

THE GALISTEO BASIN PRESERVE

The West Basin and Southern Crescent

Los Alamos National Bank (LANB) is a proud partner in the development of the Galisteo Basin Preserve. Given the important role that The West Basin and Southern Crescent play in advancing the vision of the Galisteo Basin Preserve, LANB has developed a special loan package to facilitate lot purchases and/or construction loans as detailed herein.

Land & Construction Loan Combined

If a buyer plans to construct a home within one year, LANB will offer the following terms for the loan:

LANB will finance a lot purchase for a twelve-month term as a variable rate loan tied to the Wall Street Journal prime rate plus 1.00%, with a floor of 5.25%. Interest will be payable monthly. LANB will finance up to 90% of the appraised value or purchase price of the lot, whichever is less. A buyer may convert the land loan into a construction loan anytime during the twelve-month term. Upon conversion, LANB will finance up to 90% of construction costs or 80% of appraised value, whichever is less.

Land Loan

If a buyer plans to hold the lot for future building or as an investment, LANB will offer the following terms:

LANB will finance the lot for up to a fifteen-year term as a variable rate tied to the Wall Street Journal prime rate plus 1.0%, with a floor of 5.25%. LANB will finance up to 90% of the appraised value or purchase price, whichever is less. A buyer may convert the land loan into a construction loan anytime during the term of this loan.

Other terms for both loans

Closing costs will include a 0.5% origination fee. If a buyer is pursuing a construction loan, this fee will be credited towards the loan if financed with LANB. In addition to the origination fees, other fees will include a title search or policy fee, the title company's closing fee, an appraisal fee, and the mortgage-filing fee. An itemized estimate of closing costs will be provided to the buyer within three days of application receipt.

LANB loan officers will be happy to provide further details on any special financing we have to offer. Please call (505)954-5400 to schedule an appointment with Mike Montoya or Dion Silva for further information or for a loan interview.

Loan commitments are analyzed on an individual basis and all commitments are subject to the borrower's financial condition and credit history. The rate and terms are subject to change, so please check with a lender for current rates and terms. This commitment will expire on June 30, 2009.



**Los Alamos
National Bank**

Creating a better way.

LOS ALAMOS
P 505.662.5171
1200 Trinity Drive
Los Alamos, NM 87544

WHITE ROCK
P 505.672.3853
77 Rover Blvd.
White Rock, NM 87544

SANTA FE
P 505.988.3200
2009 Galisteo St.
Santa Fe, NM 87505

SANTA FE DOWNTOWN
P 505.954.5400
301 Griffin St.
Santa Fe, NM 87501

lanb@lanb.com www.lanb.com