



Kendra's Real Estate Update

Issue I—February 2004

Dear Clients and Friends,

Thanks to your business and referrals, 2003 was a wonderful year. The RE/MAX Southwest Region Awards Banquet was recently held in Scottsdale, Arizona. I was proud to accept a Platinum Club award and an award for being the #6 top producing individual RE/MAX agent in New Mexico. Thank you for making that happen!

I hope you enjoy the first edition of this newsletter. It will be published three times each year to provide you with information about market trends, mortgage rates, helpful hints for home maintenance, recommendations for reliable contractors and more.

-Kendra

Helpful Hints—Carpet Care

Pre-cleaning: Sweep the carpet, which will make the nap stand up and loosen the imbedded dirt. Next vacuum, then shampoo.

To neutralize odors: Borax and cornmeal. Sprinkle the carpet with a mixture of 1 cup Borax and 2 cups cornmeal. Let this mixture stand for an hour before vacuuming.

Carpet freshener: Combine 3/4 cup baking soda, 2 tbs. corn starch, and 1/4 cup perfumed talcum powder. Sprinkle on dry carpet, let stand 5 to 15 minutes, then vacuum.

Stain removal: Clean up spills as fast as you can. Blot or scrape up as much of the spill as

possible, blotting from the outside toward the center.

Dents and depressions: (From furniture or heavy objects.) Shift location of furniture from time to time. Brush the dented area, or use a grooming tool to loosen and stand-up the mashed tufts. Using a steam iron, steam the dented area lightly and brush up the tufts with your fingertips. **Do not** let iron touch the carpet. Hold the iron 2-3 inches above the carpet. (For carpets containing acrylic or mod-acrylic, use the warm setting on a hair dryer, as steam may melt the fibers.)



Kids Corner

Morgan Dooley is working hard to keep the carpets in her new house clean. Morgan is very helpful, but for a truly professional job, see our Contractor's Corner highlighting Paragon Carpet Cleaners...

Talking Shop—Sales Price Disclosure Law

New for 2004 is the New Mexico Sales Price Disclosure Law. This law requires disclosure of sales prices on residential properties to county officials. The data will not be available to the public.

This law is important because sale price data will be taken into consideration by tax assessors when determining property taxes. As many of you may have noticed on your own property tax bill, the assessed value of many Los Alamos homes is far below the market value, resulting in relatively low property taxes. For the most part, new construction or homes

that have had major additions or remodels are the only homes with assessed values near their true market values.

The new form that is required by this law is the Real Property Transfer Declaration Affidavit. If the document is not filed within 30 days of the clerk's record of the sale, buyers and sellers face fines and legal penalties. If a home purchase or sale is in your future, the title company agent and I will assist you in completing and filing this form.

Buy, Sell or Hold

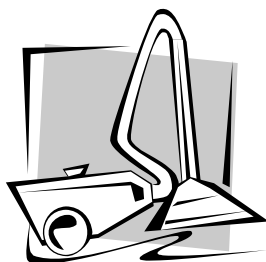
If **buying** a home has crossed your mind, you can look forward to an increasing number of homes coming up for sale in the spring months. Maybe you've been thinking about upgrading? There are some wonderful new construction options to explore. Buying investment property is another consideration. So, why buy sooner than later? First, competition amongst buyers is typically not as great in the spring as it is in the summer. Second, mortgage rates are currently very low, which is a condition that may not last (See Mortgage Corner). Finally, if you're a first time buyer, don't forget that there are substantial income tax savings available to homeowners through deduction of mortgage interest. Why not invest in yourself and your future and stop paying the high cost of rent in Los Alamos?

If **selling** is on your mind, the good news for you is that property values are as strong as ever. Buyers are anxious to see new selections come on the market after a traditionally slow winter. Now's the time to get your home spruced up and ready to go. Clean the garage, sort through the closets, tidy up the yard and consider having the carpets cleaned. If you are ready to sell, it would be my pleasure to meet with you and provide more tips on preparing your home for sale. I'll also prepare a market analysis to help you determine what your home is worth.

If you're inclined to **hold** on the purchase or sale of a home at this time, just know that I'm here to help whenever you're ready!

Contractor Corner—Paragon Carpet Cleaners

Paragon Carpet Cleaners is a family-owned Los Alamos business. They are a Bane-Clene® Systems certified company with experience in commercial, residential, and apartment carpet cleaning as well as tile floor maintenance. They work hard to make your home a healthy, clean place to live. Please feel free to give them a call for all of your carpet cleaning needs. Owner, Jacob Eggert can be reached by cell phone at 500-0259, or 661-8211.



Did You Know?—Los Alamos Canyon Bridge

Taken from http://www.pieceoftheblock.com/New_Mexico_pages/Bridges_Los_Alamos.htm

One of the largest and most impressive bridge structures in the state is the steel arch bridge over Los Alamos Canyon. This bridge connects Los Alamos National Laboratory technical areas with residences and businesses located at Los Alamos town site. Prior to its construction, the technical areas were reached by way of a looping road which dropped down into Los Alamos Canyon and then back up to the other side. This road was both inconvenient and dangerous due to the steep grades. Under the leadership of Carroll Tyler, Atomic Energy Commission manager of the Laboratory, funds were obtained and the bridge across the canyon was com-

pleted in 1951.

The Los Alamos Canyon Bridge is 820 feet in length and consists of a 442.5-foot arch span and six other spans of 62 feet each. At its center point, the bridge is 180 feet above the canyon floor. The bridge is constructed of steel box beams and has a concrete deck which now carries four traffic lanes and a sidewalk.

The designer of the bridge was Finney and Turnipseed of Topeka, Kansas. The bridge was fabricated by the American Bridge Company and erected by Vinson Construction Company of Phoenix, Arizona, at a cost of \$850,000.



Professional Designations—Alphabet Soup

Real estate agents can take courses and sit for qualifying exams to earn professional designations. These programs are designed to expand our depth of knowledge. To serve you better, I've completed the following programs:

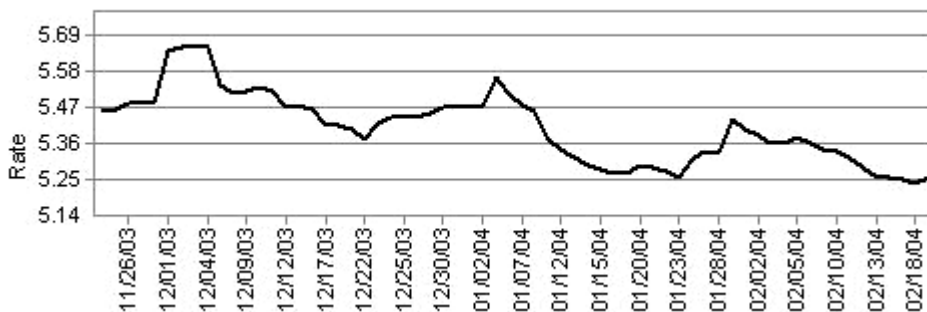
- ABR (Accredited Buyer's Representative) - for agents who wish to enhance their buyer representation skills and service the special needs of buyers.
- SRES (Senior Real Estate Specialist) - training to meet the special needs and concerns of maturing Americans including major financial and lifestyle transitions involved in relocating, refinancing, or selling the family home.
- CLHMS (Certified Luxury Home Marketing Specialist) - I will complete this course in March.



Mortgage Corner

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

30-Yr Fixed Mtg Rate Trend



	Current Mortgage Rates		
	2-20-04	+/-	Last Week
30 Yr Fixed Mtg	5.26%	▼	5.29%
15 Yr Fixed Mtg	4.55%	▼	4.57%
5/1 ARM	4.00%	▼	4.03%
30 Yr Jumbo	5.49%	▼	5.53%



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**We're working hard to make your real estate experience worry-free.
Please call us for all of your real estate needs—we're never too busy to assist you or your friends!**

TO:

FEATURED PROPERTY

13 High Road Jemez Springs, NM—\$372,000

4 Bedrooms 2.5 Baths 2 Car Garage 2280 square feet 1.47 acres



- Gracious home on exceptionally private lot bordering forest service land. Nearly New, built in 2001 by Redondo Builders.
- Large eat-in kitchen with island. Under mounted cabinet/countertop lighting, and gourmet appliances.
- Formal dining room, living room and sun-room.
- Pergo laminate wood grain flooring in kitchen, carpet in bedrooms and living room vinyl in bathrooms and laundry room.