

Your Guide to Buying a Home

with The Next Las Cruces Team





Buying a Home in Las Cruces



Las Cruces market stands out as one of the most diverse and ambitious real estate scenes, and we recognize that making the decision to purchase a home here can be a particularly overwhelming experience. Whether it’s grasping the distinctions between various property types, preparing for closing expenses, or navigating the different neighborhoods, there’s a lot to learn.

That’s why we created this buyer’s guide--to set you on the right course to owning a Las Cruces home of your own. So let’s get started!

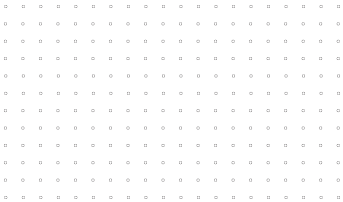


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EXIT Realty Cares

Dear Future Homeowner,

I hope this message finds you well.

I'm Connor Murray, founder of The Next Las Cruces at EXIT Realty Horizons. With over seven years of real estate experience, I deeply understand what it takes to guide my clients through seamless transactions. As someone who is deeply passionate about Southern New Mexico, a place I proudly call home, I'm committed to helping others find their perfect property in this beautiful region.

In addition to my expertise, I've built a team of knowledgeable, empathetic, and reliable professionals. Together, we've navigated the real estate market's highs and lows, equipping us with the tools and strategies necessary to make your buying process as smooth and stress-free as possible.

I understand that trust is the cornerstone of a successful relationship between a buyer and their agent. You can rest assured that I am committed to keeping your best interests front and center throughout every step of your home-buying journey. Your privacy is my priority, and any personal information you share will be handled with the utmost care and confidentiality.

The guide I've provided is filled with valuable information to help you better understand the buying process, from the initial search to closing. I encourage you to review it, as it outlines important details that will set the foundation for a successful purchase.

From my dedicated team to trusted professionals like your lender, attorney, and inspectors, we are all united by a single goal: to help you realize your dream of owning the perfect home with ease and efficiency. I'm thrilled to be a part of this exciting chapter in your life, and I look forward to guiding you every step of the way.

Sincerely,

THE NEXT LAS CRUCES





Connor Murray

Luxury R.E. Advisor

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o: 575.532.5678

connor.murray@thenextlascruces.com

Relocating to Southern New Mexico, from the fast-paced life of Miami, Florida, Connor quickly fell in love with all Las Cruces has to offer. While he may be a newer agent comparatively speaking to his colleagues, he has actively participated in the real estate industry since his sophomore year of high school. He has held real estate licenses in FL, MA, ME, NH, and NM. But make no mistake – his youthful ambition, persistent negotiation tactics, and vast knowledge aim to provide the best service to his clients when purchasing or selling their homes.

Practicing real estate in several different markets across the country has proven to strengthen Connor's ability to find solutions to every problem. Having been mentored by several distinguished agents, he has gained extensive knowledge and multiple perspectives of uniquely marketing properties in any given market condition. With his utilization of technology, the buying and selling process becomes intelligent and seamless. Connor believes that homes are more than just shelter and security; they give us a sense of belonging and allow us to display self-expression. Aligning with his mission to help give everyone a chance to find their place in the world.

Beyond his genuine passion for Real Estate, Connor has a Bachelor of Architecture / Minor in Marketing from the University of Miami and is pursuing a Master of Real Estate Development from the University of Arizona. Furthermore, he was an architectural apprentice at Desert Peak Architects in downtown Las Cruces. He believes furthering his education to broaden his knowledge of architecture and the construction process will give him the additional tools necessary to help him achieve his goal of becoming a real estate developer and provide him with comprehensive knowledge for buyers and sellers. Having set new roots in the Las Cruces Sonoma Ranch area, Connor spends his free time exploring the New Mexico scenery, staying fit, working towards his private pilot's license, and spending time with his two dogs and partner.

How to Buy a Home Las Cruces

01

Finding an Agent

Reach out to your Next Las Cruces licensed real estate advisor who is knowledgeable about the neighborhoods you're considering and can help guide your search.

Email us:

info@thenextlascruces.com

Call / Text us: **603.918.1745**

02

Get Pre-Approved

Before beginning your search, your first step is to get pre-approved for a mortgage loan (unless you will be paying in cash for the full price of your home). Your Next Las Cruces real estate advisor can connect you to a mortgage broker. Based on your income and credit history, the mortgage broker will determine how much the bank will lend you, which will help you determine the price range for your search.

03

Search Collections & Visit Properties

Attend viewings and open houses spanning a range of areas and property types. Now is the time to consider your ideal home's accessibility and amenities.



04

Offer & Negotiate

Reach an agreement with the seller on price and terms. Once you have seen a home you like, your real estate advisor can submit an offer on your behalf, which is a non-binding agreement to pay a certain price for the home. If your offer is lower than the list price, the seller will likely return with a "counter offer", which you can choose to accept, reject, or make another offer. Your real estate advisor will provide advice on pricing throughout.

they review an incredible amount of paperwork on your behalf. Therefore, you want to select someone who is familiar with these transactions.

05

Review

Analyze the purchase agreement and other documents with your real estate advisor or attorney. If you use an attorney, it is best to work with one specializing in Las Cruces Real Estate. Your attorney's job is vital to protecting your interests;



How to Buy a Home

Las Cruces

06

Go To Contract

When you sign a contract, you will also deposit your earnest money. This deposit is typically \$500 - \$5,000, depending on the size of the home and location.

07

Complete Loan Application

08

Conduct Home Inspection

A home inspection is a critical step in the real estate transaction process, designed to assess the condition of a property before finalizing a purchase. A licensed inspector examines key structural and mechanical elements, such as the foundation, roof, electrical systems, plumbing, and HVAC units. The goal is to identify any potential issues, safety hazards, or necessary repairs that may not be immediately visible to buyers. A thorough inspection helps buyers make informed decisions, negotiate repairs or price adjustments, and avoid unexpected costs after the purchase.

09

Bank Commitment + Clear to Close



10

Closing Scheduled By Agents

11

Final Walk-Through with Your Agent

12

Closing

Congratulations, you are now a HOME OWNER!



Renting vs Buying: Which is Actually Better? (2023 Study)

Author

Rachel Newcomb

Reviewer

Alexis Curls

Updated On

April 14, 2024

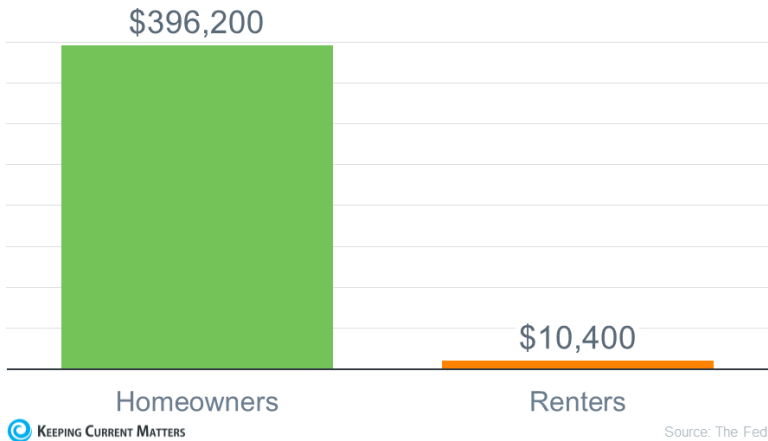


Photo by Tierney, Adobe Stock

We came across an article on Yahoo Finance discussing a recent study by Today's Homeowner, which examined the cost comparison between buying and renting in 97 major U.S. cities. The findings suggested that renting is more cost-effective than buying in 46 of these cities, potentially leading to significant savings for renters.

In their analysis, Today's Homeowner considered various factors associated with homeownership costs, such as the average home sale prices from July 2022 (sourced from Redfin), property taxes (gathered from the U.S. Census Bureau's American Community Survey), average maintenance costs (estimated by Angi), interest rates (provided by Freddie Mac), and homeowners insurance premiums (figures from Quadrant Information Services).

The study revealed that, on average, homeowners would spend around \$1.3 million over 30 years, while renters would pay approximately \$1.26 million. The article emphasized that the disparity between homeownership and renting costs is particularly pronounced in California, where seven out of the top ten cities were identified as places where buying is significantly more expensive than renting.



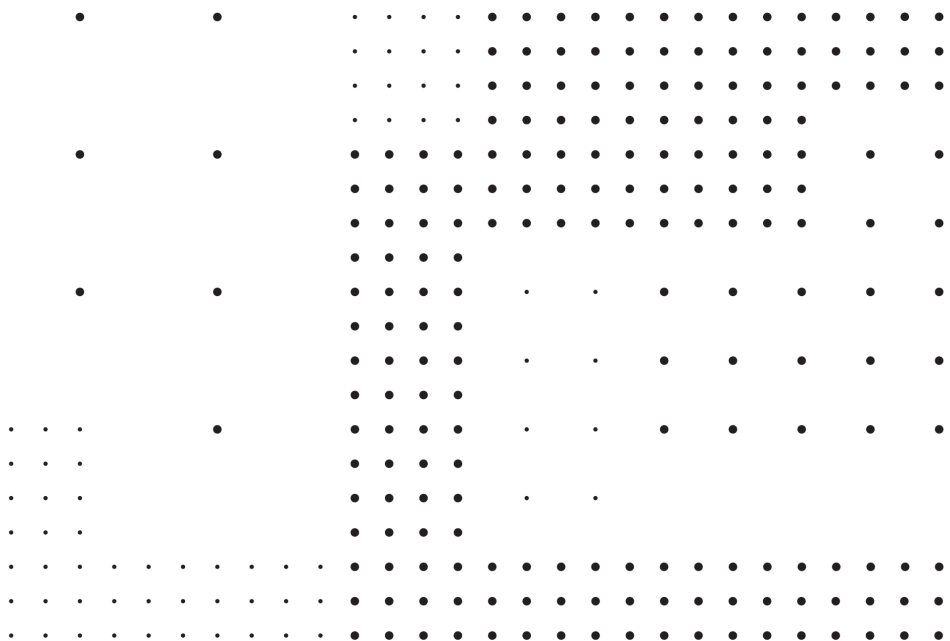
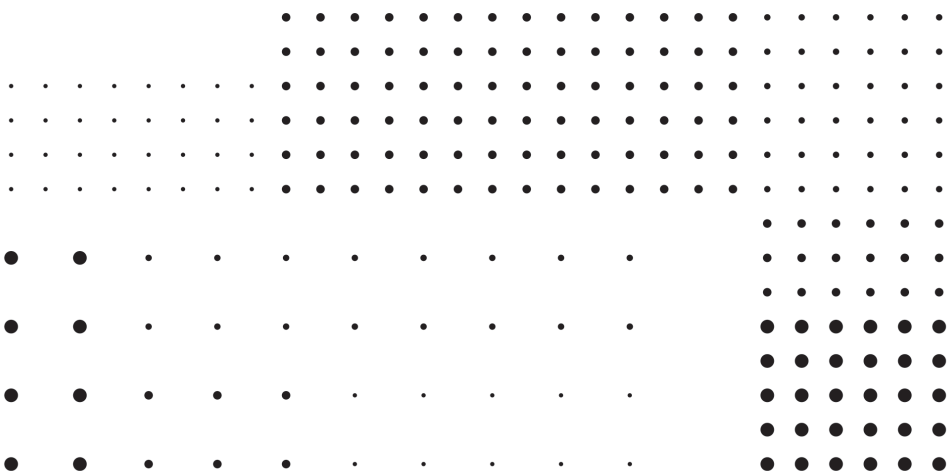
Homeowner Net Worth Almost 40X Greater



However, it's essential to critically assess the study for two key reasons often overlooked in such comparisons, which may serve the interests of landlords:

1. The study's 30-year timeframe doesn't align with the typical housing needs of individuals, who often require housing for approximately 60 years. The subsequent three decades don't involve mortgage payments once a mortgage is paid off in 30 years. This aspect could significantly impact the overall comparison even with a modest 1% annual rent increase over 60 years.
2. Over a 30-year period, homeowners become owners of a valuable asset – equity. Even if the home's value doesn't appreciate over this period, homeowners are in a more favorable position than renters, who lack any assets or equity despite years of rent payments. Assuming a conservative 2% annual home value escalation, compounded over 30 years, a \$1 million home could potentially be worth more than \$1.8 million; over 60 years, it could exceed \$3.25 million.

Just a little fruit for thought...





FirstDown Plus

Forgivable down payment assistance loan through New Mexico Mortgage Finance Authority's FirstHome and FirstDown programs



Down Payment Assistance For Your First Home

Are you tired of paying rent and dreaming of a place to call your own? Well, guess what? You could make that dream a reality with the First Down Plus program from the New Mexico Mortgage Finance Authority! This amazing program can help open the doors to homeownership. But here's the scoop – the funds are limited. To catch this opportunity, you need to apply with a participating lender.

Now, let's talk about why you'd want to take advantage of this program. First off, you don't need a big down payment – the First Down Plus program helps you with that! It's not just a house; it's your own space, where you can decorate, play, and build memories. So, if you're ready to say goodbye to renting and hello to your own kingdom, apply for the First Down Plus program now – because you deserve to have a home to call yours!

Quick Facts

- FirstDown Plus loan funds are limited and available on a first-come, first-served basis.
- Provides a fixed loan amount of \$10,000 to be used toward down payment.
- Must be used in conjunction with MFA's FirstHome and FirstDown programs.
- Borrower eligibility requirements are the same for FirstHome, FirstDown and FirstDown Plus.
- FirstDown Plus is a 15-year, non-amortizing loan with a 0% interest rate.
- Combined MFA DPA loan amounts cannot exceed \$35,000.

Why get pre-approved

Pre-approval is different from pre-qualifying, as it is a full loan approval instead of an opinion letter. It is recommended to get pre-approval before looking at homes. Finding out what you qualify for will help you look in the right price range.

Determining How Much You Can Afford

The lender will determine your purchasing power, which gives you a guideline as to what you can afford before you begin the process. They will show you a variety of different types of financing (fixed, adjustables, etc.), and will determine how much you qualify for with each type. Based on your desired payment level and type of financing with which you feel comfortable, we can determine your purchasing power.

Know What Your Down Payment Will Be and Provide Financing Options

You need to choose a home based on what funds you have available, the lender will design a loan that will work for your individual situation.

Know What Your Monthly Payments Will Be

Before picking a price range, you should make sure you are comfortable with your total monthly payment: Principle, Taxes, Interest, Insurance (and Mortgage Insurance, if necessary).

Turns You Into a Cash Buyer

In today's market, buyers are not the only parties concerned about financing. Sellers are equally concerned. In cases where there are multiple offers for homes, the buyers must put themselves in the best possible position to have their offers accepted. Getting pre-approved also puts the buyer into a better negotiating position, as the Seller knows the buyer is ready, willing and able to buy, and that financing is not in question. Buyers who are not pre-approved have less chance of obtaining an accepted offer on the house they wish to buy.

KEY

TERMS

APPRAISAL

Assessment of the property's market value, typically done for the purpose of obtaining a mortgage.

CONVENTIONAL MORTGAGE

A mortgage or Deed of Trust not obtained under a government-insured program such as FHA or VA.

CLOSING COSTS

Expenses incidental to a sale of real estate, such as loan fees, appraisal fees, title insurance, and escrow fees.

CONTINGENCY

Certain criteria that have to be met in order to finalize the sale.

CONCESSION

Money given to a buyer from a seller through escrow at closing.

FINANCIAL STATEMENT

A formal record of your financial assets, debts, and liabilities.

ASSESSED VALUE

Value placed upon property for property tax purposes by the Tax Collector.

DEBT-TO-INCOME

The percentage of an individual's monthly gross income relative to the amount of debt owed.

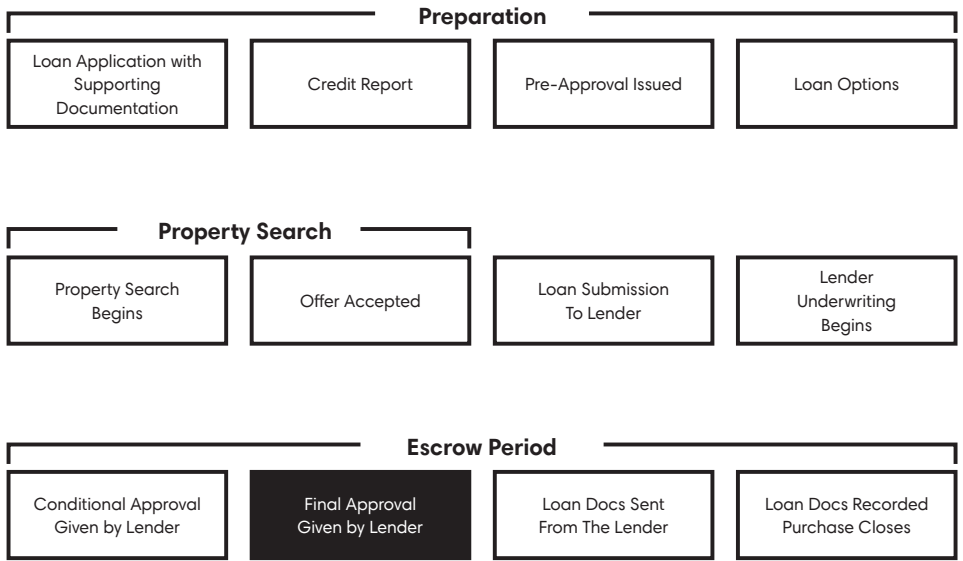
FIXED-RATE MORTGAGE

A loan on which the interest rate and monthly payment do not change.

PRE-APPROVED

Advanced approval from a bank or other lending institutions for a home mortgage.

The home loan process



ESCROW

A neutral third party that handles the transfer of any money during the sale of a home from initial deposit to final funding.

EARNEST MONEY DEPOSIT

Buyers in Las Cruces usually deposit \$500 - \$5,000 depending on price point of home to show that the buyer is serious about purchasing the home. It is usually refundable in the event a contingency in the sales contract cannot be met.

HOME WARRANTY

A policy that covers certain repairs (e.g., plumbing/heating) to a newly purchased home for a period of time, typically one year.

LIEN SEARCH

A background check on the property and the seller to ensure there are no outstanding debts or claims upon the property.

RECORDING FEES

Money paid to the lender for recording a home sale with the local authorities, thereby making it part of the public records.

PRE-QUALIFIED

Potential buyers provide an overall financial picture and mortgage brokers provide an estimate of what level of loan you will likely be pre-approved for.

TITLE INSURANCE

Insurance to protect the buyer and lender against losses arising from disputes over ownership of the property.

Things you should NOT do when applying for a home loan

Below are a list of things to steer clear of when seeking to obtain financing for a home. The following items may be detrimental when trying to move forward with the loan process.

DON'T buy or lease an auto before you apply for a home loan

Lenders look carefully at your debt-to-income ratio. A large payment such as a car lease or purchase can greatly impact those ratios and prevent you from qualifying for a home loan.

DON'T move assets from one bank account to another

These transfers show up as new deposits and complicate the application process, as you must then disclose and document the source of funds for each new account. The lender can verify each account as it currently exists. You can consolidate your accounts later if you need to.

DON'T change jobs

A new job may involve a probation period, which must be satisfied before income from the new job can be considered for qualifying purposes.

DON'T buy new furniture or major appliances for your new home

If the new purchases increase the amount of debt you are responsible for, there is the possibility this may disqualify you from getting the loan, or cut down on the available funds you need to meet the closing costs.

DON'T run a credit report on yourself

This will show as an inquiry on your lender's credit report. Inquiries must be explained in writing.

DON'T attempt to consolidate bills before speaking with your lender

The lender can advise you if this needs to be done.

DON'T pack or ship information needed for the loan application

Important paperwork such as W-2 forms, divorce decrees, and tax returns should not be sent with your household goods. Duplicate copies take weeks to obtain, and could stall the closing date on your transaction.



The underwriter reviews your loan

1. Credit

It is important that credit has been established with a good payment history. Any derogatory credit must have a good explanation. Outstanding collection accounts, judgements, or liens must be paid through escrow. The credit report will also list a credit score – a mathematical calculation of your overall credit rating.

2. Job Stability

A consistent job history with the same company is ideal; however if changes have been made for advancement, it is acceptable. Schooling completed in preparation for a specific vocation is considered to be a part of your job history.

3. Income and Ratios

Your gross monthly income (before taxes) is computed. Bonuses, over-time, part-time, or self-employment income is averaged over the last two years. The principal, interest, taxes, and insurance (PITI) on the new loan (plus mortgage insurance, if applicable) is divided by the gross monthly income to get the "top" ratio. P.I.T.I and all debts are divided by the income to get the "bottom" ratio.

Ratios are ideally 33 over 38 for an 80% loan and lower for a 90% , 95% or 97% loan. If other components are strong, higher ratios may be permitted.

$$\text{(PITI / Gross Monthly income = Top Ratio)}$$
$$\text{(Total Debt / Gross Monthly income = Bottom Ratio)}$$

4. Down Payment, Closing Costs and Cash Reserves

To be considered, your funds must have been verified as having been yours for 3 months. A 5% minimum down payment MUST be from your own funds; however, the remainder of the down payment, closing costs, and the 2 to 3 months of reserves may be gifted by a relative who provides a letter and bank statement showing the ability to give.

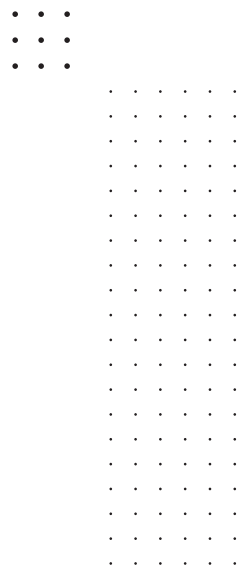
5. Property

The property is the security for the loan. The lender will require an appraisal by a certified fee appraiser to assure that there is sufficient collateral. The underwriter will review the appraisal to verify the marketability, condition, and value of your home. The lender will also review the title report and require title insurance on the property for your protection as well as theirs.

*If you don't fall within these guidelines, don't panic! Lenders work with various investors that offer loan products to fit all situations.



Components of a mortgage



P.I.T.I.

Principle, Interest, Taxes and Insurance

Insurance

Homeowner's Insurance, Mortgage Insurance, Homeowner's Dues

Formula 1

Formula for Property Taxes in Las Cruces:

$$\frac{\text{Purchase price} \times 1.1139\%}{12 \text{ months}} = \text{Monthly Property Taxes}$$

Formula 2

Formula for Home Owners Insurance:

$$\frac{\text{Loan Amount} \times 0.35\%}{12 \text{ months}} = \text{Monthly Homeowners Insurance}$$

How do lenders qualify borrowers?

Income	Assets/ Reserves	Debt	Credit (FICO Score)	Debt Ratio
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Income \$77,400 / \$6,450 per month
Total monthly payments on installment
+ revolving debt

Total monthly allowed debt: \$2,902.5
Overall debt service to income ratio 34.4%

Proposed Mortgage Calculation:
Purchase price: \$300,000
Loan Amount: \$289,500
Down Payment: \$10,500
30-yr fixed interest / principal payment @5.98%: 1,731.98
Property Taxes per month \$283.33
Homeowners Insurance per month \$83.33
Monthly mortgage insurance (PMI): \$120.63
Total monthly payment (PITI) - \$2,219.27

*Many lenders will allow up to 43%-45% of your gross income and total monthly obligations.
**Lenders will use a formula of 1.25% of the sales price to calculate property taxes. The property taxes in many cities will be more or less.

Flex MLS

Welcome to real estate's
only visual workspace.



Client
I absolutely love the way the floors look!

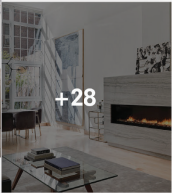
July 10



780 Oak Street
Las Cruces

\$450,000
4 BD | 3.5 BA | 3,000 SF

☆ Save



+28

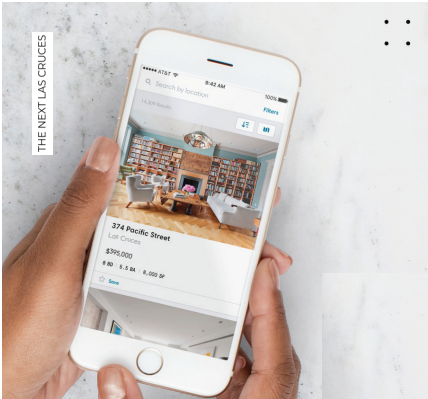


Agent
The home's finishes are impeccable.
Want to tour it tomorrow?

July 10



Introducing Flex MLS Collections, a smarter, more seamless way to find a home you'll love. With this new tool, we can easily organize the properties you want to see and discuss them together.



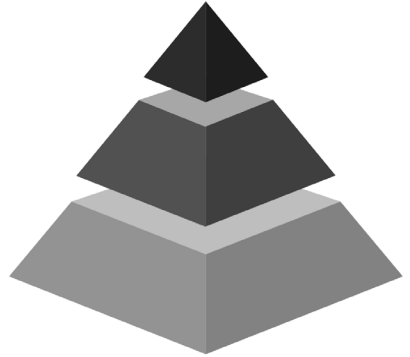
Purchase Timeline

Generally it takes 30 - 45 Days to Close after entering Contract.
Let's add another 30 Days to account for your Search.



Offer Strength

In general, Las Cruces Real Estate market is always competitive. Here are the 3 types of offers that get deals done on a daily basis - ranked strongest to weakest.



1

All Cash

Cash is King. This is often the most seller-friendly offer because Sellers aren't affected by banks, contingencies, or overall delays. Cash purchases close faster and are less risky for all parties.

All Cash does not mean sellers will take a lesser asking price, so beware of low-ball offers in competitive situations.

2

Non-Contingent

Not everyone has cash. So offers that are not contingent on financing positions buyers taking out mortgages to compete with All Cash buyers — and win.

What is the risk here? If the property appraises below the contract price, the Bank typically requires you to cover 80% of the difference. So if the property appraises \$100,000 less than the contract price, the buyer has to put down another \$80,000. Sometimes they have to cover 100% of that delta. **Local lenders are the key.**

Here, you need to waive all contingencies to truly compete with All Cash buyers.

3

Contingent (on anything)

Contingencies protect buyers. Some buyers want or need a "Financing contingency" because they are not confident a property will appraise and they don't have the funds cover the Appraisal vs. Contract delta. There are also Inspection contingencies or Need-to-Sell First contingencies.

Sellers don't like contingencies since the seller takes on all the risk. That said, contingencies are not uncommon and deals can still close with them in place.

Offer Paperwork

Because of the limited inventory of properties available in Las Cruces and the competition among buyers, a savvy home buyer must be prepared to submit an offer on a moment's notice. Therefore, it's critical that you have your offer documentation prepared before you begin searching for a property. Ideally, you'll also want to have identified a title company to work with before you begin the process of submitting offers.

Serious buyers need to be prepared with paperwork when they submit offers. Sellers take offers seriously when a buyer is prepared. Here's what you need ready to go:



Submit Purchase Agreement

The purchase agreement form is an extensive agreement that outlines all of the terms necessary to make an offer on the home. It entails the purchase price, important dates such as inspection timeline, insurance contingencies, and closing timeline. You will go over this form with your agent page by page so that you fully understand it.



Mortgage Pre-Approval Letter

Having a mortgage pre-approval from a bank allows you to understand how much you can afford and how much a financial institution will lend you. It shows Sellers you are a well-qualified buyer. When evaluating offers to purchase, LC homeowners want to see that you can afford the property they are selling. Plus, they want to see that you are serious and that a bank or lender is willing to extend you a mortgage loan (if you are pursuing mortgage financing). Having a pre-approval letter ready puts you at an advantage versus other LC buyers who may not be as organized, especially if you find yourself in a bidding war.



Tax Levy

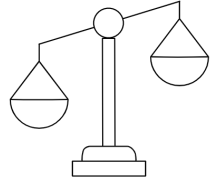
A tax levy document represents an official notice from the government detailing the imposed taxes on properties within a specified area. It articulates the specific tax rates, assessments, and financial obligations that property owners must adhere to as part of the real estate transaction process.



Property Disclosures

New Mexico requires agents and brokerages to provide buyers and sellers with this property disclosure form, which helps buyers understand adverse material defects on the property (if any).

Title Companies



Real Estate title companies are critical to all NM sales. The best agents need to be proactive, responsive, and in competitive situations, known industry players. You need a team of experts on your side.

Dona Ana Title (DAT)
Jennifer Odom-Cordova

Division President
425 S Telshor Blvd, STE B
Las Cruces, NM 88011
m: (575) 740-8835
jodomcordova@donaanatitle.com

Las Cruces Abstract & Title (LCAT)

Monique Tellez
Escrow Officer
119 S. Campo
Las Cruces, NM 88001
o: (575) 524-3681
mtellez@lcat.net

Las Cruces Abstract & Title (LCAT)

Jessica Spires
Escrow Officer
119 S. Campo
Las Cruces, NM 88001
o: (575) 524-3681
jessica@lcat.net

True Title

Mario Marquez
Lead Escrow Officer
3880 Foothills Rd, STE 1
Las Cruces, NM 88011
o: (575) 993-5114
mario@truelascruces.com

Southwestern Abstract & Title (SWAT)

Duncan Lundeen
Escrow Officer
3780 Foothills Rd, STE B
Las Cruces, NM 88011
o: (575) 523-8561
dlundeen@swatlc.com

Southwestern Abstract & Title (SWAT)

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Real Estate Attorneys

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2521 N Main St
Las Cruces, NM 88001
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appointments@charlesjohnlaw.com

Salcedo & Company | Isidro Salcedo

Managing Attorney
2990 N. Main St, STE D
Las Cruces, NM 88001
o: (575) 993-2676
kyle@salcedoco.com

Lenders



Below is a list of reputable mortgage professionals we have worked with. Brokers surf all lending options. Big Banks offer their "products", i.e. mortgages.

Traditional Banks & Lenders

U.S. Bank | Maria Diaz
Mortgage Loan Officer
3790 E Lohman Ave
Las Cruces, NM 88011
m: (915) 588-0480
maria.diaz@usbank.com

Prime Lending | Nancy Black
Loan Originator
3780 Foothills Rd, STE C
Las Cruces, NM 88011
m: (575) 649-8882
nancy.black@primelending.com

Guild Mortgage | Rafa Figueroa
Loan Officer
1323 E Lohman Ave, STE 3,4,5
Las Cruces, NM 88001
m: (505) 306-4816
rafa.figueroa@guildmortgage.net

Citizens Bank | Meghan Quinones
Mortgage Loan Officer
3065 E University Ave
Las Cruces, NM 88011
m: (575) 647-6714
mquinones@citizenslc.com

GECU | Angelic Hernandez
Mortgage Business Development Officer
141 Road Runner Pkwy
Las Cruces, NM 88011
m: (915) 487-6404
angelic.hernandez@gecu.com

First Light | Olga Cervantes
Loan Officer
300 E Foster Rd
Las Cruces, NM 88005
m: (575) 202-0567
ocervantes@firstlightfcu.org

Mortgage Brokers

Waterstone Mortgage | Vicki Lucero
Sales Manager
4440 Sonoma Ranch Blvd, STE D
Las Cruces, NM 88011
m: (575) 496-0225
vlucero@waterstonemortgage.com

Price Mortgage | Tyler Black
Sr. Loan Officer
2455 Missouri Ave, STE A
Las Cruces, NM 88001
m: (575) 415-7942
tblack@pricemortgage.com

Vendors



INSPECTORS

Organ Mountain Inspections
Andrew Legatzke
(575) 650-5520
andrew@organmountaininspections.com
www.organmountaininspections.com

Integrity Inspections
Alexander Stewart
(915) 201-3694
integrityspec@gmail.com
www.integrityspec.com



MOVERS

Las Cruces Moving & Storage
Eddie Chatterton
(575) 649-3721
www.greatguysmoving.com/movers/
new-mexico/las-cruces/las-cruces-mov-
ing-storage/

All My Sons
(915) 245-3030
amsadmin@allmysons.com
www.allmysons.com



CONTRACTORS

Wolf Pack Contractors
Joseph Gonzalez
(575) 635-0272
wolfpackcontractorsnm@gmail.com
wolfpackcontractors.com

Double R Construction
(575) 323-3109
info@doubleconstructionllc.net



CLEANERS

Organs Cleaning
Melissa Palomares
(575) 650-7859
organscleaning@gmail.com
www.organscleaning.com

Essential Cleaning Co
Fabian Galaviz
(575) 448-1130
galavizentreprisesllc@gmail.com
www.essentialcleanings.com



INTERIOR DESIGNERS

Studio Langan
Jamie Roberts
(732) 570-2022
studiolangan@gmail.com
www.studiolangan.com

LNA Interiors
Lindsey Potts
(575) 200-3993
Lindsey@LNAInteriorsDesign.com
www.lnainteriorsdesign.com



FLOORING

Casey Carpet
Steele Schweinbraten
(575) 523-9595
steele.caseycarpet@yahoo.com
www.caseycarpetoflascruces.com

Maloolys Flooring Company
(575) 523-0633
www.maloolys.com



BLINDS

Kol Haus Blinds
Luis Dominguez
(915) 352-6285
www.facebook.com/kolhauselp/

Budget Blinds
Andy Mutchnik
(575) 208-5124
fmutchnik@budgetblinds.com
www.budgetblinds.com/lascruces/



LANDSCAPERS

GQ Landscaping
Richie Venezuela
(575) 621-5206
GenuineQualityLandscaping@gmail.com

Extreme Landscaping
(575) 286-0822
info@extremelascruces.com
www.extremelascruces.com



PAINTERS

Precision Painting
(575) 300-9234
www.paintingcontractorlascruces.com

Knights Painting
(575) 305-7048
knightspaintingnm@gmail.com
www.knightspainting.us



HOME SECURITY

Eagle Security
(575) 382-9213
support@eaglesecurity.biz
www.eaglesecurity.biz

ADT
Maximilio Ortega
(575) 636-8058
MaximilioOrtega@adt.com
www.adt.com



PLUMBERS

Maddox Plumbing
(575) 526-3929
maddoxplumbing@gmail.com
www.facebook.com/MaddoxPlumbing/

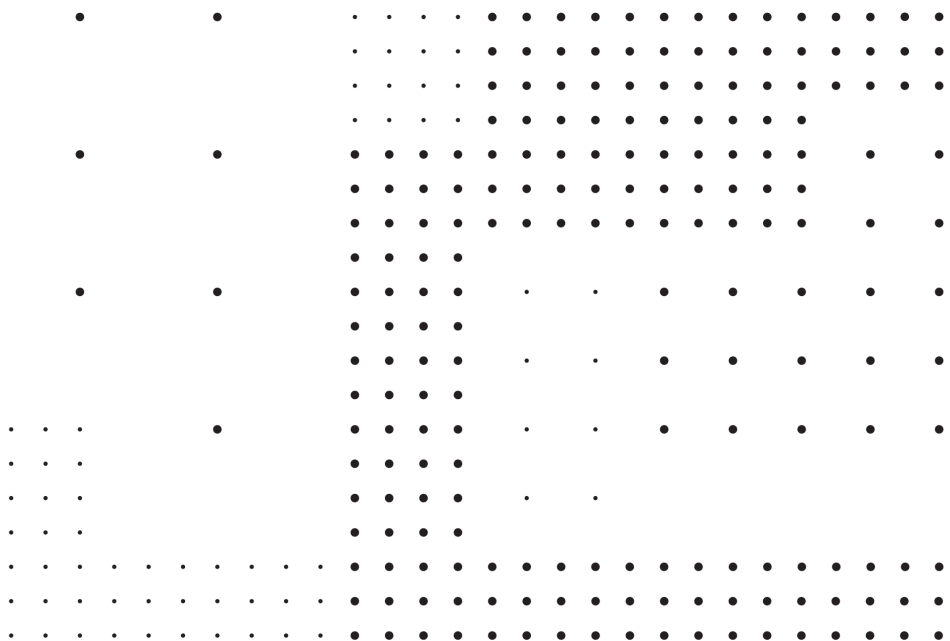
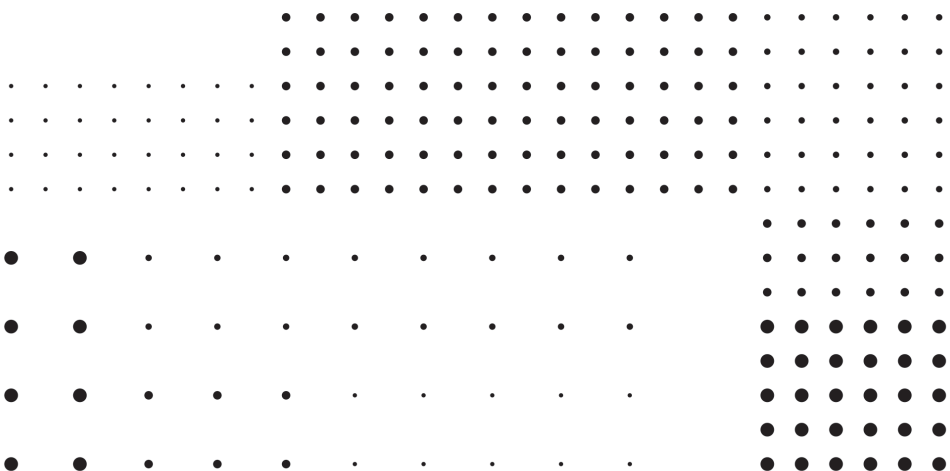
Sun City Plumbing & Heating
(575) 777-9758
service@suncitylc.com
www.youknowsuncity.com



ELECTRICIANS

RAD Electric
(575) 526-6846
radelectric21@gmail.com

RT Electric
(575) 523-9252
www.rtelectricinc.com



Closing Statement Example

American Land Title Association

ALTA Settlement Statement – Buyer

Adopted 05-01-2015

File No.:

Dona Ana Title Company, Inc.

Printed: 09/09/2024, 1:37 PM

425-B South Telshor • Las Cruces, NM 88011

Officer/Escrow Officer:

Phone: (575)521-5800 Fax: (866)298-9009

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Final Settlement Statement



Settlement Location:

425-B South Telshor, Las Cruces, NM 88011

Property Address:

Buyer:

Seller:

Lender:

Settlement Date: 09/10/2024

Disbursement Date: 09/10/2024

Description	Buyer	
	Debit	Credit
Financial		
Sale Price	435,000.00	
Deposit: Receipt No. on 08/13/2024 by		1,000.00
Loan Amount -		442,138.00
Prorations/Adjustments		
County Taxes 07/01/24 to 09/10/24 @\$3,387.74/yr		657.18
Seller Credit Home Warranty		500.00
Seller Credit Inspection Resolution		3,400.00
Loan Charges		
Loan Charges to		
Prepaid Interest 09/10/24 to 10/01/24 @\$74.190000/day	1,557.99	
Origination Fee	3,500.00	
Appraisal Fee to Appraisal Service POC-B \$700.00		
Credit Report Fee to Equifax Mortgage Solutions	74.50	
VA Funding Fee to Dept. of Veteran Affairs	14,124.46	
Non-Specific Lender Credits		1,676.06
Impounds		
Aggregate Adjustment		576.68
Homeowner's Insurance 3 mo(s) @\$180.33/mo	540.99	
County Property Taxes 2 mo(s) @\$216.02/mo	432.04	
Title Charges & Escrow / Settlement Charges		
Title - Lender's Policy	130.00	
NM Loan Policy-Simultaneous Issue w/Owner-0202 to Dona Ana Title Company, Inc.		
Title - [0004 NM] Mechanic's Lien - Loan Policy - With Evide	50.00	
[0004 NM] Mechanic's Lien - Loan Policy - With Evidence of Priority to Dona Ana Title Company, Inc.		
Title - [0009 NM] Survey Coverage Endorsement - Loan Policy	50.00	
[0009 NM] Survey Coverage Endorsement - Loan Policy to Dona Ana Title Company, Inc.		
Title - [2900 NM] NM - 29 Environmental Protection Lien	25.00	
[2900 NM] NM - 29 Environmental Protection Lien to Dona Ana Title Company, Inc.		
Title - Closing Fee	216.13	
Closing Fee \$400.00 Sales Tax: \$32.26 to Dona Ana Title Company, Inc.		
Title - e-Recording Fee	4.50	
e-Recording Fee to Dona Ana Title Company, Inc.		
Government Recording and Transfer Charges		
Record Deed to Dona Ana County Clerk	25.00	
Record First Deed of Trust/Mortgage	25.00	
Record Deed of Trust/Mortgage to Dona Ana County Clerk		
Miscellaneous		
Pest Inspection to POC-B \$100.00		
Home Inspection Fee to POC-B \$512.27		
Homeowner's Insurance Premium to	2,163.96	
Subtotals	457,919.57	449,947.92
Due From Buyer		7,971.65
Totals	457,919.57	457,919.57

EXIT Realty Horizons Cares

As we work to help everyone find their place, EXIT Realty Horizons Cares empowers agents and employees alike to support meaningful causes where they count most: at home.



EXIT Realty Horizons Cares is our way of empowering agents and employees to give back to local communities with our time, resources, and skills -- because no one knows a community better than the agents and employees who serve it.

Through EXIT Realty Horizons Cares, 100% of our transactions lead to a donation back to the communities we serve.

We turn local knowledge into local impact by supporting meaningful local causes. EXIT Realty Horizons Cares connects the generosity and compassion of our people to a giving platform of 1 million nonprofits to create a regional and national community of givers. Because here at EXIT, we believe it's our responsibility to make the world a little better, one place at a time.



Connor Murray

Luxury R.E. Advisor

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o: 575.532.5678

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