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EDITOR

HANEEN KHATIB

BUSINESS DEVELOPMENT

JORGE LOPEZ

DESIGN

BYRON HUGHEY MONICA SCHWARTZ

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Contact Jorge Lopez 505.823.3393 jalopez@abqjournal.com ALBUQUERQUE JOURNAL 7777 JEFFERSON ST. NE ALBUQUERQUE, NM 87109

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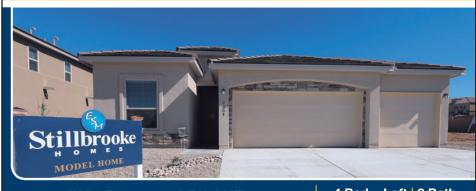




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OUTDOOR STYLE



ELEGANT OUTDOOR RETREATS

TIPS TO ENHANCE YOUR OUTSIDE SPACE

N ELEGANT OUTDOOR AREA ADDS
USABLE LIVING SPACE TO YOUR HOMEfor parties or just quiet evenings
spent relaxing outdoors. Choose
outdoor furniture and accessories made
of materials durable enough to withstand
Mother Nature.

The key to finding the right outdoor design style is determining how you'll be using the space. The more guests you expect during the warm weather months, the more seating and entertaining room you will need. Consider this factor when choosing your new patio furniture set.

PATIO

Your patio is the foundation for your outdoor living space. It will need to be durable and well constructed, but you also will want it to be attractive. You can install

a new patio or just resurface your existing one. The most popular patio materials to choose from include concrete, flagstone, pavers and brick. Concrete is basic, but it works especially well on a budget.

For a completely natural look, nothing beats natural stone for a patio. There are many different types of natural stone to choose from, including flagstone, slate, bluestone and limestone. Natural stone costs more, but manufactured paving stones come in many different shapes, colors and patterns, as well. Bricks also come in different colors and are an option.

LIGHTING

Outdoor lighting defines the boundaries of your outdoor space and provides some security. Depending on the type of light, it also can change the mood. Lan-

OUTDOOR STYLE



terns and outdoor candles provide subtle light and are great for romantic dinners. Solar lights are popular, too, and there are lots of options at your local home improvement store.

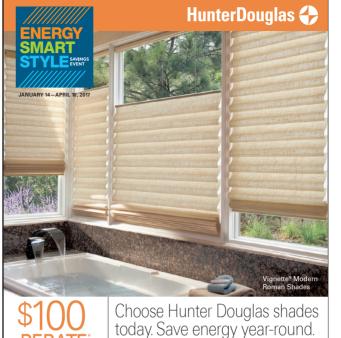
FURNITURE & GRILL

Outdoor furniture provides comfortable seating for everyone as they relax, chat or eat the night away. Many options are specifically made with materials that can endure the outside elements. Wooden patio furniture is popular and can show off great craftsmanship. Other patio sets have comfortable water-resistant cushions, with lots of colors available.

Of course, a standard to any outdoor space is the barbecue grill. There are lots of charcoal or gas styles, sizes and colors depending on your preference. Let the party begin.

FIREPLACE OR FIRE PIT

Adding a nice feature for the cool spring and summer nights will make for great entertainment. An outdoor fireplace or fire pit can be an easy addition when throwing outdoor gatherings. They come in various sizes and designs and can go from affordable to over-the-top, depending on your preference and style. Bonfires can be built-in or as simple as buying it and using it the same day.



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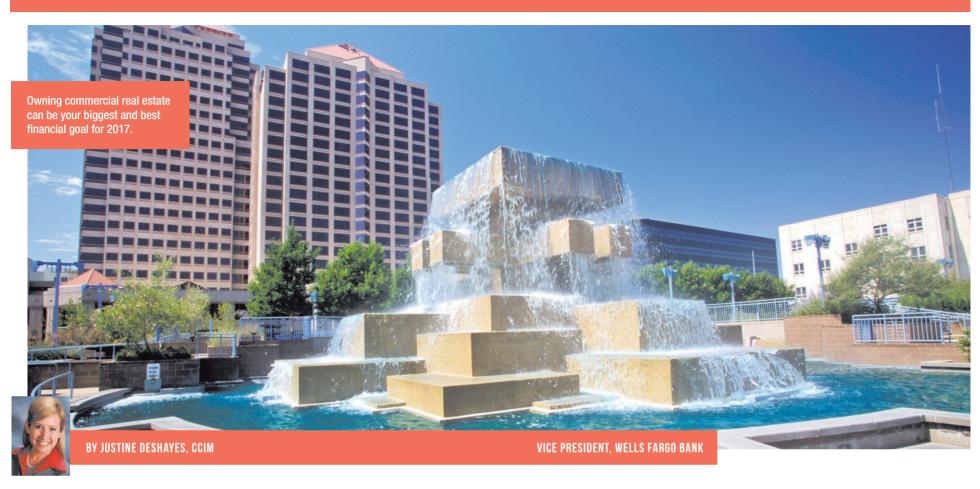


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HS 6 AlbuquerqueJournal

COMMERCIAL REAL ESTATE



STEPS TO OWNING COMMERCIAL REAL ESTATE

UNDERSTANDING LOANS FOR FUTURE COMMERCIAL DEVELOPMENTS

NEW YEAR BRINGS NEW GOALS FOR BUSINESS OWNERS AND INVESTORS. Many share the goal of acquiring, constructing or refinancing commercial real estate (CRE). Despite the rate increase by the Federal Government in December, rates still remain at low historical levels, which make it a smart financial decision to obtain financing.

There are several financing vehicles, including insurance companies, pension funds, private investors and other capital sources. Though there are numerous lending options, two are most commonly utilized: conventional and SBA.

CONVENTIONAL BANK LOANS

Conventional commercial real estate loans are applicable to both owneroccupied or investor properties. "Owneroccupied" is defined as the borrower's business occupying 51 percent or more of the building square footage.

U.S. SMALL BUSINESS ADMINISTRATION (SBA) LOANS

Only owner-occupied buildings qualify for SBA loans, ¬not investor properties. SBA loans are not actually made by the SBA; rather, lenders make commercial loans that adhere to the SBA's guidelines, and in turn, the SBA guarantees a portion of that loan. This eliminates some of the risk to the third-party lender. This SBA guarantee allows lenders to provide financing with longer terms and better rates, as well as the option to put less money down.

There are two real estate loan options offered by the SBA: the 7(a) and 504. The 7(a) is SBA's most common loan program, but speak to your lender to discern which better fits your objectives. It's important to note that only certain lenders are part of the SBA's Preferred Lenders Program

(PLP). This is part of SBA's effort to streamline procedures and delegates the final credit decision (and most servicing) to carefully selected PLP lenders.

LENDING RISKS

A few inherent real estate lending risks a lender can face are repayment risks; which can be the main risk to most lenders, completion risk, borrower/individual guarantor risk and re-leasing/rollover risk. Other risks to lookout for are market risk, and competitive position risk.

TOPICS LENDERS SHOULD EXPLAIN

Understanding what type of loan you're getting is crucial; so don't hesitate to ask your lender to explain questions you might have. If you're not sure what to look for, a few things to ask could be,

loan-to-value ratio, debt service coverage ratio, interest rates and fees, personal guarantees and prepayment terms.

WHAT TO PREPARE FOR YOUR LENDER

Things to prepare to get your loan moving faster are your personal financial statements, leases, and resumes for principals and business overview. Three years are preferred for business profit and loss statements, most recent business interim statement and personal and business federal income tax returns. Owning commercial real estate can be your biggest and best financial goal for 2017, seeking a lender's advice and assistance can help make that dream possible.

Sources: www.sba.gov, www.forbes.com, www2.deloitte.com, RMA: Real Estate Fundamentals in Commercial Lending



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ABOUT THE COVER



ELCOME TO 1516 EAGLE RIDGE TERRACE NE. Built by architect Richard Schalk AIA, master builder John Blueher and landscape artist Alana Markle, this property is located on a quiet cul-de-sac surrounded by scenic outdoor views. A custom front gate and an oriental garden, opens to a bridge leading to the grand double-door entrance. Offering much space for entertainment, this contempo-

rary home includes a great room, living room, kitchen and dining room – giving plenty of options for gatherings.

Located on the opposite side of the other three bedrooms, the master has an en-suite with a large closet with in custom cabinetry. shelving and space for a coffee bar. Details of this modern home include skylights, a built-in bar, elevator leading to the second-story studio with outdoor views and much more.



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REAL ESTATE



NOT YOUR MOTHER'S HOUSING MARKET

WHAT
HOMEBUYERS
FROM DIFFERENT
GENERATIONS
LOOK FOR

uying a home today is a drastically different experience than it was for your mother, or your grandmother. The economy, population growth and social desires of a generation are all contributing factors to the real estate climate. Each generation has a unique preference when searching for a new home. One of the goals of the National Association of REALTORS® is to follow these generational trends.

MILLENIALS

Millenials are people ranging between 18 and 35 years of age, and they currently make up 35 percent of all homebuyers — the largest share and growing each year.

They are the most likely to not only search for a home online, but also take action.

GENERATION X

Buyers between the ages of 36 and 50 represent Generation X, and make up 26 percent of all homebuyers. Because this generation is in the peak of their earning potential, it is no surprise that they have the highest median home prices and square footage of all the generations. Generation X also makes up the largest share of sellers, at 25 percent.

BABY BOOMERS

Baby Boomers, people between the ages

of 51 and 69, move the longest distance at a median of 34 miles. They see themselves living in their current home the longest, rounding out at about 20 years.

THE SILENT GENERATION

Buyers between the ages of 70 to 90 make up the silent generation, and are 9 percent of all customers. They are very often downsizing due to retirement, wanting to be closer to family and have the smallest median income of all generations. However, they are the most likely to purchase new homes and the least likely to purchase a detached single-family home.

WINDOW DESIGNS

LIGHT IT UP

IDEAS TO ADD NATURAL LIGHTING IN YOUR HOME

HOUSE FILLED WITH SUNLIGHT IS CHEERY, WARM AND INVITING — and it just makes us feel plain happy. Natural light also reduces lighting energy consumption by 50 to 80 percent, according to the U.S. Green Building Council. There are many ways to incorporate more light into your life. You just need to know where to look.

WINDOWS

Windows and skylights are the most obvious ways to let natural light into our homes. Of course, you need to consider any side effects of heat gain or loss and glare, but these can be controlled with energy-efficient glass. Your interior designer and contractor will consider

placement and orientation in regards to how the windows relate to the sun's movement. These simple strategies can help you enjoy the best of all worlds.

OPEN CONCEPT

The latest home trends favor open concept layouts. These larger spaces usually contain more windows that's are bigger, so they are considerably lighter than older homes that often feature separated and enclosed rooms. Open to some remodeling? Talk with your local construction experts about creating a design that takes out non-load-bearing walls to open up your place a bit. You can even add open-tread stairwells with an operable window or skylight at the top. These touches will provide a ray of

new light throughout your home.

BLINDS & CURTAINS

Blinds and curtains contribute to color, design and the overall look of a home. They also are important for privacy and can control the amount and direction of natural light. Blinds come in a variety of materials, colors and prices depending on your preference. There are vertical, horizontal and assorted pull-down blinds, as well. Curtains are one of the finishing details of any room. Some, such as sheers and valances, let in significant light to filter through, while others block out light almost completely. With this kind of control, you can pick and choose when to brighten up your home.







SUSAN KIRKPATRICK
Warm textures and

abrics set the tone at

the Fairfield Inn & Suites



LOCAL
DESIGNERS
SHARE
PROFESSIONAL
ASPECTS OF
THEIR JOB

BY GLEN ROSALES / HOMESTYLE WRITER

VERYONE THINKS THEY KNOW
JUST THE BEST WAY TO DECORATE
THEIR OWN SPACE. And in many
ways, they do, but a licensed
interior decorator can help smooth
the process to be easier with less
stress and even save money in the
long run, especially if brought early
in the project. "My job is to help
make the space, work hard, look
fabulous and last for a long time,"
said Susan Kirkpatrick of Kirkpatrick
& Associates Inc., which has recently branched out into home design
to complement a wildly successful

hotel-design business.



Albuquerque Iournal





"Classical interior design is where you do it once and you're not having to redo it every four or five years."

SUSAN WESTBROOK



"We just see things because we're trained to that a lot of people don't pick up on," she said. "And it's the details that make the difference." It's a profession that's frequently misunderstood because the impact often isn't appreciated, said Susan Westbrook of Susan Westbrook Interiors. "You're required to have an education and you have to pass an exam and you have to have a skill set that identifies you as a true professional," she said. "First thing, we have to have a specific education, a degree, we have to pass a very lengthy and difficult exam and we have

a set of ethical bylaws we have to follow. Every year we have to renew our licenses and taking continuing education like any other professional."

A qualified designer not only should be able to look at an existing space and figure out the best way to make it look better, but also see a set of plans and quickly identify some nuances that may have escaped notice. "You just have to be able to look at things and see what the final view is going to be," Kirkpatrick said. "A lot of people can't read plans." Indeed, that skill is something paramount to a designer. "When a client walks up to me and says, 'Why do I need you?' when they do their plans, very few people can think in two

dimensions and turn it into three dimensions," Westbrook said. "They really have a hard time visualizing how things will work. I help them figure out a pattern that also will be the most economical."

CLIENTS COME FIRST

It all starts, however, when the designer sits down with the client. "It's very much a relationship," said Mandana Nowroozian, a designer at Kirkpatrick & Associates. "We ask a lot of questions about their likes and dislikes. 'Nos' are as good as 'yesses' because then we can move forward from those. And we can make our best, educated suggestions about what they should



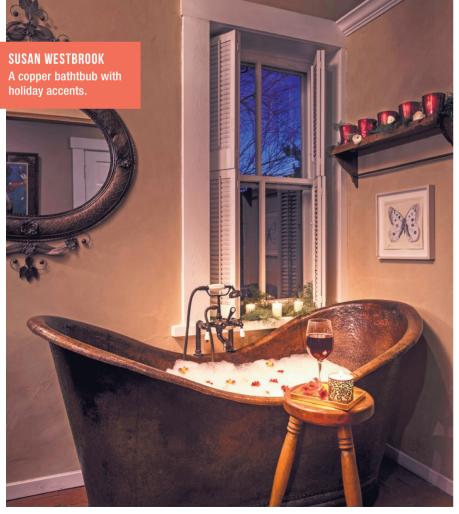
CLASSIC LOOKS

Often people will have an idea of what they want, but it's impractical for the space or beyond their budget, and that's another area where a designer can help out. "I have found a lot of places where you can compromise in one area and be extravagant in another and make it feel extravagant all over, "Westbrook said. "Functional

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FEATURE STORY





INTERIOR DESIGN

CONTINUED FROM PAGE 11

planning is really important and it's really important that people are not very influenced by trends. Classical interior design is where you do it once and you're not having to redo it every four or five years." Sometimes there are designs that catch people's eyes, but quickly fade away, she said."They're elements that are overused,"Westbrook said."I work at a design that's timeless and very family friendly, that looked lived but looks like it's just been tidied up. Simple and keep it to the people in living in it. It's not something vou're at war with trying to keep it looking good. The money they spend with me they saved by not making mistakes."

TRUSTING THE DESIGNER

One of the battles designers face is convincing prospective clients that the final outcome will be to their liking and not what the designer's prefers. "I think the public has a misconception when it comes to hiring a designer because they think they're going to have to go with that person's tastes," Kirkpatrick said. "Interior designers shouldn't have their personal tastes involved coming into the mix. A good designer is going to find out what makes that client happy and how they can help them work their space and can get the best value for their dollar."

The client, after all, is the one that has to live there, she said. "The designers have their own places to live. We need to make it a place where the client is so happy that they can't wait to go home and spend time in that space," Kirkpatrick said. "We're capable of incorporating family heirlooms and treasures and lot of what we're doing is problem solving. We always let the client make the final decision but along the way what we're doing

is educating the client," she added. "We will make selections that we think work the best for that particular project and give them options. And there are always discussions about why those options are best. It comes back to design principles: scale, proportion and color palette. We see things from a layered palette."

IMPORTANCE OF COMMUNICATION

Communication is the big key, not only between the client and the designer, but the designer and the onsite workers, Nowroozian said. "Working with other trades people, like architects and contractors, we can really communicate with them about having the client's sense about something," she said. "Maybe it's a large issue, maybe it's a small issue. Maybe we can help with the communication, keep everything on track, help with scheduling. So it's good to have us on your team just to help with project management."

And the plethora of ideas and designers filling the ether, it's helpful to have somebody who knows how to bring it all together, Nowroozian said. "There is so much do-it-yourself out there and if somebody is chasing a look they saw in a magazine, they can research hours upon hours upon hours, whereas we have a pretty good idea where to find certain things and it won't take us as long. We have connections," she said. "A lot of stuff you may not be able to get. We know where to find certain things, and can make certain selections based on our resources that we have, that are more limited to the public."■

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- FAR NE HEIGHTS 5900 CANYON CREST PLACE \$459,900 | 2817 SQ. FT. | 3BDR | 3BA Keller Williams Realty (505) 271-8200 Helen DeMott MLS # 880155 02/26 1:00PM-3:00PM

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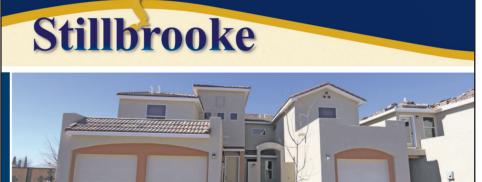
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FAR NE HEIGHTS 4501 BERMUDA DRIVE NE \$279,900 | 1917 SO, FT, | 3BDR | 2BA Coldwell Banker Legacy (505) 292-8900 Sharon Wrav MLS # 878165 02/25 1:00PM-3:00PM

FAR NE HEIGHTS 5500 AMIGO WAY NE \$270,000 | 1913 SO, FT, | 3BDR | 3BA Coldwell Banker Legacy (505) 293-3700 Richard D Jackson MLS # 876881 02/24 3PM-5:30PM.02/26 2PM-4PM FAR NE HEIGHTS 7305 GENERAL KEARNY DRIVE NE \$249.900 | 1852 SO, FT, | 3BDR | 2BA Realty One of New Mexico (505) 883-9400 Krishna Jaiswal MLS # 883949 02/25 1:00PM-3:00PM

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FOOTHILLS NORTH **6208 SEDONA DRIVE NE** \$329,500 | 1593 SQ. FT. | 2BDR | 2BA no lion! REALTY (505) 264-9745 Morris J Albert MLS # 884676 02/25 1:00PM-3:00PM

FOOTHILLS SOUTH 14416 PIEDRAS NE \$465,000 | 3296 SQ. FT. | 4BDR | 4BA Berkshire Hathaway Home Services New Mexico Properties (505) 798-6300 Nvshalvnn B Livingston MLS # 884101 | 02/26 1:00PM-3:00PM

FOOTHILLS SOUTH 1136 TURNER DRIVE NE \$390,000 | 3500 SQ. FT. | 5BDR | 4BA Realty One of New Mexico (505) 883-9400 Jessica B Martin MLS # 882311 02/26 12:00PM-2:00PM

FOOTHILLS SOUTH 3805 BIG SKY DRIVE NE \$319,900 | 2072 SQ. FT. | 4BDR | 2BA Coldwell Banker Legacy (505) 292-8900 Grea Lobbereat MLS # 882377 02/26 12:00PM-3:00PM

FOOTHILLS SOUTH 14213 SEDREV ROAD \$169,900 | 1400 SQ. FT. | 3BDR | 2BA Berkshire Hathaway HomeServices Allstar, REALTORS(r) (505) 994-8585 | Desiree Cosby MIS#878532 02/26 12:00PM-2:00PM

FOUR HILLS VILLAGE 1333 CAMINO CERRITO SE \$465,000 | 3515 SQ. FT. | 4BDR | 5BA Coldwell Banker Legacy (505) 293-3700 Jan DeMav MLS # 884621 02/26 1:00PM-3:00PM

FOUR HILLS VILLAGE 1805 PEDREGOSO COURT SE \$425,000 | 3535 SQ. FT. | 4BDR | 3BA Coldwell Banker Legacy (505) 293-3700 Jan DeMav MLS # 881698 02/26 1:00PM-3:00PM

FOUR HILLS VILLAGE 13616 MOUNTAIN WEST COURT SE \$279,900 | 2337 SQ. FT. | 3BDR | 3BA Coldwell Banker Legacy (505) 292-8900 Sharon Wrav MLS # 877911 02/24 11AM-2PM,02/26 1PM-3PM

FOUR HILLS VILLAGE LADERA HEIGHTS 1411 WAGON TRAIN DRIVE SE 8924 CLOUDY ROAD NW \$179,900 | 1900 SQ. FT. | 2BDR | 2BA \$279,900 | 2200 SQ. FT. | 4BDR | 2BA One Stop Realty - Vantage Keller Williams Realty (505) 349-5289 (505) 897-1100 Chad Petty Karsten & Associates MLS # 876047 MIS#883732 02/26 1:00PM-4:00PM 02/26 2:00PM-4:00PM

LADERA HEIGHTS 8309 CRIMSON AVENUE NW

\$196,000 | 2019 SQ, FT, | 3BDR | 3BA

(505) 798-6300 | Rvan C Lvnch

New Mexico Properties

02/25 2:00PM-4:00PM

MLS # 884060

Berkshire Hathaway Home Services

LADERA HEIGHTS 5143 LEVY COURT NW \$140.000 | 1108 SQ, FT, | 2BDR | 3BA Roadrunner Realty & Investments (505) 639-5961 John Evan Sanderson MLS # 884707 02/25 11AM-1:30PM,02/26 1PM-3:30PM

LADERA HEIGHTS **6824 CLEGHORN NW** \$130,000 | 1300 SQ, FT, | 3BDR | 2BA ERA Sellers & Buyers Real Estate (505) 296-1500 John Lucero MLS # 884264 02/25 1:00PM-3:00PM

LAS MARAVILLAS **5 ACEBO PLACE** \$134.900 | 1412 SQ, FT, | 3BDR | 3BA Coldwell Banker Legacy (505) 865-5500 Jessica Rasband MLS # 884818 02/26 12:30PM-2:30PM

MEADOWLAKE/EL CERRO NE EDGEWOOD 26 RIO ABAJO 26 PARK ROAD \$135,000 | 1605 SQ, FT, | 3BDR | 2BA \$135,000 | 1300 SQ, FT, | 1BDR | 1BA One Stop Realty - Vantage Berkshire Hathaway Home Services (505) 349-5289 New Mexico Properties Lisa Reneau-Mav (505) 798-6300 | Billieio Markham MLS # 882189 MLS # 884284 02/25 12:00PM-3:00PM 02/25 11:00AM-2:00PM

NEAR NORTH VALLEY 1504 LOS ARBOLES AVENUE NW \$650,000 | 5202 SQ, FT, | 6BDR | 3BA Criel and Associates, LLC (505) 615-3333 Vicki J Criel MLS #877530 02/25 12:00PM-2:00PM

NEAR NORTH VALLEY 4000 IVY LAWN COURT NW \$575,000 | 3830 SQ, FT, | 3BDR | 3BA Coldwell Banker Legacy (505) 828-1000 Michelle Smith MLS # 883817 02/25 12:00PM-3:00PM

NEAR NORTH VALLEY 1812 GRIEGOS ROAD NW \$475,000 | 2576 SQ, FT, | 3BDR | 3BA Coldwell Banker Legacy (505) 898-2700 Mary Spensley MLS # 884880 02/26 2:00PM-4:00PM

NEAR NORTH VALLEY 2505 GRIEGOS PLACE NW \$464,000 | 2903 SQ, FT, | 3BDR | 2BA Century 21 Unica Real Estate (505) 293-8400 Bennett A Hammer MLS # 884750 02/25 1:00PM-3:00PM

NEAR NORTH VALLEY 1315 CAMINO AMPARO NW \$374.500 | 2155 SQ. FT. | 3BDR | 2BA HydePark Realty (505) 503-1000 James DesJardins MLS # 881574 02/25 12:00PM-2:00PM

NEAR NORTH VALLEY 1006 HEADINGLY AVENUE NW \$112.500 | 756 SQ, FT, | 2BDR | 1BA Keller Williams Realty (505) 271-8200 The Hellmann Group MLS # 884437 02/26 1:00PM-3:00PM

NORTH ABO ACRES 10108 CORONADO AVENUE NE \$549,000 | 3597 SQ. FT. | 5BDR | 4BA Coldwell Banker Legacy (505) 828-1000 Michelle Smith MLS # 883006 02/26 2:00PM-4:00PM

NORTH ABO ACRES 9520 OAKLAND AVENUE NE \$468,000 | 2732 SQ. FT. | 4BDR | 3BA Coldwell Banker Legacy (505) 292-8900 Grea Lobbereat MLS # 884320 02/25 1:00PM-3:00PM

NORTH ABO ACRES 9912 ALEXANDRIA ROAD NE \$324,900 | 2310 SQ. FT. | 3BDR | 3BA Re/Max Elite (505) 798-1000 Elicea A Thomas MLS # 884471 02/25 1:00PM-3:00PM

NORTH OF I 12 LOMITA LINDA \$749,000 | 3906 SQ. FT. | 5BDR | 3BA Realty One of New Mexico (505) 883-9400 Marie-Claire Turner MLS # 882751 02/26 1:30PM-3:30PM

NORTH OF I 6 MUD HEAD \$560,000 | 3000 SQ. FT. | 4BDR | 3BA Coldwell Banker Legacy (505) 293-3700 Gary L Riedel MLS # 870737 02/26 1:00PM-1:00AM

NORTH OF I 7 CANONCITO ROAD \$329,900 | 2306 SQ. FT. | 3BDR | 3BA Equity New Mexico (505) 291-0050 Jeannice Perry MLS # 884405 02/26 12:00PM-3:00PM

OPEN HOUSES

THIS FRIDAY - THURSDAY

- NORTHEAST HEIGHTS
 1429 MARRON CIRCLE NE
 \$265,000 | 2152 SQ. FT. | 3BDR | 2BA
 Myers & Myers Real Estate, Inc
 (505) 401-7500
 Maria Wolfram
 MLS # 884640
- 02/25 11:00AM-2:00PM

 NORTHEAST HEIGHTS
 10501 LAGRANGE PARK DRIVE NE
 \$135,000 | 1175 S0. FT. | 3BDR | 2BA
 Berkshire Hathaway Home Services
 New Mexico Properties
 (505) 798-6300 | Ryan C Lynch
- NORTHWEST HEIGHTS
 8515 BOUVARDIA AVENUE NW
 \$329,000 | 3497 SQ. FT. | 5BDR | 3BA
 Keller Williams Realty
 (505) 897-1100
 Will Beecher
 MLS # 879550
 02/25 1:00PM-3:00PM

MLS: 878828

MLS # 881781

02/25 11:00AM-1:00PM

- NORTHEAST HEIGHTS
 1823 FIELD DRIVE NE
 \$225,000 | 2701 SQ. FT. | 3BDR | 2BA
 Re/Max Select
 (505) 265-5111
 Aaron Burnett
 MLS # 881538
 02/25 11:00AM-1:00PM
- NORTHWEST HEIGHTS
 8032 KIBO DRIVE NW
 \$529,900 | 2866 SQ. FT. | 3BDR | 3BA
 Coldwell Banker Legacy
 (505) 898-2700
 John M Long
 MLS # 882046
 02/26 1:00PM-4:00PM
- NORTHWEST HEIGHTS
 4915 CALLE ESPANA NW
 \$324,990 | 1940 SQ. FT. | 3BDR | 2BA
 Pulte Homes of New Mexico
 (505) 761-9606
 Wade Messenger
 MLS # 875491
 02/25 1PM-4PM.02/26 1PM-4PM

- NORTHEAST HEIGHTS
 9709 APACHE AVENUE NE
 \$200,000 | 1577 SQ. FT. | 3BDR | 2BA
 Realty One of New Mexico
 (505) 883-9400
 Melinda J Dergregorian
 MLS # 881860
 02/25 12PM-3PM.02/26 1PM-3PM
- 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
 02/25 1PM-4PM,02/26 1PM-4PM
- NORTHWEST HEIGHTS
 4315 RANCHO REDONDO NW
 \$250,000 | 2298 SQ. FT. | 4BDR | 3BA
 Coldwell Banker Legacy
 (505) 898-2700
 Sylvia L Benavidez
 MLS # 877555
 02/26 1:00PM-4:00PM

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.

NORTHWEST HEIGHTS

New Mexico Properties

02/25 11:00AM-1:00PM

MLS # 882867

2320 ARROYO FALLS STREET NW

\$345,000 | 2777 SQ. FT. | 4BDR | 3BA

(505) 798-6300 | Gina Maes

Berkshire Hathaway Home Services

- NORTHEAST HEIGHTS NORTHEAST HEIGHTS 3713 TRACY NE 1813 MARTHA STREET NE \$189.900 | 1301 SQ, FT, | 3BDR | 2BA \$184.500 | 1625 SQ. FT. | 3BDR | 2BA Realty One of New Mexico Coldwell Banker Legacy (505) 883-9400 (505) 292-8900 Joseph LaMendola Charlene Rockwell MLS # 884099 MLS # 884543 02/25 12:00PM-4:00PM 02/26 1:00PM-3:00PM
- NORTHWEST HEIGHTS
 4601 MONTE FRIO DRIVE NW
 \$350,000 | 2219 SQ. FT. | 3BDR | 2BA
 Coldwell Banker Legacy
 (505) 292-8900
 John M Lopez
 MLS # 881540
 02/25 12PM-4PM,02/26 12PM-4PM
- NORTHWEST HEIGHTS
 7135 LAS NUTRIAS NW
 \$239,000 | 2570 SQ. FT. | 3BDR | 3BA
 Coldwell Banker Legacy
 (505) 898-2700
 Carol Sauder
 MLS # 881970
 02/25 1:00PM-3:00PM

114 LISTINGS

LOW: 112.5K **HIGH:** 925K

- NORTHEAST HEIGHTS
 1530 CLANCY DRIVE NE
 \$148,000 | 1000 SQ. FT. | 3BDR | 1BA
 Keller Williams Realty
 (505) 897-1100
 Amy S Garcia
 MLS # 877573
 02/25 1:00AM-3:00PM
- NORTHWEST HEIGHTS
 6364 CAMINO DE PAZ ROAD NW
 \$329,900 | 2305 SQ. FT. | 3BDR | 3BA
 Coldwell Banker Legacy
 (505) 892-1000
 Jazmin Paulino
 MLS # 882420
 02/24 12PM-2PM,02/26 1PM-4:PM

CONTINUED ON PAGE 16

Placitas with Panoramic Views

OPEN SUNDAY 1-4 PM

1 Cielo Norte, Placitas NM 87043

3 Bed | 3 Bath | Office 3,094 Sq Ft | 1 Acre

Reduced - \$499.000

Beautiful custom home with Sandia views. Home includes all appliances. HUGE BONUS to this great house, buy one to 3 additional acres for 25K an acre. Seller will consider Real Estate contract.









Sandy Levinson

www.HomesbySandyLevinson.com

Berkshire Hathaway HomeServices Cell: 505.977.3373 sandy@aquitatravel.com 1cielonorte.com





OPEN HOUSES

THIS FRIDAY - THURSDAY

NORTHWEST HEIGHTS
6923 KAYSER MILL ROAD NW
\$219,000 | 2365 SQ. FT. | 4BDR | 5BA
Coldwell Banker Legacy
(505) 293-3700

Coldwell Banker Legacy (505) 293-3700 Norm McBee MLS # 881201 02/26 2:00PM-4:30PM

PARADISE WEST
10500 BROOKVILLE STREET NW
\$274,989 | 2110 SQ. FT. | 4BDR | 3BA
Keller Williams Realty
(505) 271-8200
The Templeton Team
MLS # 882193
02/25 1:00PM-3:00PM

PARADISE WEST
9628 IRON ROCK DRIVE NW
\$225,000 | 1572 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 892-1000
Diana S Costales
MLS # 879938
02/26 12:30PM-4:00PM

NORTHWEST HEIGHTS
5629 WHEELWRIGHT NW
\$185,000 | 1661 SQ. FT. | 3BDR | 3BA
Coldwell Banker Legacy
(505) 292-8900
Silesha M Montano Naden
MLS # 884248
02/26 2:00PM-4:00PM

PARADISE WEST

10440 CALLE AVILA NW

\$273,500 | 2556 SQ. FT. | 4BDR | 3BA

Realty One of New Mexico

(505) 883-9400

Laura L Salls

MLS # 882940

02/26 1:00PM-3:00PM

PARADISE WEST
9516 CACHE CREEK DRIVE NW
\$225,000 | 1812 SQ. FT. | 3BDR | 2BA
Coldwell Banker Legacy
(505) 892-1000
Diane Diaz
MLS # 880044
02/24 4PM-6PM,02/25 12PM-2PM

NORTHWEST HEIGHTS
5816 PRAIRIE NIGHT LANE NW
\$154,900 | 1236 SQ. FT. | 3BDR | 2BA
Berkshire Hathaway HomeServices
Allstar, REALTORS(r)
(505) 994-8585 | Desiree Cosby
MLS # 882309
02/25 1:00PM-3:00PM

PARADISE WEST
9628 JACKS CREEK ROAD NW
\$260,000 | 2301 SQ. FT. | 5BDR | 3BA
Coldwell Banker Legacy
(505) 898-2700
Carol J Bouloy
MLS # 884899
02/26 2:00PM-4:00PM

PARADISE WEST
103 16 COUNTRY MANOR PLACE NW
\$204,900 | 1724 SQ. FT. | 4BDR | 2BA
Coldwell Banker Legacy
(505) 898-2700
John M Long
MLS # 884393
02/25 11AM-1PM.02/26 2PM-4PM

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.

PARADISE EAST

MLS # 883716

4515 BARRETT AVENUE NW

New Mexico Properties

02/26 1:00PM-4:00PM

PARADISE WEST

(505) 898-2700

02/26 1:00PM-4:00PM

Carol Sauder

MLS # 877766

10905 ESTRIBO STREET NW

Coldwell Banker Legacy

\$239,900 | 1773 SQ, FT, | 3BDR | 2BA

\$229.900 | 1934 SQ, FT, | 3BDR | 3BA

(505) 798-6300 | James V Pitts

Berkshire Hathaway Home Services

PARADISE EAST

4415 GLENCROFT AVENUE NW
\$236,000 | 1901 SQ. FT. | 3BDR | 2BA

Equity New Mexico
(505) 291-0050

Patricia White
MLS # 879858
02/25 12PM-3PM.02/26 12PM-3PM

PARADISE WEST
9624 SLICKROCK COURT NW
\$259,900 | 1960 SQ. FT. | 4BDR | 2BA
Coldwell Banker Legacy
(505) 898-2700
John M Long
MLS # 884805
02/26 11:00AM-2:00PM

PARADISE WEST
7501 BRECKENRIDGE ROAD NW
\$179,000 | 1440 SQ. FT. | 3BDR | 2BA
Q Realty, Inc
(505) 750-0059 | Valencia King
MLS # 884779
02/25 1:30PM-3:30PM,
02/26 1:30PM-3:30PM

114 LISTINGS LOW: 112.5K HIGH: 925K

PARADISE WEST
9519 IRON ROCK DRIVE NW
\$350,000 | 3020 SQ. FT. | 5BDR | 4BA
Coldwell Banker Legacy
(505) 293-3700
Sandi Pressley
MLS # 884121
02/26 2:00PM-4:00PM

PARADISE WEST

10015 CALLE BELLA NW
\$239,900 | 2180 SQ. FT. | 3BDR | 3BA
Keller Williams Realty
(505) 897-1100
Karsten & Associates
MLS # 880762
02/26 1:00PM-3:00PM

FEATURE YOURSELF OR YOUR HOUSES HERE, EVERY FRIDAY.

Contact Jorge Lopez 505.823.3393 or jalopez@abqjournal.com



4008 PASAJE PLACE NW Albuquerque, NM 87114

\$259,900

PARADISE EAST

4 BED / 3 BATH / 2,460 SQ. FT.
MELISSA MORENUS
REMAX ALLIANCE REALTORS
OFFICE: 505.298.9999 CELL: 505.620.5504

MLS# 878701



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



28 TIERRA MONTE NE Albuquerque, NM 87122 \$289,000

TIERRA MONTE

.99 ACRES LISA GUGGINO

REALTY ONE OF NEW MEXICO

MLS# 881777



9628 IRON ROCK NW Albuquerque, NM 87114

\$225,000

PARADISE WEST

3 BED / 2 BATH / 1,572 SQ. FT.
DIANA S. COSTALES
COLDWELL BANKER LEGACY

OFFICE: 505.892.1000 CELL: 505.363.5457

MLS# 879938

SOUTHWEST MLS PEN HOUSES

THIS FRIDAY - THURSDAY

- PLACITAS AREA 30 PLACITAS VISTA DE LA MONTANA ROAD \$534,900 | 3014 SQ. FT. | 3BDR | 3BA La Puerta Real Estate Serv LLC (505) 867-3388 Mindy Prokos MLS # 884966 02/26 2:00PM-4:00PM
- RIO RANCHO SOUTH 1529 VISTA DE COLINAS DRIVE SE \$329.000 | 2281 SQ, FT, | 3BDR | 3BA Berkshire Hathaway Home Services New Mexico Properties (505) 798-6300 | John Fernandez MLS # 879767 02/26 12:00PM-2:00PM
- SOUTHEAST HEIGHTS 11927 BLUE RIBBON ROAD SE \$265,000 | 1992 SQ. FT. | 4BDR | 3BA Coldwell Banker Legacy (505) 292-8900 Michael T Dunn MLS # 884919 02/26 1:00PM-3:00PM

- PI ΔCITΔS ΔRFΔ 2 MISTY MESA \$422,000 | 2037 SO, FT, | 3BDR | 3BA La Puerta Real Estate Serv LLC (505) 867-3388 Jennise A Phillips MLS # 873400 02/26 2:00PM-4:00PM
- SANDIA HEIGHTS 1053 RED OAKS LOOP NE \$850,000 | 4914 SQ. FT. | 5BDR | 4BA Coldwell Banker Legacy (505) 292-8900 Grea Lobbereat MLS # 884851 02/26 1:00PM-3:00PM
- SOUTHEAST HEIGHTS 741 CAGUA DRIVE SE \$145,000 | 1770 SQ. FT. | 3BDR | 2BA ERA Sellers & Buvers Real Estate (505) 296-1500 Gloria A Chavez MLS # 873495 02/26 12:00PM-3:00PM

- RIO RANCHO CENTRAL 3730 DESERT PINON DRIVE NE \$192,000 | 2183 SQ. FT. | 4BDR | 3BA **Enchanted Homes Realty** (505) 944-2490 Susan R Agostini MLS # 884656 02/26 1:00PM-4:00PM
- SANDIA HEIGHTS 7745 CEDAR CANYON ROAD NE \$379,000 | 2080 SQ, FT, | 3BDR | 2BA Re/Max Elite (505) 798-1000 Tracv L Denton MLS # 884769 02/26 1:00PM-3:00PM
- SOUTHEAST HEIGHTS 731 ALVARADO DRIVE SE \$132,500 | 1147 SQ. FT. | 3BDR | 2BA Keller Williams Realty (505) 271-8200 | Steven M Vigil MLS # 879924 02/25 2:00PM-4:00PM.02/26 12:00PM-2:00PM.02/26 2:00PM-4:00PM

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.

- RIO RANCHO CENTRAL 1302 ASPEN MEADOWS DRIVE NE \$189,000 | 1988 SQ. FT. | 3BDR | 3BA Coldwell Banker Legacy (505) 892-1000 Diana S Costales MLS # 881951 02/26 1:00PM-4:00PM
- SANDIA HEIGHTS 2141 COYOTE WILLOW AVENUE NE \$285,000 | 1611 SQ. FT. | 3BDR | 2BA Home Authority (505) 898-9000 John R Sabourin MIS#883332 02/25 9:30AM-12:00PM
- SOUTHWEST HEIGHTS 7109 ALICANTE AVENUE SW \$279,990 | 2647 SQ. FT. | 3BDR | 3BA Keller Williams Realty (505) 897-1100 Gerald Gabel MLS # 881974 02/26 1:00PM-4:00PM

RIO RANCHO MID 2013 MIM COURT NE \$299,900 | 2275 SQ. FT. | 3BDR | 2BA Keller Williams Realty (505) 897-1100 Karsten & Associates

- MLS # 881295 02/25 1:00PM-3:00PM
- SE EDGEWOOD 14 MELROSE PLACE \$149,900 | 1456 SQ. FT. | 3BDR | 2BA Keller Williams Realty (505) 897-1100 Karsten & Associates MLS # 884737 02/25 2:00PM-4:00PM

114 LISTINGS LOW: 112.5K **HIGH: 925K**

RIO RANCHO NORTH

- 4962 KOKOPELLI DRIVE NE \$160,000 | 1600 SQ. FT. | 4BDR | 2BA Realty One of New Mexico (505) 883-9400 NM Home Team MLS # 884839 02/25 12PM-3PM,02/26 12PM-3PM
- SOUTH 217 38 LOS CHAVEZ AVENUE \$135,900 | 1664 SQ. FT. | 3BDR | 2BA Keller Williams Realty (505) 897-1100 Karsten & Associates MLS # 884747 02/25 11:00AM-1:00PM

CONTINUED ON PAGE 18



1302 ASPEN MEADOWS RIO RANCHO. NM 87144 \$189,000 RIO RANCHO CENTRAL

3 BED / 2.5 BATH / 1.988 SQ. FT. DIANA S. COSTALES

COLDWELL BANKER LEGACY OFFICE: 505.892.1000 CELL: 505.363.5457

MLS# 881951



9000 ALAMEDA BLVD NE **ABUQUERQUE. 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



65 WIND NW **ALBUQUERQUE, NM 87120** \$399,900 LA LUZ DEL SOL

3 BED / 3 BATH / 1.954 SO. FT. MISSY ASHCRAFT KELLER WILLIAMS **OFFICE**: 505.271.8200 **CELL**: 505.362.6823

MLS# 857823



2527 STIEGLITZ AVENUE SE **ALBUQUERQUE. NM 87 106** \$300,000

MESA DEL SOL

3 BED / 3 BATH / 2.405 SO. FT. JACLYN STATON KELLER WILLIAMS REALTY

OFFICE: 505.271.8200 CELL: 505.331.6949

MLS# 881978

Albuquerque Iournal **HS 18**

UNM

1917 RICHMOND NE

(505) 897-1100

MLS # 884894

MLS # 884991

02/26 2:00PM-5:00PM

Keller Williams Realty

Karsten & Associates

\$350.000 | 2940 SQ, FT, | 4BDR | 2BA

SOUTHWEST MLS PEN HOUSES

THIS FRIDAY - THURSDAY

SOUTHWEST HEIGHTS **544 94TH STREET SW** \$173.500 | 2011 SQ, FT, | 3BDR | 3BA Century 21 Unica Real Estate (505) 293-8400 Anglada Olguin Team MLS # 882978 02/25 1:00PM-3:00PM

HTUO2 MNU

MLS # 880923

W LOS LUNAS

4820 SOUTHERN AVENUE SE

New Mexico Properties

02/26 1:00PM-4:00PM

2670 SCARLET SAGE ROAD SW

\$249.900 | 1386 SQ, FT, | 3BDR | 2BA

Berkshire Hathaway Home Services

(505) 798-6300 | John Fernandez

SOUTHWEST HEIGHTS 1225 DEL MONTE TRAIL SW \$159,900 | 1420 SQ, FT, | 3BDR | 2BA Keller Williams Realty (505) 897-1100 Karsten & Associates MLS # 884279 02/25 1:00PM-3:00PM

HTUO2 MNU

706 QUINCY STREET SE

(505) 292-8900

Michael T Dunn

02/25 1:00PM-3:00PM

20 WESTERN SADDLE DRIVE

\$597,000 | 4978 SQ. FT. | 5BDR | 4BA

ZUZAX, TIJERAS

RE/MAX PROS

(505) 281-7767

Yolanda Truiillo

MLS # 879007

MLS # 879875

Coldwell Banker Legacy

\$199,900 | 1285 SQ, FT, | 3BDR | 2BA

SOUTHWEST HEIGHTS 7408 ROCKWOOD ROAD SW \$135,000 | 1050 SQ, FT, | 3BDR | 2BA Sunrise Realty LLC (505) 480-2633 Tiffany L Degraffenreid MLS # 882043 02/25 1:00PM-3:00PM

UPTOWN **3712 ANDREW DRIVE NE** \$289.900 | 2417 SQ, FT, | 4BDR | 3BA Keller Williams Realty (505) 271-8200 Carrie Traub & Associates

ZUZAX, TIJERAS 35 BOLIVAR LOOP \$459,750 | 3039 SQ. FT. | 4BDR | 2BA AJ Yarbrough Realty (505) 328-0044

MLS # 884650

A.J. Yarbrough

02/26 2:00PM-5:00PM

MLS # 882030

02/25 10:00AM-12:00PM

02/26 2:00PM-4:00PM 02/25 12:00PM-2:00PM UPTOWN **5204 CHEROKEE ROAD NE** \$165,000 | 1100 SQ. FT. | 3BDR | 2BA Excalibur (505) 450-6200 Jeff Piper

OPEN HOUSE LISTING INFORMATION WAS DERIVED FROM THE SOUTHWEST MULTIPLE LISTING SERVICE

INFORMATION IS ACCURATE, BUT NOT GUARANTEED.

PROPERTIES (SWMLS) AS OF 5PM ON TUESDAY.

ZUZAX, TIJERAS 124 GUTIERREZ CANYON ROAD \$275,000 | 2300 SQ. FT. | 4BDR | 3BA METROPLEX Realty, Inc. (505) 504-7777 Craig M Sadberry MLS # 884635 02/26 1:00PM-3:00PM

UNM SOUTH UNM SOUTH 224 HERMOSA DRIVE SE 720 TRUMAN STREET SE \$410,000 | 3500 SQ, FT, | 5BDR | 3BA \$265,000 | 1850 SQ, FT, | 3BDR | 3BA Re/Max Advantage Keller Williams Realty (505) 452-1506 (505) 897-1100 ROC Real Estate Partners Deanna Dopslaf MLS # 883394 MLS # 883891

114 LISTINGS

LOW: 112.5K

HIGH: 925K

02/25 10:00AM-12:00PM

SANTE FE MLS CONTINUED ON

\$195,000 | 1828 SQ. FT. | 3BDR | 2BA Coldwell Banker Legacy (505) 292-8900 Silesha M Montano Naden MLS # 882347 02/25 2:00PM-4:00PM

02/26 1:00PM-3:30PM

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



509 ROHAN RD NW ALBUQUERQUE. NM 87114

\$699,000

NORTH VALLEY

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4 BED / 3 BATH / 3.271 SQ. FT. PHYLLIS AND ROBERT BOVERIE 24K REAL ESTATE GROUP **OFFICE:** 505.292.2424 CELL: 505.401.3881

MLS# 883800

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SANTA FE MLS THIS FRIDAY - THURSDAY **PEN HOUSES**

AIRPORT ROAD AREA 6755 CAMINO ROJO \$272,000 | 1846 SQ. FT. | 3BDR | 3BA Redfin Corporation

505-690-2416 Michael Estrada

MLS # 201700669 02/26 1:00PM-3:00PM

SF CITY LIMITS NW **608 AVENIDA VILLAHERMOSA** \$380,000 | 1555 SQ. FT. | 2BDR | 3BA Coldwell Banker Trails West 505-988-7285

Jonnalyn Grover MLS # 201605428

02/26 1:00PM-4:00PM

SF CITY SE NORTH 1529 CALLE PRECIOSA \$549,000 | 1983 SQ. FT. | 3BDR | 2BA Keller Williams 505-983-5151 | Aaron Borrego MLS # 201601979 02/25 12PM-4PM.02/26 12PM-

4PM.02/27 10AM-5PM.02/28 10AM-5PM

910 CAMINO SIERRA VISTA \$250,000 | 1176 SQ. FT. | 2BDR | 1BA Varela Real Estate. Inc.

505-982-2525 Daniel Marshall MLS # 201700452 02/26 1:00PM-3:00PM

SF CITY LIMITS NW 1658 PLACITA DE LUNA \$455,000 | 1671 SQ. FT. | 3BDR | 2BA Realty One of Santa Fe 505-490-4151 Suzanne Archuleta

MLS # 201604880 02/26 11:30AM-3:30PM

SF CITY SE NORTH **415 CALLE BONITA** \$611,000 | 2168 SQ, FT, | 3BDR | 2BA Keller Williams 505-983-5151 | Aaron Borrego MLS # 201604155 02/25 12PM-4PM.02/26 12PM-

4PM.02/27 10AM-5PM.02/28 10AM-5PM

SF CITY LIMITS NE **428 VERA DRIVE** \$475,000 | 2740 SQ. FT. | 4BDR | 3BA Santa Fe Properties 505-982-4466 Warren Berg MLS # 201604194

02/26 2:00PM-4:00PM

SF CITY SE NORTH 1500 CALLE PRECIOSA \$475,000 | 1376 SQ. FT. | 3BDR | 2BA Keller Williams 505-983-5151 | Aaron Borrego MLS # 201604191 02/25 12PM-4PM.02/26 12PM-4PM,02/27 10AM-5PM,02/28 10AM-5PM

SF CITY SE NORTH 205 DELGADO ST. \$949.000 | SQ. FT. | 1BDR | 1BA Berkshire Hathaway HomeService 505-982-0330 Patrick Walker MLS # 201605001 02/26 1:00PM-3:00PM



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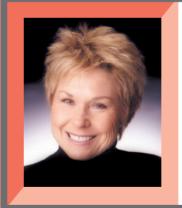


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