



# Kendra's Real Estate Update

Issue 4 - February 2005

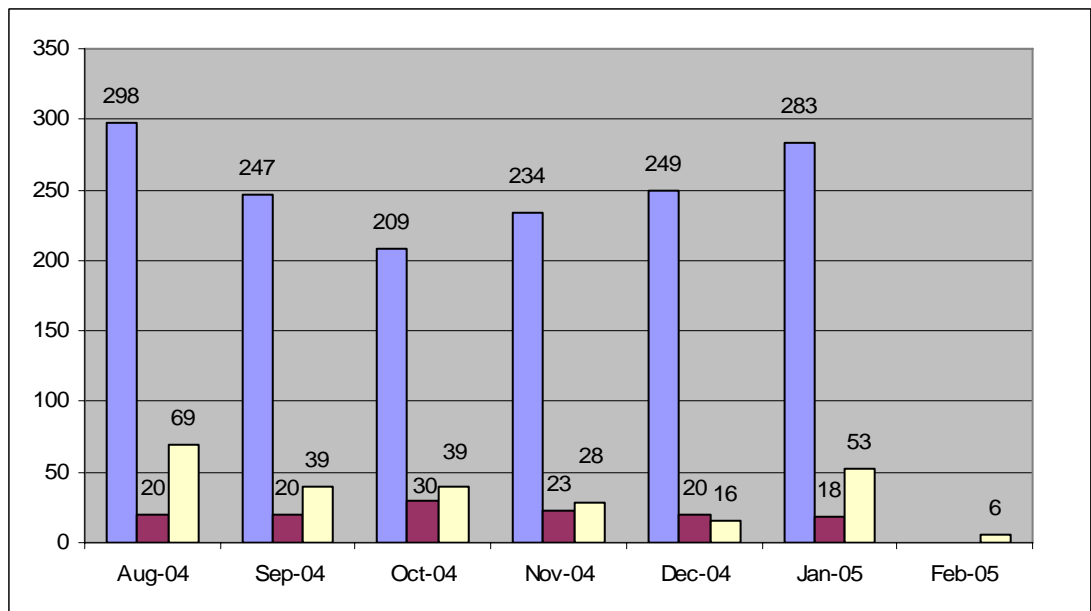
Dear Clients and Friends,

We publish our newsletter each February, May and August, so 6 months have passed since our last mailing! The real estate market continued to be a bit sleepy through the late fall but seems to be picking up again. We've seen strong listing and selling activity since the week after Christmas. This issue of the newsletter will focus on recent market data to get you caught up on what's happening. Enjoy!

## Just The Facts...

So what has been going on in the market since August 2004? Here's a look at the data through February 5, 2005...

*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.*



- # of times RE/MAX listings were shown
- Homes sold in Los Alamos and White Rock
- New listings in Los Alamos and White Rock

## Buy, Sell or Hold

The Los Alamos housing market experienced a slow-down just after mid-July when events at LANL raised consumer concerns. Spring appears to be picking up quite respectably...

	As of 2/5/05
Homes Newly Listed for Sale in February	6
Homes Active on Market	159
Homes Pending Sale	27
Homes Under Contract	11
Homes Sold/Closed in February	1

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Realtors use the terms “Active,” “Pending,” “Under Contract,” and “Closed” quite frequently. In case you’ve wondered what the jargon means, here are some definitions:

**Active**—the home actively for sale and no offers have been accepted to date.

**Pending**—an offer has been accepted, but contingencies on the sale remain. Common examples of contingencies include home inspections, pest inspections and final approval of the buyer’s financing. In Los Alamos it is relatively rare for a home to go “Pending” and not successfully progress to “Under Contract” status and eventually “Close”.

**Under Contract**—at this point in the transaction, all contingencies on the sale have been removed. From the time that a home goes

“Under Contract” to the time of final sale, buyers and sellers are just waiting for closing day.

**Closed**—all necessary documents have been signed and filed, money has changed hands, the sellers relinquish ownership, and the buyers officially own the home. The home is sold!

If you are ready to **buy**, now is a great time. Interest rates remain quite low and sellers remain motivated.

If you are ready to **sell**, it would be my pleasure to meet with you, present a market analysis to determine the current market value of your home, and present a marketing plan.

If you prefer to **hold**, just know that we are here to help when you’re ready to make a move!

## Thank You!

Toward the end of 2004 the Los Alamos Monitor conducted a survey and presented “Reader’s Choice Awards” to recognize your favorite local businesses. We want to thank everyone who participated in this survey as we provide the list of winners to our clients that are new to Los Alamos as a guide to the best that Los Alamos has to offer. Furthermore, we are proud to be a part of RE/MAX of Los Alamos—your choice for #1 Real Estate Company. Most of all we want to thank you for voting Kendra & Kendra as your #1 Realtor team! We love our work, our community and our clients so this is an extra special honor. Thanks again!



## Remodeling & Additions...

Are your kitchen appliances Avocado Green or Harvest Gold? Does any room of your house feature flocked or foil wallpaper? Have you been dreaming of a new deck where a pile of dirt and weeds have made a permanent home? If you've answered yes to any of these questions, read on to learn why updating your home is a great idea...

**Your home is probably your single biggest investment.** In order to preserve and increase its value over time, not only do you need to maintain it and keep it in good repair, you should make efforts to keep it up to date. More and more new construction is available in Los Alamos in subdivisions like Quemazon, Pinon Trails, and burned area rebuilds. To compete with these fresh faces, periodically you must make an investment to update your own home.

**You spend a lot of time at home and you should enjoy it!** Wouldn't it thrill you to have functional office space or an organized craft room? Would you cook and entertain more if you had a great kitchen? Are you fully enjoying our fantastic climate with outdoor living space that allows you to dine al fresco? Would a new master bathroom make you feel like you had ac-

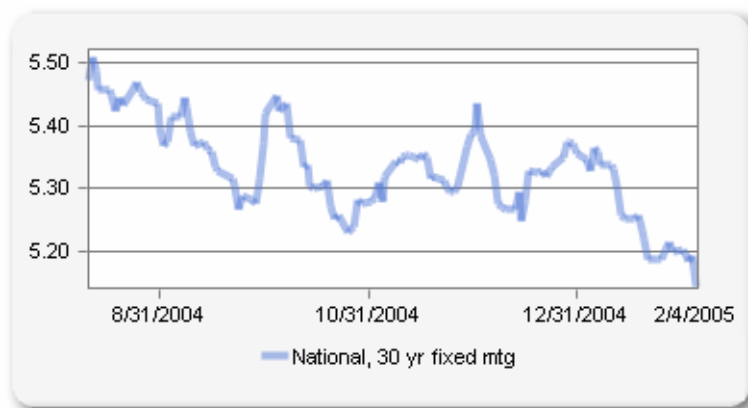
cess to a spa right at home?

**Learn more about remodeling costs and benefits.** For over 16 years *Remodeling* magazine, published by Hanley-Wood LLC, prepares the "Cost vs. Value Report". This report discusses various home remodeling and addition projects, their cost, and their estimated value at resale at a regional and national level. Resale values are determined in conjunction with the National Association of Realtors. Nationally, kitchen and bathroom additions and remodels are at the top of the list along with converting attic space to a new bedroom and bath. New siding, windows and decks are not only cost effective at resale, but they add comfort and savings through improved energy efficiency. For a reprint of the 2004 report, please call me. I'll be happy to send it to you!

## Mortgage Corner

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

Mortgage Rates as of 2/5/05			
30 Yr Fixed Mtg	15 Yr Fixed Mtg	5/1 ARM	30 Yr Jumbo
5.19%	4.74%	4.52%	5.46%





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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

112 Grand Canyon—\$335,000

**4 Bedrooms    2.5 Baths    2 Car Garage    2438 square feet    .26 acres**

**Wonderful living spaces, lovely landscaping,  
and loads of storage!**



Recent updates include carpet, tile, blinds, exterior siding and gutters, front and back sprinkler system, dishwasher and stove. The oversized heated garage has loads of storage, extra-tall overhead doors, and a keypad entry system.

The landscaping is a dream - lush lawn, fruit trees, irises, lilies, tulips, roses and landscape lighting. The private back yard features a wonderful patio for entertaining, a storage shed, and child's playhouse.

Extra touches include arched doorways, a fireplace in the family room, and hardwood floors in the living room. The south facing driveway and RV parking are added bonuses.

Please call for an appointment!