



HEADS-UP

AUGUST 2010

KIRTLAND FEDERAL CREDIT UNION

Lowest Rates in 40 Years!



The month of July has seen the lowest mortgage rates in about 40 years. It is likely that, as you read this article, little has changed. What does this mean for you?

Perhaps you own a home and purchased or refinanced at least two years ago. In late July, 2008, 30 year, fixed-rate mortgages averaged 6.63%APR with 0.6 points. Today, July 15, KFCU offers a 30 year, fixed-rate as low as 4.648%APR* with no points. This means that, if you qualify, your monthly payment on a \$100,000 mortgage will fall by over \$120 if you refinance that 6.63% rate today. Save even more if you decide to refinance into a 7/1 ARM (the rate adjusts after seven years).

Are you thinking about buying a home? Again, you won't find a better time to do so.

As mentioned above, rates are at rock bottom. Median home prices in Bernalillo county fell 12.5% between May 2008 and May 2010, according to the Realtors Association of New Mexico. Combine lower rates and lower prices and the \$200,000 home you saw two years ago is now priced at \$175,000. Your 30-year, 80% LTV mortgage that would have cost you \$1025 per month in principal and interest in 2008, will cost you \$722 per month today, at the interest rate mentioned earlier. That is a savings of over \$3600 a year.

Before you do anything else, call KFCU to learn how to save money on your mortgage.

*APR=Annual Percentage Rate. Actual rate is determined from applicant's credit history.

Used Car Sale August 19-22

Just in time for school, KFCU is working with Larry H. Miller Dodge Jeep Chrysler and Garcia Automotive Group to hold a special tent sale of over 500 used cars. These dealers will offer special pricing, and KFCU will offer rates as low as 1.95%APR* for 2009 models and 3.95%APR* for 2006-2008 models. The location of the sale is on the south side of Lomas, two blocks west of Wyoming. Hours are 9 am to 8 pm August 19-21, and 10 am to 6 pm August 22.

*APR=Annual Percentage Rate. Rates quoted are for 2-star members with excellent credit history.

West Alameda Branch Remodel

By the time you read this note, our remodel of the branch will be finished (or nearly so).

Drop by to enjoy our newest effort to improve service to you.

REACH US

- Member services - 505-254-3469 or 800-880-5328
- Teller Phone - 505-254-4367 or 800-880-8277
- Direct Extension Dialing - 505-254-7070
- Loans by Phone - 505-254-4368 or 800-239-8709

LOCATIONS

- 6440 Gibson Blvd. NE
- 8900 Montgomery Blvd. NE
- 10200 Corrales Rd. NW
- 3650 Sherman Ave. SE (KAFB)

HOURS

- City Branches
- Mon - Thurs 9am - 5pm, Fri 9am -6pm, Sat 9am - 3pm
- KAFB Base Branch, 3650 Sherman Ave. SE
- Mon - Thurs 9am - 4.30pm, Fri 8am -4.30pm, Sat closed



Back to School Savings

It's that time of year again when families across the country are shopping for back-to-school clothes and supplies. Check out these tips for saving money.

Before you hit the stores and spend money unnecessarily, look at the items remaining from last year (backpacks, lunch bags, calculators, etc.) and reuse those in serviceable condition.

Perhaps some of your supplies from last year are in good condition, but no longer useful e.g. clothes are too small, calculator does not have relevant functions. In that case, organize a supply swap with several other families. You might want to make it a pot-luck so that people get fed, too.

Now that you've exhausted sources of "used" items, make a list of the new items needed. Set a budget so you control your spending. You might look at last

year's expenses (if you felt that they were reasonable) and add a small percentage to allow for increased costs. As you walk around stores, make sure you stick to your budget, and to your list, as it is very easy to get distracted by the merchandising and the "deals."

Alternatively, you can avoid the distractions and fatigue of the store by shopping online. Use shoebuy.com, a site that boasts free shipping and a 100% price guarantee. If you find the shoe for a lower price after purchase, they will refund you 100% of the difference. Check Internet coupon sites such as <http://www.couponsnapshot.com> to get e-alerts on specials and to print out coupons from the web.

Finally, deposit the money you save into a KFCU college account for your kids.

Lunch & Learn

How to Bank Online with KFCU

For West Siders

Saturday, August 21, noon to 1 pm.

Flying Star Café

10200 Corrales Rd., NW

(next to W. Alameda branch)

For East Siders

Saturday, August 28, noon to 1 pm.

Quarters BBQ

4516 Wyoming NE

(near Montgomery)

Raising Money Smart Kids

Saturday, August 21, noon to 1 pm.

Gibson Branch Training Room A

6440 Gibson Blvd., SE

(intersection of Gibson & Louisiana)

Lunch served to first 30 RSVPs at each site. RSVP at avp_pr@kirtlandfcu.org or call 254-4329 specifying location.

Changing Jobs? Retiring?

Don't Leave your Retirement Plan Dollars Up in the Air

If you're changing jobs or retiring, you're in the midst of an enormous transition. You should seriously consider what to do with your money in your employer's pension plan, 401(k), 403(b) or Thrift Savings Plan (TSP). After all, it's probably one of your biggest assets. The wrong move could affect the quality of your retirement years.

Generally, there are four options for your retirement plan:

1. Leave it in your former employer plan
2. Transfer it to your new employer plan
3. Roll it over to a traditional IRA
4. Cash out and pay taxes and possibly penalties



Each decision has it pros and cons. Need help deciding what option is best for you? Contact Kirtland Financial Services at (505) 254-4363 for a no-cost, no-obligation Retirement Assets Consultation. The quality of your retirement years depends on it!

Securities and insurance products are offered through LPL Financial and its affiliates, member FINRA/SIPC. Kirtland Federal Credit Union and Kirtland Financial Services; Not registered broker/dealers, not affiliated with LPL Financial.

Mobile Banking

In four weeks, over 1200 members began using their web-enabled phones to do their banking. When will you start?

Investment Products Are

Not FDIC/NCUA Insured	Not Bank/Credit Union Guaranteed	May Lose Value
Not Guaranteed by any Government Agency		Not a Bank/Credit Union Deposit