

LOCAL REAL ESTATE, HOME BUILDERS,
AND DESIGN TRENDS

HOME STYLE

ISSUE 31

DECEMBER 16 – DECEMBER 22, 2016



MARG VENEKLASEN: TRAILBLAZER

BRING NATURE INTO YOUR DESIGN

EVERY OPEN HOUSE THIS WEEKEND

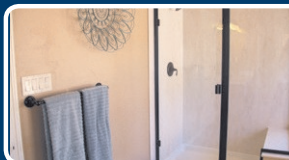
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IMPORTANCE OF HOME INSURANCE

LOCAL AGENCIES OFFER AFFORDABLE OPTIONS FOR HOMEOWNERS

WE CAN NEVER PLAN FOR THE UNEXPECTED, BUT WE CAN PROTECT OUR MOST VALUABLE ASSETS.

Buying and owning a home is the American dream, and people should protect that investment with insurance. Sometimes people think that their home may not be worth insuring – perhaps they feel that they don't need coverage or they may not be able to afford coverage. There are many misconceptions when it comes to insuring a home. In fact, home insurance is available and affordable for homeowners in almost any situation.

FIND A GOOD AGENT

Derek Riewe and Cresta Combs of Menicucci Insurance Agency say a good start is to find the right insurance for your situation. "The best insurance is a good agent," Riewe said. Your insurance agent should help you through the process and review coverage to best suit your needs. It is best to start with the basics, then review other optional coverage you feel is needed to fit your individual situation and financial ability, Combs added.

Many people believe it is not worth it to purchase coverage for their home due to the age of the home, the fact that the home is owned outright, or simply because they are not concerned with the what may happen. The purpose of insurance is to get you back to where you were before suffering from the loss. If you can't afford to rebuild your home from the ground up or restore it in the event of a partial loss, find a good agent and get yourself some coverage.

Start with evaluating the cost to rebuild your home – this cost and the

market value will almost always differ. Coverage is meant to protect you and your investment from a catastrophic loss like, fire, wind, hail, bursting or freezing pipes; typically wear and tear and lack of maintenance is not covered. Of course coverage comes with stipulations so make sure to review the policy exclusions with your agent. Insurance has also expanded to cover many features such as solar panels, large appliances as well as coverage for materials during a remodel or addition. Insurance rules are always changing, so having an agent

HOME INSURANCE

who is up to date with industry changes is a great benefit for you.

SHOP LOCAL

Using a local insurance agency and local agent comes with many advantages, including local companies know the lay of the land. Menicucci Insurance Agency is a privately-held, family-owned independent insurance agency, established in 2007 by Brian Menicucci. They work with many insurance carriers to assist in matching clients to a plan suited for their individual needs.

Independent agencies can be advantageous in that they shop for the best coverage based on need and can offer competitive pricing as well. Bundling coverage is also a great way to save money. Overall, finding an insurance agent that is willing to work with you is your best option so that you have an advocate. Homeowners insurance is available to protect not only the home, but the family that lives in it. ■



From left to right, Kevin Menicucci, Sr. Vice President; Derek Riewe, Sr. Vice President; Mark Menicucci, Owner/CEO; Brian Menicucci, Owner/President



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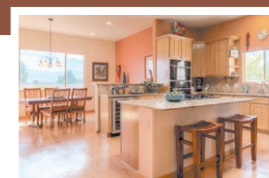
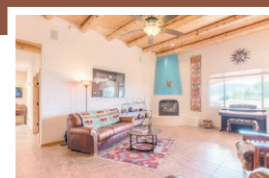
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COMMERCIAL MARKET STATISTICS

MARKET SUMMARY – NOVEMBER 2016

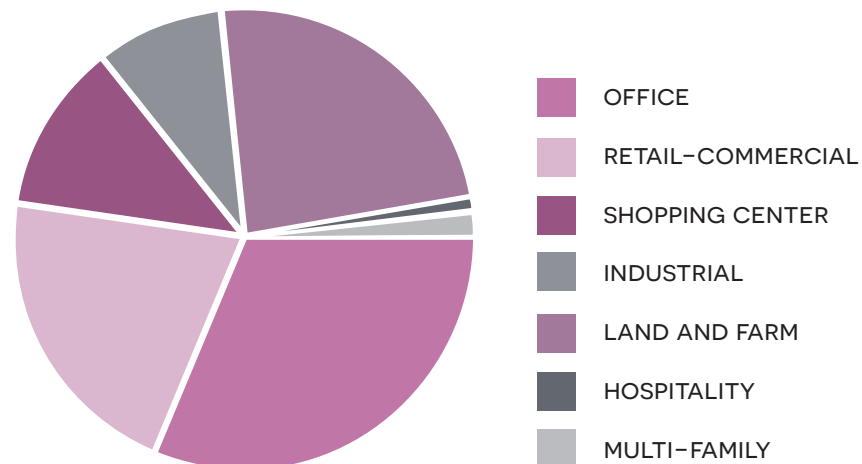
NEW MEXICO

13.3 MILLION SQ. FT.
COMMERCIAL SPACE FOR SALE

13.7 MILLION SQ. FT.
COMMERCIAL SPACE FOR LEASE

27,783 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	390	\$6.61 PSF	\$60.13 PSF
OFFICE	1298	\$14.51 PSF	\$79.61 PSF
RETAIL-COMMERCIAL	825	\$18.31 PSF	\$145 PSF
SHOPPING CENTER	481	\$15.66 PSF	\$88.62 PSF
VACANT LAND	908	\$4.67 PSF	\$0.98 PSF
FARM/RANCH	20	-	\$0.04 PSF
HOSPITALITY	21	-	\$36.37 PSF
MULTI-FAMILY	89	-	\$58.07 PSF

STATISTICS COURTESY OF

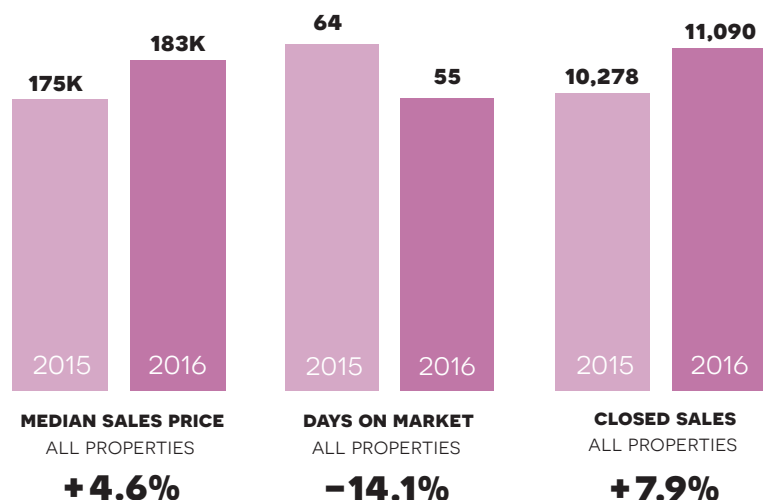


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RESIDENTIAL MARKET STATISTICS

MARKET SUMMARY – 2016

NEW MEXICO



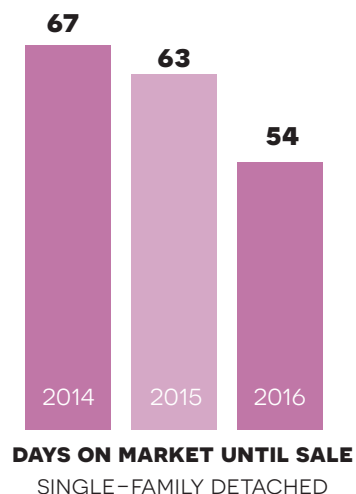
MARKET AT A GLANCE – NOV 2016

NEW MEXICO

NEW LISTINGS
1,090
ALL PROPERTIES

CLOSED SALES
877
ALL PROPERTIES

MEDIAN SALE PRICE
\$185,000
SINGLE-FAMILY DETACHED



STATISTICS COURTESY OF



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.

MLS # 875412

4909 CUMBRE DEL SUR COURT NE
ALBUQUERQUE, NM 87111
\$625,000

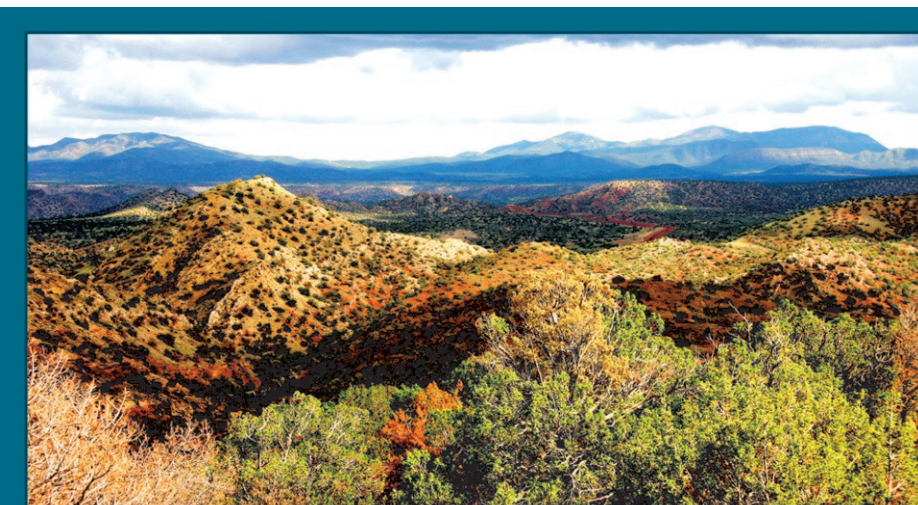
3,034 SQ. FT.
3 BED / 2 BATH

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ABOUT THE COVER

WELCOME TO 4909 CUMBRE DEL SUR COURT, a home with classic Old-World charm located in High Desert. The property sits on a quiet cul-de-sac with easy access to hiking and biking trails and neighborhood security. The recent kitchen remodel features new granite, cabinetry, cooktop and stainless-steel appliances – plus formal and informal dining areas.

The 1,000 square foot great room is surrounded by windows highlighting beautiful city views during the day and optimal stargazing at night. Ideal for large gatherings or intimate family time – the great room features a bar, game table, big-screen television and ornate fireplace. Insulated auto blinds provide security and can darken the room completely for movie night. A new hot water heater, radiant floors and instant hot water add to the total package. ■



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DESIGN TRENDS

Plants and flowers are easy and relatively inexpensive natural additions to any home design.



BRING NATURE INTO YOUR DESIGN

REAP BENEFITS FROM INCORPORATING NATURAL ELEMENTS INTO YOUR HOME

A POPULAR HOME DECOR TREND IS BRINGING NATURE BACK INTO THE DESIGN of your entire house. It is not a new concept, however. Humans have always loved the peace and comfort of nature. There are multiple ways to welcome the outdoors into your home improvement project or new build design.

MATERIALS

Choosing natural materials that go with your personal home decor style is the first consideration. Your local interior designer and home improvement experts can help

you design your room around natural elements that appeal to your style. Natural materials can be used in almost every aspect of building or redesigning your home.

Wood and brick are common for building. Cotton is a favorite for bedding and leather for furniture. Quartz and granite are good materials for countertops. Wood is still one of the most versatile elements, coming in a variety of finishes, species and applications. It also can be reclaimed and refinished from older buildings. If natural materials are too expensive for your budget, there are pre-engineered, laminate and veneer stone applications that offer the look of nature.

PLANTS & VEGETATION

Plants and flowers are easy and relatively inexpensive natural additions to any home design. Many different varieties of plants and flowers can be grown indoors. A lot of potted plants and flowers need minimum care on our part, but their benefits to us are many. Plants filter the air we breathe while adding a living and colorful dimension to our design. Your local nursery or home improvement store will have many choices of plants and colors. This should be the fun part of your design.

OTHER NATURAL ELEMENTS

Sunlight is often overlooked, but it is one of the easiest, cheapest and most beautiful natural elements. Natural daylight is cheerful and can change the mood of any space. Adding windows is a common way of letting more natural light into your home. Your local contractor and architect can strategically add or place windows almost anywhere you desire when building or renovating. On beautiful, sunny days, open the curtains on those windows and let the sun and fresh air stream into your home. ■

SPEND MONEY TO MAKE MONEY



BY MINDY ABRAMSON

DISTINGUISHING STYLE



Before



After

INVEST WISELY IN UPGRADES TO BOOST MARKETABILITY

IF YOU WERE OFFERED A LEGITIMATE OPPORTUNITY TO INVEST MONEY AND RECEIVE A SIZEABLE RETURN IN A SHORT PERIOD OF TIME, would you take the deal? Of course you would. This is how to think about improving your property before placing it on the market.

Updated kitchens and baths enhance a house's marketability. Key knowledge is what sells, what and how much to improve, and focusing on return on investment (ROI).

Why bother? Can't you just drop the asking price and sell it "as is?" This is a common misconception. Buyers often cannot envision what the house can look like improved or do not want to tackle the jobs. The house sits on the market unnoticed, racking up monthly costs of owning and maintaining it, and risking further price reductions. Despite the lowered listing price, buyers will still deflate offers by overestimating actual repair costs.

BEFORE

For discussion purposes, let's place a maximum sales value for this property in pristine condition at \$150,000. Even with a reduced listing price to accommodate updates, would buyers be rushing to make an offer? How long do you think it would sit on the market?

Buyers that did not walk away would likely take off at least \$10,000 to update the kitchen alone. Both bathrooms had the same cabinetry and flooring with buyers estimating a price reduction of \$5,000 per bath. Without considering the rest of the improvements needed to sell, you have already lost \$20,000 or approximately 13% of the home's value.

FOCUS ON ROI

With each decision, ask yourself, "Will this make or break the deal?" Some options would be nice, but unnecessary. Other choices may have more cost effective solutions. Prioritize since other ideas may exceed the budget and cannot be considered.

With this in mind, what would you suggest to improve this kitchen?

AFTER

In the kitchen (and two baths), we opted to customize new cabinet doors and drawer fronts since the cabinet boxes were in excellent condition and wood best suited our design goals. Tile flooring was selected for quality, good value and easy maintenance. We replaced the faucets and the nonworking stove.

Did you recommend replacing or resurfacing the counters and adding a backsplash? In this property, the counters were in beautiful condition and not going to break the deal or affect the sales price. Adding a backsplash was not anticipated to draw in any additional buyers. Upgrading cabinets and floors and getting the rest of the house ready inside and out took precedence.

The sellers spent wisely. Their minimal investment to prepare the entire property resulted in significant financial gains. They also made their house so marketable that they had their first of multiple offers within 24 hours and sold for top dollar in less than a week. Now would you take the deal?

Consider planning ahead instead of waiting until you sell. Make changes that will pay off later and enjoy living in your new space until you are ready to move.

Visit the Distinguishing Style Houzz page at <http://www.houzz.com/pro/distinguishingstyle> to view this project in more detail including a bathroom update. ■

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MARG VENEKLASEN: A TRUE TRAILBLAZER

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AWARD WINNER HAS
DEDICATED MOST
OF HER LIFE TO
HELPING WOMEN

SANTE FE – Marg VeneKlasen has a number of passions in her life, chief among them is helping women and girls reach their full potential. A longtime REALTOR® and rental agent, VeneKlasen was recently recognized with a lifetime achievement award by the Santa Fe Association of REALTORS®.

LIFE BEFORE REAL ESTATE

"I was shocked," VeneKlasen said. "It was kind of them to think of me in that light and

not just as a real estate person, because my life before real estate is what I'm most proud of." Her life before real estate was a whirlwind – one of raising five children of her own while seeking opportunities for many of Santa Fe's children as well.

VeneKlasen was instrumental in helping make soccer a high school varsity sport, and she particularly pushed for it on the girls side of the ledger. For many years she also ran an extremely popular ski program for the area's public school students. "Those years of soccer

and skiing, I had lots more fun than the kids," VeneKlasen said, her smile lighting up her office. "I did." And decades ago, she served as the athletic director for Santa Fe Prep, "but that paid about 50 cents," VeneKlasen said with a chuckle.

MAKING A CHANGE FOR HERSELF

So when she delved into real estate, it was with an eye toward making a little change for herself for once. "I'd been on the soccer field for 15 years and other than being a steward-



Photos of three different properties available for long-term rental in Santa Fe managed by VeneKlasen Property Management Company.

"My rental business brings me a great deal of satisfaction. People in transit, moving and renting need a little more help. And I like to think that I cannot only rent to them, but help them enjoy Santa Fe because I love Santa Fe and it's an easy sell for me. The rental market is very strong. I need more houses. They rent right away."

ess in the glamour days, I had never done anything for money," she said. "I thought it might be fun if I could make a buck and a quarter. So being a good Catholic girl, I asked my husband if he minded if I tried to make money. And he said, well, he would just love it." She smiled, her eyes crinkling at thought. Then VeneKlasen added, "The first year I was in real estate I made \$500."

But loaded with the same single-mindedness she used to push soccer onto an unwilling and skeptical high school sports community, VeneKlasen was determined to make a go of it in the business. "I wouldn't begin to know what I else I could do," she said. "The funny thing is everybody in town knew me because of the soccer and skiing. And so, whenever I went to a party, no one recognized the fact that I was in real estate. They wanted to know if they could get their kids on the (ski) bus or what size soccer ball they should use. And I kept thinking, 'I'm doing something else now.'"

Although that first year wasn't great and the next year was only so-so, VeneKlasen said she began to see progress and she also realized something that made the struggles easier to manage. "I wasn't frustrated," she said. "I thought it was pretty interesting. But then I realized, it wasn't me. And it never is. It's the market. If the market's good, you can sell real estate. I had some great years. I thoroughly enjoyed it."

A POWERFUL, SELLING TEAM

Operating out of Santa Fe Properties, VeneKlasen did indeed have some great years, pulling down the company's top seller honors on numerous occasions. Nowadays, she works in partnership with her daughter-in-law, Annie VeneKlasen, as the duo makes a powerful selling team. "She's great," VeneKlasen said of her son's wife. "She's good at what she does and I am too. We've been partners about eight years. We mostly do high end, medium to high end. And it's fun. It's exciting."

She also focuses much of her time on another passion, VeneKlasen Rental Properties, with about 70 homes and condos under contract. "My rental business brings me a great deal of satisfaction," she said. "People in transit, moving and renting need a little more help. And I like to think that I cannot only rent to them, but help them enjoy Santa Fe because I love Santa Fe and it's an easy sell for me. The rental market is very strong. I need more houses. They rent right away."

READY FOR THE NEXT INNING

As for her future, VeneKlasen foresees spending more time on the road, particularly with helping her daughter, Lisa VeneKlasen – executive director and co-founder of the Washington D.C.-based JASS, which seeks to build women's collective power for justice. "I'm ready for the next inning," she said. "I'm so grateful to live in Santa Fe. The beauty is beyond description. I can see the

mountain every day from my house and I check on it every morning. You can't beat that. But I expect to do some traveling with my daughter and be some part of what she does. I want to do what I can for women all over the world. Whether it be on the soccer field or someplace else. We've come a long way, but not near far enough."

Sports, VeneKlasen said, is one way girls and women can learn great lessons about life. "I've been a champion for women from the beginning of my life," she said. "I was raised in a little town in the midwest with two women who made every sport available for every girl. And they taught me to do that. I'm just an old jock. I really am. And I believe if a woman is on a team (and a boy as well, remember I had four boys and a girl), a team teaches a kid everything that you can't teach them. It teaches them to win or lose. Do your best. Abide by the rules. And you can't teach that all by yourself." ■

HOLIDAY DECOR

While the sights and smells of real trees are what draw many people in, live trees do require more maintenance than their artificial alternatives.



MINIMIZE LIVE CHRISTMAS TREE MESS

KEEP YOUR TREE AND HOME LOOKING FRESH

A CHRISTMAS TREE IS OFTEN THE CENTERPIECE OF HOLIDAY DECORATING. Trees come in many shapes and sizes, both real and artificial. Those looking for a more authentic tree gravitate toward real trees, with their rich, earthy smell and beautiful boughs of green.

While the sights and smells of real trees are what draw many people in, live trees do require more maintenance than their artificial alternatives. Falling pine needles and sap are part of the live-tree package, as is regular watering and some initial tree preparation. However, those who have their hearts set on a real tree can employ some strategies to minimize the mess.

BUY A FRESH TREE

Christmas tree lots may begin to crop up before Thanksgiving, meaning trees will have been cut and shipped weeks before. The tree you put up in your home may be

at least two months old by Christmas Day. Also, trees that are open to full sunlight at tree lots can dry out prematurely.

When shopping, look for trees that seem freshly cut and have good needle retention. Grab a branch and see if the needles remain intact. Give the tree trunk a bump on the ground and assess how many needles drop to the ground. Look at the color of the tree and determine if it is wilting. These may be signs that the tree is old and on its last legs.

CHOOSE THE RIGHT VARIETY

Some varieties of tree have more staying power after being cut than others. So-called "true firs," such as noble, Fraser, Nordmann, and Turkish, usually last the longest. Douglas fir, Scotch pine, balsam, and grand fir trees also last a long time after being cut. Spruce trees, which are usually the least expensive variety on lots, may only last two to three weeks.

WRAP AND TRANSPORT

Ask the tree seller to freshly cut the bottom of the tree and wrap the entire tree in twine so it will be easier to move. Place the tree on the roof of your car with the trunk facing the front of the car. This way the wind will not fan out the branches and loosen up needles.

CHOOSE THE RIGHT LOCATION

It may seem like a good idea to put the tree right in front of a picture window, but if that window receives ample sunlight, the tree may dry out more quickly, leading to falling needles. The same can be said for putting a tree too close to a heating source, like a fireplace, radiator or heating vent. A cool, shaded area is best for keeping trees fresher longer. Fit the tree in the stand while it is still outdoors and wrapped up and then move the entire product inside to the right spot. This helps minimize dirt,

bark and needles getting all over the room.

TIME YOUR REMOVAL

Removing a dried-out tree can be a cleaning disaster. It's better for the tree to make its exit before it withers. A tree can drink a gallon of water per day, so make sure the stand reservoir is adequately filled. Over time, though, the tree may stop taking in water. When this happens, it is best to take down the decorations and get ready for removal. Hiding a tree disposal bag under the tree skirt can make it easier to get the tree out to the curb. Some people find there's less mess by clipping off the branches and removing them in one lump, rather than navigating a full tree through small doorways.

Real Christmas trees can enhance holiday season ambiance and set the scene for the festivities to come. With the right care and prep work, homeowners can cut down on the mess associated with fresh trees. ■

GIFT OR INHERITANCE

DOES IT MATTER?

BY PAUL WILSON

EXP REALTY

Paul@WilsonABQ.com
505.293.1224

TAX LIABILITY
CHANGES
DEPENDING
ON HOW
A HOME IS
GIVEN

A PERSON CALLED INTO A RADIO TALK PROGRAM WITH A SITUATION that was troubling to the caller and disturbing based on the potential tax liability that may have been avoided. The caller's elderly father deeded his home to his daughter a few years earlier because in his mind, his daughter was going to get the home eventually and this would be one less thing she would have to take care of after his death. The daughter didn't mind because the father was going to continue to live in the home and take care of it, so there was no expense for her.

Obviously, unknown to either the father

or the daughter, transferring the title of a home from one person to another could have significant tax implications. In this case, when the father "gave" the home to his daughter, he also gave her the basis in the home – which is basically what he paid for it. If she sells the home in the future, the gain will be the difference in the net sales price and her father's basis, which could be considerably higher than if she had inherited the home.

If the home was purchased for \$75,000 and worth \$250,000 at the time of transfer, there is a possible gain of \$175,000. However, when a person inherits property, the basis is

"stepped-up" to fair market value at the time of the decedent's death. If the adult child had inherited the property at the time of the parent's death, their new basis would be \$250,000 or the fair market value at the time of death and the possible gain would be zero.

In most cases, there are less tax consequences with inheritance than with a gift. There are other factors that may come into play, but being aware that there is a difference between a gift and inheritance is certainly an important warning flag that indicates expert tax advice should be sought before any steps are taken. ■

Wednesday - Sunday
9:30 to 4:30

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RUG CARE

A good professional cleaning can brighten the colors in your rug, but if done improperly, those same colors can run.



IMPORTANCE OF PROFESSIONAL RUG CLEANING

PROTECT THE BEAUTY, VALUE OF YOUR FINE RUGS



BY MATT GABEL

SERAFIAN'S ORIENTAL RUGS

IT'S EASY TO TELL THE DIFFERENCE BETWEEN A FINE ORIENTAL RUG AND WALL-TO-WALL CARPETING. One is an heirloom that will be handed down through the generations, the other should be replaced after 10 to 15 years of wear and tear. One has designs and patterns stemming from centuries of cultural tradition and love, the other is typically monotone. When it comes to cleaning, one needs careful care and attention, while the other can be quickly steam-cleaned.

HARSH DETERGENTS DO DAMAGE

Steam cleaning is detrimental to the integrity of fine Oriental rugs. Wool contains lanolin, a sheep's natural oil, which gives the rug its sheen and lustrous appearance. It is also a big part of what creates durability and longevity in the wool fibers. Unfortunately, the heat and detergents used in steam cleaning strips this lanolin out of wool. Very quickly, this will affect both the appearance and durability of your rug.

Additionally, it is nearly impossible to completely rinse out the detergents from wool. Unlike nylon, which as a fiber is created to be smooth, wool has a naturally scaly structure. Detergents tend to get trapped in these scales. This compounds with time, as detergent residue attracts even more dirt, causing your fine Oriental rug to become grey and dirty even more quickly than it did before. Controlled, thorough and proper rinsing is the solution to this problem and unfortunately, typical wall-to-wall cleaning methods (like

the steam cleaners you can rent at the grocery store) just don't cut it.

PROPER CLEANING TECHNIQUES

The only proven effective methods of cleaning Oriental rugs are cold water flood and immersion washing. Both of these methods involve the use of cold water, large quantities of it, and carefully controlled methods to ensure dye stability. These methods also use gentle shampoos to scrub the dirt from your rugs instead of harsh detergents. The low temperatures help to keep the lanolin in your rug intact, preserving its long-term durability. The moisture penetrates deeper into the fiber helping to remove the deep and ground-in soil. Most importantly, the high volumes of water are the key to removing the excess shampoos ensuring the long-term beauty of your rug.

Wall-to-wall carpet is expected to be replaced every decade or so. Yet a good hand-woven Oriental rug will last for generations. While steam cleaning is a fast way to clean the carpet in your home, it's a sure way to damage your favorite fine rug. Regular and proper cleaning is the most effective way to preserve the beauty and value of your rugs. Professional immersion and cold water washing methods are the only safe and effective way to have this done. ■

Matt Gabel is the Retail Manager at Serafian's Oriental Rugs. For more information, call (505) 504-RUGS or go to serafians.com

SOUTHWEST MLS

THIS FRIDAY - THURSDAY

OPEN HOUSES

OPEN HOUSE LISTING INFORMATION WAS DERIVED FROM THE SOUTHWEST MULTIPLE LISTING SERVICE PROPERTIES (SWMLS) AS OF 5PM ON TUESDAY. INFORMATION IS ACCURATE, BUT NOT GUARANTEED.

60 LISTINGS
LOW: 92.5K
HIGH: 765M

ABQ ACRES WEST
8801 SAN DIEGO AVENUE NE
\$765,000 | 3801 SQ. FT. | 4BDR | 3BA
Coldwell Banker Legacy
(505) 281-0000
Keith Coulter
MLS # 880125
12/18 12:00PM-4:00PM

ABQ ACRES WEST
8304 SIGNAL AVENUE NE
\$384,000 | 2597 SQ. FT. | 4BDR | 3BA
Realty One of New Mexico
(505) 883-9400
Jonathan R O'Brien
MLS # 879630
12/18 1:00PM-3:00PM

BERNALILLO/ALGDONES
1005 AVENIDA LOS SUENOS
\$420,000 | 2246 SQ. FT. | 3BDR | 2BA
Century 21 Unica Real Estate
(505) 293-8400
Anna Marie Anglada
MLS # 873165
12/18 1:00PM-3:30PM

BERNALILLO/ALGDONES
509 CALLE DE LA ANGEL
\$309,000 | 2765 SQ. FT. | 3BDR | 3BA
Keller Williams Realty
(505) 271-8200
ABQ Houses 2 Homes
MLS # 876366
12/17 11:00AM-1:00PM

CORRALES
1334 LA ENTRADA
\$685,900 | 3661 SQ. FT. | 4BDR | 3BA
Coldwell Banker Legacy
(505) 292-8900
Les Gordy
MLS # 879831
12/16 1PM-3PM, 12/17 12PM-3PM

CORRALES
101 DOOLITTLE ROAD
\$629,995 | 3738 SQ. FT. | 4BDR | 4BA
Coldwell Banker Legacy
(505) 293-3700
Lynn Martinez
MLS # 873646
12/18 2:00PM-4:00PM

DOWNTOWN AREA
1625 SAN PATRICIO AVENUE SW
\$399,000 | 3016 SQ. FT. | 3BDR | 3BA
Keller Williams Realty
(505) 271-8200
Shirley Rich
MLS # 866747
12/18 1:00PM-3:00PM

FAR NE HEIGHTS
6200 PUEBLO VERDE NE
\$460,000 | 2440 SQ. FT. | 3BDR | 3BA
Coldwell Banker Legacy
(505) 292-8900
Les Gordy
MLS # 879762
12/18 1:00PM-3:00PM

FAR NE HEIGHTS
9709 CAMINO DEL SOL NE
\$315,000 | 2361 SQ. FT. | 3BDR | 2BA
Sotheby's International Realty
(505) 982-6207
Marsha A Adams
MLS # 880807
12/18 1:00PM-3:00PM

FAR NE HEIGHTS
4501 BERMUDA DRIVE NE
\$285,000 | 1917 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 292-8900
Sharon Wray
MLS # 878165
12/18 1:00PM-3:00PM

FAR NE HEIGHTS
8313 RUIDOSO ROAD NE
\$225,000 | 1735 SQ. FT. | 4BDR | 2BA
Keller Williams Realty
(505) 271-8200
Billingham Team
MLS # 876214
12/17 1:00PM-3:00PM

FAR NE HEIGHTS
4701 MORRIS STREET NE
\$139,000 | 1144 SQ. FT. | 2BDR | 2BA
Keller Williams Realty
(505) 271-8200
Billingham Team
MLS # 879632
12/17 2:00PM-4:00PM

FOOTHILLS NORTH
5005 CUMBRE DEL SUR COURT NE
\$693,000 | 3276 SQ. FT. | 4BDR | 4BA
24K Real Estate Group, INC.
(505) 292-2424
Judy E Pierson
MLS # 879155
12/17 1:00AM-3:00PM

FOOTHILLS NORTH
5401 CORTADERIA PLACE
\$639,000 | 3051 SQ. FT. | 4BDR | 3BA
Keller Williams Realty
(505) 271-8200
Steven M Radolinski
MLS # 877631
12/18 2:00PM-4:00PM

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60 LISTINGS**LOW: 92.5K****HIGH: 765M**

FOOTHILLS NORTH
4909 CUMBRE DEL SUR COURT NE
\$625,000 | 3034 SQ. FT. | 3BDR | 2BA
ERA Sellers & Buyers Real Estate
(505) 296-1500
Margaret Ebbens
MLS # 875412
12/17 1:00PM-3:00PM

FOOTHILLS NORTH
12715 DESERT MARIGOLD LANE NE
\$400,000 | 1940 SQ. FT. | 3BDR | 2BA
Signature Southwest Properties
(505) 332-8838
The Fowler Group Realtors
MLS # 879592
12/18 1:00PM-4:00PM

FOOTHILLS SOUTH
13321 ARCH COURT NE
\$550,000 | 4264 SQ. FT. | 4BDR | 3BA
Coldwell Banker Legacy
(505) 292-8900
Greg Lobbereg
MLS # 875841
12/16 1:00PM-4:00PM

FOOTHILLS SOUTH
200 TRIMBLE BOULEVARD NE
\$334,999 | 3190 SQ. FT. | 4BDR | 3BA
Realty One of New Mexico
(505) 883-9400
Terry L Chavez
MLS # 867859
12/18 1:00PM-3:00PM

FOUR HILLS VILLAGE
1409 WAGON TRAIN DRIVE SE
\$189,900 | 1736 SQ. FT. | 2BDR | 2BA
Coldwell Banker Legacy
(505) 293-3700
Gerald J Williams
MLS # 865466
12/18 2:00PM-4:00PM

LADERA HEIGHTS
7300 ROSEWOOD CT. COURT NW
\$257,995 | 2000 SQ. FT. | 3BDR | 3BA
EXP Realty LLC
(505) 554-3873
Lisa Flores
MLS # 880185
12/18 1:00PM-4:00PM

NE EDGEWOOD
26 PARK ROAD
\$124,000 | 1393 SQ. FT. | 1BDR | 1BA
Berkshire Hathaway Home Services
New Mexico Properties
(505) 798-6300
Billiejo Markham
MLS # 878183
12/18 1:00PM-4:00PM

NEAR SOUTH VALLEY
2814 RIO VISTA COURT SW
\$309,900 | 2852 SQ. FT. | 3BDR | 3BA
Coldwell Banker Legacy
(505) 292-8900
Silesha M Montano Naden
MLS # 880537
12/18 2:00PM-4:00PM

NORTH OF I
7 CANONCITO ROAD
\$419,000 | 2306 SQ. FT. | 4BDR | 3BA
Equity New Mexico
(505) 291-0050
Jeannice Perry
MLS # 877790
12/18 9:30AM-12:00PM

NORTH VALLEY
204 ORTEGA ROAD NW
\$280,000 | 2196 SQ. FT. | 3BDR | 3BA
Coldwell Banker Legacy
(505) 898-2700
Mark Wingert
MLS # 873498
12/18 2:00PM-4:00PM

NORTHEAST HEIGHTS
1845 LESTER DRIVE NE
\$254,900 | 1821 SQ. FT. | 4BDR | 2BA
EXP Realty LLC
(505) 554-3873
Jeffrey Rose
MLS # 878438
12/17 11:00AM-4:30PM

NORTHEAST HEIGHTS
1736 ROBERT DALE DRIVE NE
\$249,000 | 1945 SQ. FT. | 3BDR | 3BA
Coldwell Banker Legacy
(505) 292-8900
Joe Jenkins
MLS # 880751
12/18 1:00PM-3:00PM

NORTHEAST HEIGHTS
1212 KIRBY NE
\$188,000 | 1776 SQ. FT. | 4BDR | 2BA
Keller Williams Realty
(505) 897-1100
Amy S Garcia
MLS # 875380
12/17 1:30PM-3:30PM

NORTHEAST HEIGHTS
3405 CHERAZ ROAD NE
\$169,999 | 1760 SQ. FT. | 3BDR | 2BA
Keller Williams Realty
(505) 271-8200
Steven M Vigil
MLS # 874234
12/18 11:00AM-1:00PM

NORTHEAST HEIGHTS
10609 SNOW HEIGHTS BOULEVARD NE
\$156,900 | 1299 SQ. FT. | 3BDR | 2BA
Realty One of New Mexico
(505) 883-9400
Rosa Martinez
MLS # 879717
12/16 2:00PM-4:00PM

NORTHWEST HEIGHTS
6531 TRESTLE GLEN ROAD
\$424,990 | 2653 SQ. FT. | 4BDR | 3BA
Realty One of New Mexico
(505) 883-9400
Amy Waterman
MLS # 877928
12/17 12PM-4PM, 12/18 12PM-4PM

NORTHWEST HEIGHTS
7912 TEABERRY ROAD
\$399,900 | 2512 SQ. FT. | 3BDR | 3BA
Realty One of New Mexico
(505) 883-9400
Amy Waterman
MLS # 878324
12/17 12PM-4PM, 12/18 12PM-4PM

NORTHWEST HEIGHTS
6528 METZ ROAD NW
\$399,900 | 2410 SQ. FT. | 3BDR | 3BA
Realty One of New Mexico
(505) 883-9400
Amy Waterman
MLS # 880766
12/17 12PM-4PM, 12/18 12PM-4PM

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60 LISTINGS
LOW: 92.5K
HIGH: 765M

■ **NORTHWEST HEIGHTS**
5919 MESA VIENTO ROAD NW
\$270,000 | 2960 SQ. FT. | 5BDR | 3BA
Keller Williams Realty
(505) 271-8200
Jeannine DiLorenzo
MLS # 878695
12/18 1:00PM-3:00PM

■ **NORTHWEST HEIGHTS**
4705 HOMESTEAD TRAIL NW
\$259,000 | 2649 SQ. FT. | 4BDR | 3BA
Coldwell Banker Legacy
(505) 292-8900
Michael T Dunn
MLS # 879311
12/18 1:00PM-3:00PM

■ **NORTHWEST HEIGHTS**
6333 FLOR DE MAYO PLACE NW
\$219,900 | 1747 SQ. FT. | 4BDR | 2BA
ERA Sellers & Buyers Real Estate
(505) 296-1500
Bobbi Johnson
MLS # 880705
12/18 1:00PM-4:00PM

■ **NORTHWEST HEIGHTS**
7109 HEARTH DRIVE NW
\$186,000 | 1573 SQ. FT. | 3BDR | 2BA
Berkshire Hathaway Home Services
New Mexico Properties
(505) 798-6300
Billiejo Markham
MLS # 878070
12/18 12:00PM-3:00PM

■ **PARADISE EAST**
4320 CONDESA NW
\$279,900 | 2822 SQ. FT. | 4BDR | 3BA
Keller Williams Realty
(505) 897-1100
Carlos Martinez
MLS # 880254
12/17 1:00PM-4:00AM

■ **PARADISE EAST**
10815 DANDAS DRIVE NW
\$258,888 | 1873 SQ. FT. | 4BDR | 2BA
Coldwell Banker Legacy
(505) 892-1000
Patricia I Goff
MLS # 880687
12/17 1:30PM-4:30PM

■ **PARADISE EAST**
4415 GLENCROFT AVENUE NW
\$239,000 | 1901 SQ. FT. | 3BDR | 2BA
Equity New Mexico
(505) 291-0050
Patricia White
MLS # 879858
12/18 12:00AM-3:00PM

■ **PARADISE EAST**
9217 CLINTON ANDERSON DRIVE NW
\$229,900 | 1861 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 292-8900
Crystal M Sadowski
MLS # 879519
12/18 1:30PM-4:00PM

■ **PLACITAS AREA**
6 ANASAZI MEADOWS COURT
\$509,000 | 2250 SQ. FT. | 3BDR | 3BA
La Puerta Real Estate Serv LLC
(505) 867-3388
Annette M Ackerman
MLS # 876153
12/18 1:00PM-3:00PM

■ **RIO RANCHO CENTRAL**
1325 LIL AVENUE NE
\$110,000 | 1000 SQ. FT. | 2BDR | 2BA
Coldwell Banker Legacy
(505) 292-8900
Crystal M Sadowski
MLS # 879402
12/18 10:00AM-1:00PM

■ **RIO RANCHO MID**
620 5TH STREET NE
\$262,000 | 2339 SQ. FT. | 4BDR | 3BA
Enchanted Homes Realty
(505) 944-2490
Susan R Agostini
MLS # 880299
12/18 11:00PM-2:00PM

■ **RIO RANCHO MID**
3552 PLACITA DEL SUENOS SE
\$259,900 | 2623 SQ. FT. | 4BDR | 3BA
The M Real Estate Group
(505) 247-1002
Tawni L Cyprus
MLS # 873593
12/18 1:00PM-4:00PM

■ **RIO RANCHO MID**
4537 AMBROSE ALDAY LOOP SE
\$230,000 | 2300 SQ. FT. | 4BDR | 2BA
CENTURY 21 Camco Realty
(505) 292-2021
Raymond D Pirolo
MLS # 867834
12/17 1:00PM-4:00PM

■ **RIO RANCHO MID**
3161 CALLE SUENOS SE
\$185,000 | 1606 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 892-1000
Patricia I Goff
MLS # 878803
12/17 11:00AM-1:00PM, 12/18
11:00AM-1:00PM

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9000 ALAMEDA BLVD NE
ALBUQUERQUE, NM 87122
\$1,195,000
NORTH ALBUQUERQUE ACRES

4 BED / 4.5 BATH / 4,350 SQ. FT.
ROBERT DEVINE
SWITCH REALTY
OFFICE: 505.596.0606 CELL: 505.515.5800

MLS# 876458



4501 SUMMER HILL LANE NW
ALBUQUERQUE, NM 87120
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NORTHWEST HEIGHTS

5 BED / 3 BATH / 3,129 SQ. FT.
ANNETTE ACKERMAN
LA PUERTA REAL ESTATE
OFFICE: 505.867.3388 CELL: 505.280.9557

MLS# 877968



5313 QUEENS COURT
ALBUQUERQUE, NM 87109
\$425,000
ACADEMY WEST

3 BED / 3 BATH / 2,864 SQ. FT.
ANNETTE ACKERMAN
LA PUERTA REAL ESTATE
OFFICE: 505.867.3388 / CELL: 505.280.9557

MLS# 869195

SOUTHWEST MLS

THIS FRIDAY - THURSDAY

OPEN HOUSES

■ RIO RANCHO MID

983 BENJAMIN DRIVE SE
\$169,000 | 1892 SQ. FT. | 3BDR | 2BA
Berkshire Hathaway Home Services
New Mexico Properties
(505) 798-6300
Ryan C Lynch
MLS # 878916
12/17 3:00PM-5:00PM

■ RIO RANCHO SOUTH

3001 22ND AVENUE SE
\$273,000 | 2550 SQ. FT. | 4BDR | 3BA
Coldwell Banker Legacy
(505) 292-8900
Crystal M Sadowski
MLS # 880738
12/18 2:00PM-4:00PM

■ RIO RANCHO SOUTH

2215 MONTEVINE AVENUE SE
\$199,000 | 1635 SQ. FT. | 3BDR | 2BA
Berkshire Hathaway Home Services
New Mexico Properties
(505) 798-6300
Ryan C Lynch
MLS # 880302
12/17 12:00PM-2:00PM

■ RIO RANCHO SOUTH

2414 TREVISO DRIVE SE
\$184,500 | 2004 SQ. FT. | 2BDR | 3BA
Coldwell Banker Legacy
(505) 293-3700
Jane Ryfun
MLS # 880800
12/18 2:00PM-4:00PM

■ RIO RANCHO SOUTH

1300 GRANDE F BOULEVARD SE
\$92,500 | 1070 SQ. FT. | 2BDR | 2BA
Coldwell Banker Legacy
(505) 292-8900
Crystal M Sadowski
MLS # 880664
12/17 10:00AM-1:00PM

■ SANDIA HEIGHTS

1944 QUAIL RUN LOOP NE
\$354,900 | 2185 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 293-3700
Max M Sanchez
MLS # 880432
12/17 1:00PM-4:00PM

■ SANDIA HEIGHTS

2811 TRAMWAY CIRCLE NE
\$295,000 | 1868 SQ. FT. | 3BDR | 2BA
Keller Williams Realty
(505) 271-8200
Marcia Haney
MLS # 880383
12/17 1:00PM-3:00PM

■ SOUTHWEST HEIGHTS

401 FENWICK PLACE SW
\$110,000 | 1224 SQ. FT. | 3BDR | 2BA
Sunrise Realty LLC
(505) 480-2633
Tiffany L Degraffenreid
MLS # 877674
12/17 1:00PM-3:00PM

■ UNM

1706 NOTRE DAME DRIVE NE
\$400,000 | 2670 SQ. FT. | 5BDR | 2BA
Coldwell Banker Legacy
(505) 828-1000
Kelly A Hardison
MLS # 880087
12/18 12:30PM-3:30PM

■ UNM

413 SOLANO DRIVE NE
\$325,000 | 1941 SQ. FT. | 3BDR | 2BA
Re/Max Select
(505) 265-5111
Ruben A Ortega
MLS # 877930
12/18 1:00PM-3:00PM

■ UNM SOUTH

905 GRANDVIEW DRIVE SE
\$750,000 | 4301 SQ. FT. | 4BDR | 4BA
Coldwell Banker Legacy
(505) 292-8900
John M Lopez
MLS # 880176
12/18 12:30PM-3:30PM

■ UNM SOUTH

715 SOLANO DRIVE SE
\$410,000 | 2200 SQ. FT. | 3BDR | 3BA
Brown & Associates, Inc.
(505) 883-1674
Michael L Torrez
MLS # 879195
12/17 1:30PM-3:30PM

■ UNM SOUTH

706 QUINCY STREET SE
\$208,000 | 1285 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 292-8900
Michael T Dunn
MLS # 879875
12/18 1:00PM-3:00PM

■ UNM SOUTH

915 MONROE STREET SE
\$189,900 | 1980 SQ. FT. | 4BDR | 2BA
AJ Yarbrough Realty
(505) 328-0044
A.J. Yarbrough
MLS # 872982
12/17 2:00PM-5:00PM

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18 LISTINGS
LOW: 189K
HIGH: 1.149M

■ HWY 285
13 LIME KILN ROAD
\$565,000 | 2300 SQ. FT. | 1BDR | 2BA
Keller Williams
505-983-5151
Team Connect
MLS # 201604435
12/18 1:00PM-3:00PM

■ LAS CAMPANAS
5 CALLE VENADO
\$1,149,000 | 3586 SQ. FT. | 3BDR | 4BA
Sotheby's Int. RE/Palace
505-982-6207
Team Lehrer & Earley
MLS # 201603873
12/18 1:00PM-4:00PM

■ LAS CAMPANAS
3 CAMINO DE COLORES
\$695,000 | 2498 SQ. FT. | 3BDR | 3BA
Sotheby's Int. RE/Washington
505-988-8088
Gary Bobolsky
MLS # 201600447
12/18 2:00PM-3:30PM

■ NW QUADRANT
17 CAMINO LOS SUENOS
\$950,000 | 3820 SQ. FT. | 4BDR | 4BA
Santa Fe Properties
505-982-4466
Claire Calladine
MLS # 201603699
12/18 2:00PM-4:00PM

■ NW QUADRANT
34 CALLE SAN MARTIN
\$860,000 | 3050 SQ. FT. | 3BDR | 3BA
Claire Lange Real Estate
505-670-1420
Claire Lange
MLS # 201604690
12/18 1:00PM-4:00PM

■ NW QUADRANT
150 AVENIDA FRIJoles
\$600,000 | 2391 SQ. FT. | 3BDR | 3BA
Berkshire Hathaway HomeService
505-982-0330
Carol Hamilton
MLS # 201604879
12/18 1:00PM-3:00PM

■ SF CITY LIMIT SWS
3150 VIALE TRESANA
\$391,900 | 1768 SQ. FT. | 2BDR | 3BA
Santa Fe Properties
505-982-4466
David Mead
MLS # 201505332
12/18 1:00PM-4:30PM

■ SF CITY LIMIT SWS
3168 VIALE CETONA
\$384,900 | 1726 SQ. FT. | 3BDR | 3BA
Santa Fe Properties
505-982-4466
David Mead
MLS # 201505330
12/18 1:00PM-4:30PM

■ SF CITY LIMIT SWS
3171 VIALE CETONA
\$379,900 | 1707 SQ. FT. | 2BDR | 2BA
Santa Fe Properties
505-982-4466
David Mead
MLS # 201505329
12/18 1:00PM-4:30PM

■ SF CITY LIMIT SWS
3173 VIALE CETONA
\$359,900 | 1571 SQ. FT. | 3BDR | 2BA
Santa Fe Properties
505-982-4466
David Mead
MLS # 201505328
12/18 1:00PM-4:30PM

■ SF CITY LIMITS NE
2020 CALLE LEJANO
\$1,095,000 | 3950 SQ. FT. | 3BDR | 3BA
Sotheby's Int. RE/Washington
505-988-8088
Paul McDonald
MLS # 201603002
12/18 1:00PM-4:00PM

■ SF CITY LIMITS NE
413 LOS ARBOLES DR
\$879,000 | 4240 SQ. FT. | 4BDR | 3BA
Santa Fe Properties
505-982-4466
Ann Veneklasen
MLS # 201604495
12/18 2:00PM-4:00PM

■ SF CITY LIMITS NE
121 VALLEY DRIVE
\$695,000 | 2700 SQ. FT. | 3BDR | 3BA
Santa Fe Properties/Washington
505-982-4466
Gavin Sayers
MLS # 201604960
12/18 1:00PM-4:00PM

■ SF CITY LIMITS NE
663 BISHOPS LODGE ROAD
\$189,000 | 705 SQ. FT. | 1BDR | 1BA
Santa Fe Properties/Washington
505-982-4466
Tom Abrams
MLS # 201605252
12/18 1:00PM-3:00PM

■ SF CITY LIMITS NW
405 ALAMO DRIVE
\$499,500 | 1783 SQ. FT. | 3BDR | 2BA
Keller Williams
505-983-5151
Aaron Borrego
MLS # 201604488
12/18 12:00PM-3:00PM

■ SF CITY LIMITS NW
608 AVENIDA VILLAHERMOSA
\$279,900 | 1148 SQ. FT. | 2BDR | 2BA
Santa Fe Properties
505-982-4466
Kate Prusack
MLS # 201605660
12/18 2:00PM-4:00PM

■ SF CITY SE NORTH
1414 MIRACERROS LOOP SOUTH
\$589,000 | 3781 SQ. FT. | 4BDR | 3BA
Santa Fe Properties/Washington
505-982-4466
Cristina Branco
MLS # 201605413
12/18 11:00AM-1:00PM

■ SF CITY SE NORTH
1529 CALLE PRECIOSA
\$549,000 | 1983 SQ. FT. | 3BDR | 2BA
Keller Williams
505-983-5151
Aaron Borrego
MLS # 201601979
12/18 1:00PM-3:00PM



1625 SAN PATRICIO AVE SW
ALBUQUERQUE, NM 87104
\$399,000
DOWNTOWN AREA

3 BED / 3 BATH / 3,016 SQ. FT.
SHIRLEY RICH
KELLER WILLIAMS REALTY
OFFICE: 505.271.8200 CELL: 505.280.8811

MLS# 866747



6528 METZ ROAD NW
ALBUQUERQUE, NM 87120
\$399,900
NORTHWEST HEIGHTS

3 BED / 2.5 BATH / 2,410 SQ. FT.
AMY WATERMAN
REALTY ONE OF NM
OFFICE: 505.883.9400 OFFICE: 505.917.5084

MLS# 880766



11206 ANAHEIM AVE NE
ALBUQUERQUE, NM 87122
\$679,250
NORTH ALBUQUERQUE ACRES

5 BED / 4.5 BATH / 3,822 SQ. FT.
PHYLLIS AND ROBERT BOVERIE
24K REAL ESTATE GROUP
OFFICE: 505.292.2424 CELL: 505.401.3881

MLS# 873867



46 NATURE POINTE DR
TIJERAS, NM 87059
\$129,000
TIJERAS

2.0 ACRES / 87,120 SQ. FT.
PATSY SPELLMAN
INFINITY REAL ESTATE
OFFICE: 505.281.2596 CELL: 505.321.8848

MLS# 757372

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