

Mortgage MATTERS

NORTHWEST FEDERAL CREDIT UNION www.nwfcu.org

ENERGY EFFICIENT IMPROVEMENTS CAN REALLY PAY OFF

According to the Department of Energy, the average homeowner spends close to \$1,300 a year on utilities. But making your home more energy-efficient can actually lower your bills by up to 50 percent. In addition, if you plan to sell, improving your home's efficiency now could become an attractive selling point later. If you plan to stay put, then you'll have years to enjoy the savings and comfort of an energy efficient home.

Drafty windows and doors, poor insulation, and air duct leaks can mean money down the drain. The most common fix is installing new draft-free doors, windows and skylights, and adding insulation. However, for the best results, take a whole-home approach to making energy-efficient improvements.

Begin by sealing air leaks around electrical outlets, in attics, around chimneys, and through recessed lighting fixtures. Next, take a look at your home electronics and appliances; they can account for 20 percent of your energy bills. Replace older appliances with new energy-efficient ones, and improve lighting with compact fluorescent bulbs.

Adding renewable energy systems, such as solar electric (photovoltaic) or solar hot water will further reduce your utility bills and help make your home even "greener."

Your home's heating, ventilating and air conditioning (HVAC) system accounts for nearly half of the energy used, so making some smart moves can really impact your utility bills — and your comfort. Increase the efficiency of your HVAC system by changing your air filter regularly; getting a yearly tune-up; installing a programmable thermostat; sealing and insulating your air ducts; and investing in a new ENERGY STAR rated system, especially if yours is more than 10 years old.

Fund your projects with an NWFCU home equity loan

Some energy-wise projects are do-it-yourselfers; others may require a contractor. But if you act now, you can tackle improvements in time for spring. And, plan on funding your projects with a home equity loan from NWFCU for real savings. It's the smart choice for home improvements, because rates are lower



than other forms of financing, and the interest you pay is usually tax deductible!¹

We offer flexible, low-rate options with low closing costs — contact our mortgage department for complete details.² Select a fixed-rate home equity loan to receive your cash in one lump sum, or choose the convenience of a HELP line-of-credit³ and access the cash on a project by project basis.

To apply, visit www.nwfcu.org and you'll have an answer fast. Or call 703-709-8921 (1-866-709-8921 toll-free), option 5, Monday–Friday 8:00 a.m.–4:30 p.m.

¹ Consult your tax attorney.

² An appraisal is required at the member's expense.

³ Refinancing an existing NWFCU HELP loan may incur closing costs.

Cash In When You Buy or Sell a Home



CU Realty, our free, members-only service, is a comprehensive resource for home sellers and buyers alike. This exclusive service includes an information-packed website that features tools to help you establish the value of your home, research

recent sales in your neighborhood, choose a qualified REALTOR®, and more.

Once you register with CU Realty, you'll enjoy free, unlimited access to the Multiple Listing Service to search for, compare and evaluate homes in your area. Use a CU Realty approved agent to buy and/or sell a home and you'll get a cash rebate at closing up to 20% of your agent's commission.

For more information, visit www.nwfcu.org and search for CU Realty.

REALTOR AT YOUR SERVICE

A CU Realty REALTOR® is available to answer your questions every Friday from 11:00 a.m.–1:00 p.m. at our Enterprise Building in Herndon, VA. No appointment is necessary; just stop in to ask questions about current market trends or general inquiries about home buying or selling.



Shed Some Light on Your Home

Lighting is a design concept that is often overlooked during a room makeover, yet it is one of the most important aspects of your home's appearance. The proper lighting can create security, add warmth, enhance mood and make a home more desirable to a buyer. Even if you don't plan on selling, a few lighting improvements will make your home more enjoyable and lift your mood even in the dead of winter.

First, consider the lighting functions needed for each room. Do you need task lighting for reading, working or cooking? Or ambient lighting, which permeates the entire room so people can see where they're going? The function of the lighting should work with the function of the room. For example, in a home office, where the function of the room is working on a computer, consider soft ambient lighting with reading lamps strategically placed.

Next, make the most of your natural light. Remove window treatments and give your windows a good cleaning. Rather than heavy, full drapes that block the light, try blinds that you can roll or unroll, folding screens that can be moved in front of a window for privacy or away for light, or shutters that fold completely

away from the window. Consider having skylights installed to brighten a room naturally.

Once you decide on the type of lighting, fit form with function. Popular lighting choices include pendant lights in the kitchen; under-counter lighting; chandeliers in dining rooms and bedrooms; recessed lights installed in the ceiling; sconces in styles for every room of the house. And don't forget the outside. Lighting can add beauty to your home's exterior and provide extra security. Install low voltage lighting along your landscape and motion-sensor lights on the rear and sides of your home.

For safety's sake, hire an electrician or contractor to wire and install your new lighting. When it comes time to pay, dip into your NWFCU Home Equity Line Plan (HELP) loan. It's an easy, affordable way to finance your project. You simply write a convenience check to the contractor or your favorite home improvement store. And you could even get a tax break on the interest!*

To apply visit www.nwfcu.org and you'll have an answer fast, or call 703-709-8921 or 1-866-709-8921 (toll-free).

*Consult your tax advisor.

MORTGAGE & EQUITY LOAN RATES¹

MORTGAGES

Check with CU

EQUITY

5-Year	Max. Loan Amt.	Fixed Rate	APR
90% LTV	\$100,000	6.125%	6.25%
100% LTV	\$ 50,000	6.625%	6.75%

7-Year

90% LTV	\$100,000	6.375%	6.50%
100% LTV	\$ 50,000	7.375%	7.49%

10-Year

90% LTV	\$100,000	7.000%	7.11%
100% LTV	\$ 50,000	8.000%	8.11%

15-Year

80% LTV	\$350,000	7.000%	7.08%
90% LTV	\$350,000	8.000%	8.08%

HELP Loan Max. Loan Amt. Variable Rate

80% LTV	\$350,000	6.75% ²
90% LTV	\$350,000	8.25% ²
100% LTV	\$350,000	9.25% ²

Interest-Only

HELP Loan	Max. Loan Amt.	Variable Rate
90% LTV	\$350,000	8.75% ²

AUTO LOANS

NEW/USED & 2ND CHANCE LOANS¹

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

	Term	APR
New	Up to 60 months	5.74% ³
	61 to 84 months	6.74% ³
Used	Up to 60 months	6.74% ³
	61 to 84 months	7.74% ³

LEASES¹

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

	Term	APR
New	Up to 60 months	5.74% ³
Used	Up to 36 months	6.74% ³

CREDIT CARD RATES

	APR
Visa® Platinum	10.25% ^{1,4}
Travel Rewards Gold MasterCard	
with \$30 annual fee	12.25% ^{1,4}
with no annual fee	14.25% ^{1,4}
FirstCard Visa Platinum	Fixed rate 9.99% ⁵

¹ Rates current as of 1/1/08 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, Access or Premier Checking, the new car loan rate will be 5.99% APR for up to 60 months and 6.99% for 61-84 months; the used car rate will be 6.99% APR for up to 60 months and 7.99% for 61-84 months. \$20,000 minimum loan required for terms 61-84 months. New lease rates for members without Advantage or AdvantagePlus, Access or Premier Checking, will be 5.99% APR; the used lease rate will be 6.99% APR. When refinancing an existing NWFCU auto loan or lease to a lower interest rate using the same collateral, 1/2% will be added to the rate for administrative purposes. 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.

⁵ 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

EMAIL
nwfcu@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.



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.

Make Us Your First Call

When you have questions regarding your mortgage, we have answers. Simply call our Loan Servicing Department at 703-709-8921 (1-866-709-8921 toll-free), option 6, Monday-Friday, 8:00 a.m.-4:30 p.m. We can answer questions about your monthly payments, taxes and escrow, Tax Form 1098 (which reports the interest on your mortgage) and more.

UPCOMING SEMINARS

Finding and Financing a Home in Today's Market
Saturday, January 26
9:00 a.m.-11:00 a.m.

Thinking of moving up? Find out if it's the right time to buy, whether prices have hit rock bottom, and what financing options work best for you.

Home Selling
Saturday, February 23
9:00 a.m.-11:00 a.m.

Hoping to sell this spring? Learn how to get your home ready for sale and how to earn a cash rebate at closing.

Seminars will be held at the Enterprise Building in Herndon, VA. To register, visit www.nwfcu.org or call 703-709-8921, option 7.

TRUST US FOR REVERSE MORTGAGES



NWFCU has partnered with Credit Union Mortgage Association (CUMA) to bring home-owning

members age 62 and older a unique opportunity — the reverse mortgage. This means the homeowner can take their home's equity and convert it to cash or a line of credit. Funds are provided tax-free*, can be used for any purpose, and can be received in one lump-sum or in monthly installments. Best of all, the homeowners retain title to and continue to live in the home. Repayment is due only when they no longer occupy the residence. If you, or your parents are near age 62 and you'd like more information, email mortgages@nwfcu.org.

*Consult your financial advisor.