



Kendra's Real Estate Update

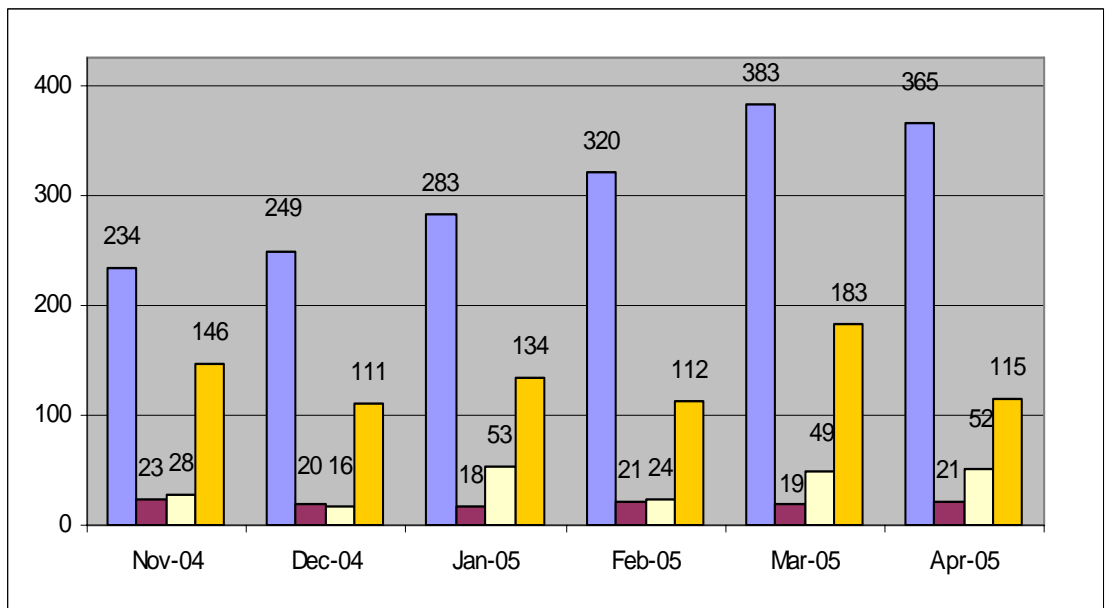
Issue 5 - May 2005

Dear Clients and Friends,

In this issue we focus on data that defines current Los Alamos real estate market conditions. In summary, home showing activity is up, but prices have been coming down. In addition, sellers are more plentiful than buyers at this time. It seems that the uncertainty at LANL continues to dictate market conditions. Don't forget that all market conditions present opportunities. Keep your eyes on the internet and the Sunday paper to see what's out there. Let us know if you'd like to take a closer look at a property as a primary residence or an investment.

-Kendra

Just The Facts...



■ # of times RE/MAX listings were shown
 ■ New Listings in Los Alamos and White Rock
■ Homes Sold in Los Alamos and White Rock
 ■ For Homes Sold, Days on Market Until Sold

	Jan-05	Feb-05	Mar-05	Apr-05
Number of Price Reductions	30	22	28	33
Average Price Reduction	7%	6%	8%	5%

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.

Buy, Sell or Hold

The chart on our cover page shows market data through April 2005. Here's a look at how things are going so far in May...

Los Alamos/White Rock	5/1/05—5/10/05
Homes Newly Listed for Sale in May	15
Homes Active on Market	187
Homes Pending Sale	29
Homes Under Contract	12
Homes Sold/Closed in May	2

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.

If you are wary of buying a home in this market because you won't make as much profit as you'd hoped when you sell your current home, please keep in mind that the only way you can sell high and buy low is if you are coming from *outside* our market area. In other words, renters and relocating families, rejoice! Sellers, don't sweat it. If you're staying in town, selling low also means buying low!

If you are ready to **buy**, now is a great time! Interest rates are inching up slowly and are predicted to continue in that direction in future months. For now they remain low. It may be

time to take advantage of that position before it changes for the worse.

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. A soft market calls for a hard-working marketing plan and expert advice about pricing and preparing your home for sale so that it stands out compared to the competition.

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

Just Married!

On April 2, 2005 our very own Kendra Ruminer was married to Devin Shunk. Friends and family attended the ceremony and joined in the beautiful reception that followed. The weather was perfect, the bride was beautiful, and Kendra's father had everyone in tears when he gave his toast to the bride and groom. After a honeymoon week in Hawaii, Kendra, Devin and Mattie are settling down in their new home in White Rock. Congratulations and a lifetime of health and happiness to Mrs. Kendra Ruminer-Shunk and family!



Building Permits

When making home improvements, please don't forget to investigate the issue of building permits. Permits are very important for safety and compliance reasons. When it comes time to sell your home, a standard Property Disclosure Form will ask if you have obtained all necessary permits for work done to your home. We hope the answer will be yes!

Building permits are issued by the Los Alamos County Community Development Department. In accordance with the Los Alamos County Code, no building or structure regulated by this Code shall be erected, constructed, enlarged, altered, repaired, moved, improved, removed, converted, or demolished unless a separate permit for each building or structure has been obtained first.

Most building permit applications will require a recent survey of the lot or site showing the location of all the utilities. To obtain free utility locates, please call NM One Call at (800) 321-2537.

Express building permits are used primarily for residential fences, sheds, re-roofs, new roof struc-

tures (i.e. flat to pitched), siding/stucco, detached garages & carports, interior remodels and decks/patios/sunrooms. Express permits take approximately five business days to process.

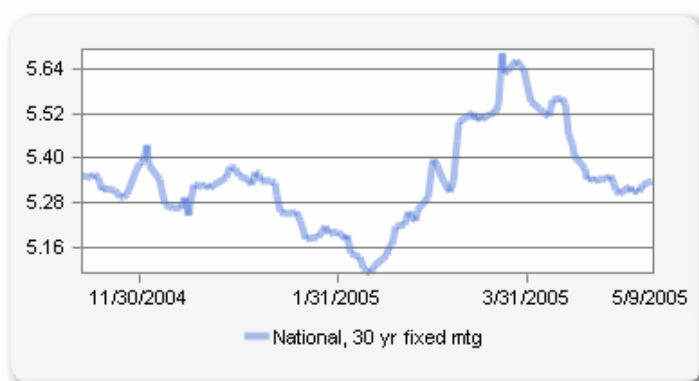
Regular residential building permits are required for new construction, remodels or additions. Residential building permits usually take fifteen business days to process.

The Community Development office is located upstairs in the County's Annex building at 901 Trinity Drive - across from Del Norte Credit Union. You can visit their website at www.lac-nm.us or call them at (505) 662-8120 for more information.

Mortgage Corner

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

Mortgage Rates as of 5/10/05			
30 Yr Fixed Mtg	15 Yr Fixed Mtg	5/1 ARM	30 Yr Jumbo
5.34%	4.93%	4.70%	5.63%





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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

2385 48th Street—\$550,000

3 Bedrooms 4 Baths Oversized 2-Car Garage 3554 square feet .23 acres

Custom & Contemporary!



Warm open spaces and curves set the style. Beautiful accents such as distinctive lighting, custom tilework, glass block, wood-cased windows, skylights, built-ins and decks make this home extra special. The floor plan offers space for your family, guests, and hobbies. The master suite sitting room could easily become a 4th bedroom. The designer kitchen is a pleasure for cooking and entertaining. The master bath is flooded with natural light. An added bonus is that the front of the home faces east with breathtaking Sangre de Cristo Mountain views. The back faces west, bordering on open space.

For all the amenities you dream of at a price you can't beat, please call for an appointment!