



REAL ESTATE TODAY

For the GREATER ALBUQUERQUE AREA

TO RE- or NOT TO RE- (MODEL THAT IS) by Barbara Madaras

With home values in most markets appreciating at a steady rate and stock values swinging wildly, mostly in a southward direction, it's no wonder many Americans are looking to real estate as a safe haven for their money. Naturally, many buyers and sellers want to increase the return on their real estate nest egg through remodeling projects. Call it this decade's version of a retirement savings program.

But just how much value does a remodeling project add when it's time to sell?

The kitchen is "the big thing that sells homes". A kitchen remodel in a midrange home will return 67% of a homeowner's investment, in an upscale home, 80%. However, the investment can range from \$10,000 to \$70,000.

In many homes, the bathroom doubles as sanctuary. Or it can, if homeowners are willing to spend enough. Measured as a national average, the midrange price of turning a worn-out bathroom into new space is \$9,720. In a midrange home, that will return 88% on the investment, 91% in an upscale home.

Seen strictly from the standpoint of resale, carving a bathroom out of available space, especially in a home that has only one or one-and-a-half baths, might be the most productive remodeling project owners can undertake. The cost for a mid-range bathroom addition averages \$15,058 nationally and recoups 94% of cost. The upscale bathroom comes in at \$37,639 and recoups 81% of cost.

Buyers with experience, those who've already bought and sold homes, notice windows and know that newer ones make a difference in better energy efficiency. An upscale window replacement project yielded a 77% return on investment, while a midrange project yielded a 74% return.

As far as room additions, any time you increase space that's centrally heated and cooled, you increase the per-square-foot value of the house. People usually add on in order to "stay put" - they like the neighborhood, the school district, etc. Still, if they eventually decide to sell, the extra space will appeal to buyers. The 2002 Cost vs. Value Report indicates that it's the bedroom and bathroom additions where most sellers get the most "bang for their buck". A Master Suite addition averages 75% return on investment, a bathroom addition averages 87% and a two story addition, 94% average nationally.

Many variables—including the value of similar homes in the neighborhood, the market's health, and the quality of the design and construction—help determine what homeowners can expect to recoup from their remodeling investment.

The bottom line? For the most part, remodeling is a "plus". A home that's not up to date and presented well will sit unsold even when the market is "hot".

Information in this article is excerpted from "Realtor®" magazine, December 2002 with credit to Hanley-Wood LLC, publishers of the "Cost vs. Value Report" presented annually in "Remodeling" magazine. Statistics presented are as quoted in the "2002 Cost vs. Value Report" and are deemed reliable but not necessarily correct.

Published by



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Look for the next
edition of
REAL ESTATE TODAY
coming to you in
November 2003

INSIDER REPORT.....

PROPERTY ENHANCEMENT—SELL YOUR HOME FASTER! by Rita White



When Sue Brantly put her home on the market, her real estate agent persuaded her to call a home enhancer. Her home sold in just one week. "We staged it on Sat-

urday afternoon and it sold the following weekend." Although her home was well maintained and located in a desirable area, it still had to compete with others in the same condition and price range. "I'm convinced that I got more money than I would have and it sold faster than if I hadn't called on help from HOMESCAPES," says Brantly.

Staging or property enhancement is the increasingly popular practice of preparing a home for market by hiring the services of a professional trained to know the market and what trends appeal to most people. The more people attracted to your home, the higher the number of offers and possibly the higher the selling price.

Homeowners become comfortable in their home over the years. Everyday life takes over. Energy is spent raising families, working at a career. There's very little thought about how worn and dated a home can become. Then the day comes to sell and move on.

Can the homeowner look objectively at their home and see it in the eyes of a

potential buyer? Would it be possible for a potential buyer to imagine themselves living there?

What colors will work with today's furniture and accessories? Does your color scheme seem stuck in the 70's and need an updating?

Is your landscaping "established" - or overgrown and overwhelming?

Will you be able to see that everything is repaired and in good working order, or are you moving out of the area before your house sells?

Rita White, owner of HOMESCAPES, helps homeowners prepare their home to be in the best showcase condition before putting it on the market. She can help sellers who are downsizing organize and reduce their belongings. She can help oversee repairmen and arrange for furniture rental for vacant homes.

Without making a large investment in the home they are leaving, HOMESCAPES will help sellers present the very best "face" of their home to potential buyers, often resulting in a faster, more profitable sale!

Rita White, an Accredited Staging Professional, is an Albuquerque native trained in design. She can be reached at HOMESCAPES at 299-9580.



CLIPS & TIPS.....

YOUR PUBLISHER PROUDLY ANNOUNCES HER CERTIFICATION AS

e-PRO INTERNET PROFESSIONAL

This designation is presently held by only 23 other REALTORS® in the Albuquerque Area. All e-PRO Internet Professionals are REALTORS® who completed a rigorous certification program endorsed by the prestigious NATIONAL ASSOCIATION OF REALTORS® (NAR).

Real estate agents and brokers who have earned e-PRO Certification are Internet Professionals who have completed extensive training using the Web. e-PRO Certification means the real estate professional is prepared to employ the latest techniques and services for your benefit as you should expect from a professional.

Working with an e-PRO Certified real estate professional provides both buyers and sellers high quality timely information using the resources of the Internet. e-PRO Internet Professionals maximize your ability to leverage the enormous power of the Internet when you are buying and selling property.

Ask me about how working with an e-PRO Internet Professional will help you!

It's SUMMER! Do you know where your house is?

Relative to the market that is!

A realtor can provide you with accurate, informative and up-to-date statistics which will impact your ability to effectively sell or buy a property.

For a Seller, statistics such as Average Sale Price in your area, Average Sale Price per Square Foot and Number of Sales by Month will assist you in listing your property at a price and at a time that will enable a quick and profitable sale transaction.

For a Buyer, statistics such as Average

"A realtor can..... impact your ability to effectively sell or buy a property."

Price per Square Foot and Number of Sales by Month will assist you in more accurately determining your purchasing power when that purchasing power will have the most strength.

Each edition of "Real Estate Today" will have the most up-to-date statistics for your area. Two editions are published — one for the Greater Alber-

que Area and one for the Lynnewood Park & Brentwood Hills areas.

And we are always available to work with clients to research other areas.

To receive additional or future copies of either publication, contact us at the information shown on the back cover.

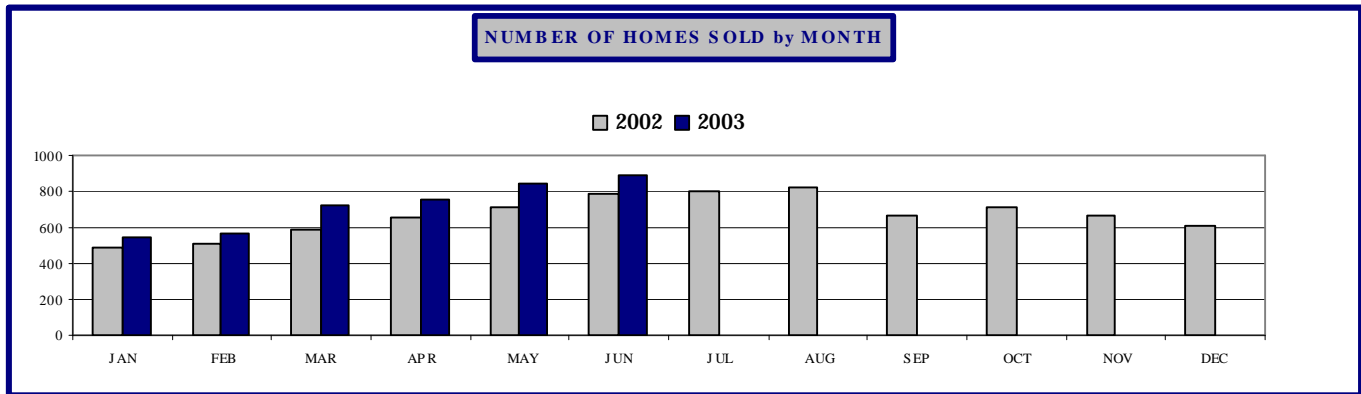
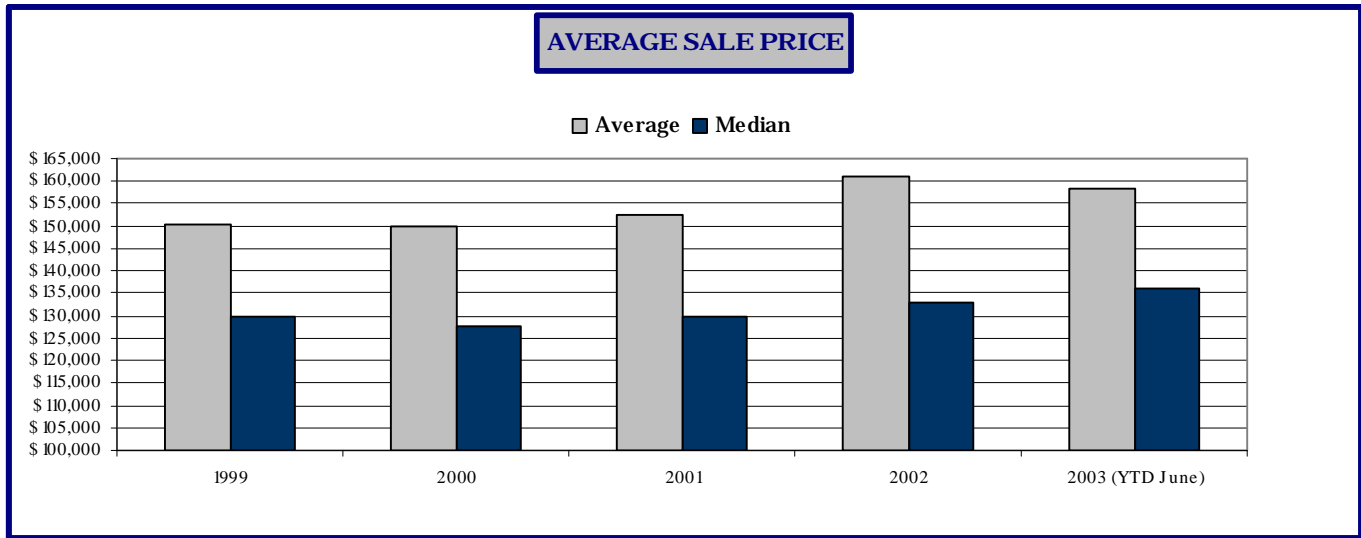
In the meantime.....

Enjoy finding out what YOUR HOUSE is worth! Contact Barbara Madaras at 505.275.5313 for a FREE Market Analysis.

This publication is not intended as a solicitation if your property is currently listed for sale with another broker.

SINGLE FAMILY DETACHED HOME SALES (RESALE)

Greater Albuquerque Area



Charts are derived from Multiple Listing Service statistics which are deemed reliable but not necessarily correct.

IF YOU KNOW OF ANYONE NEEDING ASSISTANCE
WITH BUYING OR SELLING A HOME...
IT WOULD BE MY PLEASURE TO BE OF SERVICE TO THEM

Barbara Madaras

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DID YOU KNOW.....



Interest Rates are the LOWEST they've been in 35 years!
AND



First Time Home Buyers can usually purchase a home for \$0 Down, \$0 Closing Costs!



If you know anyone **RENTING** or **HESITATING** or **UNCERTAIN** of their qualifications,
encourage them to RUN, not walk, to their nearest Real Estate Agent.



P.S. **That's ME!** I love working with **First Time Home Buyers!**



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