LOCAL REAL ESTATE, HOME BUILDERS, AND DESIGN TRENDS

HOME STYLE

VOLUME 2, ISSUE 14 AUGUST 18 – AUGUST 24, 2017

JULY STATISTICS

SANTA FE 2017 PARADE OF HOMES

OPEN HOUSES THIS WEEKEND

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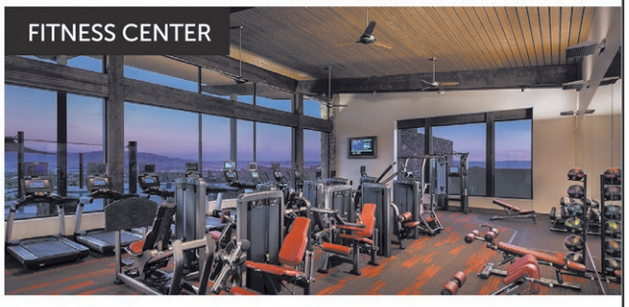

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Bookends, bins, boxes and drawers can be used to contain items that don't easily store, such as purses, scarves and ties.

ORGANIZING CLOSETS ON A BUDGET

CREATING CLOSET SPACE WITHOUT MAJOR RENOVATIONS

Closet space is at a premium in many homes and apartments. Many older homes were not built to accommodate large wardrobes, while rental properties are often designed to maximize living space at the expense of storage.

FINDING THE SPACE

Closets vary depending on the size of the home, but many tend to be a minimum of 24-inches deep so they can store garments without the clothes brushing against the walls. Bedroom and hallway closets can be four feet in length or more. Walk-in closets are the largest options, but such spaces tend to only be available in modern homes or custom-built properties.

SKIPPING RENOVATIONS

It is not always practical or possible to undergo renovations to create more closet space. Apart from moving to a new residence, homeowners or renters must evaluate the space they have and make some more efficient choices in how they utilize available areas.

CLEAR OUT CLUTTER

The first step to more closet space is to eliminate unused items. Clothing that no longer fits or items that can be stored elsewhere should be removed from the closet. Donate as much as possible. Some organizations will even pick up donations at your convenience.

UPGRADE HANGERS AND RODS

Replace existing hangers with slimmer, more uniform alternatives that more easily fit into your closet. In addition, remove empty hangers, which are likely just taking up space. Consider dual closet rods if space will allow them. Hang the second rod below an area reserved for shorter clothing to achieve a two-tiered design. Grouping short items together also can free up valuable floor space.

STACK TALLER

Many closets are as tall as the ceilings of the rooms where they're located. However, the upper area may go unused because if it is not easy to reach. Install shelving above the closet rod with small swing-out style cabinet doors to offer access. In such areas, store seasonal items that you won't need to reach for each day. Keep a step stool close by for easy accessibility. In small rooms, homeowners may want to find another way to utilize vertical space. A loft bed, which raises the bed up to a level where it might be on the top bunk of a bunk bed, will free up plenty of storage space beneath the bed. This can be turned into a floor closet.

CREATE STORAGE FOR SMALL ITEMS

Bookends, bins, boxes and drawers can be used to contain items that don't easily conform to closets. These may be purses, scarves, ties, and more. Don't overlook the possibilities of hanging items on the wall inside the closet or on the back of closet doors. When finishing closet makeovers, be sure to install lighting inside the closet so items are more visible. ■

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- Laurelle Powers and Dennis Mysiak

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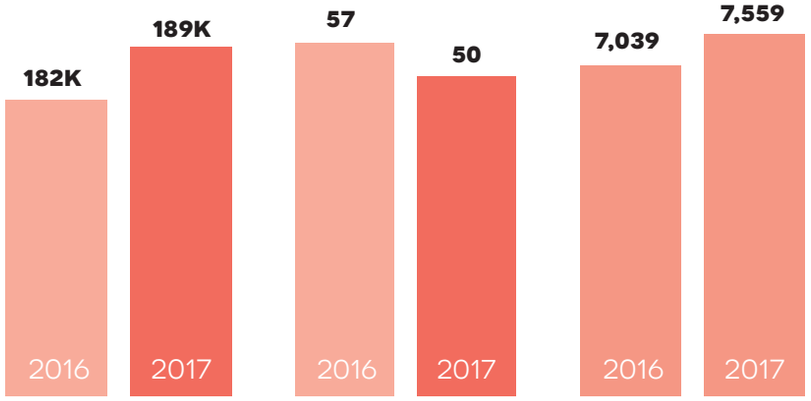
MARKET YEAR TO DATE – 2017

NEW MEXICO



MEDIAN SALES PRICE
ALL PROPERTIES
+3.8%

DAYS ON MARKET
ALL PROPERTIES
–12.3%

CLOSED SALES
ALL PROPERTIES
+7.4%

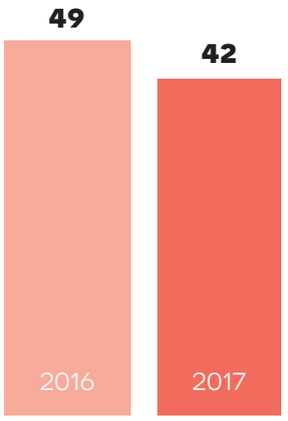
MARKET AT A GLANCE – JULY 2017

NEW MEXICO

NEW LISTINGS
1,764
ALL PROPERTIES

CLOSED SALES
1,303
ALL PROPERTIES

MEDIAN SALE PRICE
192,500
ALL PROPERTIES



DAYS ON MARKET UNTIL SALE
ALL PROPERTIES

STATISTICS COURTESY OF gaar

THIS IS A RESEARCH TOOL PROVIDED BY THE GREATER ALBUQUERQUE ASSOCIATION OF REALTORS® WITH DATA FROM SOUTHWEST MULTIPLE LISTING SERVICE, INC. (SWMLS). THE SWMLS MARKET AREAS INCLUDES ALBUQUERQUE, CORRALES, PLACITAS, RIO RANCHO, BERNALILLO, EAST MOUNTAINS/ESTANCIA BASIN AND MOST OF VALENCIA COUNTY. PERCENT CHANGES ARE CALCULATED USING ROUNDED FIGURES.

COMMERCIAL MARKET STATISTICS

MARKET SUMMARY – JULY 2017

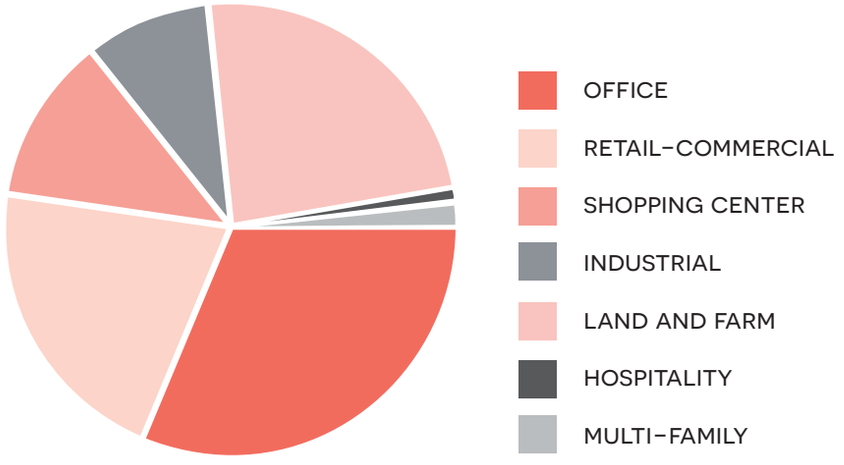
NEW MEXICO

12.3 MILLION SQ. FT.
COMMERCIAL SPACE FOR SALE

12.5 MILLION SQ. FT.
COMMERCIAL SPACE FOR LEASE

31,337 ACRES
LAND & FARM FOR SALE

$2.2 BILLION
TOTAL SALE PRICE



CURRENT STATISTICS FOR NEW MEXICO

PROPERTY TYPE	LISTINGS	ASKING LEASE RATE	ASKING SALE PRICE
INDUSTRIAL	376	$6.86 PSF	$68.31 PSF
OFFICE	1342	$15.22 PSF	$91.27 PSF
RETAIL–COMMERCIAL	780	$18.12 PSF	$141.05 PSF
SHOPPING CENTER	489	$15.02 PSF	$108.48 PSF
VACANT LAND	910	$3.55 PSF	$0.62 PSF
FARM/RANCH	27	–	$0.05 PSF
HOSPITALITY	19	–	$47.30 PSF
MULTI–FAMILY	85	–	$60.59 PSF

STATISTICS COURTESY OF CARNM COMMERCIAL ASSOCIATION OF REALTORS® NEW MEXICO

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605 LA CASA DE PRASA DRIVE SE
RIO RANCHO, NM 87124
$239,000

2,299 SQ FT
3 BED/ 2 BATH

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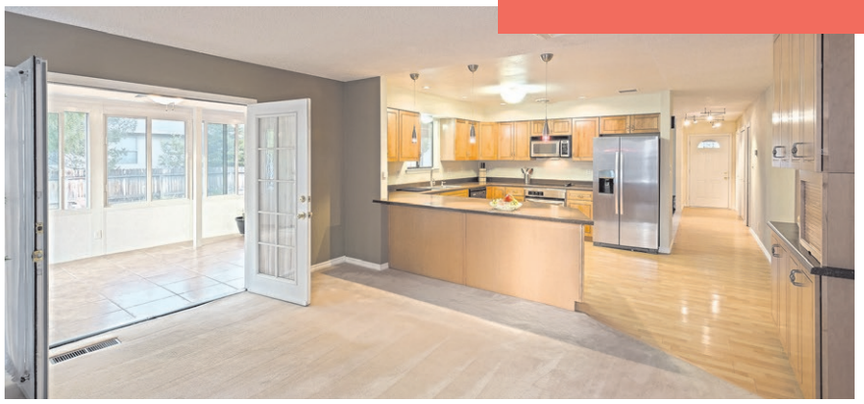
ABOUT THE COVER



WELCOME TO 605 LA CASA DE PRASA DR SW. A beautiful, quaint home on an oversized lot, this updated home offers plenty of charm. There is plenty of space outside with three additional outdoor spaces to hide storage items or create a workspace. Outdoor offers an easy maintenance landscape with sprinklers and bubblers and rain barrels to collect water for irrigation.

Indoor, there are two living spaces to give additional room and also a dining room. The kitchen is open to one of the living spaces and offers plenty of counter space and cabinetry with a small desk area, which could turn into a coffee station. A sunroom connected to the main area gives an "all-season" seating area. Three bedrooms and two bathrooms complete this beautiful home. ■

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SANTA FE'S 2017 PARADE OF HOMES

BUILDERS SHARE THE DISTINCT DESIGNS IN THEIR HOMES THIS YEAR

BY GLEN ROSALES / HOMESTYLE WRITER

The quarter-century mark for the Haciendas – A Parade of Homes for the Santa Fe Area Home Builders Association has already been a nice success after one weekend. Although the number of home entries is down somewhat, the last weekend's attendance was the best ever, said Kim Shanahan, executive officer of the association.

VARIETY IN HOMES

"The number of homes has been coming and going," he said. "Last year it was up to 25, which was the best year since 2008 when we had 40, but then the crash occurred. Ticket sales appear to be up and it's the been the best weekend we've ever had. There's a lot of interest in the public." This year, 11 builders are showcasing 19 homes, ranging in cost from $450,000 to $2.5 million, he said. Of those, 14 top the $1 million mark. "It's a pretty high-end parade this year," Shanahan said. The Parade is an invaluable tool for the builders, said Will Prull of Prull Custom Builders, which has three homes in the Parade. "There are a few major reasons why," he said. "One is my belief that you need to be alive in your community. People forget about you pretty quickly if you're not making yourself visible. We like to be visible in the business community and the community at large."

KEEPING CLIENTELE

In addition, it's a great way to show the evolution of a company's style, Prull said. "We have people that come back 10 or 15 years," he said. "They obviously like our work and like to see the progression of what we do." That type of loyalty can eventually turn into a project. "We have people we're taking around Monday afternoon that we met at the Parade for several years and now they're ready to build," Prull said. "I would expect to pick up a few good projects from the parade." It's a great way to keep up with the trends that other builders are using, he said. "It's nice to be a part of the homebuilders as-

sociation and the awards are always fun," Prull said. "It's nice to see other people's work. We all end up introducing new products and seeing different architects. On the whole, it's a really great event for the industry."

It's an efficient use of advertising dollars, as well, said Shane Woods of Woods Design Builders, which has two homes in the Parade. "Anytime you can show hundreds of people your work, it's a huge thing," he said. "It's our biggest marketing thing that we do," said Woods, who teams with his brother Rob on the company that was founded by their mother, Sharon Woods. "It's just great to have that many people walk through homes you've built–we get many leads. We have some people come to see us every year. We've had a couple of people visit us the last five years and we signed contracts and started to build their homes this year."

CONTEMPORARY DESIGNS

The company has been a part of the Parade for at least 15 years, Woods said, and has already made a commitment for at least three homes for next year. While Parade organizers don't mandate the homes' size, value or even style, there has been a distinctive move to freshen up the traditional look of the homes, Shanahan said "If there is a theme for the Parade, it's a continuation of the Santa Fe style becoming more contemporary," he said. "Over the last few years, we're seeing more and more folks designing homes that have a very modern edge to the Santa Fe style." That's been primarily customer-driven, Prull said. "Our hallmark has always been a high level of craftsmanship and detail," he said. "Early on when architects were starting to do this, they and the owners chose us.

Contemporary styling is in much demand with the intersection of details and finish work." Prull believes the modernization move originally came from the customers and the architects and still is. In the last four or five years, we've done one traditional pueblo-style home for every 10 more traditional contemporary or edgy hard contemporary." That just seems to be the current wave, he said. "The industry and the architects are moving in that direction," Prull added. "People want clean lines, open spaces, linear lines, tile and wood for texture. We are starting to see those transitional, contemporary styles in pueblo revival, too. Beams and vigas are being chosen, and people are moving away from corbels and using more open glass, larger views and a more open concept."

MIXING DESIGNS

The addition of more metal also is making headway, he said. "We're seeing cantilevered portals instead of viga columns. Metal has come into a lot of the contemporary styles with metal sidings, claddings, columns, even metal I-beams." Although a traditional Santa Fe-style builder, Wood Design Builders also is adding more modern touches to their homes, Woods said. "We mix it with modern," he said. "I like to describe it as classic, elegant and timeless. The nice thing is when people come to our homes, they say, 'I could live here.' That's definitely our niche and that's what we've become known for, mixing modern with Santa Fe style."

For instance, in one of the Parade homes, the walls are coated with a diamond-plaster finish, then coated with bee's wax for an unmistakable sheen. But there's also a range of touches that adhere to the traditional look. "We have antique doors from Mexico, reclaimed terra cotta from Europe, reclaimed limestone fireplace surround out of Europe," Woods said. "We also have a 17th century stone sink out of Europe. Then we're mixing the two together because want to have divided-light windows, big wall-washer skylights over the living room fireplace and large 10-by-12 foot beams." ■

Tips From The Best

Red Flags your Home May be Overpriced

You take the time to prepare your home and list your property. The family is ready to show on a moment's notice. You are just waiting for the offers to roll in after the first open house. No offers, then a week passes, a month passes, then 2 months…. Showings are almost non-existent. The confidence you had to begin with turns to doubt, now you are wondering how do I know if my home is overpriced. Learn to spot the signs that you may have overpriced your home.

1. You Ignored The Pricing Of Comparable Properties

If you listed your home with any decent agent they would have gone over pricing of similar homes in your neighborhood that have sold recently in a Comparative Market Analysis. Did you follow your agent's recommendation of pricing? Often sellers get emotional about their home and want to ignore the data. Go back and look at the CMA what were comparable homes selling for?

2. Lack Of Showings

It is important to sell your home in the first 20-30 days on the market. You should have an influx of showings in the first several weeks. Your busiest weeks will typically be the first 3 or four weeks. After that showings will dwindle down to almost nothing. Have you listed your home and have had no showings or very few? It is only going to get worse. If you start off with very few showings and have gone weeks with no showing that is telltale sign your home is probably overpriced.

3. The Feedback Indicates You Are Overpriced

Hopefully you are receiving feedback on a large number of your showings. Feedback is a great tool once you are listed. There are two things to look at in the feedback. One, buyers and agents may flat out indicate the property is overpriced. Or two, the buyers are ultra-critical of your home. They may not say the home is overpriced but they nitpick it to death.

4. No Offers

You may be getting showings but no offers. If you start hitting 20 showings and you have not received an offer it is time to re-look at your pricing strategy

5. Low Online Activiy

In this day and age your real estate agent can track online views of your home. If your home is not receiving the views online it will follow thru to lack of showings as well. Your home is showing up in the home searches but buyers are rejecting it before they even view it online. Most likely the stats of your home don't hold up to your competition.

6. You Let Your Agent Buy Your Listing

Did you hire your agent solely based on the fact they gave you a higher listing price than everyone else? There is a name for that in our business it is called buying a listing. An agent will play on your emotions and give you an inflated list price. Of course, you are willing to believe it they are the professional. But, in doing so you probably did not pay attention to all the details like the agents marketing plan or make them back up their pricing with solid market data.

7. If Your Home Expired On The Market Unsold

Your listing contract is up and your home hasn't sold. At this point you have missed all the signs your home is overpriced, now its time to get realistically. Don't let your home languish on the market unsold.

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OPEN HOUSES

SOUTHWEST MLS
THIS FRIDAY – THURSDAY

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81 LISTINGS
LOW: 125K
HIGH: 925K

ABQ ACRES WEST
6705 GLENLOCHY WAY NE
$330,000 | 3010 SQ. FT. | 4BDR | 4BA
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Maria C Pumilia
MLS # 899381
08/20 1 PM-3 PM

ABQ ACRES WEST
7216 HAWTHORN AVENUE NE
$530,000 | 3088 SQ. FT. | 4BDR | 3BA
Berkshire Hathaway Home Services New Mexico Properties
(505) 798-6300 Carina Cozby
MLS # 896008
08/19 12 PM-2 PM

ABQ ACRES WEST
8909 SIGNAL POINTE NE
$699,999 | 3251 SQ. FT. | 4BDR | 4BA
Rio Grande Realty & Invest LLC
(505) 250-8135
Todd Kruger
MLS # 889995
08/19 1 PM-4 PM,08/20 1 PM-4 PM

CORRALES
449 CAMINO SIN PASADA
$248,000 | 1655 SQ. FT. | 2BDR | 1BA
Karsten & Associates and One Stop Realty (505) 315-1564
Karsten & Associates
MLS # 898032
08/20 1 PM-3 PM

CORRALES
306 PASEO DE CORRALES
$475,000 | 2500 SQ. FT. | 4BDR | 3BA
Coldwell Banker Legacy
(505) 828-1000
J. Vance Kabella
MLS # 892672
08/20 1 PM-4 PM

DOWNTOWN AREA
711 MARBLE AVENUE NW
$169,000 | 1210 SQ. FT. | 2BDR | 2BA
ERA Sellers & Buyers Real Estate
(505) 296-1500
Larry Cobb
MLS # 899474
08/19 11 AM-1 PM

FAR NE HEIGHTS
7901 PILGRIM COURT NE
$340,000 | 1728 SQ. FT. | 3BDR | 2BA
ERA Sellers & Buyers Real Estate
(505) 296-1500
Lettie L Carpenter
MLS # 899475
08/20 1 PM-4 PM

FAR NE HEIGHTS
9223 OSUNA PLACE NE
$235,000 | 1756 SQ. FT. | 3BDR | 3BA
Berkshire Hathaway Home Services New Mexico Properties
(505) 798-6300 Pamela Harris
MLS # 899193
08/19 10 AM-12 PM

FAR NE HEIGHTS
12414 WALKERWAY STREET NE
$815,000 | 4279 SQ. FT. | 4BDR | 3BA
Keller Williams Realty
(505) 271-8200
Meryl Manning Segel
MLS # 896749
08/20 1 PM-3 PM

FAR NE HEIGHTS
9415 SEABROOK DRIVE NE
$589,000 | 3138 SQ. FT. | 4BDR | 3BA
Coldwell Banker Legacy
(505) 293-3700
Kathleen Tomlinson
MLS # 893593
08/19 2 PM-4 PM

FAR NE HEIGHTS
7517 UNION STREET NE
$247,000 | 1973 SQ. FT. | 3BDR | 2BA
ERA Sellers & Buyers Real Estate
(505) 296-1500
Sharon L Stovall
MLS # 893442
08/19 11:30AM-1:30PM

FAR NE HEIGHTS
6127 CASA DE VIDA NE
$459,000 | 3846 SQ. FT. | 6BDR | 4BA
Duke City Realty
(505) 459-7761
Kari Lyn Willingham
MLS # 890632
08/19 1 PM-3 PM

FOOTHILLS NORTH
13009 SAND CHERRY PLACE NE
$925,000 | 4850 SQ. FT. | 4BDR | 5BA
Coldwell Banker Legacy
(505) 898-2700
Brian M Steudle
MLS # 899244
08/20 1 PM-3 PM

FOOTHILLS NORTH
6227 GOLDFIELD PLACE NE
$349,900 | 2015 SQ. FT. | 3BDR | 3BA
Karsten & Associates and One Stop Realty (505) 315-1564
Karsten & Associates
MLS # 895553
08/20 2 PM-4 PM

FOOTHILLS SOUTH
13121 ARGON AVENUE NE
$194,500 | 1184 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 293-3700 Norm McBee
MLS # 897769
08/18 4 PM-6:30PM,08/19 2 PM-4:30PM,08/20 2 PM-4:30PM

FOOTHILLS SOUTH
1505 CABALLO CANYON DRIVE NE
$332,000 | 2321 SQ. FT. | 3BDR | 3BA
Coldwell Banker Legacy
(505) 293-3700
Kathleen Tomlinson
MLS # 897367
08/19 11 AM-1 PM

FOOTHILLS SOUTH
3308 OCOTILLO COURT NE
$315,000 | 2418 SQ. FT. | 4BDR | 2BA
Century 21 Unica Real Estate
(505) 293-8400
Sutter Sugar
MLS # 895830
08/20 2 PM-4 PM

FOOTHILLS SOUTH
13001 REBONITO ROAD NE
$399,000 | 2586 SQ. FT. | 3BDR | 2BA
Duke City Realty
(505) 459-7761
Kari Lyn Willingham
MLS # 892777
08/20 1 PM-3 PM

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1 Skyline Gliding Window Panels PLUS $150 REBATE FOR EACH ADDITIONAL UNIT
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4 Designer Roller Shades PLUS $150 REBATE FOR EVERY 4 ADDITIONAL UNITS
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4 Solera Soft Shades

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* Manufacturer's mail-in rebate offer valid for qualifying purchases made 7/1/17 – 9/11/17 from participating dealers in the U.S. only. For certain rebate-eligible products, the purchase of multiple units of such product is required to receive a rebate. Rebate will be issued in the form of a prepaid reward card and mailed within 6 weeks of rebate claim receipt. Funds do not expire. Subject to applicable law, a $2.00 monthly fee will be assessed against card balance 6 months after card issuance and each month thereafter. Additional limitations may apply. Ask participating dealer for details and rebate form. **The PowerView App and additional equipment required for programmed operation. ©2017 Hunter Douglas. All rights reserved. All trademarks used herein are the property of Hunter Douglas or their respective owners.

OPEN HOUSES

SOUTHWEST MLS
THIS FRIDAY – THURSDAY

OPEN HOUSE LISTING INFORMATION WAS DERIVED FROM THE SOUTHWEST MULTIPLE LISTING SERVICE PROPERTIES (SWMLS) AS OF 6PM ON MONDAY. OPEN HOUSES ARE RUN AS SPACE ALLOWS. INFORMATION IS ACCURATE, BUT NOT GUARANTEED.

81 LISTINGS
LOW: 125K
HIGH: 925K

FOUR HILLS VILLAGE
20 SILVER HILLS ROAD SE
$440,000 | 3298 SQ. FT. | 3BDR | 3BA
Realty One of New Mexico
(505) 883-9400
Penny N Howard
MLS # 893580
08/20 2 PM-4 PM

LADERA HEIGHTS
2700 VISTA GRANDE DRIVE NW
$168,500 | 1675 SQ. FT. | 2BDR | 3BA
Keller Williams Realty
(505) 271-8200
Veronica A Gonzales
MLS # 899318
08/20 2 PM-4 PM

LADERA HEIGHTS
7305 INWOOD COURT NW
$225,000 | 2570 SQ. FT. | 3BDR | 3BA
Keller Williams Realty
(505) 271-8200
Venturi Realty Group
MLS # 897314
08/20 2 PM-4 PM

LADERA HEIGHTS
9405 ASHFALL PLACE NW
$179,900 | 1543 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 898-2700
Francisco R Hernandez
MLS # 896335
08/20 1 PM-4 PM

LADERA HEIGHTS
415 LUMINOSO DRIVE NW
$208,000 | 2672 SQ. FT. | 5BDR | 3BA
Coldwell Banker Legacy
(505) 292-8900
Gilbert P Gonzales
MLS # 895741
08/23 12:01PM-3:01PM

LADERA HEIGHTS
1805 MONEDA DRIVE NW
$159,999 | 1642 SQ. FT. | 3BDR | 3BA
Realty One of New Mexico
(505) 883-9400
Billy J Oney
MLS # 895082
08/19 1 PM-3 PM

LADERA HEIGHTS
8616 HATTERAS PLACE NW
$197,900 | 2630 SQ. FT. | 4BDR | 3BA
Re/Max Elite
(505) 798-1000
Trish Prien
MLS # 894830
08/20 1 AM-3 PM

LADERA HEIGHTS
2005 SEA BREEZE STREET NW
$197,000 | 2200 SQ. FT. | 4BDR | 3BA
Realty One of New Mexico
(505) 883-9400
Penny N Howard
MLS # 893759
08/18 1 PM-3 PM

LADERA HEIGHTS
1927 MONEDA DRIVE NW
$140,000 | 1520 SQ. FT. | 3BDR | 3BA
Realty One of New Mexico
(505) 883-9400
Chantal Parsons
MLS # 889312
08/19 12 PM-3 PM

NEAR NORTH VALLEY
2704 CAMPBELL ROAD NW
$575,000 | 3535 SQ. FT. | 4BDR | 3BA
Coldwell Banker Legacy
(505) 828-1000
Joan L Wagner
MLS # 896767
08/20 1:30PM-4 PM

NORTH ABQ ACRES
12515 CRESTED MOSS ROAD NE
$550,000 | 3500 SQ. FT. | 5BDR | 4BA
Karsten & Associates and One Stop Realty (505) 315-1564
Karsten & Associates
MLS # 899511
08/19 2 PM-4 PM,08/20 2 PM-4 PM

NORTHEAST HEIGHTS
3609 HOLIDAY COURT NE
$249,900 | 1757 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 292-8900
Lizbeth Ann Novelliere
MLS # 899315
08/19 12 PM-2 PM

NORTHEAST HEIGHTS
12304 COLLIER COURT NE
$240,000 | 2126 SQ. FT. | 4BDR | 3BA
Coldwell Banker Legacy
(505) 292-8900
Jesse A Vigil
MLS # 899103
08/19 1 PM-3 AM

NORTHEAST HEIGHTS
3613 HOLIDAY COURT NE
$225,000 | 1948 SQ. FT. | 4BDR | 2BA
Re/Max Select
(505) 265-5111
The Braden Team
MLS # 897554
08/19 12 PM-2 PM

NORTHEAST HEIGHTS
12304 CLOUDVIEW AVENUE NE
$144,900 | 1350 SQ. FT. | 3BDR | 2BA
Re/Max Alliance, REALTORS
(505) 298-9999
Alene E Joyner
MLS # 895162
08/19 11 AM-1 PM

NORTHEAST HEIGHTS
9116 LOS ARBOLES AVENUE
$200,000 | 1787 SQ. FT. | 4BDR | 2BA
Realty One of New Mexico
(505) 883-9400
Lydia Shewchuk
MLS # 892313
08/19 11 AM-1 PM,08/20 1 PM-3 PM

NORTHEAST HEIGHTS
9301 HENDRIX ROAD NE
$267,000 | 1623 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 293-3700
Jan DeMay
MLS # 890293
08/20 12 PM-2 PM

NORTHWEST HEIGHTS
6020 STONEY BLUFF COURT NW
$240,000 | 2040 SQ. FT. | 4BDR | 3BA
Realty One of New Mexico
(505) 883-9400
Bigelow Team
MLS # 897842
08/20 11 AM-1 PM

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OPEN HOUSES

SOUTHWEST MLS
THIS FRIDAY – THURSDAY

OPEN HOUSE LISTING INFORMATION WAS DERIVED FROM THE SOUTHWEST MULTIPLE LISTING SERVICE PROPERTIES (SWMLS) AS OF 6PM ON MONDAY. OPEN HOUSES ARE RUN AS SPACE ALLOWS. INFORMATION IS ACCURATE, BUT NOT GUARANTEED.

81 LISTINGS
LOW: 125K
HIGH: 925K

NORTHWEST HEIGHTS
8640 CHILTE PINE ROAD NW
$259,900 | 2591 SQ. FT. | 3BDR | 3BA
Roadrunner Realty & Investments
(505) 639-5961
John Evan Sanderson
MLS # 896456
08/19 1 PM-3 PM

NORTHWEST HEIGHTS
6823 METE SOL DRIVE NW
$325,000 | 3334 SQ. FT. | 5BDR | 3BA
ERA Sellers & Buyers Real Estate
(505) 296-1500
Michelle Rohl
MLS # 895678
08/19 11 AM-1 PM

NORTHWEST HEIGHTS
1804 ABO CANYON DRIVE NW
$272,501 | 1776 SQ. FT. | 3BDR | 2BA
Pulte Homes of New Mexico
(505) 761-9606
Wade Messenger
MLS # 888916
08/19 1 PM-4 PM,08/20 1 PM-4 PM

NORTHWEST HEIGHTS
8805 SANDWATER ROAD NW
$250,000 | 1850 SQ. FT. | 3BDR | 2BA
Keller Williams Realty
(505) 271-8200
Veronica A Gonzales
MLS # 888776
08/19 2 PM-4 PM

NORTHWEST HEIGHTS
9228 TIMBER RIDGE ROAD NW
$296,673 | 2449 SQ. FT. | 3BDR | 3BA
Pulte Homes of New Mexico
(505) 761-9606
Wade Messenger
MLS # 882530
08/19 1 PM-4 PM,08/20 1 PM-4 PM

NORTHWEST HEIGHTS
1820 ABO CANYON DRIVE NW
$388,992 | 3479 SQ. FT. | 6BDR | 4BA
Pulte Homes of New Mexico
(505) 761-9606
Wade Messenger
MLS # 878157
08/19 1 PM-4 PM,08/20 1 PM-4 PM

PARADISE EAST
10551 MONTE ROSSO PLACE NW
$215,000 | 2132 SQ. FT. | 4BDR | 3BA
Realty One of New Mexico
(505) 883-9400
Andrew Hadcock
MLS # 899472
08/20 1 PM-3 PM

PARADISE EAST
8624 TIMBERIDGE PLACE NW
$345,000 | 2693 SQ. FT. | 4BDR | 3BA
Vista Encantada Realtors, LLC
(505) 884-0020
Kurstin Johnson
MLS # 897780
08/20 2 PM-4 PM

PARADISE EAST
4316 DRY CREEK PLACE NW
$275,000 | 2258 SQ. FT. | 3BDR | 3BA
Keller Williams Realty
(505) 897-1100
Will Beecher
MLS # 896000
08/20 11 AM-2 PM

PARADISE EAST
10408 RIDGECIRCLE DRIVE NW
$225,000 | 1724 SQ. FT. | 3BDR | 2BA
Realty One of New Mexico
(505) 883-9400
Mary Lou Lyden
MLS # 895560
08/19 1 PM-3 PM

PARADISE WEST
6815 CANDELIA AVENUE NW
$179,000 | 1518 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 892-1000
Catherine A Hesch
MLS # 899466
08/19 11 AM-2 PM

PARADISE WEST
6123 STARGAZER AVENUE NW
$139,900 | 1091 SQ. FT. | 2BDR | 2BA
High Vista Realty
(505) 890-1081
Thomas Kempf
MLS # 898930
08/19 11 AM-2 PM

PARADISE WEST
10115 CALLE BELLA DRIVE NW
$259,000 | 2721 SQ. FT. | 3BDR | 3BA
ERA Sellers & Buyers Real Estate
(505) 296-1500
Leonard C Tartaglia
MLS # 898571
08/19 2 PM-4 PM

PARADISE WEST
6431 LOS PUEBLOS PLACE NW
$189,000 | 1974 SQ. FT. | 3BDR | 3BA
Keller Williams Realty
(505) 897-1100
Will Beecher
MLS # 897849
08/20 12 PM-2 PM

PLACITAS AREA
8 DESERT MOUNTAIN ROAD
$475,000 | 2708 SQ. FT. | 3BDR | 4BA
La Puerta Real Estate Serv LLC
(505) 867-3388
Mindy Prokos
MLS # 899478
08/20 2 AM-4 PM

PLACITAS AREA
43 DUSTY TRAIL DRIVE
$399,000 | 1836 SQ. FT. | 3BDR | 2BA
Karsten & Associates and One Stop Realty (505) 315-1564
Karsten & Associates
MLS # 899449
08/19 1 PM-3 PM

PLACITAS AREA
151 CAMINO BARRANCA
$424,000 | 2121 SQ. FT. | 3BDR | 3BA
Platinum Properties & Invst.
(505) 332-1133
Mark J Puckett
MLS # 897183
08/20 1:30PM-4 PM

PLACITAS AREA
52 TEJON CANON ROAD
$439,000 | 3085 SQ. FT. | 3BDR | 3BA
La Puerta Real Estate Serv LLC
(505) 867-3388
Lynn Koch
MLS # 897182
08/20 1:30PM-4 PM

OPEN HOUSES

SOUTHWEST MLS
THIS FRIDAY – THURSDAY

PLACITAS AREA
37 LOMA CHATA ROAD
$375,000 | 2522 SQ. FT. | 3BDR | 2BA
Platinum Properties & Invst.
(505) 332-1133
Mark J Puckett
MLS # 896851
08/20 1:30PM-4 PM

PLACITAS AREA
21 CIENEGA CANYON ROAD
$365,000 | 1927 SQ. FT. | 3BDR | 2BA
Keller Williams Realty
(505) 983-5151
Cheryl Marlow
MLS # 893758
08/20 1 PM-3 PM

PLACITAS AREA
17 LARIAT
$424,900 | 2950 SQ. FT. | 3BDR | 3BA
EXP Realty LLC
(505) 554-3873
Nancy J Ullery
MLS # 881753
08/19 1 PM-3 AM

RIO RANCHO MID
2816 ISLAND LOOP SE
$315,000 | 3000 SQ. FT. | 5BDR | 4BA
Keller Williams Realty
(505) 897-1100
Valerie Almanzar
MLS # 898978
08/20 12 PM-2 PM

RIO RANCHO MID
812 7TH STREET NE
$262,000 | 2007 SQ. FT. | 3BDR | 2BA
Berkshire Hathaway Home Services
New Mexico Properties
(505) 798-6300 Pamela Harris
MLS # 898959
08/19 1 PM-1 AM

RIO RANCHO MID
5805 RIO ANIMAS ROAD NE
$525,000 | 3775 SQ. FT. | 5BDR | 4BA
Realty One of New Mexico
(505) 883-9400
NM Home Team
MLS # 896617
08/20 12 PM-3 PM

RIO RANCHO NORTH
7162 WRANGELL LOOP NE
$306,640 | 2119 SQ. FT. | 3BDR | 2BA
Keller Williams Realty
(505) 897-1100
Joseph Maez
MLS # 899517
08/19 11 AM-4 PM

RIO RANCHO NORTH
7166 WRANGELL LOOP NE
$300,875 | 1920 SQ. FT. | 3BDR | 2BA
Keller Williams Realty
(505) 897-1100
Joseph Maez
MLS # 899513
08/19 11 AM-4 PM

RIO RANCHO NORTH
7170 WRANGELL LOOP NE
$373,158 | 3195 SQ. FT. | 4BDR | 3BA
Keller Williams Realty
(505) 897-1100
Joseph Maez
MLS # 899509
08/19 11 AM-4 PM

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TIJERAS

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INFINITY REAL ESTATE
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MLS# 757372

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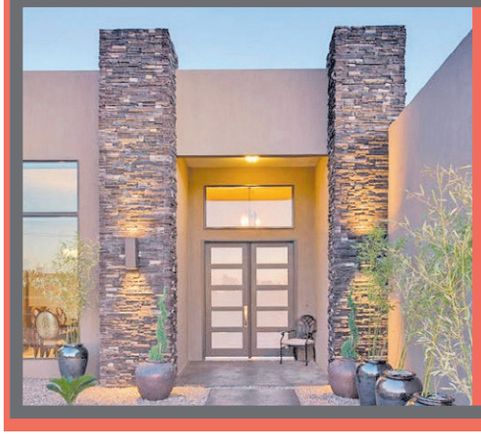
ALBUQUERQUE, NM 87047
$48,728
SANDIA PARK

2.32 ACRES / 109,932 SQ. FT.
MARTY STRIBLING
MARTY STRIBLING BROKERAGE
OFFICE: 505.379.1706

MLS# 887958
HTTP://WWW.REALESTATENEWMEX.COM/



9000 ALAMEDA BLVD NE
ABUQUERQUE, NM 87122
$1,095,000
NORTH ALBUQUERQUE ACRES

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ROBERT DEVINE
SWITCH REALTY
OFFICE: 505.596.0606 **CELL:** 505.515.5800

MLS# 876458

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505.823.3363 or
rep70@abqjournal.com

OPEN HOUSES

SOUTHWEST MLS
THIS FRIDAY – THURSDAY

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81 LISTINGS
LOW: 125K
HIGH: 925K

PLACITAS AREA
20 LA ENTRADA
$460,000 | 2456 SQ. FT. | 3BDR | 3BA
La Puerta Real Estate Serv LLC
(505) 867-3388
Lynn Koch
MLS # 873883
08/20 1:30PM-4 PM

RIO RANCHO CENTRAL
3333 ZIA COURT NE
$199,000 | 2265 SQ. FT. | 3BDR | 3BA
Karsten & Associates and One Stop Realty (505) 315-1564
Karsten & Associates
MLS # 898613
08/20 2 PM-4 PM

RIO RANCHO MID
371 WAGON TRAIN DRIVE SE
$125,000 | 1300 SQ. FT. | 2BDR | 1BA
Coldwell Banker Legacy
(505) 898-2700
Richard C Kraft
MLS # 899368
08/20 1 PM-1 PM

RIO RANCHO MID
1725 FRAN PLACE SE
$139,900 | 1525 SQ. FT. | 3BDR | 2BA
Realty One of New Mexico
(505) 883-9400
Austin Wolff
MLS # 895508
08/19 2 PM-4 PM

RIO RANCHO MID
98 QUIXOTE DRIVE SE
$174,900 | 1640 SQ. FT. | 3BDR | 2BA
Realty One of New Mexico
(505) 883-9400
Sol E Mirabal
MLS # 895500
08/19 12 PM-3 PM

RIO RANCHO MID
721 5TH STREET NE
$300,000 | 3350 SQ. FT. | 4BDR | 3BA
Berkshire Hathaway Home Services New Mexico Properties
(505) 798-6300 Carina Cozby
MLS # 894362
08/19 1 PM-4 PM

RIO RANCHO SOUTH
2607 CORTE CASTELLON SW
$285,000 | 3090 SQ. FT. | 5BDR | 3BA
Keller Williams Realty
(505) 897-1100
Valerie Almanzar
MLS # 893179
08/20 12 PM-2 PM

SANDIA HEIGHTS
171 BIG HORN RIDGE DRIVE NE
$685,000 | 4184 SQ. FT. | 4BDR | 3BA
Coldwell Banker Legacy
(505) 293-3700
Max M Sanchez
MLS # 893538
08/20 1 PM-3 PM

SOUTHEAST HEIGHTS
11301 MIRAVISTA PLACE SE
$155,900 | 1451 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 292-8900
Lizbeth Ann Novelliere
MLS # 898670
08/20 12 PM-2 PM

SOUTHEAST HEIGHTS
1819 BLACK GOLD ROAD SE
$319,600 | 2932 SQ. FT. | 4BDR | 4BA
Coldwell Banker Legacy
(505) 828-1000
Christopher L Cordova
MLS # 893480
08/20 2 PM-4 PM

SOUTHEAST HEIGHTS
11005 VISTAZO PLACE SE
$205,000 | 1806 SQ. FT. | 3BDR | 3BA
Re/Max Alliance, REALTORS
(505) 298-9999
Karen G McDaniel
MLS # 889122
08/20 2 PM-4 PM

SOUTHEAST HEIGHTS
6411 LOVELACE ROAD SE
$315,000 | 3082 SQ. FT. | 5BDR | 3BA
The Home Store Inc
(505) 899-4663
Dominic M Morales
MLS # 888427
08/20 10:30AM-1 PM

UNM
1345 PRINCETON DRIVE NE
$275,000 | 1575 SQ. FT. | 2BDR | 2BA
Re/Max Select
(505) 265-5111
Ruben A Ortega
MLS # 898753
08/20 1 PM-4 PM

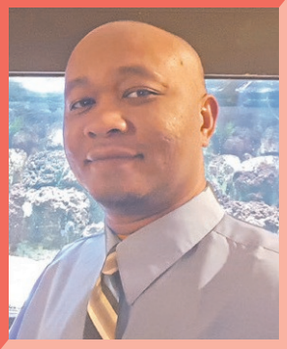
UNM
236 WASHINGTON STREET NE
$370,000 | 3166 SQ. FT. | 3BDR | 3BA
Keller Williams Realty
(505) 271-8200
Heather Caine
MLS # 898365
08/20 2 PM-4 PM

UNM
1718 SOLANO DRIVE NE
$309,900 | 1790 SQ. FT. | 3BDR | 2BA
Ida Kelly Realtors
(505) 888-1000
Channing L Kelly
MLS # 892750
08/19 1 PM-3 PM

UNM SOUTH
1306 TRUMAN STREET SE
$220,000 | 1821 SQ. FT. | 4BDR | 2BA
Keller Williams Realty
(505) 271-8200
Kyle Zimmerman Homes
MLS # 897216
08/20 3 PM-5 PM

WEST RIVER VALLEY
2604 RIO ORILLA LANE NW
$779,900 | 4680 SQ. FT. | 6BDR | 4BA
Butterfield Lane Properties
(505) 450-3443
Karen M Nufer
MLS # 893481
08/20 12 PM-2 PM

ZUZAX, TIJERAS
2 RAMA COURT
$239,900 | 1860 SQ. FT. | 3BDR | 2BA
Realty One of New Mexico
(505) 554-2213
Seth Jacob
MLS # 892260
08/19 2 PM-4 PM



JACK JENKINS, MSGT (RET)
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CELL: 505.506.9288

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DALE SCOTT
OFFICE: 505.296.1500
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OPEN HOUSES

SANTA FE MLS
THIS FRIDAY – THURSDAY

OPEN HOUSE LISTING INFORMATION WAS DERIVED FROM THE SANTA FE MULTIPLE LISTING SERVICE PROPERTIES (SWMLS) AS OF 6PM ON MONDAY. OPEN HOUSES ARE RUN AS SPACE ALLOWS. INFORMATION IS ACCURATE, BUT NOT GUARANTEED.

12 LISTINGS
LOW: 265K
HIGH: 1,395M

NW QUADRANT
86 HEADQUARTERS TRAIL
$1,075,000 | 7168 SQ. FT. | 5BDR | 6BA
Sotheby's Int. RE/Grant II
505-982-6207
Team Lehrer & Earley
MLS # 201701150
08/20 1 PM-4 PM

NW QUADRANT
28 HEREFORD LANE
$1,395,000 | SQ. FT. | 4BDR | 6BA
Sotheby's Int. RE/Grant II
505-982-6207
Team Lehrer & Earley
MLS # 201702326
08/20 1 PM-4 PM

NW QUADRANT
46 VIA PLAZA NUEVA E
$695,000 | 3579 SQ. FT. | 3BDR | 4BA
Sotheby's Int. RE/Grant
505-988-2533
Caroline Russell
MLS # 201703927
08/20 1 PM-3 PM

SF CITY LIMIT SWN
3224 LA PAZ LANE
$265,000 | 1508 SQ. FT. | 3BDR | 3BA
Keller Williams
505-983-5151
Team Connect
MLS # 201703044
08/20 1 PM-4 PM

SF CITY LIMIT SWS
2928 VIALE SERAVEZZA
$477,900 | 1707 SQ. FT. | 2BDR | 3BA
Santa Fe Properties
505-982-4466
Team Mead-VonEschen-Ferrara
MLS # 201505326
08/20 1 PM-4:30PM

SF CITY LIMIT SWS
3165 VIALE TRESANA
$393,900 | 1571 SQ. FT. | 3BDR | 2BA
Santa Fe Properties
505-982-4466
Team Mead-VonEschen-Ferrara
MLS # 201505333
08/20 1 PM-4:30PM

SF CITY LIMIT SWS
3150 VIALE CETONA
$438,900 | 1726 SQ. FT. | 3BDR | 3BA
Santa Fe Properties
505-982-4466
Team Mead-VonEschen-Ferrara
MLS # 201702753
08/20 1 PM-4:30PM

SF CITY LIMITS NE
1103 PIEDRA ALTO
$875,000 | 3581 SQ. FT. | 3BDR | 3BA
City Different Realty
505-983-1557
Susan Orth
MLS # 201605716
08/20 1 PM-4 PM

SF CITY LIMITS NE
806 PASEO DE LA CUMA
$999,000 | 3783 SQ. FT. | 3BDR | 3BA
Sotheby's Int. RE/Washington
505-988-8088 Ashley Margetson
MLS # 201700030
08/18 1 PM-4 PM,08/19 12 PM-4 PM,08/20 1 PM-4 PM

SF CITY SE NORTH
113 VIGIL LANE
$950,000 | 2500 SQ. FT. | 3BDR | 3BA
Sotheby's Int. RE/Grant II
505-982-6207
Darlene Streit
MLS # 201703079
08/20 1 PM-4 PM

SF CITY SE SOUTH
2169 RIDGEVIEW CIRCLE
$405,000 | 1519 SQ. FT. | 2BDR | 2BA
Sotheby's Int. RE/Grant II
505-982-6207
TEAM DeGuere/Rios y Valles
MLS # 201703279
08/20 1 PM-3 PM

TESUQUE AREA
7 VISTA REDONDA ROAD
$860,000 | 2085 SQ. FT. | 2BDR | 2BA
Sotheby's Int. RE/Grant II
505-982-6207
TEAM DeGuere/Rios y Valles
MLS # 201701115
08/20 1 PM-3 PM

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5904 ARVILLA NE
ALBUQUERQUE, NM 87110
$285,000
UPTOWN
5 BED / 2 BATH / 2,757 SQ. FT.
LINDA MARTINEZ
COLDWELL BANKER LEGACY REALTY
OFFICE: 505.828.1000 **CELL:** 505.385.2117
MLS# 897894

50 WIND NW
ALBUQUERQUE, NM 87120
$389,000
LA LUZ DEL SOL
2 BED / 3 BATH / 2,196 SQ. FT.
MISSY ASHCRAFT
KELLER WILLIAMS
OFFICE: 505.271.8200 **CELL:** 505.362.6823
MLS# 892250

17 TIERRA MADRE ROAD
PLACITAS, NM 87043
$469,900
PLACITAS
3 BED / 2.5 BATH / 2,562 SQ. FT.
JOE MAEZ
KELLER WILLIAMS REALTY
OFFICE: 505.897.1100 **CELL:** 505.515.1719
MLS# 898627

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