

Building Contractors Association of Otero County

BCAOC



406 Fairgrounds Road • www.bcaoc.com
575-437-2066 • 575-551-2942

**OUR NEXT
MEMBERSHIP
LUNCHEON MEETING
WILL BE ON
TUESDAY, JULY 19TH
AT 11:30 AT
19TH HOLE
RESTAURANT...
COME JOIN US!**

**See Page 5
For Information
on This Month's
Cover!**

Quote of the Month

"Individually, we are one drop.
Together, we are an ocean."

—Ryunosuke Satoro



A Message from the Chief Executive Officer



Tami Sauerman

Hello BCAOC members,

Join me in welcoming Sherwin Williams as our newest member!

Karen Bourbon has been the manager of this well-known business for many years. We are proud to have Karen and Sherwin Williams on board. Please take a moment to contact Karen and welcome her- 575-437-4900.

BCAOC members and their businesses are on the BCAOC website <http://www.bcaoc.com>. Please patronize those businesses and companies who support the construction/housing industry in Otero County by doing business with a member.

The 2011 Fun Scramble Golf Tournament will be Friday, August 19, 2011 at the Desert Lakes Goff Course. Please consider volunteering to assist in making this important event a success, donating items for goodie bags and drawings, sponsoring in one of the four levels of sponsorship, and signing up to play for a day of fun. Contact me for more information.

Most Sincerely,
Tami Sauerman
Executive Officer, BCAOC

Builders in 55+ Market Express Greater Confidence in Apartments

Builder confidence in the market for rental housing targeted to buyers aged 55 and over improved significantly during this year's first quarter, according to NAHB's latest 55+ Housing Market Indices, released May 12. The index gauging expected demand for 55+ multifamily rental units rose a substantial 10 points from the same time last year, reaching 44. At the same time, however, the 55+ Housing Market Indices for single-family units and condos declined two and three points, to 17 and 8, respectively. "Many prospective 55+ buyers are having trouble selling their existing homes, a problem often made worse by low appraisals," noted Ken Simons, chairman of the NAHB 50+ Housing Council Board of Trustees. Focusing on the positives in the latest report, indices measuring current and expected production of 55+ apartments gained 7 and 8 points, rising to 20 and 27, respectively, in the first quarter of 2011. The index measuring current demand for such units also jumped 11 points, to 39. Commenting on the numbers, NAHB Chief Economist David Crowe noted that, "The increased sense of optimism in the 55+ multifamily rental market is a welcome sign and consistent with other indicators of relative strength in rental housing markets. Contact: Rose Quint (800-368-5242, x8527)



BCAOC 2011

Board Members and Officers

Executive Board of Directors:

President – Jessica Beach • President Elect – Dan Hughes
Associate VP – Rick McCracken • Secretary/Treasurer – Lee Ann Bain
Past President – Josh Rardin • Life Member – Mike Drunzer
Executive Officer – Tami Sauerman

Builder Members

Jim French, Gerald Matherly, Tommy Messer, Harris Blankenship,
Mark Bolin, Allen Gorby, Randy Rabon, Doug Nelson

Associate Members:

Jeri Melton, Phil Stevens, Beth Crabbe-Smith
Rudy Chanez, Mike Espiritu, Miles Ledgerwood

The Building Contractors Association of Otero County is a nonprofit voluntary trade association affiliated with the New Mexico Home Builders Association and the National Association of Home Builders. The association seeks to represent and serve the diversified needs of its members who consist of large, small volume and custom home builders, developers, and remodelers, as well as industry-related suppliers, subcontractors, & professionals.

As the voice of the housing industry in Otero County, the association's primary mission is to represent those involved in and served by the building industry in our region, and all those in pursuit of the American Dream.

This will be the accomplished by spearheading a combined effort of all industry-related groups in addressing the quality of life in the community.

The Building Contractors Association of Otero County will work to achieve the following goals:

- ◆ Educate our membership, our industry and the public;
- ◆ Actively participate in legislative & regulatory affairs;
- ◆ Provide the forums that encourage quality construction and innovative products.

We responsibly serve our community by being the positive influence on the building industry.

A Message from the President



Jessica Beach

Hello,

I would like to thank Karen Bourbon of Sherwin Williams for joining the Association. Please extend your thanks as well next time you see her. We are always looking for new members so if you know of anyone who is interested in joining please take a moment to talk to them about the benefits of membership in an organization of and for construction and housing industry professionals so we can grow our membership.

The date for the annual golf tournament is Friday,

August 19th and will be here soon, so please get with Tami, Rick or me if you would like to be a sponsor or set up a team.

Thanks again to all of our members for their continued support!

Sincerely,
Jessica Beach, BCAOC President, 2011
jessicabeach730@hotmail.com • 575-491-2024

STATE OF NEW MEXICO REGULATION AND LICENSING DEPARTMENT CONSTRUCTION INDUSTRIES DIVISION



UNDERSTANDING THE 2009 NEW MEXICO BUILDING & ENERGY CONSERVATION CODES



Training for Construction Professionals

Alamogordo: July 28 & 29, 2011 8:30 am—4:30 pm
Alamogordo Civic Center
800 East First Street, Alamogordo, NM 88310

**There is no fee for this training
and you can earn CEU's
Attendance on both days required**

Please Register at: www.bfcacademy.com

IF YOU MISSED OUR GENERAL MEMBERSHIP MEETING...

President Jessica Beach called the meeting to order at 12:05 pm. Speakers for this meeting were Rick Tavelli, new Director of the Construction Industries Division and Fermin Aragon, Building Bureau Chief.

Jessica led us in the Pledge of Allegiance and Builder member Joe Bouma gave the prayer. At today's meeting were eleven builders, many associates, and State Senator Bill Burt.

Rick Tavelli is a transplant to New Mexico and came to the state in 1971 and is a graduate of UNM. He is a laid back, approachable 'regular guy'. He has been a contractor for forty years with projects including building the Isotope Stadium, Albuquerque Aquarium and Montezuma's Castle in Las Cruces; and the director of CID for four months. This is his first foray into the public sector. Tavelli says he is not a politician and wants to talk and listen to contractors, and says, "You're going to find I'm really accessible. I'm not a bureaucrat yet!"

He was against inspectors wearing badges because as he says it, "We're not the police." They are in the process of training inspectors to be able to perform inspections in all areas of construction, so contractors have just one person inspecting their job, not several people, for continuity purposes.

Rick loves construction and calls it, 'the best damn industry in the world'. He feels inspectors should be out working with contractors and be proactive. "We oughta be doing it right and state services should be a partner with you in that, not against you, not as an adversary."

Tavelli has ideas on additions to the CID website that include an interactive map so contractors can find the correct location for permitting and to get inspector information. He's working on collaborating with local authorities to be partners and support them whenever they can, because they want to establish a good rapport and encourage feedback.

Tavelli introduced Fermin Aragon who started out with the CID as a field inspector and has been in the Bureau Chief position for 22 years. Fermin has had a GB98 for many years and has done residential and commercial work. Fermin understands the needs of the contractor and said, "We don't want to delay you in any way. We want a good rapport between the inspector and builder."

Fermin utilized a slide presentation that hit some of the highlights of the new 2009 construction code and its exceptions that will be covered in a training they are bringing to us in July. Topics included design criteria, zero lot line separation, townhouses, opening protections, dwelling separation, floor surface, means of egress, soil tests, wood wall framing, design and construction, bottom plates, exterior plaster, weep screeds, plaster to roof separation, plastered parapets, and more.

Rick and Fermin fielded questions and concerns from members regarding different aspects of the new code requirements, and stayed after the meeting to talk with contractors personally.

Winner of the 50/50 drawing was Gerald Matherly!

Jessica adjourned the meeting at 1:05 pm.

SAVE
Pocket
the **SAVINGS**
www.nahb.org/MA

NAHB

For ALL your home service needs!

HSC Home Service
Contractors inc.

NM Lic. #88711

PERRY HISAW
Owner

FREE ESTIMATES

Plumbing • Heating/Cooling
Remodeling • Carpet Cleaning

2001 E. First St.
Alamogordo, NM 88310
(575) 437-4790

Est. 1934
BANK 34
LET'S MAKE IT POSSIBLE
Member FDIC

Basic 34 Business Checking
Flex 34 Business Checking

575.437.9334



Visit our new property developments:

Mesa
VILLAGE

Experience desert living at its finest. Mesa Village is a rare master planned community.

New Mexico's answer to the American Dream. A unique 130-acre ranch neighborhood offering wide open spaces

Cielo Vista
RANCH

Phone 575.443.1957

www.heritagegroupnewmexico.com

On The Cover ~

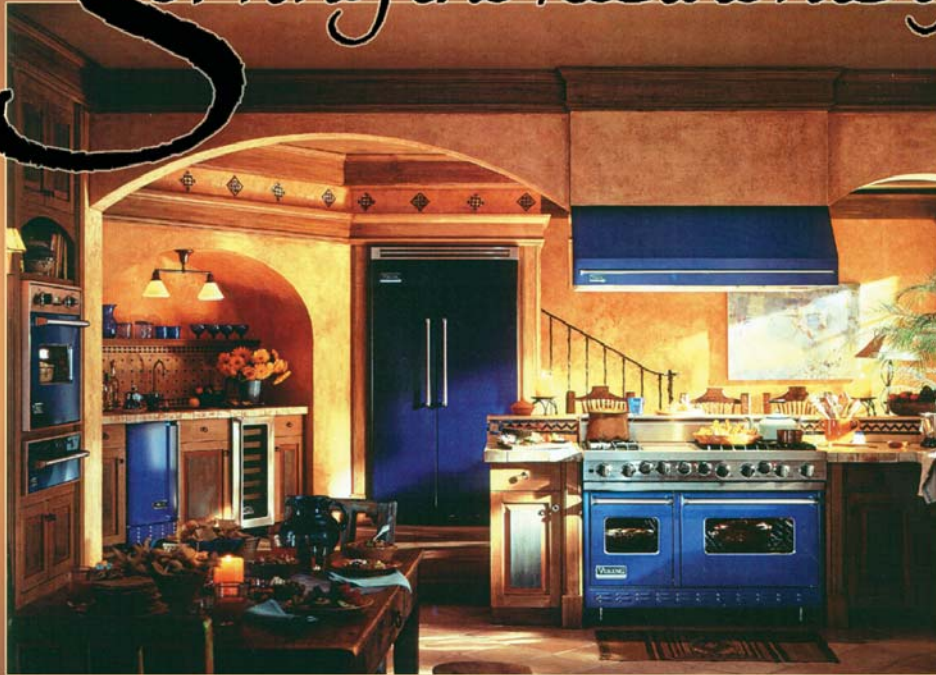
751 Wright Avenue

National Construction, Inc.
Harris Blankenship

Work is ongoing at the new offices of National Construction, Inc. This 8615 sq ft complex houses 2615 sq ft of office space and 6000 sq ft of warehouse. Designed by Harris and under construction by National Construction, Inc. the building has a unique layout with a central multi-use area. Attractive architecture with angular features, high ceilings and decorative rock all work together and showcase the National Construction style.

PHOTO COURTESY OF TAMI SAUERMAN

Serving the Residents of New Mexico Since 1960



Sales & Service
Whirlpool, Maytag, Kitchenaid,
Frigidaire, Viking, Satellites,
Hitachi, Pioneer, RCA, Philips

1307 10th Street, Alamogordo, NM 88310 • (575) 437-2539

NAHB Forces Government Withdrawal of Unfair Endangered Species Rule

In response to litigation brought by NAHB, the federal government has withdrawn a costly Endangered Species Act (ESA) rule that had the potential to impact builders and developers nationwide.

At the heart of the case was Opinion M-37013 issued by the Solicitor General of the Interior Department in March of 2007, which re-interpreted the definition of an endangered and threatened species. Under this Opinion, small segments of a species that would not otherwise be entitled to ESA protection were deemed eligible for it. For example, while the common gray squirrel is far from being an endangered species, under the Opinion, grey squirrels found on Manhattan Island might be entitled to ESA protection if the government determined that their numbers on the Island were shrinking. This nonsensical approach that extended federal protections to segments of species triggered NAHB's involvement. In May of 2009, we filed a federal lawsuit challenging the Opinion on grounds that the government failed to solicit public comments on it and that it incorrectly interpreted the ESA. For relief, NAHB asked the court to invalidate the Opinion. With the facts on our side, on May 4,

2011, the government chose to voluntarily withdraw its Opinion instead of facing NAHB in court. The significance of this win cannot be overstated. The U.S. Fish and Wildlife Service has cited and applied the now-defunct Opinion more than 27 times since it was issued in 2007, resulting in costly and unnecessary mitigation requirements for developers. Absent NAHB's lawsuit, such actions would have continued indefinitely, with costs rising to the millions of dollars for our members nationwide. Congratulations to NAHB's Legal Action Committee and staff for this very important win! Contact: Jeff Augello (800-368-5242, x8490).



Make Dad's day Special this Father's Day by taking advantage of your Member Discount with Wyndham Hotel Group!

As a member of the National Association of Home Builders and the Building Contractors Association of Otero County you will receive an additional 20% off the "Best Available Rate" at participating locations every time you travel. Give agent your special NAHB discount ID number 20090 at time of booking to receive discount, or use the direct links below.

Whether you are looking for an upscale hotel, an all-inclusive resort or something more cost-effective, they have the right hotel for you... and at the right price. So start saving now. Call their special member benefits hotline 1-877-670-7088 or click on one of the links below to reserve your room today at one of these fine hotels:

[Wyndham Hotels and Resorts®](#)

[Wingate By Wyndham®](#)

[Hawthorn Suites®](#)

[Ramada Worldwide®](#)

[Days Inn®](#)

[Super 8®](#)

[Baymont Inns and Suites®](#)

[Microtel Inns and Suites®](#)

[Howard Johnson®](#)

[Travelodge®](#)

[Knights Inn®](#)

Fun Scramble



BUILDING CONTRACTORS ASSOCIATION OF OTERO COUNTY

Where: **DESERT LAKES GOLF COURSE**

When: *Friday, August 19, 2011*
8:00 Registration
9:00 Tee off

What: Golf & Food after play
Food & FUN!
Tee Prizes! Tourney Prizes!

Format: 4 Person Scramble—with “special” shots for each player
Each Team MUST have one BCAOC Member.
Employees of a BCAOC Member Company are Members.

Cost: \$75.00 per player or sponsorships (see below)

Entry includes Green fee, cart, range balls, lunch, hole contests & LOTS OF FUN!!!

Sponsorship: You are cordially invited to participate and/or be a contributing sponsor of this year’s event. The tournament is in appreciation of our members and to raise funds for the association. These funds will be used to provide continued support for our members and to support the building industry in Otero County.

*Please complete form, indicate your level of sponsorship below and return to
B.C.A.O.C. Office.*

_____ **Elite Sponsor: \$500** - (4 Players) The Elite sponsor will receive complimentary entry fees into the event for all **4 players**. They will be recognized with their name on a sign at the scoreboard the day of the event and program.

_____ **Major Sponsor: \$300** – (2 Players) The Major sponsor will receive complimentary entry fees into the event for **2 players**. They will be recognized with their name on a sign at the scoreboard the day of the event and program.

_____ **Support Sponsor: \$150** – (1 Players) The Support sponsor will receive complimentary entry fees into the event for **1 player**. They will be recognized with a tee sign and program.

BCAOC Member Company or Sponsor Name: _____

Contact Person: _____ **Phone:** _____

Players:

Player 1 _____ Player 2 _____

Player 3 _____ Player 4 _____

Entry/Sponsorship Amount:

Sponsorship & Level _____ **Amount** _____

Number of Players _____ **@ \$75 each** _____ **Total Amount enclosed:** _____

Sign up at: BCAOC Office – 406 Fairgrounds Rd, Alamogordo, NM – (575)-437-2066
Or Fax your entry to: (575)-437-2218- Deadline to enter Monday, August 8, 2011

NAHB Research Center Begins Process to Update ANSI Square Footage Standard

The NAHB Research Center, an ANSI Accredited Standards Development Organization, is officially beginning the process to revise or reaffirm the American National Standard for Single-Family Residential Buildings, Square Footage - Method of Calculating, ANSI Z765-2003. This standard, which has been in use since 1996, was developed by NAHB to address the need for uniformity in calculating and reporting square footage (area) measurements of dwellings in the United States.

Because square footage is a key determinant in valuing a newly built home, it is extremely important that builders have a uniform way of calculating this measure. As it is, there are a variety of local practices used for arriving upon final square footage in a home, and there can be a surprising amount of variation in that number depending upon what the parameters are for determining it. For example, areas of a house that are below grade, added features such as a sun porch that is air conditioned, finished attic space and other rooms are subject to interpretation in the final square footage number.

Accordingly, the first voluntary standard for measuring square footage in homes was developed by a consensus committee overseen by the NAHB Research Center and approved by ANSI in 1996. This standard, which was last updated in 2003, is a set of rules that set forth such parameters as the ceiling height of rooms to be included as part of the finished square footage (at seven feet, or 6'4" from hanging beams, this rules out crawl spaces) and the non-inclusion of an unfinished basement or attic space, or any space that is below ground level. Also, garage space or space within a separate guest or pool house is not included in the total area. Importantly, local governments, appraisal boards and commerce departments have

adopted the ANSI Z765 standard as a requirement for real estate transactions, valuation, and basis for property tax assessment.

As the NAHB Research Center sets about updating the standard, in line with the ANSI-prescribed consensus process, all interested parties may contribute to the revision or reaffirmation of the standard by submitting proposed changes or by applying to join the Consensus Committee. All committee business will be conducted by conference call and email. Meeting notices and tentative agendas will be posted online 30 days in advance of all meetings. Forms for proposed changes and Consensus Committee membership are available online. All submissions must be made by email by June 14, 2011. For updates on the standard development process, visit www.nahbrc.com/sqft2012. For more information, call Tammy at 437-2066.



Ready Mixed Concrete
Asphalt • Sand • Gravel



Concrete Placement
House Pads • Driveways
Sidewalks

396 La Luz Gate Rd • Alamogordo • NM • 88310
(575) 437-2995 www.mesaverdeinc.com



Home-town banking.
Home-town help.

Full-service community banking for all your financial needs.



www.1stReadyOnline.com

ALAMOGORDO:

1300 N. White Sands Blvd. | 575-439-9800

Member
FDIC

TOP REASONS TO BUY A HOME



June is National
Homeownership
Month!

1. **LOW INTEREST RATES.**

Rates remain low; lock in a payment that fits your budget.

2. **AVAILABLE LOANS.**

Borrowers with good credit can get loans with attractive rates.

3. **COMPETITIVE PRICES.**

You can afford more home than you could a few years ago.

4. **GREAT SELECTION.**

With lots of homes on the market, get the features you want!

5. **BUILD FINANCIAL SECURITY.**

Even in down markets, over the long term home prices still appreciate more than the stock market.

6. **CREATE FAMILY MEMORIES.**

You'll remember the holidays and family milestones forever.

7. **ENERGY EFFICIENCY.**

Environmentally-friendly features in new homes can help you save money.

8. **MODERN FEATURES.**

Open floor plans, home offices, outdoor living spaces—new and renovated homes fit your family's lifestyle needs.

Workers' Compensation Excellence Since 1987



BUILDERS TRUST®
OF NEW MEXICO

AFFILIATED WITH NEW MEXICO HOME BUILDERS ASSOCIATION

CONTRACTORS BELONG HERE!

WWW.BUILDERSTRUST.COM® Telephone: 1-800-640-3369

MORRISON
PLUMBING | APPLIANCES | HARDWARE

406 Fairgrounds Rd.
Alamogordo, NM 88310

(575) 437-5620 • FAX (575)437-3958

CASA 'Y' TIERRA
TITLE

Work (575) 434-6770 Fax (575) 434-6772

2420 N. WHITE SANDS BLVD., ALAMOGORDO, NEW MEXICO 88310



Western Bank
Your Source for Construction Lending

500 9th Street
Alamogordo, New Mexico 88310
575 / 443-5000 Fax 575 / 437-0668

Member **FDIC**

A. Javier Lerma
Vice President



Real Estate Update ~ April, 2011
Karen Krupovage, Owner/Qualifying Broker Affinity Real Estate LLC

Statistics for April, 2011

SOLD – Residential.....	45
SOLD – Commercial.....	2
SOLD – Land.....	6
Active – Residential.....	749
Active – Commercial.....	64
Active – Land.....	685
Under Contract – Residential.....	75
Under Contract – Commercial.....	0
Under Contract – Land.....	12



Karen Krupovage
OWNER/QUALIFYING BROKER
Cell 575-430-0323
TeamAffinity@qwestoffice.net • HomesAtAffinity.com

2904 N. White Sands Blvd., Suite B • Alamogordo, NM 88310
575-434-9700 • Toll Free 877-437-9700 • Fax 575-434-9705



MONTHLY COMPARISON	Properties SOLD	Total Value
Jan thru April, 2011	197 Units	\$25,198,248
Jan thru April, 2010	273 Units	\$37,851,873

(based on information from the Otero County Assoc of REALTORS®, Inc. Multiple Listing Service)

Membership Renewals

Associates:

- ◆ **LINDA NESS GULLEY INSURANCE AGENCY**
Linda Ness Gulley
- ◆ **LANE PLUMBING**
Doug Moore
- ◆ **CUSTOM OVERHEAD DOORS**
John & Kelly Lavin
- ◆ **TOMMY BLANKENSHIP SAND & GRAVEL**
Tommy Blankenship
- ◆ **SHOFNER, LYNCH & SHULSE**
Jim Lynch
- ◆ **THE STOVE & SPA STORE**
Jonathan Corn
- ◆ **V & M PAINTING SERVICE**
Manny Morales
- ◆ **BATTE ENTERPRISES**
Karen Batte
- ◆ **CASA Y TIERRA TITLE**
Mary Pieper
- ◆ **PIONEER BANK**
Phillip Gutierrez
- ◆ **ROGERS TREE SERVICE**
Rick Rogers
- ◆ **MAINZ ELECTRIC**
Glenn Mainz



Builders:

- ◆ **PIEPER CONSTRUCTION COMPANY**
Ron Pieper
- ◆ **ZUNI ELECTRIC**
O R Bass
- ◆ **AMERICAN TRADITIONS CONSTRUCTION, LLKC**
Carlos Gallegos
- ◆ **BECCO**
Forrest Brunson
- ◆ **M & S QUALITY CONSTRUCTION**
Marcelino Hendrickson

GML

General Membership Luncheon

July Meeting

Our Next Membership Luncheon Meeting
will be on Tuesday, July 19th

at 11:30 AM at

**THE 19TH HOLE at the
DESERT LAKES GOLF COURSE...**

Come join us!

SPEAKERS:

State Senator Bill Burt
State Representative Yvette Herrell
NMHBA VP/CEO Jack Milarch
NMHBA President Mike Buechter –
Speaking on the recent legislative session and its
impact on the local construction/housing industry

MENU:

Choice of Entrees, Iced Tea, Water, and Gratuity
Cost: \$11.00 Per Person

Welcome New Member!

Associate:

- ◆ **SHERWIN WILLIAMS**
Karen Bourbon
822 New York Ave.
Alamogordo, NM 88310
Phone: (575) 437-4900

MEMBER SPOTLIGHT - BUILDER **JB ENTERPRISES** **BCAOC MEMBER - 1 YEAR**

Jake Boles, president of JB Industries Inc. (AKA JB Enterprises), is a third generation Alamogordo native. He has lived in Otero County his whole life with the exception of short stays in neighboring states for work. Jake has been in this trade for 14 years, the last seven in his own construction business, and recently he and his wife made the decision to expand into the insurance business as well.

JB Enterprises encompasses diversity. JB Enterprises offers turn-key metal buildings, welding services, steel erection and general construction. With their frequent industrial work, commercial and residential construction, and the metal buildings they've been constructing, they are staying busy. "I like to please people. I see a job through completion and then step back and see what we did." This is satisfaction for Boles. Most important to Jake is his family and his reputation. He has been married to Caroline for 10 years and they have two children, their daughter, Faylynn who is 7, and their son Tyler, who is 5.

Jake is knowledgeable in industry issues and well versed on how corporate America operates. He feels corporate America is too involved in controlling business, thus having a detrimental effect on the economy and therefore, reducing productivity.

This company has a strong work ethic and cares about the long term. "I want to see that the work we do and the time we put into a job – is still going to be there and solid years later; quality counts." JB Enterprises has been both a general and a subcontractor on several projects locally, including RE/MAX of Alamogordo, the remodel of JB Enterprises' new office building and insurance office at 913 Delaware, Otero County Exhibit Building, HSC building, Las Cruces State Police District Headquarters, Native American Center at NMSU Las Cruces, Elephant Butte Pay Booth Canopies, and numerous buildings at Holloman Air Force Base.

FAST FIVE

1. **What was your first job?**
Cutting grass at 12 years old.
2. **What was your worst job?**
Welding overhead fuel storage tanks on the overnight shift.
3. **What is your favorite vacation spot?**
Anywhere.
4. **What is your favorite quote?**
"Leadership is the art of getting someone else to do something you want done because he wants to do it." Dwight Eisenhower
5. **What is one thing you know for sure?**
"That God has blessed my family well."

MEMBER SPOTLIGHT - ASSOCIATE **COMMERCIAL SIGN ART** **BCAOC MEMBER - 5 YEARS**

Russ and Lisa Feldbusch own and operate Commercial Sign Art, Inc. and have been doing so since 1979 prior to which they had a partner in the business. Born in Bad Kreuznach, Germany, Russ has called Alamogordo home for 52 years.

Russ is friendly and laid back. He is well known for his sense of humor and he laughs easily. Interviewing Russ certainly could not be considered work, and it's easy to get sidetracked by a funny story or line of thought.

Feldbusch likes the design aspect of his work the best, "It's all about the art. I try harder now for perfection than I ever did", he says. He is proud of what the company has grown into. Russ remarked on the difference between the business when he started and how it is now. "Vinyl signs can all be done by computer now and aren't as talent driven as they used to be."






Helping people get their business started by building and installing their sign is satisfying to Russ, as is the selling portion of the work. They have done so much of the sign work locally that perhaps 75% of Alamogordo's signs were created by them.

The design capability Commercial Sign Art offers sets them apart in business. With being able to design, build and install, they are one-stop shopping!

FAST FIVE

1. **What was your first job?**
Selling TV Guides door to door around age 12 for 5 cents.
2. **What was your worst job?**
A sign done for the government that had literally hundreds of words.
3. **What is your favorite vacation spot?**
Disney World.
4. **What is your favorite quote?**
"If you want only one thing too much, it's likely to turn out a disappointment. The only healthy way to live, as I see it, is to learn to like all the little everyday things." – Robert Duvall in "Lonesome Dove"
5. **What is one thing you know for sure?**
"Live and enjoy life to its fullest, it's short".

June 2011

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
5	6	7	8	9	10	11
12	13	14 Flag Day  City Commission Meeting	15 Full Moon 	16 County Commission Meeting 	17	18
19 HAPPY FATHER'S DAY! 	20	21 First Day of Summer 	22	23	24	25
26	27	28 City Commission Meeting	29	30		

Homeownership: Don't Miss Out!

Homeownership is an important part of the American way of life, and there may never be a better time to buy than today.

Outstanding Opportunities

With the country still emerging from the recent recession, many people are wondering if this is a good time to buy a home.

The answer is easy: Yes. It's a very good time to purchase a home. Even though the housing market is beginning to recover, it is still a buyer's market.

There are many opportunities in today's market including affordable prices, low mortgage rates and great new homes. But market conditions can change, and these opportunities may not be around for long, so home buyers shouldn't wait.

Great Selection

An excellent selection of homes on the market makes today a very good time to buy. A plentiful inventory provides a great choice of homes, and there are builders that have brand new homes that are "move-in ready."

Additionally, many owners of existing homes who postponed trading up or downsizing due to market conditions are now ready to sell. And as employment improves, the number of relocations will increase, bringing more homes into the market.

Attractive Pricing

If there's a silver lining to the recession and the housing downturn, it's that homes in many markets are more affordable. Prices in some areas have moderated significantly, especially in major markets where they increased the most during the housing boom that occurred in most of the country.



How Interest Rates Affect Mortgage Payments

Monthly Principal and Interest on a 30-Year, Fixed-Rate \$150,000 Mortgage

Interest Rate	Monthly Principal and Interest
4.0%	\$716.12
4.5%	\$760.03
5.0%	\$805.23
5.5%	\$851.68
6.0%	\$899.33
6.5%	\$948.10
7.0%	\$997.95

Principal and interest only. Does not include taxes, insurance, PMI and other fees and charges.

Low Interest Rates

Like inventory and pricing, mortgage interest rates are still at very favorable levels, but rates are sensitive to market forces and can change quickly. There's no indication that rates will suddenly surge upward, but even a slight rate increase can push monthly payments to the point that a buyer might miss out on their first choice for a new home.

Prospective home buyers also should be aware that lenders are looking more closely at borrowers today than in recent years. To ensure that the process goes smoothly, buyers should consider pre-qualifying for a mortgage and having financing in place before shopping for a new home. Buyers also may find that some home builders have arranged favorable financing for their customers or offer financial incentives.

Greener and Better

With energy costs near the top of consumer concerns, it's good to know that new homes can be more energy efficient than ever. Innovative materials and construction techniques mean that today's new homes are built to be much more

energy efficient than homes constructed a generation ago. Not only can they be more affordable to operate, new homes also are significantly more resource efficient and environmentally friendly.

Designed With Buyers in Mind

Designed to accommodate today's busy lifestyles, new homes feature open floorplans, flexi-



Continued on page 15

ble spaces, improved safety features, low-maintenance materials and other amenities that make them more appealing than ever before.

And in many areas, prospective home buyers who wish to live in age-qualified communities for those 55 and older will find a large selection of homes tailored to the evolving lifestyles of the baby boom generation.

Benefits for Home Owners

Homeownership also provides important benefits to owners.

Tax Benefits: For Home Owners Only

Unique tax benefits that apply only to housing help lower the cost of homeownership. Both mortgage interest and property taxes are deductible. Moreover, for married couples, profits of up to \$500,000 on the sale of a principal residence (\$250,000 for single taxpayers) are excluded from tax on capital gains.

Mortgage Amount				
\$300,000			\$ 22,047	\$ 25,741
250,000		\$10,654	17,757	21,451
200,000		8,080	13,467	17,160
180,000	\$ 5,939	7,050	11,751	15,444
160,000	4,909	6,021	10,034	13,728
140,000	3,880	4,991	8,318	12,012
120,000	2,850	3,961	6,602	10,296
100,000	1,820	2,932	4,886	8,580
80,000	791	1,902	3,170	6,864
Borrower Income	60,000	80,000	100,000	150,000
Average Taxable Income	35,937	54,455	74,455	120,247
Interest Rate	5.50%	5.50%	5.50%	5.50%
Marginal Tax Rate	15%	15%	25%	25%

*Home owners who qualified for and received the \$8,000 tax credit for first-time home buyers or the \$6,500 tax credit for repeat home buyers will realize greater tax savings during the first five years of homeownership.

Typical Federal Income Tax Savings During First Five Years of Homeownership

FILING STATUS: Married couples filing jointly.

TAX RATES: In effect during calendar year 2010.

INTEREST RATE: Average for 30-year fixed-rate mortgages in 2010. (NAHB forecast)

AVERAGE TAXABLE INCOME: Borrower income minus average personal exemptions and itemized deductions. (Data from IRS Statistics of Income)

The Advantage of Leveraging

Leveraging is another advantage of homeownership. A buyer can purchase a home and receive the full benefit of homeownership with a cash downpayment that is only a fraction of the total purchase price. This is called leveraging, and it makes the rate of return on a home purchase greater than on other purchases with the same value, such as stocks, where the buyer must put up the entire price.

Building Personal Resources

For most Americans, homeownership is a primary source of net worth and an important step in accumulating personal financial assets over the long term. Although property values have declined in many markets, Americans currently have a total of more than \$6 trillion in equity in their homes, and for most families, home equity represents the largest share of net worth.

There Really is No Place Like Home

Although there are many positive financial aspects to homeownership, a home cannot be valued in monetary terms alone. Not only can homeownership be a steppingstone to greater financial well-being, it provides a permanent place to call home and great personal satisfaction.

Academic research also shows that homeownership provides a wide range of social benefits and strengthens the nation's people and its communities.

Homeownership is truly a cornerstone of the American way of life.



Banking Services For All Your Needs Alamogordo • Tularosa • Cloudcroft

Financing Dreams... Building Relationships

Supporting Otero County Since 1956.
We Have Your Loan, Whatever The Need May Be!
Talk To Us Today!



**NATIONAL
BANK**
*Your community
bank since 1956*

437-4880

www.fnbalamo.com



the BCAOC can help you

BUILD your business!

Make a One Year
Commitment and get a
25% DISCOUNT!
This is equivalent to
3 months of
FREE ADVERTISING!

Advertising space is now
available for the upcoming issue
of our BCAOC newsletter! Please
give us a call
for more information...
Jeri Melton at 430-8063,
or Tami Sauerman at 437-2066.

Business Card.....	\$25
Quarter Page.....	\$50
Third Page.....	\$75
Half Page.....	\$100
Full Page (Inside).....	\$175
Inside Cover.....	\$200
Back Cover.....	\$250

*Please note: Prices listed are for BCAOC members. Non-members will be charged an additional 20%.