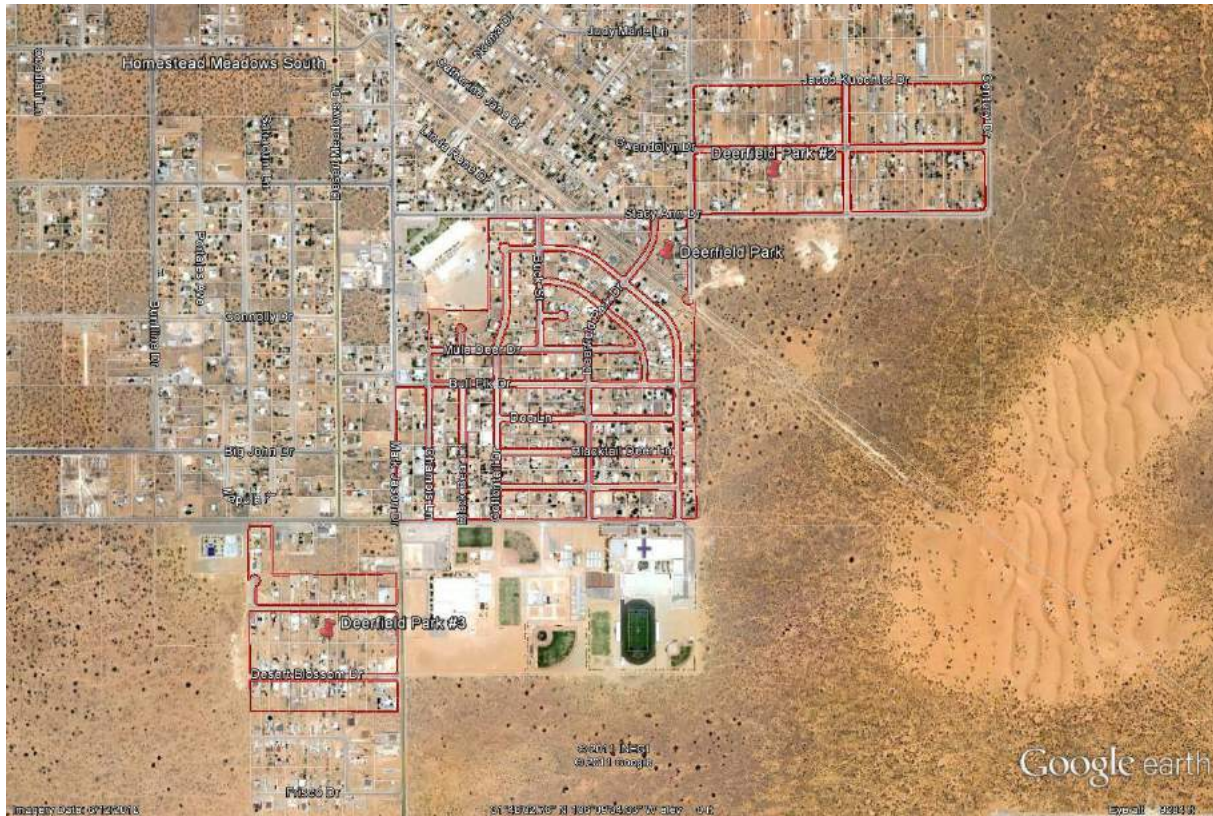


Seller financing predominated although some residents obtained bank loans; 60% households have finished paying their initial investment, a lower share than adjacent Deerfield but matches that Las Casitas lots were purchased roughly a decade later. The noted developers include Vander Veer Properties & Investments, and escrow companies include Mills Escrow. Nothing is noted on corrupt or fraudulent practices, although some residents who have paid in full do not have the actual deed (but the deed appears to be registered).

2. Deerfield



Deerfield is located in the Homestead Meadows South CDP in the Far East part of El Paso County (about 2-3 miles from the El Paso City boundary). It is adjacent to Las Casitas colonia. Deerfield has paved roads with water, electricity and trash collection services. Wastewater services are unknown.

Most surveyed residents purchased their properties in the 1980s and 1990s, with about 2/3 purchasing the lot only without a home. Lot acquisition was primarily through both a developer and previous resident, showing some lot churn. There were a substantial number of contracts for sales in the early stages of the colonia development (initial sales), but deeds are more common practice in the latter sales. Most residents have little idea about the types of documents they currently have or had at the outset of the purchase.

Seller financing predominated although some residents paid in full using cash and savings; 6 out of 7 households have finished paying their initial investment. The noted developers include Vander Veer Properties & Investments, and escrow companies include Mills Escrow and Homestead Meadows Escrow. Nothing is noted on corrupt or fraudulent practices, although some residents who have paid in full do not have the actual deed (but the deed appears to be registered). There were several foreclosures in Deerfield, and East Montana Properties appears in these foreclosures.

3. Tornillo



Tornillo is a Census Designated Place (CDP) located in the Southeast part of El Paso County (about 40 miles from the El Paso City boundary and borders Mexico to the South). Many parts of Tornillo still have unpaved roads. The area has water, electricity and trash collection services. Wastewater services are unknown.

The year of lot purchase in Tornillo goes back to the 1970s, with the oldest lots/homes adjacent to the key road Alameda (also adjacent to the rail road tracks; Alameda was a very important road before I-10 was built). Sales transactions involved purchases from both the developer and the previous resident, as well as 1 inheritance.

Seller financing predominated with only a few bank loans; two-thirds of households have finished paying their properties. The developers in this area were Dale Drake and Martin. According to an area promotora (community organizer), Drake has made it difficult for title conversion, and in one case, his offices refused to take payment in full so that the resident could continue paying interest. On the other hand, Lettunich was given good praise, rarely or never foreclosing but raising interest rates when many payments were missed.