California blend their musical talents to produce an unforgettable show full of energy and well-known Eagles hits like "Take It Easy," "Heartache Tonight," and "Hotel California."

### 2. Mother's Day Brunch at Los Poblanos Los Poblanos Historic Inn & Organic Farm

Sunday, May 08, 2016 - 10:00 AM - 2:00 PM  
4803 Rio Grande Blvd NW, Los Ranchos, 87107

Celebrate this special day with your family at Los Poblanos! Begin your experience with a bountiful spread of housemade pastries, seasonal fruit trays, refreshing cool summer soups, and beautiful green salads.

### 3. Party on the Patio at Pueblo Harvest Café Pueblo Harvest Café

May 5,6,7,12,13,14, 2016 -6:00 PM - 9:30 PM  
2401 12th Street NW, Albuquerque, 87104

Enjoy live music from Albuquerque's best bands, 180 degree views of the Sandia Mountains, all-you-can-eat pizza served fresh from the horno oven, drink specials and creative appetizers from an award-winning culinary team.

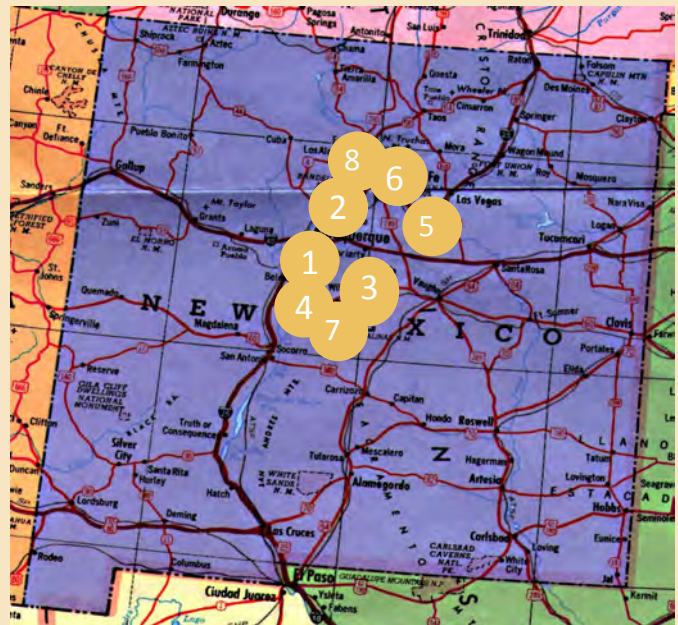
### 4. Isotopes Baseball - Albuquerque Convention & Visitors Bureau

May 2,3,4,5,6,15, 2016 Time: TBD  
1601 Avenida Cesar Chavez SE, Albuquerque, 87106

Come cheer on the Albuquerque Isotopes in their 2016 season. The Albuquerque Isotopes are the Triple-A affiliate of the Colorado Rockies.

### 5. The 9th Annual CrawlDaddy Blues Fest in Madrid!

May 21-22 2016 12:00 PM - 11:00 PM  
2846 Highway 14, Madrid, 87010



The Mine Shaft Tavern is pleased to announce that we will be hosting the 9th Annual - CrawlDaddy Blues Fest.

### 6. Outside Bike & Brew Festival Fort Marcy Park

May 20,21,22, 2016 - 9:00 AM - 9:30 PM  
490 Bishops Lodge Rd. Santa Fe, 87501

The 3rd Annual Outside Bike & Brew Festival returns to Santa Fe with one of the most innovative and engaging outdoor recreations festivals in the country. Bike & Brew combines the best of a craft beer festival with a three day cycling festival including over 60 events, clinics, rides, tours, films, concerts and plenty of excellent craft beer.

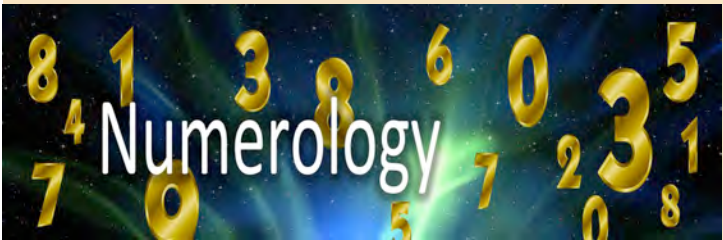
### 7. Bees + Seeds Festival Tractor Brewing

Saturday, May 28, 2016 - 11:00 AM - 8:00 PM  
1800 4th St. NW, Albuquerque, 87102

The Bees + Seeds Festival is a free family-friendly learning and interactive environment open to all, featuring information and education on pollinators, seeds, food sustainability, environmental awareness, music, live art, craft vendors and so much more.

### 8. Native Treasures: Indian Arts Festival

Sunday, May 29, 2016 10:00 AM - 5:00 PM  
201 W. Marcy St, Santa Fe, 87501  
200 museum-quality artists from over 40 tribes.



# Life By The Numbers

- Cecilie Bodman

May 2016 Numerology

The month of May 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 May:

*“I welcome change and rejoice in the new!”*

## Affirmation for the Month May

*“Why do I forgive and let go so I can be at peace?”*

“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 Forgiveness

by Lainie Grimmer

“My sister pushed my buttons again! I lost it and said some things I never should have said. How could I be so stupid? I’ll never forgive myself!” wailed my client. After we focused on slowly breathing to calm her mind, I congratulated her on knowing where forgiveness needs to start: With herself.

Forgiving ourselves is difficult. Thanks to our DNA, we’re wired to be aware of and to protect ourselves from danger, both real and imagined. When we’ve hurt someone else, our wellbeing is threatened. As time passes, holding on to guilt and blame increases our cortisol levels and can make us sick. As well, playing the scenario over and over in our minds doesn’t help us avoid future pain, and can actually prevent us from forgiving ourselves.

How do we stop the guilt and move toward self-compassion and forgiveness? Though they are wired to protect us, with a little patience we can rewire our brains to facilitate forgiving ourselves. The following steps will help you:

- The first step in forgiving yourself is to understand that your current situation of blame and judgment isn’t working. Author Steve Maraboli wrote “I used to be afraid of the pain letting go of the past would cause, until I realized how much pain holding on has caused.” Thinking of some benefits that forgiveness can offer will help you begin to develop compassion for yourself. Perhaps forgiving yourself will help you to feel better physically...Lighten an angry burden you’ve been carrying...Support you in mending a rift in a meaningful relationship.
- Remember: You are not the first person, nor will you be the last, to struggle with forgiving themselves. It’s human nature to take things personally, and you are not an exception. As you begin to understand that no one is perfect, your seed of forgiveness begins to grow.
- As you work through the forgiveness process, remind yourself the only person you need to focus on is you.
- When you blame yourself for a past event, see if you can acknowledge what happened. Remind yourself you made a mistake, and recognize it is in the past. Writer Paul Boese noted: “Forgiveness does not change the past, but it does enlarge the future.”

My client had said something she deeply regretted. As we worked together, she was able to acknowledge her past actions and begin to feel compassion for herself. And along the way, she discovered the freedom of forgiving herself.

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## The Power of Self-Forgiveness

My life has been a course in self-forgiveness. Fortified by societal norms and childhood events, I, for years, harbored an inner critical monologue. At school, I compared myself to others, always coming out short. I deeply felt there was something wrong with me. I waged a painful secret internal war.

In time, I learned to find the precious, innocent part of myself that was my true identity. Who has not looked into the eyes of a baby and seen its sacredness?



Yet, part of being human is taking on false identities based on conclusions made with limited understanding. We hold onto these judgments and they become a false core of self-identity. Some claim that forgiveness dodges responsibility for actions and mistakes. The belief is that errors are settled with punishment.

Forgiveness is actually the ultimate accountability. It's not done superficially. It digs deep. It finds the innocence, sacredness, and good intentions of our true identities. It welcomes meaningful restorative consequences and actions.

### When weighted by self-judgment, ask these questions -

**Whose judgments are they?** If I judge weight or wrinkles, whose belief system am I adopting? Whose voice is it really? Media? Others? Society?

**What am I ignoring?** If I judge my procrastination or mistakes, what are the invisible deeper levels of feelings, beliefs, and needs? What am I not realizing about my particular learning style or need for support?

**Do I have a belief that self-punishment will make it better, although it never has?**

**How can I support myself to choose to forgive?** When I remind myself about the habits of neural pathways and how they change, I remember the importance of breath, patience, support, and clarity of loving intention.

**Am I demanding that others give me understanding?** When, in vain, I seek compassion from others, it's important to seek it from ourselves.

The bottom line is that my relationship with myself is where it all begins. My forgiveness and compassion of myself, all of myself, is the doorway to peace and a sense of wholeness. The practice is: "I forgive myself for judging myself for....", while finding the truth buried under the judgment.



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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.



## Give Yourself the Gift of Younger Looking Skin

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

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

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

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





## CENTER FOR CANINE BEHAVIOR STUDIES

### 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>



# eat healthy



I find it curious how the subject of this newsletter comes at times when I need to reflect and discuss. This month's subject is "Forgiveness". I do want to attach this to food, of course, but I think it is such an important topic.

We are all subject to cruelties and unfairness throughout our lives. How we decide how to react to these obstacles is subjective. I want to first connect this topic to my previous article about "trust" pertaining to food. Along with the trust you need to give to yourself and food, there also comes a tremendous need for forgiveness. We are all human and occasionally we decide to say, "screw it" and eat an entire box of Oreos (I have done this many times). Just because you go overboard in caloric intake doesn't make you bad. It doesn't mean you have failed. It doesn't make you unworthy. You need to forgive yourself and realize that those experiences are just part of the journey. Is it much of an adventure if we do the "right" thing all throughout our journey? Hell no!

Some may say that the Oreo scenario is a superficial way of looking at forgiveness. But, I have seen this lead time and time again to eating disorders; such as anorexia and bulimia. I promise you this... it is okay to eat the cookies... give yourself permission and forgive yourself. It's just life and it's just food.

Forgiveness can be much more difficult when abuse happens to us. I was sexually abused from the ages of 7-14. When I finally approached the court system the perpetrator decided to plea bargain for the most minor of all the charges. He was given an incredibly short work-release sentence... Is this "fair"? I leave that judgment up to the powers above and beyond. It was that day I embraced karma. But one amazing outcome from this horrific experience was that I experienced one of the most powerful moments in my life. It was at the sentencing hearing. The judge asked if there was anything I would like to say before he announced his verdict. I was 15 and was petrified of speaking in front of this man who had raped me of my innocence... who had taught me to lie (which I sometimes still struggle with)... and who showed me that people can be evil. But I have never been a coward. I stood, quaking, but proud, and gave my statement:

"My name is Kate McCammon. [This man] has robbed me of so much of my life. I never thought I would live to see the day that I was safe from him. I honestly thought that I would die before this sentencing date. But here I stand. And you, Judge [Amazingness], gave me the positive affirmation that I needed all these years... You believed me. You stood up with me to this inhuman person... and after so many years of shameful solitude... today I finally realize I am not alone. And the best part of all of this: I can forgive you [pedophile]. You are sick, you are wrong, I hope you receive the help you need, but I am under no illusion that you will change. But, now I can forgive; forgiving you does not matter as much as forgiving myself. And now I can let go of my hate.... Because now everyone else will carry that burden of hate for me. So however much I pity you, I can let go of my hate and forgive you."

Needless to say, I still eat the occasional box of Oreos and revel in my forgiveness.



**Kate Wheeler, owner/operator** - Savory Spice Shop is your local destination for over 400 spices & seasonings. Also offering cooking classes and private events.

**Savory Spice Shop in Santa Fe**

225 Galisteo Street, Santa Fe, New Mexico 87501

P: (505) 819-5659 F: (505) 466-5682 E: [santafe@savoryspiceshop.com](mailto:santafe@savoryspiceshop.com)

Follow on Facebook: [facebook.com/SavorySpiceShopSantaFe](https://facebook.com/SavorySpiceShopSantaFe)



by Francis Phillips

## Where is housing headed this summer?

We are about to enter what is traditionally the busiest time of year for the housing market. What does that mean for Santa Fe this year? I think we are looking at a seller's market, and I'm not alone.

Let's set the stage with Lawrence Yun, Chief Economist for the National Association of Realtors, who says, "The spring buying season is right around the corner, and current supply levels aren't even close to what's needed to accommodate the subsequent growth in housing demand."<sup>1</sup>

The Urban Land Institute (ULI) supports Yun's comments. In their study *Emerging Trends in Real Estate 2016*<sup>2</sup>, they point out that housing has stabilized in a majority of markets and is ready for sustained growth, due to baby boomers downsizing or buying second homes and millennials buying first homes. How big will that impact be? They project 4.8 percent growth in household formations over the next 3 years – that's almost 6 million additional households!

Moody's Analytics Chief Economist Mark Zandi puts it this way, "The most important housing market trend in 2016 will be the developing housing shortage. New housing construction has picked up in recent years, but it remains well below that needed to meet demand from newly formed households, second home buyers, and obsolescence of the existing stock of homes."<sup>3</sup>

Realtors Meleah Artley and Gary Hall of Barker Realty concur. "We're getting a clear picture here of a market shift (finally!). The residential market is experiencing a real shift from a buyer's market to a seller's market. Although the bulk of our sales are driven by locals, the growth in this sector comes from out-of-towners. Santa Fe has a strong retirement, second home and third home market in most all price points. Our values are very attractive compared to other western and mountain markets; this will continue to make Santa Fe a top choice. We predict an increase in residential property values of 10% in many neighborhoods this year."

Does this mean you are priced out of the market? I hear again and again from people who think they can't afford to buy or save for the down payment. With current low rates, monthly payments may be comparable to rents, and there are VA and USDA (rural) loans for 0 percent down, FNMA loans for 3 percent down and FHA loans for 3.5 percent down. The most important thing is to find out if you can qualify to buy, and if not, what you need to do to get there.

Santa Fe (and New Mexico) typically lags behind the rest of the West when it comes to price appreciation and sales. Because we are such a big retirement and second home market, we have to wait for our feeder markets to recover – and that has happened. The Federal Housing Finance Agency's most recent quarterly year-over-year price change report<sup>4</sup> demonstrates this clearly. Prices in New Mexico increased by 1.1 percent while our surrounding states increased anywhere from 5.5 percent (Oklahoma) to 10.9 percent (Colorado).

Georgette Romero of Barker Realty has this advice, "The number of homes on the market is increasing which is good as inventory has been sparse under a million but buyers beware! A lot of homes are flying off the shelf! Also, keep in mind, as we see more activity, we are also seeing prices moving up."

*Continued on next page »*

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“I am finding that prices I quoted potential sellers 3 months ago now have to be adjusted to take into account our activity. Prices are still below our highs from 2006. So even though homes are selling quickly, in many cases, does not mean that you can't find a good buy.”

My advice if you are a buyer: Seller's markets drive prices up. Don't wait! Whether you are looking for investment property, a vacation home or a primary residence, it's a great time to buy.

<sup>1</sup><http://www.realtor.org/news-releases/2016/02/existing-home-sales-inch-forward-in-january-price-growth-accelerates>

<sup>2</sup><http://uli.org/research/centers-initiatives/center-for-capital-markets/emerging-trends-in-real-estate/americas/>

<sup>3</sup><http://www.inman.com/2016/02/02/6-economists-forecast-2016-housing-market/>

<sup>4</sup>[http://www.fhfa.gov/AboutUs/Reports/ReportDocuments/HPI4Q2015\\_2252016.pdf](http://www.fhfa.gov/AboutUs/Reports/ReportDocuments/HPI4Q2015_2252016.pdf)



*Francis Phillips, NMLS #193642, is Senior Mortgage Loan Originator with First Choice Loan Services Inc. in Santa Fe. He has served as director of business development for national mortgage*

*companies. He and his mortgage partners have funded and built three homes for Santa Fe Habitat for Humanity. Contact him at [fphillips@fcbmtg.com](mailto:fphillips@fcbmtg.com) or 505.982.3400.*



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

# Home Staging + Design with Debbie DeMarais

## Invite Buyers into the Home

Selling a house today is quite different than it used to be ten years ago. Today's homebuyers are extremely savvy about what they want in their next home. Marketing a home takes more consideration, time and work. Focusing on the appearance, how a home is presented will contribute to the success of a sale.

81% of homebuyers reported staging makes it easier to visualize the property as a future home, reports the National Association of Realtors 2015 Profile of Home Staging. A staged home 'invites' the buyer see the potential rather than develop negative objections.

Top five reasons to stage a home:

1. Buyer's looking on-line make their decision to view the home in person within 8 seconds.
2. Staging a home creates a vision of how a buyer aspires to live in your home, not showcasing the actual day-to-day existence.
3. Buyers focus on positive reinforcement throughout the home rather than negative to consider if it meets their needs.
4. Buyers will reprioritize their list, when a house feels like home they can live in.
5. Leaving a home in "as-is" condition will only help sell the competition. Buyers look for homes with updated fixtures and appliances, and décor.

Staged homes on the average earn more money than a home that hasn't been staged. A professional home stager is trained in knowing what buyer's look for and how to get a home sold quickly. Taking the extra steps to prepare a home for sale is the difference between a quick sale and a long-term listing with price reductions.

*Image: This occupied home received an offer within four-days of listing the home!*



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# Monthly Market Report Albuquerque

## GAAR GREEN SHEET March 2016



A condensed overview of the monthly statistical highlights.

|   |   |   |   |
|---|---|---|---|
| <p><b>Active Listings</b><br/>Detached: 3,198<br/>Attached: 329</p> <p>🕒 One year ago<br/>Detached: 3,770<br/>Attached: 386</p> <p>% Change (Detached)<br/><b>-15.17%</b></p> | <p><b>Pending Listings</b><br/>Detached: 1,188<br/>Attached: 124</p> <p>🕒 One year ago<br/>Detached: 1,102<br/>Attached: 85</p> <p>% Change (Detached)<br/><b>7.8%</b></p>                | <p><b>Closed Listings</b><br/>Detached: 896<br/>Attached: 81</p> <p>🕒 One year ago<br/>Detached: 827<br/>Attached: 64</p> <p>% Change (Detached)<br/><b>8.34%</b></p>                                     | <p><b>Average Sale \$</b><br/>Detached: \$218,141<br/>Attached: \$144,570</p> <p>🕒 One year ago<br/>Detached: \$210,069<br/>Attached: \$152,402</p> <p>% Change (Detached)<br/><b>3.84%</b></p> |
| <p><b>New Listings</b><br/>Detached: 1,627<br/>Attached: 138</p> <p>🕒 One year ago<br/>Detached: 1,558<br/>Attached: 139</p> <p>% Change (Detached)<br/><b>4.43%</b></p>      | <p><b>Days on Market</b><br/><i>(Average)</i><br/>Detached: 62<br/>Attached: 64</p> <p>🕒 One year ago<br/>Detached: 75<br/>Attached: 60</p> <p>% Change (Detached)<br/><b>-17.33%</b></p> | <p><b>Sales Volume</b><br/><i>(in Millions)</i><br/>Detached: \$195.2<br/>Attached: 11.7</p> <p>🕒 One year ago<br/>Detached: \$173.7<br/>Attached: \$8.2</p> <p>% Change (Detached)<br/><b>12.38%</b></p> | <p><b>Median Sale \$</b><br/>Detached: \$180,000<br/>Attached: \$138,000</p> <p>🕒 One year ago<br/>Detached: \$175,000<br/>Attached: \$145,250</p> <p>% Change (Detached)<br/><b>2.86%</b></p>  |

### Closed Sales by Market Area

| MLS Area        | City/County           | 2014 | 2015 | 2016 | % Change |
|-----------------|-----------------------|------|------|------|----------|
| Areas 10 - 121  | Albuquerque           | 507  | 550  | 619  | 12.55%   |
| Area 130        | Corrales              | 9    | 15   | 14   | -6.67%   |
| Areas 140 - 162 | Rio Rancho            | 112  | 158  | 166  | 5.06%    |
| Area 170        | Bernalillo            | 4    | 10   | 6    | -40%     |
| Area 180        | Placitas              | 4    | 5    | 9    | 80%      |
| Areas 210 - 293 | East Mtns. / Estancia | 24   | 33   | 38   | 15.15%   |
| Areas 690 - 760 | Valencia County       | 35   | 56   | 44   | -21.43%  |

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 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!



Find out  
what your  
homes is  
worth! Call  
me.

**Cecilie Bodman**  
Equity New Mexico  
3620 Wyoming Blvd. NE # 200  
Albuquerque, NM 87111  
Cell: 505-250-1356  
Email: [abqgold@gmail.com](mailto:abqgold@gmail.com)  
Web: <http://abqgold.com>

**For Sale:** 501 Rio Grande, #E5

MLS#201601039 \$310,000

## Santa Fe Report

Real Estate News from Dianne McKenzie

### Quintessential Santa Fe Lifestyle Condo – Downtown Santa Fe



This quintessential Santa Fe lifestyle condo is located in the very desirable and quiet Pueblo del Rosario community, with pool, sauna, hot tub and clubhouse. Coveted in-town living is within walking distance to downtown. This end unit condo in a duplex building is adjacent to open space, has 2 levels, 2 bedrooms, 2 bathrooms, high-beamed ceilings, kiva fireplace and wet bar for entertaining. Complete with brick floors, charming tile countertops, central air conditioning with

private 1 car garage. The upstairs covered balcony captures views of the New Mexico sky and includes 2 outdoor living spaces for al fresco dining with mature garden landscaping. Along the tree-lined side of the condo, the open dining/living room is the central gathering area, complete with fireplace for entertaining.

The staircase has natural light from two skylights & leads to the upstairs two bedrooms. The bedrooms are filled with light & spacious closets. The south facing bedroom sanctuary offers a sitting area balcony with mountain views to the south & west proclaiming iconic sunsets. There are double sinks in the master bathroom, & a walk-in closet. The outdoor flagstone patio features easy maintenance landscaped garden area.

All appliances including refrigerator, washer, dryer, range, microwave, dishwasher are included. With forced-air heat & air-conditioned cooling throughout, you will be comfortable all year long.



# Aldea SOLD: Lot 15 Camino Barranca

# Santa Fe Report - Aldea

Real Estate News from Dianne McKenzie

## Representing the Buyers!



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

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

*Now under construction!!!*



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

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



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

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

**Web:** [CometStudios.com](http://CometStudios.com) | **Cell:** 505.231.1454 | **Email:** [comet@CometStudios.com](mailto:comet@CometStudios.com)  
**Studio:** 17 Plaza Nueva, Santa Fe, New Mexico 87507



**2016 Aldea Stats: Sold, Pending & Listed**

**Sold:** 10 Homes, DOM 216, 4 Lots, DOM 376

**Pending:** 6 Homes, 0 Lots

**Listed:** 5 Homes, avg \$522,100, 8 Lots

# Santa Fe Report - Aldea

Real Estate News from Dianne McKenzie

Pending: 6 Arroyo Privado. I am representing the buyer in this Aldea home.

The market has been slow, typical for this time of year. The inventory in Aldea is very low right now with only 5 homes on the market. There are 6 homes pending and 0 lot pending. Prices have not risen with an average days on the market around 216 for homes.

Townhouses sell fairly quickly and are in demand, as many buyers want a smaller, less expensive property for a second home. Rentals are few and far between and often rent within hours of being listed.

I get inquiries every day from people who stop in the office on Aldea Plaza. If you are thinking of listing your Aldea property, why not list it with a realtor who will **market** the property, not just list it in the MLS? By actively marketing your property, the property gets the most exposure to other realtors and to the general public through online blogging, email campaigns & the typical MLS exposure. I have a track record for selling properties in the shortest amount of time. Contact me to discuss your property needs today!

MLS #201600587

**PENDING: House in Aldea**  
**6 Arroyo Privado, Santa Fe, New Mexico**  
 Dianne McKenzie, associate broker  
 505.603.9300 • Dianne@RealEstatePropertiesSantaFe.com • RealEstatePropertiesSantaFe.com

| LISTING COUNT: |      |     |     |     | DAYS ON MARKET: |           |           |           |           |             |  |  |  |  |
|----------------|------|-----|-----|-----|-----------------|-----------|-----------|-----------|-----------|-------------|--|--|--|--|
| TOTAL          | HIGH | LOW | AVG | MED | LIST PRICE:     | HIGH      | LOW       | AVERAGE   | MEDIAN    | TOTAL PRICE |  |  |  |  |
| 5              | 298  | 11  | 153 | 206 |                 | \$658,000 | \$359,500 | \$522,100 | \$575,000 | \$2,610,500 |  |  |  |  |
|                |      |     |     |     | SOLD PRICE:     | \$0       | \$0       | \$0       | \$0       | \$0         |  |  |  |  |

**LISTING PRINT OUT**

| Address              | Price     | Original Price | TotSF | \$/TotSF | BD | BA(FTH)  | Levels    | InterS | Type          | MLS #     | DOM | Stat Date | Bank Owned | Short Sale | Photo |
|----------------------|-----------|----------------|-------|----------|----|----------|-----------|--------|---------------|-----------|-----|-----------|------------|------------|-------|
| 16 Vista Precioso    | \$359,500 | \$359,500      | 1,797 | \$200.06 | 3  | 3(2 0 1) | Two Story | Yes    | Townhouse     | 201601618 | 11  | 4/18/2016 | No         | No         |       |
| 2 Calle Amistosa     | \$419,000 | \$419,000      | 0     |          | 3  | 2(2 0 0) | Single    | No     | Single Family | 201504530 | 206 | 4/7/2016  | No         | No         |       |
| 1 Calle Siete Casas  | \$575,000 | \$599,900      | 2,855 | \$201.40 | 3  | 3(3 0 0) | Single    | No     | Single Family | 201504291 | 224 | 9/16/2015 | No         | No         |       |
| 138 Avenida Frijoles | \$599,000 | \$599,000      | 2,494 | \$240.18 | 3  | 3(2 0 1) | Single    | Yes    | Single Family | 201601202 | 28  | 3/29/2016 | No         | No         |       |
| 37 Camino Botanica   | \$658,000 | \$670,000      | 3,279 | \$200.67 | 3  | 2(2 0 0) | Single    | No     | Single Family | 201503001 | 298 | 3/16/2016 | No         | No         |       |

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

## 2016 Las Campanas Stats: Sold, Pending & Listed

**Sold:** 20 Homes, DOM 220, 3 Lots, DOM 28

**Pending:** 11 Homes, 2 Lots

**Listed:** 62 Homes, avg \$1,299,754, 79 Lots, avg \$115,000

# Las Campanas Report: Homes & Lots



There are currently **62 homes** for sale in Las Campanas.

- **15 Homes under \$1,000,000**
- **47 Homes over \$1,000,000**

There are currently **79 Lots** for sale in Las Campanas.

- **36 Lots under \$100,000**
- **43 Lots over \$100,000**

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

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

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

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

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

# MOBILITYRE

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Search for information and **EVERY LISTING** from the convenience of your **MOBILE PHONE!**

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**E1659**  
to: **32323**

Search by address, price, square footage or by using your GPS. Tag your favorites to be viewed later on your phone or home computer!



The most technology advanced **free real estate search app** for your smartphone or tablet is available for free to you right here.

Over 4.1 billion text messages are sent each day in the U.S. alone. Apples App Store surpassed over 40 billion app installs with over 20 billion earlier this year\*\*. Googles Play Store has over 1.5 billion app installs every 30 days\*.

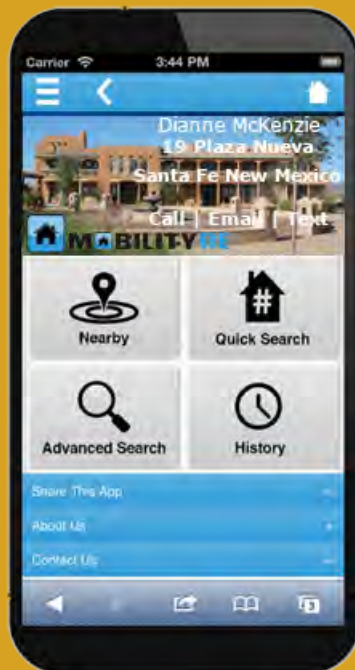
Consumers are adopting mobile technology at a rate faster than any technology in the history of the world.

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**E1659**

To: **32323**



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



# A E O W Y N's Dog Treats



## Oatmeal Pumpkin Peanut Butter Dog Treats

### Ingredients:

- 2 cups rice flour (you can use any flour)
- 2 cup rolled oats (uncooked)
- 1 cup flax seed meal
- ½ cup flax seeds
- 1 can, (15 oz) pumpkin (not pie filling)
- 1 cup peanut butter (not salted)
- ½ - ¾ cup water

This recipe works well if rolled out as thin as possible.

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

### Method:

1. Preheat oven to 350° F.
2. Place the wet ingredients, pumpkin & peanut butter, in a bowl. Stir until thoroughly combined. Place the dry ingredients in a bowl & mix. Combine wet & dry ingredients. Add water as needed to combine the ingredients. Divide into 4 balls.
3. Roll out dough ball between parchment paper to 1/8" -1/16" thickness in rectangular shape to fit baking sheet. Discard top parchment paper. Transfer rectangular dough with the bottom parchment paper to baking sheet. Use pizza cutter to cut dough in parallel strips to create a checkerboard of 1" squares. Use a ruler to help cut straight lines.
4. Bake 30-45 minutes until no longer moist. Remove from oven and place upside down to remove parchment paper while hot.

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





# Free Reports

## Free Information Request Form

*Please complete the box below and place check marks next to the free reports and information you'd like to receive.*

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

Dianne McKenzie, Call: **505-603-9300**  
17 Plaza Nueva – on Aldea Plaza Santa Fe, NM 87507  
Email: [Dianne@RealEstatePropertiesSantaFe.com](mailto:Dianne@RealEstatePropertiesSantaFe.com)

Cecilie Bodman, Call: **505-250-1356**  
Email: [ABQGold@ymail.com](mailto:ABQGold@ymail.com)

# Free Reports

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

# Free Information

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

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

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

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

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

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

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

# Our Real Estate Team

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



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Apricot Standard Poodle  
& Service Dog

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