

# Mortgage MATTERS

NORTHWEST FEDERAL CREDIT UNION [www.nwfcu.org](http://www.nwfcu.org)

## NEW 5/5 ARM IS THE ULTIMATE HYBRID OF MORTGAGES

Our new 5/5 ARM<sup>1</sup> is an affordable, stable alternative to the traditional adjustable rate mortgage. You'll save money with a fixed, low interest rate for the first five years and get peace of mind from a rate which adjusts every five years thereafter. Best of all, the 5/5 ARM will never adjust more than 2% in any given adjustment period, and the lifetime maximum increase is just 5%. Plus, we'll pay ALL of the lender fees<sup>2</sup>—a savings up to \$600!

Now you really can have it all: enjoy "more house" while maintaining an affordable monthly payment for

budgeting purposes since you won't experience a significant rate increase with our new 5/5 ARM.

For more information or to apply, visit [www.nwfcu.org](http://www.nwfcu.org) or call 703-709-8921 (1-866-709-8921 toll-free) to speak with a mortgage representative.

<sup>1</sup> Requires a 5% down payment and is available on owner-occupied residences only.

<sup>2</sup> Payment of lender fees is due from member upfront during application and loan processing. All lender fees will be credited at closing. Lender fees include: credit report; flood certificate; appraisal; tax service; NWFCU overnight delivery; document review; and underwriting fee.



## SEMINARS

### FINDING & FINANCING A HOME IN TODAY'S MARKET

Saturday, July 19  
9:00 a.m.–11:00 a.m.



Is now the right time to buy? What is the difference between an ARM and a 30-year fixed mortgage? Get answers to these questions and more. Learn how to find the right home, negotiate contract terms, avoid financial pitfalls, select the right financing option and earn a cash rebate on your home purchase.

### KEYS TO SELLING YOUR HOME

Saturday, August 23  
9:00 a.m.–11:00 a.m.

Are you thinking of selling? We'll review local housing market statistics and how to find and work with the right listing agent. Gain insight into preparing your home for sale with staging and curb appeal tips. Learn about the financing options available to manage the sale and purchase of your new home. Plus, all attendees will receive a free competitive market analysis of their home from a local real estate expert.

These seminars will be held at our Enterprise Building in Herndon, VA. To register, visit [www.nwfcu.org](http://www.nwfcu.org) or call 703-709-8921, option 7.

### NWFCU now pays closing costs\* on all of our home equity loans.

Apply for a home equity loan or line of credit at [www.nwfcu.org](http://www.nwfcu.org), or call 703-709-8921 (1-866-709-8921 toll-free) to speak with a mortgage representative.

\*No closing costs provided the line of credit stays open for at least 24 months. Member is responsible for appraisal fee and interim interest expense. No closing cost offer is only available for owner-occupied properties.

## Protect Your Family from Fire

Residential fires, and the injuries and deaths that result, are not rare and isolated events. According to the American Red Cross, fires are the most common disaster in the United States. In fact, 11 people die every day in a home fire.\* Here are some basic rules to help prevent home fires:

- Cooking is the leading cause of home fires in the U.S., so keep an eye on your stovetop and never leave a burner unattended.
- Keep candles out of the bedroom — it's too easy to fall asleep and fall victim to an accidental fire. Use candles with sturdy, nonflammable holders, never leave them unattended, and trim the wick to a quarter inch.
- Position your barbeque grill away from siding, deck railings and overhanging roofs and tree branches. Periodically remove grease from the trays below the grill so nothing is at risk of igniting.
- Check all electrical appliances, cords, and outlets to make sure they are in good condition and don't overload plugs or over-use extension cords.
- Be vigilant about space heaters, keeping them at least three feet from anything flammable.

Use these tips to protect your family from fire:

- Install smoke detectors on every level of your home, especially sleeping areas. Test them every month, change the batteries once a year, and replace detectors every 10 years.
- Keep all-purpose (appropriate for grease and electrical) fire extinguishers strategically placed around the house, with at least one on every level of your home.
- Plan your escape with two routes from each room. Store an escape ladder in all occupied second story bedrooms. Practice an escape drill twice a year.
- If building a new home, consider installing a residential fire sprinkler. You'll reduce the risk of death from a home fire by 82% when you install both fire sprinklers and smoke detectors. To find a qualified contractor in your state, visit [www.homefiresprinkler.org](http://www.homefiresprinkler.org).

For more information, visit [www.redcross.org](http://www.redcross.org) and search fire safety.

\*According to [www.firesafety.gov](http://www.firesafety.gov).

Source: *Good Housekeeping*, "Your House Is on Fire!" published in July 2007.

# Create Space for Wildlife in Your Yard



Our yards provide a private space for relaxing and enjoying friends and family. Encouraging birds, butterflies and other wildlife into your yard will make for a more attractive landscape and help preserve our natural resources. Follow these tips from the U.S. Environmental Protection Agency to help make your landscape a wildlife habitat:

- Plant native trees and plants, especially ones with nectar, berries, fruit, seeds and flowers.
- Plant in layers (ground cover, shrubs and trees) so your landscape is like the forest.
- Be careful not to plant invasive species. Ask your local Cooperative Extension office for a list of "noxious weeds."
- Use pesticides responsibly and only when necessary, to minimize potential harm to birds, animals, beneficial insects and water supplies.
- Provide a bird bath or other small water source. Change the water every couple of days to prevent it from becoming a mosquito breeding ground.

Creating a wildlife habitat can be fun and relaxing. You may attract beautiful songbirds, butterflies and other interesting wildlife for viewing from your very own window. Plus, you'll create curb appeal and learn gardening practices that are eco-friendly! For more information, visit [www.epa.gov](http://www.epa.gov), or the National Wildlife Federation at [www.nwfw.org](http://www.nwfw.org).

Source: "GreenScaping, The Easy Way to a Greener, Healthier Yard" published by the U.S. Environmental Protection Agency, June 2006.

## INTERNET SPECIAL

Car loan rates as low as 3.25% APR\*  
Apply online by July 31 at [www.nwfcu.org](http://www.nwfcu.org).

\*Annual Percentage Rate current as of 6/18/08 and subject to change without notice. Rate includes the 0.25% discount for online application and the 0.25% discount for members with Access or Premier Checking. Rate is based on a 12-36 month term for new car loans and vehicle refinances from another lender for new car purchases within the last 12 months. Members must apply online and get loan approved and disbursed by 7/31/08 to qualify for Internet special rates. Leases are excluded from Internet special rates. Internal refinances are excluded from new car interest rates. Visit [www.nwfcu.org](http://www.nwfcu.org) for complete details.



# STAGING YOUR HOME FOR A FAST SALE

"Staging" your home goes beyond decorating basics, de-cluttering and cleaning. It involves more than baking cookies, lighting candles and playing background music. Staging involves not just selling a home but selling a lifestyle. Your goal is to make your home look bigger, brighter, cleaner, warmer, more loving — and to make home buyers want to buy it!

The professionals suggest<sup>1</sup>:

- Arranging sparse pieces of furniture in an appealing grouping
- Showcasing soft fabrics like silk, satin, and lambswool
- Displaying appealing and unusual knickknacks in groupings of one, three or five
- Putting out large bowls of fruit in the kitchen
- Giving your bathroom a "spa like" feel with towel-filled baskets, scented soaps and lotions

*The International Association of Home Staging Professionals says staging can boost the selling price by 6-20% in a moderately priced neighborhood and as high as 20-50% for luxury homes in a "hot" market.<sup>2</sup> Staging can also help to reduce the number of days your home stays on the market.*

- Arranging plants and potted flowers in the back yard, your dining table with place settings and your picnic table with colorful dinnerware
- If your home is currently vacant, it may be in particular need of staging; consider renting furniture and hiring a home-sitting service to give it a comfortable, lived-in feel

Properly staged homes feel warm and cozy. Not to mention, they sell faster — up to 32% faster according to some experts. If you're selling, visit [www.staging101.com](http://www.staging101.com) for ideas, or you may decide to hire a professional home stager. Ask your real estate agent for advice or a referral to a staging expert.

<sup>1</sup> Source: "Dressing a House for Success - Staging a Home" posted on [www.about.com](http://www.about.com).

<sup>2</sup> Source: "Staging your home for a sale" posted on [www.bankrate.com](http://www.bankrate.com).

## MORTGAGE & EQUITY LOAN RATES<sup>1</sup>

### MORTGAGES

Check with CU

### EQUITY

	Max. Loan Amt.	Fixed Rate	APR
<b>5-Year</b>			
90% LTV	\$100,000	6.125%	6.25%
<b>7-Year</b>			
90% LTV	\$100,000	6.250%	6.37%
<b>10-Year</b>			
90% LTV	\$100,000	6.875%	6.99%
<b>15-Year</b>			
80% LTV	\$350,000	7.250%	7.33%
90% LTV	\$350,000	8.250%	8.33%
<b>HELOC</b>	<b>Max. Loan Amt.</b>	<b>Variable Rate</b>	
80% LTV	\$350,000	4.50% <sup>2</sup>	
90% LTV	\$350,000	6.00% <sup>2</sup>	
<b>Interest-Only HELOC</b>	<b>Max. Loan Amt.</b>	<b>Variable Rate</b>	
90% LTV	\$350,000	6.50% <sup>2</sup>	

## AUTO LOANS

**NEW & USED VEHICLE LOANS<sup>3</sup>**  
Up to 100% financing

	Term	APR	Internet Special APR
New	12-36 months	3.50% <sup>3,4</sup>	3.25% <sup>6</sup>
	37-72 months	4.99% <sup>3</sup>	4.74% <sup>6</sup>
	73-84 months	6.50% <sup>3</sup>	6.25% <sup>6</sup>
Used	Up to 60 months	6.50% <sup>3,5</sup>	6.25% <sup>6</sup>
	61-84 months	7.74% <sup>3,5</sup>	7.49% <sup>6</sup>

### LEASES<sup>3</sup>

Up to 100% financing

	Term	APR
New	12-36 months	3.50% <sup>3,4</sup>
	37-60 months	4.99% <sup>3</sup>
Used	Up to 36 months	6.74% <sup>3,5</sup>

## CREDIT CARD RATES

	APR
Visa® Platinum	8.00% <sup>1,7</sup>
Travel Rewards Gold MasterCard	
with \$30 annual fee	10.00% <sup>1,7</sup>
with no annual fee	12.00% <sup>1,7</sup>
FirstCard Visa Platinum	Fixed rate 9.99% <sup>8</sup>

<sup>1</sup> Rates current as of 7/1/08 and subject to change without notice.

<sup>2</sup> 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.

<sup>3</sup> Annual Percentage Rate (APR) current as of 7/1/08 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.

<sup>4</sup> 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.

<sup>5</sup> 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.

<sup>6</sup> APRs current as of 6/18/08 and subject to change without notice. Rates include the 0.25% discount for online application and the 0.25% discount for members with Access or Premier Checking. Auto loan applications must be received online, approved and disbursed by 7/31/08 in order to qualify for Internet special rates. Leases are excluded from Internet special rates. Internal refinances are excluded from new car rates.

<sup>7</sup> 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.

<sup>8</sup> FirstCard Visa Platinum is exclusively for members age 15-22. Check with NWFCU for details.



P.O. Box 1229  
Herndon, VA 20172

**MORTGAGES**  
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](http://www.nwfcu.org)

**EMAIL**  
[mortgages@nwfcu.org](mailto:mortgages@nwfcu.org)

**MOBILE**  
[go.nwfcu.org](http://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.



Northwest Federal Credit Union is federally insured to at least \$100,000 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.

## Are you struggling to pay your mortgage?

Talk to us. We may be able to help ease your burden. Call 703-709-8921 or 1-866-709-8921 (toll-free) to speak with an NWFCU mortgage representative.

## Need help creating a working budget, paying down debt, or setting savings goals?

Check out our BALANCE Financial Fitness Program, a free service to all NWFCU members. Speak to a certified financial counselor at 1-888-456-2227.