



# Kendra's Real Estate Update

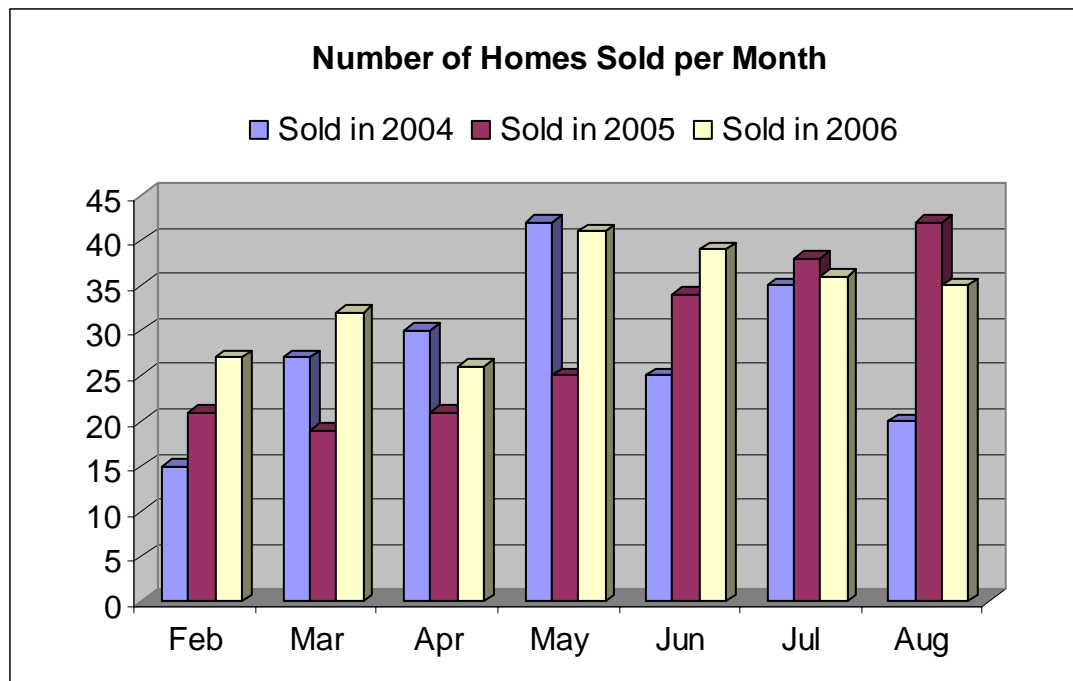
Issue 9 - August 2006

Dear Clients and Friends,

It's been a busy summer in Los Alamos real estate! This issue includes a personal announcement along with the usual dose of market research and information. As we approach the final quarter of the year our market is active, but a bit softer than in years past. Preparation, Pricing and Patience are key factors for both buyers and sellers! I apologize that this issue of the newsletter is arriving a bit behind schedule but as my grandmother used to say—

better late than never! I hope you agree.

## Just The Facts...



This graph shows the number of homes sold per month between February and August for 2004, 2005, and 2006. You can see that in most cases, the number of sales in 2006 are meeting or exceeding the number of sales in 2004 and 2005. The number of homes currently for sale as of September 1, 2006 is 168. This level of inventory is higher than market conditions in 2002 and 2003, but it is quite consistent with market conditions from 2004 through the present.

*Based on information from the Santa Fe Association of REALTORS MLS. Neither the association nor its MLS guarantees its accuracy. Data may not reflect all real estate activity in the market.*

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## Good News & Sad News...

Congratulations are in order for Kendra Ruminer-Shunk and her husband Devin Shunk. Kendra and Devin are the proud parents of a handsome, healthy baby boy!

Braden Patrick Shunk was born on June 3, 2006. Braden and big sister Mattie are pictured here.



This is certainly happy news for the Shunk Family, but the sad news is that Kendra has decided to stay home with Mattie and Braden and will not be returning to RE/MAX in the immediate future. Everyone at RE/MAX is hoping that she will return when the time is right for her and her family.

Please join me in wishing the Shunk family all the best. You can reach Kendra via e-mail to offer your well wishes at: [kendrarum@yahoo.com](mailto:kendrarum@yahoo.com)

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## Keep Los Alamos Beautiful—Code Enforcement

Have you ever been frustrated by the unpleasant appearance of a neighbor's yard? Does it contain seriously overgrown weeds, an excessive amount of trash, a questionable outbuilding or structure, or inoperable vehicles? Help is available.

Los Alamos County follows a municipal code that addresses these issues. The code is designed to protect the health, safety and property values of Los Alamos residents. You can review the code yourself by visiting the County web page at <http://www.lac.nm.us/> Click on the "Municipal Code" link. Most of the information you're looking for will be in Chapters 16 and 18.

The Los Alamos County Code Enforcement office investigates potential Municipal Code violations and takes steps to bring offenders into compliance. The goal of code enforcement is compliance, not punishment.

Any resident may file a complaint. You may remain anonymous; however, the complaint itself can become a public record. If you would like to discuss your concerns or make a complaint, you can contact:

Marshall Smith

[smithm@lac.losalamos.nm.us](mailto:smithm@lac.losalamos.nm.us)

662-8054

Marshall will investigate the claim, take digital photos of the site, and send a courtesy notice to the offender if he determines that they are out of compliance. If after 14 days the offender has not corrected the problem, an official violation letter will be sent. If another 14 days passes without compliance, the County Attorney's office is notified so that they may take legal action.

Please be considerate of your neighbors and show pride of ownership in your own home by following



## Price It Right!

When selling your home, selecting an appropriate asking price is a critical success factor. Price it low and you lose money. Price it high and you also lose money. How can both be true?

Los Alamos County home sale data for the last 12 months shows that when a house is priced appropriately for current market conditions, it ultimately sells for a higher price than if it was overpriced to begin with (98% of asking price vs. 96%).

In addition, a well-priced home will sell faster than the current market average of 120 days. The longer it takes to sell your home, the larger your carrying costs—additional mortgage payments, property taxes, utilities and maintenance. And don't forget the stress of keeping it clean and rearranging your schedule around unpredictable showing appointments.

Many clients ask "What is the harm of overpricing the house? If someone really likes it, they'll make me an offer!" Theoretically, that's true. In practice, it's not.

When a house is significantly overpriced, an active buyer and an experienced Realtor will know it. They

compare it to the multiple competing properties on the market, and they can't find one reason why yours should be worth significantly more. Put yourself in their shoes:

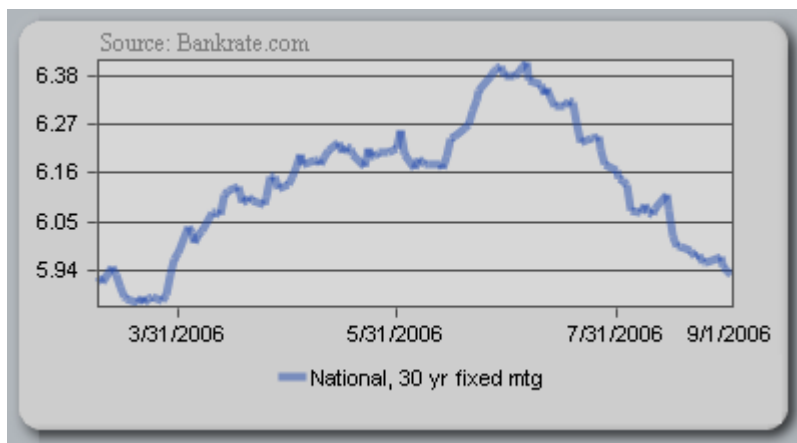
1. They have other options. Your home is not the only property for sale for sale in town. In fact, it's one of over 165 for sale at this very moment.
2. They don't want to enter into negotiations with sellers that they perceive to be unreasonable or unrealistic. Negotiations start with price, and continue after the home inspection is complete. Buyers won't invest time and energy in a process they feel is unlikely to have a happy ending.

When a Realtor suggests an asking price for your home, we base the number on recent sales of comparable properties as an appraiser would. We also use our intimate knowledge of current market conditions, which an appraiser cannot know. This knowledge comes from many hours spent each week showing homes to active, qualified buyers—the ones with the open checkbooks!

## Mortgage Corner

The following information about national mortgage rates and trends is courtesy of Bankrate.com

Mortgage Rates as of 9/4/06			
30 Yr Fixed Mtg	15 Yr Fixed Mtg	5/1 ARM	30 Yr Jumbo
5.93%	5.65%	5.62%	6.22%





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**Working hard to make your real estate experience worry-free.**  
**Please call for all of your real estate needs — I'm never too busy to assist you or your friends!**

TO:

**FEATURED PROPERTY**

**2997 Nickel Street—\$349,000**

5 Bedrooms

3 Baths

2584 square feet

.27 acres

**A Very Pleasant Surprise!**



This single family home is a beautifully converted duplex. It sits on a fully fenced canyon lot with wonderful privacy and views. The home is light, bright, and in move-in condition with spaces for everyone.

The large open kitchen, living and dining areas are located on the main level along with a bath and the large laundry/mudroom. Five bedrooms and two baths are all located upstairs. Just about everything has been updated in the past 5 years – kitchen, baths, windows, flooring, lighting, electrical, plumbing, furnaces, water heaters, and much more.

Extras include ceiling fans, wiring for surround-sound, back yard storage sheds, a power supply for a hot tub off the back patio, a fun tree house, and two off-street parking spaces. There is room to build a single car garage or carport on the east side of the home. Walking distance to Los Alamos High School.

Please call for more information or to arrange a private showing!