

Mortgage MATTERS

NORTHWEST FEDERAL CREDIT UNION www.northwestfcu.org

WE ARE YOUR HOME-SELLING PARTNER

If your plan involves selling a home this spring, chances are you're going to have to do more than just post a sign. Today's market may be a buyer's paradise, but it presents the seller with quite a challenge. To get top dollar on your investment in a sluggish market, you need to make your home really stand out.

In addition to staging your home to make it look more appealing, you may need to consider doing some renovations. But don't get discouraged; kitchen and bathroom remodels will actually boost the value of your home and a complete recoup of expenses is likely. Other smart moves that will "pay for themselves" include painting and updating the landscape.

NWFCU has the tools and resources you need to get the job done and get your house sold. Our home equity loans and

lines-of-credit (HELP) offer low-rates and competitive terms, and you won't pay points or application fees with either option. Plus, you can apply online and get started right away.

Once your home is primed to sell, contact CU Realty. You'll find a qualified, experienced agent in your area, and enjoy free, easy access to the Multiple Listing Service (MLS). It's a free program for NWFCU members, and you'll even earn a cash rebate based on the sales price when you sell using a CU Realty approved agent. In addition, the CU Realty website allows members to access a free market analysis, get selling tips, view photos of homes, review reports on schools, and more.

For more information about our home equity financing options, or to learn more about CU Realty, visit www.northwestfcu.org, and click the



'Real Estate' link. Or to apply by phone call 703-709-8921 or 1-866-709-8921 (toll-free) and choose option 5.

Homeowners Benefit from Low Mortgage Rates



Analysts expect mortgage rates to rise this year, but to date they're still incredibly low. Even if you're not planning to move, chances are that today's low rates can help improve your bottom line.

For example, if you have an Adjustable Rate Mortgage (ARM), now may be a good time to consider refinancing (read the fine print details of your ARM first to be sure there aren't any added costs involved in refinancing to a fixed-rate

mortgage.) Locking in a low fixed rate could save you hundreds of dollars each month, since even a small increase in rates can adversely affect your current monthly payment. To determine how your mortgage payment could be affected by a rate increase, check out the calculators at www.northwestfcu.org. Refinancing is also a smart solution for homeowners who currently carry a mortgage and a home equity loan. If you have your second mortgage with another lender, for example, refinancing with NWFCU will help you to consolidate and enjoy the convenience of one, easy monthly payment.

If you do plan to move, we offer a number of different loan options that

will allow you to purchase the home you really want without busting your budget. In addition to our conventional mortgages, we offer 103% mortgages for buyers who don't want to wipe out their savings account on closing costs, interest first loans for more affordable monthly payments, and more. Plus, we offer no-point or low-point options, and we don't charge application fees, origination fees or pre-payment penalties.

Visit www.northwestfcu.org and click the 'Real Estate' link to access a collection of helpful tools, articles, calculators, and online applications. Or, to speak with a Mortgage Representative, call 703-709-8921 or 1-866-709-8921 (toll-free) and choose option 5.

HOME EQUITY LOANS

The Funds You Need for Whatever You Want



Could you use some cash to make home improvements, take a vacation, purchase a big-ticket item, or consolidate debt? The money you need is right at home...in your home's equity.

An NWFCU equity loan or home equity line plan (HELP) is a smart choice for many reasons. Not only is the interest usually tax deductible¹, but there are many other benefits as well. We offer you:

- **Much lower rates than the national average of 7.92%²** — see comparison chart below for sample payments and how much you could save with an NWFCU equity loan.
- **A choice between fixed-rate equity loans and variable rate equity lines of credit (HELP)** so you can decide which option is best for you. Equity loans makes sense if you need a specified dollar amount and you want

a fixed monthly payment for a set term. HELPs offer you the flexibility of tapping into the funds as you need them; rates are variable so your payments will fluctuate depending on how much equity you've drawn and the current interest rate.

- **No hidden costs** — you won't pay points, up-front fees or pre-payment penalties on any of our home equity loans or HELPs.
- **Easy application process** — apply online at www.northwestfcu.org and receive an answer within 48 hours. Or, call 703-709-8921 or 1-866-709-8921 toll-free (press option 5).
- **Fast, friendly service** — most loans close in 10 business days.

Loan Amount	Term	Interest Rate	Monthly Payment ⁴
\$50,000	10 yrs	6.000% ³ (NWFCU)	\$555.16
\$50,000	10 yrs	7.920% (Nat'l Average)	\$604.60

An equity loan from NWFCU saves you \$5,933 in interest payments over the life of the loan!

¹ Consult a tax advisor.
² According to Bankrate.com's weekly survey of large banks and thrifts on 3/21/07.
³ Rate on a fixed-rate home equity loan with 10-year term and 90% LTV. Rate current as of 4/1/07 and subject to change without notice.
⁴ Sample monthly payment amount based on rate, not Annual Percentage Rate.

Be Prepared for Disaster — Conduct a Home Inventory

Creating a room-by-room inventory of your belongings may seem daunting at first, but it's a simple project that could make your life a whole lot easier in case of disaster.

A home inventory will help you estimate the type of insurance you'll need, verify losses for your income tax return, get insurance claims settled faster, and ensure that your family has important appraisal information about jewelry, antiques and heirlooms. Here are some tips:

- **Make a list of everything you own**, not just big-ticket items. Don't forget the contents of your closets, cabinets, garage, attic and basement. Determine if you'll need additional insurance coverage for expensive art, jewelry, antiques, etc.
- **Get organized.** Collect receipts, and record the make, model and serial number of electronics.

- **Take pictures of rooms and important items.** Describe what is in the photo and record its value. Insurance claims are processed faster and you're more likely to receive full compensation when your claim is supported by visual evidence.
- **Make a copy of your inventory** along with receipts, videos, pictures, to keep in a fire-proof safe at home, with a relative, or in an NWFCU safe-deposit box (call branch first to check availability).
- **Update your inventory at regular intervals** or whenever you make a significant purchase.

Helpful resources include www.knowyourstuff.org, the Insurance Information Institute's website, where you'll find free, downloadable software to inventory your possessions right on your computer.

ARE YOU BEING EXPOSED TO RADON IN YOUR HOME?

Radon is an odorless and invisible radioactive gas that can pose a danger to your family's health. It will claim more than 21,000 American lives this year. And, it could be residing in your home.

All homes, old or new, are at risk for radon poisoning. The gases occur from the natural breakdown of uranium, and are found in rocks

and soils. Some building materials, such as certain types of concrete, cement, stone, brick and tile may contain radium.

You can determine your family's risk by performing a simple test. Discounted radon test kits are available from the National Safety Council. Some home improvement stores also carry radon test kits.

MORTGAGE & EQUITY LOAN RATES¹

MORTGAGES

Check with CU

EQUITY

5-Year	Max. Loan Amt.	Fixed Rate	APR
90% LTV	\$100,000	6.000%	6.13%
100% LTV	\$ 50,000	6.500%	6.63%

7-Year

90% LTV	\$100,000	6.250%	6.37%
100% LTV	\$ 50,000	6.750%	6.86%

10-Year

90% LTV	\$100,000	6.000%	6.11%
100% LTV	\$ 50,000	6.500%	6.61%

15-Year

80% LTV	\$350,000	6.250%	6.33%
90% LTV	\$350,000	6.750%	6.83%

HELP Loan

Max. Loan Amt.	Variable Rate	
80% LTV	\$350,000	7.75% ²
90% LTV	\$350,000	9.25% ²
100% LTV	\$350,000	10.25% ²

Interest-Only

HELP Loan	Max. Loan Amt.	Variable Rate
90% LTV	\$350,000	9.75% ²

AUTO LOANS

NEW/USED & 2ND CHANCE LOANS¹

Up to 120% financing (check with NWFCU for details).

Term	APR
Up to 60 months	5.25% ³
61 to 84 months	6.25% ³

LEASES¹

Up to 120% financing (check with NWFCU for details).

	Term	APR
New	Up to 60 months	5.25% ³
Used	Up to 36 months	5.25% ³

CREDIT CARD RATES¹

	APR
Visa® Platinum	11.25% ⁴
Travel Rewards Gold MasterCard	
with \$30 annual fee	13.25% ⁴
with no annual fee	15.25% ⁴

¹ Rates current as of 4/1/07 and subject to change without notice.
² APR = Annual Percentage Rate. Rate based on the *The Wall Street Journal* Prime Rate listing on the last business day of the month and is subject to change quarterly.
³ For Credit Union members without Advantage or AdvantagePlus Checking, the rate will be 5.5% APR for up to 60 months and 6.5% for 61–84 months. \$20,000 minimum loan required for terms 61–84 months. When refinancing an existing NWFCU loan to a lower rate using the same collateral, 50% is added to listed rate for administrative expenses. Other restrictions may apply.
⁴ 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.



P.O. Box 1229
 Herndon, VA 20172

MORTGAGES

703-709-8921
 1-866-709-8921
 M-F: 8:00 a.m.–3:30 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.northwestfcu.org

EMAIL

nwfcu@northwestfcu.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.



Northwest Federal Credit Union is federally insured by the National Credit Union Administration, an agency of the U.S. government.

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