

SUCCESS STORIES

TAOS COUNTY AND THE MORENO VALLEY

**COLDWELL
BANKER**

LOTA REALTY, INC.

COLDWELL BANKER: REAL-ESTATE ARTISTS WITH A COLORFUL TAOS CANVAS

By Jean Scheid

Of real estate, Donald Trump said, "It's tangible, it's solid, and it's artistic."

These thoughts ring true for David and Judy Buck, owners of Coldwell Banker, the oldest real-estate company in Northern New Mexico. As real estate artists, David and Judy have quite the canvas to choose from here in colorful Taos County. With that canvas comes the backing of Coldwellbanker.com, the number one national real-estate brand and most visited online realtor, according to Nielsen Netratings.

Lota Realty was founded in 1976 by Joe and Wanda Wilson and has been continuously active in the real-estate business for over 30 years. Judy and David, the present broker-owners, joined the company in 1979 and had many successful years as associate brokers. In 1984, they purchased the company and in 1986 became affiliated with Coldwell Banker. Voted Best Real Estate Company in Taos County four years in a row, the Bucks and their staff have over 185 years of combined real-estate experience and nine full-time agents — all available to serve real-estate needs 24/7.

"What makes a real estate company go beyond property listing knowledge, it's dedication and making the right connections that make a difference," says David.

"Our partnership with Coldwell Banker, a truly international real estate company with offices in 46 countries and over 3500 offices in the US alone, means we have a very active referral network," Judy says. "When a person searches for a realtor, they seek nationally recognized names that have experience behind them. You don't get voice mail when you call our office, real estate isn't a hobby for us, it's our business, our life, and we love it."

Often, the Internet is where people start a search for a Realtor. Coldwell Banker Lota Realty's Web site, www.cblotataos.com, contains all listings in the Taos MLS and they participate in the Santa Fe Multiple Listing Service as

well. Each and every listing is placed on traffic-driven Web sites such as Google, Yahoo, AOL, Trulia.com and Realtor.com. "If real estate is all about location," says David, "our clients' properties are certainly visible to the buying public and name recognized everywhere."

OUR AGENTS SPEAK VOLUMES



David Buck



Judy Buck

David and Judy Buck, Broker/Owners—The Bucks first came to Taos for the skiing and artistic atmosphere. Judy, still an avid skier, is on the board of the Taos Arts Museum and specializes in high-end residential properties. David has sold more commercial and development properties than any other Realtor in Taos County. Both their two daughters were raised in Taos. E-mail David at lotabuck@cblotataos.com; Judy at judy@cblotataos.com.



Brigid Meier



Team Meier—The Meier Team of Brigid Meier and Mike Birdsong is truly unique. Brigid's passion and advocacy for sustainability, natural building, permaculture practices and organic farming were her inspiration for helping to develop El Parque, the first LEED (Leadership in Energy & Environmental Design) residential project in New Mexico. Brigid also grows natural produce at Fred's Farm at her home in El Prado. You can find out more about Brigid and her love for sustainability at www.brigidmeier.com. E-mail Brigid at brigidm@laplaza.org. Mike Birdsong, the second half of team Meier, previously worked for 10 years as the manager of Smith's Grocery Store and at KTAO radio before coming to Coldwell Banker. Along with

co-parenting daughter Zoey, Mike is the go-to-guy to assist in all your real-estate needs. Mike is a director on the Taos Board of Realtors and loves skiing, golf, traveling and books. E-mail Mike at mikebirdie@gmail.com.



Cynthia Anderson

Cynthia Anderson—Since 1991, Cynthia has been a multi-million dollar producer and specializes as a buyer's agent. Her knowledge of Taos County real estate keeps her buyers aware of what real estate is worth and how much they should be paying. A native of Santa Barbara, California, Cynthia chose Taos as her rural retreat and has amassed many references and referrals through her honesty, integrity and professionalism. E-mail Cynthia at Cynthia@newmex.com.



Jan Rader

Jan Rader—JanisColdwell Banker's relocation specialist and she works almost exclusively with out-of-town buyers and sellers to help them understand the complexity of the Taos market. She can help with relocation, investments, rental property and second homes — and is backed by over 25 years of real-estate experience. You can reach Jan at jan@janrader.com.



Frank Dailey

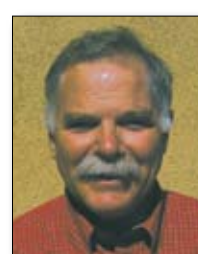
Frank Dailey—As Frank would put it, he is simply drawn to Taos; its atmosphere and residents. Specializing in ranches, farms, large land parcels, and mountain homes, Frank backs his real estate knowledge with over 19 years of experience. E-mail Frank at fdailey@taosnet.com.



Andrea Krejci

Andrea Krejci—A native of Stockholm Sweden, Andrea's love for skiing brought her to Taos

where she helps to coach the Taos Ski Team and enjoys rafting in the summer. If it's real-estate market trends, Andrea is your expert, with three years of experience behind her. Reach Andrea at homeintaos@gmail.com.



Pete French

Pete French—Before real estate, Pete served in the Peace Corps in India from 1969 to 1972. Pete's knowledge of water and sewer issues, along with his 27 years of experience, helped in the building and continued operation of the waste treatment plant for the condos around Quail Ridge, including Tennis Ranch and El Parque. E-mail Pete at qripete@newmex.com.



Tim Seay

Tim Seay—A native of Northern New Mexico, Tim hobbies include skiing, hiking and horseback riding. With 12 years of real-estate experience behind him, Tim specializes in acquiring and selling former bank-owned properties for investors, remodelers and first-time homebuyers, along with being a real estate finance expert. E-mail Tim at RealEstatePro@newmex.com.



Karen Vargas

Karen Vargas, Office Manager—Karen has been in Taos twenty years, and during the last two years she's managed the Coldwell Banker office and been a licensed agent. She previously worked as the business manager for Joseph's Table and Webb Design. "I feel very fortunate in that I've been able to work with some of the very best people in this town." You can reach Karen at kvargas@cblotataos.com.

GIVING BACK TO THE COMMUNITY

Coldwell Banker Lota Realty has donated and worked with several Taos charities over the

years including Child Rite, Community Against Violence, Habitat for Humanity, Taos Land Trust and Stray Hearts Animal Shelter. The holidays are a time for the staff at Coldwell Banker to organize and gather boxes of food for distribution to needy families through Taos Feeds Taos.

WHAT'S NEW

Announcing the Distressed Property Owner's Assistance Program

With today's challenging economic and financial times, Coldwell Banker is offering a FREE service to property owners who may need:

- short-sale negotiation and facilitation
- assistance with real-estate auctions, both online and live
- 1031 exchange and related investment strategies
- The pros and cons of seller financing
- facts and fictions of loan modification programs and forensic loan audits
- information on predatory lending violations and borrower's litigation

For more on this FREE service contact Tim Seay at 575-770-0136 or email him at RealEstatePro@newmex.com.

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