

Mortgage MATTERS

NORTHWEST FEDERAL CREDIT UNION www.nwfcu.org

GET \$250 CASH BONUS WITH ANY HOME EQUITY LOAN AND CHECKING¹

If you've been thinking about tackling some home improvement projects, consider our spring "chequity" offer. For a limited time, we'll give you \$250 cash bonus to start remodeling or repairs when you take out an NWFCU home equity loan or line of credit and open an Access or Premier checking account with payroll direct deposit.

- Our home equity financing options combine competitive rates with flexible terms. If you've already determined your home improvement budget, consider our fixed-rate home equity loan. It features 5-, 7-, 10- and 15-year terms with no application fees, points or closing costs² and no prepayment penalties. If you plan to "pay as you go," check out our Home Equity Line of Credit (HELOC). It features a low, variable interest rate and acts like a credit card minus the plastic. Apply online at www.nwfcu.org or call our Mortgage Department at 703-709-8921 (1-866-709-8921 toll-free) and select option 5.
- Our checking accounts feature a number of free benefits, including

25,000+ free CO-OP Network and Alliance One ATMs nationwide, unlimited check writing, no-fee overdraft protection, free Debit MasterCard, NWLink Internet Banking and more. Select Access Checking and enjoy a reduced rate on NWFCU auto loans and leases. Plus there is no monthly fee when you add our most popular services (direct deposit, eStatements, NWLink Internet Banking and an NWFCU debit and credit card) or maintain a combined savings and loan balance of \$10,000. (You'll easily qualify when you take out a home equity loan during our "chequity" promotion.)

- Premier Checking gives you the same benefits as Access Checking plus monthly dividends and a bonus rate on certificates. There's no monthly fee with a combined savings and loan balance of \$50,000 or more (including real estate and auto loans).

To open an Access or Premier Checking account, visit www.nwfcu.org to download an Account Update form, call us



at 703-709-8901 (1-866-709-8901 toll-free) or stop by any branch. You may also open your new checking account at closing to qualify for the \$250 cash bonus deposit.

Hurry! Our "chequity" offer is for a limited time only.

¹ Offer valid on new and refinanced home equity loans and lines of credit. Offer not valid on refinances of existing NWFCU home equity loans or lines of credit, and may not be combined with other offers or promotions. A member will receive \$250 as a bonus when they obtain a new NWFCU home equity loan/line of credit and open or upgrade to an Access or Premier checking account with direct deposit from employer payroll by 4/15/09. A minimum loan/initial draw amount of \$20,000 and a minimum direct deposit of \$500 are required to obtain the bonus. To earn the bonus, funds must be disbursed by 4/15/09 and the direct deposit must be received from employer payroll by 4/30/09. Members with an existing Access or Premier checking account will earn the bonus if they meet the loan/line of credit and direct deposit requirements. The \$250 bonus will be funded to the checking account by 5/15/09. Bonus will be reported on member's 1099-INT statement. Visit www.nwfcu.org for complete details.

² Member is responsible for appraisal fee and interim interest expense. No closing cost offer is valid for owner-occupied properties only.

NOW OPEN! New Branch in Manassas, Virginia

NWFCU's Manassas branch—our first in Prince William County—is now open in the Shops at Signal Hill. Stop in for the same excellent service you've come to expect from us along with these new, convenient features:

- Drive-thru banking and 24-hour drive-up ATM
- Safe deposit boxes with a state-of-the-art hand recognition entry system
- Full service night depository

• Extended branch hours:
Lobby:

Monday–Friday 9:00 a.m.–7:00 p.m.
Saturday 9:00 a.m.–1:00 p.m.

Drive-thru:

Monday–Friday 9:00 a.m.–7:00 p.m.
Saturday 9:00 a.m.–2:00 p.m.

What you have access to are people: tellers, member service representatives, loan officers, financial representatives who can help you with product and service questions. We offer Youth Club

Accounts, IRAs, business loans, mortgages, equity loans, auto loans, credit cards, and other financial services available through our subsidiary, Northwest Financial LLC.*

Remember, bring your family with you when you stop by our newest branch so they can join and start experiencing all the money-saving benefits of NWFCU membership.

*Northwest Financial LLC is a wholly-owned subsidiary of Northwest Federal Credit Union offering a broad range of financial services to help clients accumulate, preserve, and transfer assets.

MEMBER SPOTLIGHT

First-time Homebuyers Experience the Rewards of Membership

My husband and I had a really great experience buying our first home and we're grateful to Northwest Federal Credit Union for helping us every step of the way. Being completely new to the whole process, we didn't really know where to begin. The company I work for offers NWFCU membership as an employee benefit and that's how we initially turned to Northwest for mortgage advice.

Several months before we even began to look at homes, we attended one of Northwest's home buying seminars. This was very informative and gave us a good understanding of what to expect—our loan options, how to get pre-approved, benefits of using CU Realty, house-hunting tips, and the closing process.

Being first time buyers, we were a little intimidated about the whole process. Kim, our mortgage representative, was extremely helpful. She understood where we were coming from and made us feel very at ease.

We felt such a personal connection with Northwest and even received a phone call from one of the managers to make sure everything was on track and going smoothly for us. We

knew then that we'd made the right choice in using NWFCU as our lender.

Like everyone who's ever bought a home, we'd heard horror stories of what can occur if you're not careful. So, we asked many questions and anticipated some surprises, but the process was flawless. The CU Realty program made house hunting easy and enjoyable. Thanks to Northwest Federal and our CU Realty agent, the closing was fast and efficient. We even received compliments from our closing agent on our loan terms and preparation for settlement.

Our experience with NWFCU won't end now that we're in our new home, though. We're closing our current checking accounts with another bank and moving all of our finances to Northwest. It was an easy decision for us—especially since our mortgage automatically qualifies us for free Premier Checking!

Thanks to everyone at Northwest for making our home buying experience such a great one. We'll definitely be using the credit union again for our future financial needs.



Ricki & Mark M.
Reston, VA

MORTGAGE & EQUITY LOAN RATES¹

MORTGAGES

Check with CU

EQUITY

Term	Max. Loan Amt.	Fixed Rate	APR
5-Year 90% LTV	\$100,000	5.000%	5.13%
7-Year 90% LTV	\$100,000	5.500%	5.62%
10-Year 90% LTV	\$100,000	6.500%	6.61%
15-Year 80% LTV	\$350,000	7.500%	7.58%
90% LTV	\$350,000	8.500%	8.58%
HELOC	Max. Loan Amt.	Variable Rate	
80% LTV	\$350,000	5.00% ²	
90% LTV	\$350,000	5.00% ²	
Interest-Only HELOC	Max. Loan Amt.	Variable Rate	
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 1/1/09 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 1/1/09 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.



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.

FREE SEMINAR

FORECLOSED HOMES: TO BUY OR NOT TO BUY

Saturday, January 31
9:00 a.m.–11:00 a.m.
Herndon branch

Attend this free seminar to learn what you should know before buying a foreclosure, short sale or auction property. Get details on:

- Financing considerations
- Appraisal concerns
- Budgeting for future repairs and improvements

Local real estate experts will address some common misconceptions about these properties, suggest what you should look for and what to avoid, plus they'll explain how to determine the home's true value.

To register visit www.nwfcu.org or call 703-709-8921, option 7.

Thinking About Refinancing Your Mortgage?

Record low rates have prompted many members to inquire about refinancing their existing mortgages but it's important to understand what's involved before making a final decision. Refinancing does involve closing costs because it is essentially a whole new loan and you will incur many of the same fees which you paid when you purchased the home. Additionally, a new appraisal will be ordered to determine the current market value of your home and a significant equity position in the property is required on a refinance. Private mortgage insurance will also be required on all loans which exceed 80% of the property value. For more information, please visit www.nwfcu.org.

Have Questions About the Housing Market? Speak with our REALTOR® on Duty

A CU Realty REALTOR is available to answer your real estate questions every Friday from 11:00 a.m. to 1:00 p.m. at our Chantilly, Herndon, Manassas and Vienna branches. Plus on Saturdays our Herndon branch has REALTOR on Duty from 10:00 a.m. to 1:00 p.m. No appointment is necessary—just stop by to inquire about current market trend, our CU Realty cash rebate program, or to gain helpful tips and insight on home buying and selling.