

Mortgage MATTERS

NORTHWEST FEDERAL CREDIT UNION www.nwfcu.org

DON'T TRUST YOUR HOME TO JUST ANYONE

Beware of Predatory Lenders

Trying times do not always bring out the best in people. This economic crisis provides a perfect climate for unscrupulous businesses and individuals to take advantage of a desperate situation. If you're having trouble paying your mortgage or are facing foreclosure, beware of so-called "foreclosure rescue" companies who claim they can save your home. Most of them are out to make a quick buck and will only make things worse. The Federal Trade Commission warns consumers to **beware of any business that:**

- guarantees to stop the foreclosure process, no matter what your circumstances; these kinds of claims are the tell-tale signs of a rip-off
- advises you *not* to contact your lender, lawyer, or credit or housing counselor
- collects a fee *before* providing services, or only accepts payment by cashier's check or wire transfer
- directs you to make your mortgage payment to any entity other than your lender
- advises you to transfer your property deed or title, or encourages you to lease your home so you can buy it back over time

- offers to fill out paperwork for you, or pressures you to sign papers you haven't read thoroughly or that you don't understand

When trying to work with a government agency, be sure it isn't an imitator. Use only phone numbers listed on agency websites or in other reliable sources, like the blue pages in your phone directory.

If you or someone you know is in a financial bind, turn to NWFCU. We are, and always have been, a lender you can trust. We always keep our members' best interests in mind, and have been working hard to offer programs and services that offer real solutions, such as:

- **Loan Refinancing.** A refinance may help lower your monthly mortgage or equity line payment. We even refinance car loans to help improve cash flow.
- **Home Modification Programs.** We've been helping members in financial distress by restructuring their mortgages through forbearances, modifications or refinances. We also participate in the Fannie Mae "Home Affordable Modification" program, in which members can apply for relief.



- **Member Solutions.** This program may help members at risk of foreclosure, repossession or tarnished credit with rewritten loans, deferments, interest-only payments and payment reductions.
- **Referrals to Real Estate Professionals.** If you're thinking of selling your home, turn to NWFCU's approved network of trusted CU Realty REALTORS®.

If you're having difficulties paying your mortgage, don't fall victim to someone who is trying to take advantage you—please talk to us. We service your loan until the day it is paid in full and are available at 703-709-8921, ext. 70005 (1-866-709-8921 toll-free), Monday–Friday (8:00 a.m.–4:30 p.m.). We want to help in any way we can.

Thinking of Refinancing? Do You Have Questions About the Federal Stimulus Plan?



The government's "Making Home Affordable" program is constantly changing. If you have questions concerning the latest updates on the federal stimulus plan, please speak

with one of our Mortgage representatives. They can explain the plan's criteria and help determine if you're eligible.

Our Mortgage department was flooded with calls when the stimulus plan was first announced. Those initial requests have been processed, and we're ready and able to assist with your refinancing. Call us to take advantage of today's low rates at 703-709-8921, ext. 70005 (1-866-709-8921 toll-free) Monday–Friday (8:00 a.m.–4:30 p.m.).

Realtor on Duty at Every Branch

A CU Realty agent is available to answer your real estate questions every Friday (11:00 a.m.–1:00 p.m.) and every Saturday (10:00 a.m.–1:00 p.m.) at our Herndon Branch. Our fall Realtor on Duty schedule also includes several dates for our Chantilly, Manassas and Vienna Branches. To view the complete Realtor on Duty schedule, visit www.nwfcu.org and click on 'News & Events.'

No appointment is necessary—just stop by to inquire about current market trends, our CU Realty cash rebate program, or to gain helpful tips and insight on home buying and selling.

HOME IMPROVEMENTS MAKE SENSE

And May Even Pay You Back



Home improvements always make good financial sense. Upgrades can help your home stand out in a tight market, attract prospective buyers and command top dollar if you plan to sell. If you're not moving, renovations can make your home more comfortable, and studies show that the right improvements often pay for themselves in increased home values and energy savings. Plus, homeowners can take advantage of low rate financing options and tax credits, making now the perfect time to tackle that to-do list.

Energy-efficient upgrades will help you save money over the long run and may qualify for a federal tax credit. Through 2010, installing energy-efficient windows, doors and insulation could net you a tax credit of up to \$1,500. Major upgrades, such as installing solar panels, solar water heaters and geothermal heat pumps could also qualify for a tax credit of up to 30% of the cost. For more details, visit www.energystar.gov.

If you're hoping to increase your home's value, consider this: curb appeal counts. You won't sell your home if you can't entice buyers past the front door. Exterior improvements that pay off include adding a deck and vinyl siding, according to the National Association of REALTORS®. In fact, *Remodeling* magazine's "Cost vs. Value Report 2008-09" estimates that homeowners generally recoup 81.8% of the cost of a deck and up to 80% of the cost of vinyl siding. Rounding

out the top five midrange renovations by return on investment are minor kitchen remodel and wood or vinyl window replacement.

Once you decide which home improvements to tackle, contact our Mortgage department. We offer flexible, low-rate home equity options to fund your projects. Home equity financing makes sense because the rates are lower than other forms of financing, and the interest you pay is usually tax deductible.¹

Choose a fixed-rate loan if you prefer to receive your money in one lump sum. If you'd rather access your cash on a project-by-project basis, you'll love the convenience of our line of credit.² Either way, you'll enjoy low closing costs and an easy application process. Plus, you'll save money with our low interest rates! To apply, visit www.nwfcu.org or call 703-709-8921, ext. 70006 or (1-866-709-8921 toll-free) to speak with a Mortgage representative.

Source: www.bankrate.com, "Upgrades that help sell homes"

¹Consult your tax attorney

²An appraisal is required at member's expense.

Complete Real Estate Services Under One Roof

NWFCU's subsidiary, Northwest Financial LLC, has opened Northwest Title and Escrow LLC (NWTE), a full-service title company designed to assist members with real estate settlement transactions. Comprised of some of the most qualified real estate settlement professionals in the field and offering more than 25 years of combined experience, the NWTE

team is dedicated to providing the highest level of member service and satisfaction.

Whether you're buying, selling or refinancing, NWTE will work closely with your lender and real estate agent, providing you with a seamless and stress-free transaction. For more information, call 703-796-6630 or visit www.nwflc.com.

Free Seminar

Finding & Financing a Home in Today's Market
Saturday, November 14
9:00 a.m.–11:00 a.m.

Learn how to find the right home, negotiate contract terms, avoid financial pitfalls, select the right financing option and earn a cash rebate when you buy or sell. To register, visit www.nwfcu.org or call 703-659-0695.

iSecurity Can Help Protect You Against Identity Theft

As an NWFCU member, you are eligible for a discounted rate on iSecurity services to help you:

- deter identity theft
- restore your financial credit rating and good name
- defend yourself against future crimes
- seek justice should you become victimized

In addition, iSecurity membership comes with a reverse bounty guarantee: iSecurity will pay you an \$11,000 bounty if they cannot identify the person responsible for the crime against you within 12 months of starting an investigation.

For more details and to enroll, visit www.nwfcu.org and type "iSecurity" in the search box.

MORTGAGE & EQUITY LOAN RATES¹

MORTGAGES

Check with CU

EQUITY

5-Year	Max. Loan Amt.	Fixed Rate	APR
90% LTV	\$100,000	6.250%	6.38%
7-Year			
90% LTV	\$100,000	6.875%	7.00%
10-Year			
90% LTV	\$100,000	8.000%	8.11%
15-Year			
80% LTV	\$350,000	7.375%	7.46%
90% LTV	\$350,000	8.375%	8.46%
HELOC	Max. Loan Amt.	Variable Rate	
80% LTV	\$350,000	5.00% ²	
90% LTV	\$350,000	5.00% ²	

AUTO LOANS

NEW & USED VEHICLE LOANS³

Up to 100% financing

	Term	APR
New	12 to 36 months	3.50% ^{3,4}
	37 to 72 months	4.99% ³
	73 to 84 months	6.50% ³
Used	12 to 60 months	5.74% ^{3,5}
	61 to 84 months	7.74% ^{3,5}

LEASES³

Up to 100% financing

	Term	APR
New	24 to 60 months	4.99% ³
Used	Up to 36 months	6.74% ^{3,5}

CREDIT CARD RATES

	APR
Visa® Platinum	7.00% ⁶
Travel Rewards Gold MasterCard®	
with \$30 annual fee	9.00% ⁷
with no annual fee	11.00% ⁸
FirstCard Visa Platinum	Fixed rate 9.99% ⁹

¹ Rates current as of 10/1/09 and subject to change without notice.

² APR = Annual Percentage Rate. Rates apply to HELOC applications received after 12/7/2008. Rate is based on the Wall Street Journal Prime Rate listing on the last business day of the month and is subject to change quarterly. The minimum APR will not go below 5.0%.

³ Annual Percentage Rate (APR) current as of 10/1/09 and subject to change without notice. Credit Union members without Access or Premier Checking, add 0.25% to the listed rates. \$20,000 minimum loan required for terms 61 to 84 months.

⁴ This rate is only available for new auto purchases and auto loan refinances from another lender where the auto was purchased as new within the past 12 months.

⁵ When refinancing an existing NWFCU auto loan or lease to a lower rate using the same collateral, 0.50% is added to the listed rate for administrative expenses.

⁶ Rate is based on the Wall Street Journal Prime Rate listing on the last business day of the month and is subject to change monthly. The minimum APR will not go below 7.0%.

⁷ Rate is based on the Wall Street Journal Prime Rate listing on the last business day of the month and is subject to change monthly. The minimum APR will not go below 9.0%.

⁸ Rate is based on the Wall Street Journal Prime Rate listing on the last business day of the month and is subject to change monthly. The minimum APR will not go below 11.0%.

⁹ FirstCard Visa Platinum is exclusively for members age 15-22. Check with NWFCU for details.



P.O. Box 1229
Herndon, VA 20172

REAL ESTATE LENDING

703-709-8921
1-866-709-8921
M-F: 8:00 a.m.–4:30 p.m.

CALL CENTER

703-709-8901
1-866-709-8901
703-709-8919 (TTY)
M-F: 7:00 a.m.–7:00 p.m.
Sat.: 8:00 a.m.–1:00 p.m.

OTHER SERVICES

703-709-8900
1-800-336-3384
Auto Locating: ext. 6001

WEBSITE

www.nwfcu.org

EMAIL

mortgages@nwfcu.org

MOBILE

go.nwfcu.org

In order to assure that the Credit Union in compliance with State and Federal regulations, secondary market guidelines and our regulatory agency, NCUA, your account or mortgage loan may be randomly selected for an independent quality control review. Your cooperation with any required verification or certification is appreciated.



AMERICAN'S
CREDIT
UNIONS®
Where people are
with more than money.



Northwest Federal Credit Union is federally insured to at least \$250,000 and backed by the full faith and credit of the United States Government.



We do business in accordance with the Federal Fair Housing Law and the Equal Credit Opportunity Act.