

FALL 2015

FOCUS

A PUBLICATION FOR THE MEMBER/OWNERS OF
CALTECH EMPLOYEES FEDERAL CREDIT UNION

Double Digit Debt is Hard to Swallow

Fed up with paying and paying on high-cost credit cards, gas cards, department store cards, and personal loans and never making a dent in the balance? No wonder! **With double digit interest rates, most of your monthly payment just covers the interest!** It's time to say "enough." And CEFCU can help you mean it.

Our special **Debt Consolidation Loan** is only being offered for a limited time,** but it can let you finally chew up those old, stale bills... at a rate you can relish!

- **Fixed rate of 6.49% APR*[^] for up to 60 months**
- **No origination fee, prepayment penalty or teaser (introductory) rate**

- **\$30,000 maximum** (upon credit availability)
- **\$2,500 minimum debt consolidation**

Apply online at www.cefcu.org to get started. Or print a loan request and return the completed application to any CEFCU office. Call **800/592-3328, x402** if you have questions.

Upon credit approval, CEFCU will pay off your current high-interest bills.

*APR=Annual Percentage Rate.

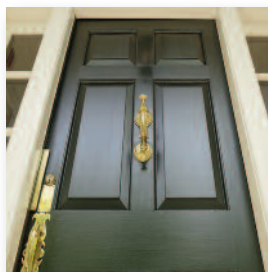
**Program offered through 12/31/15. Maximum unsecured debt (including credit card balance) of \$30,000. Minimum debt consolidation of \$2,500.

[^]Rate includes a 1.00% rate discount for payment by Automatic Transfer.

All loans subject to credit approval. Rates and terms may change without notice. Offer does not apply to current CEFCU loans.

Take a bite
out of that
debt by
transferring
high-cost
balances
from other
lenders to
CEFCU
during our
6.49% APR*[^]
Debt
Consolidation
special!





We Have a Smarter Solution to All Your Real Estate Borrowing Needs!

CEFCU offers many types of real estate products — all carried out by our own Credit Union employees. What this really means is by doing our own loan processing and funding, we can better provide you with the quality service and pricing that you expect from your Credit Union! Every step of your home loan process is handled with personal care and attention. And you can be assured that there will be no unexpected tricks or gimmicks to surprise you throughout your real estate borrowing experience.

There are many advantages to using CEFCU for your real estate borrowing needs. No matter what your personal desire or requirements, one of our many real estate options is sure to be just right for you... whether a First Trust Deed or Home Equity Line of Credit. So you can find the exact financing you need to fulfill your personal plans, and be assured of getting unsurpassed value.

From conventional loans to jumbo loans...from 10-year terms to 40-year terms...from Traditional or Interest Only Home Equity Lines of Credit (HELOCs) to closed-end Second Trust Deeds...from Fixed-Rate First Trust Deeds to our ever-popular Adjustable-Rate Mortgage...we have a solution!

WHAT IS THE SMARTEST HOME LOAN FOR YOU?

The following scenarios are composites of hundreds of loan stories — dreams we helped fund over the past several years. Perhaps you will find your situation here. In any event, don't hesitate to call us with any questions or concerns. We give real "person-to-person" advice, as well as providing all the latest rates, fees (if any), terms and payment calculators online at www.cefcu.org.

Why Mark and Erica chose our 30-Year Fixed-Rate First Trust Deed...

In their late 30's, with two children now and another on the way, Mark and Erica knew it was time to move from their small first house. Over the past 10 years, they had built up some equity, as well as advanced their careers. Now the time had come for a bigger house with more yard and better schools; a house for the long run.

*With interest rates still at historic lows, they chose a First Trust Deed for the long run, too. **Our 30-year fixed-rate loan let them nail down today's low rate for 30 years — assuring them an affordable monthly payment regardless of future economic conditions.***



Why Bill and Lucy chose our popular 5/5 ARM 40...

When it comes to getting into the housing market, the key words are "getting into."

Without prior equity, the initial down payment can sometimes be daunting. But once that's accomplished, as newlyweds Bill and Lucy discovered, the rest can

be a lot more affordable than renting...especially with one of our popular 5/5 Adjustable Rate Mortgages (ARMs).

"5/5" is shorthand for saying that the rate (and monthly payment) is fixed for 5 years, and adjusted every 5 years thereafter for the remainder of a 30-year or 40-year term.

Given today's rock-bottom rates, Lucy and Bill recognized the sound of opportunity knocking. They chose a condo that required a \$275,000 loan...thereby qualifying for a lower-rate conforming loan. Then, they chose our most powerful door-opener on the market: our conforming 5/5 ARM 40...with an APR of 3.453%, fixed for 5 years, and amortized over 40 years for the lowest monthly payment.*

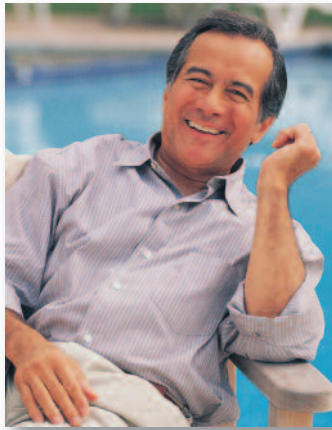
*Their resulting mortgage payment for the first five years is just \$984.50 a month. By then, Bill and Lucy hope to move to a single-family detached home. But even if they can't do this, their rate is protected by an annual 2% cap and a lifetime cap of 5%. In the meantime, compared to a 30-year conforming fixed-rate loan at \$1,292.50 a month, **they will save over \$300 a month...or almost \$3,700 a year and \$18,500 for the first five years.***



Why Van chose a 15-Year Fixed-Rate First Trust Deed...

It often takes foresight to make money in real estate. For example, choosing a 15-Year Fixed-Rate First Trust Deed instead of a 30-year loan — while it costs considerably more each month — can ultimately save you hundreds of thousands of dollars in the long run... and leave you “home-free” 15 years sooner.

That’s why Van, a 50-year-old widower with grown children, decided to finance his new luxury condo with our 15-Year Jumbo Fixed-Rate First Trust Deed for \$500,000. His monthly payment, while he is in his high-earning years, is now \$3,513. Had he chosen the 30-year option, his monthly payment would have been just \$2,423. But over the life of the loan, the 30-year term will cost \$872,280; the 15-year term costs \$632,340. **When he retires, Van’s savings will be almost \$239,940... and he won’t have a mortgage!**



WHEN IT’S TIME TO TAP YOUR HOME EQUITY

With two unsurpassed Home Equity Lines of Credit to choose from — our Traditional HELOC and our Interest Only HELOC — one of the most common questions at CEFU is, “Which one?”

Both feature our rock-bottom variable rate (currently at 3.75% APR) and require not a penny out of pocket to open! There are NO POINTS and NO FEES (including no appraisal fee). And both give you the flexibility of paying down your loan balance and withdrawing it again, if needed, without penalty.**



Why Steve and Bonnie chose our 10-Year Interest Only HELOC...

Steve and Bonnie were in their late 50’s with an eye towards retirement. They had a lovely home in the hills of Los Angeles, with a large amount of equity. But they were ready for a change. So when they found a quiet year-round vacation home in the mountains,

they dreamed of retiring there. They wanted to buy it now... while rates were low.

But they did not have enough cash to make a down payment and then support two mortgage payments. And retirement was still 7 or 8 years away. So instead, they found a smarter solution: our 10-Year Interest Only HELOC.

This line allowed them to tap \$300,000 from the equity in their L.A. home and buy their dream retirement home outright. The repayment of this home equity line was based on only interest for 10 years. At the current variable rate of 3.75% APR, their monthly payment would be just \$955.48. At the end of 10 years, Steve and Bonnie will still owe the entire principle of the loan — a balloon payment of \$300,000. But this does not concern them, since they will be selling their L.A. home before the end of the 10-year term, enabling them to pay off the entire \$300,000 HELOC. **They will retire mortgage-free. And in the meantime, they can rent out their future retirement home for more than their monthly loan payment!**

Why Alice chose our Traditional HELOC...

Alice was a 40-year-old single mother, determined to help her 17-year-old son go to college. She earned a good living as a nurse, but not enough to save up for the enormous expense of college.

Most of her money was tied up in the equity in her home, which she had owned for 12 years. But unlike Steve and Bonnie, she had no plans to sell it any time soon, and she had no way of dealing with a balloon payment in 10 years.

So, Alice chose a Traditional HELOC with a credit line of \$100,000. This will allow her to draw on it every semester as she needs to, repaying both principle and interest each month. And her payments are based only on what she uses.



HOW DOES YOUR STORY COMPARE?

Visit our Mortgage Center online at www.cefuc.org for the full range of programs and rates available. You may also check rates and receive a rate quote on this site by using our “Loan Consultant” feature. Or, you can contact our dedicated mortgage team at **800/592-3328 ext. 404.**

Do it today and find out why CEFU is a smarter solution to all your real estate borrowing needs!

*APR=Annual Percentage Rate. Certain exceptions may apply for jumbo loans or property types. Your actual rate and/or points may be different, as many factors can affect the final interest rate. Final interest rate is determined upon submission of an application, review of the credit file, and property information. Property insurance is required.

**Certain exceptions may apply for jumbo loans or property types. \$1,000 processing fee is waived on new money loans or refinanced loans from another financial institution. Property insurance is required. Rates are variable and maximum Annual Percentage Rate is 18% on the 10-Year Interest Only HELOC and 14% on the Traditional HELOC.

All loans are subject to credit approval. Rates and terms are those in effect at time of printing and are subject to change at any time without notice. Programs are subject to change without notice. CEFU is an Equal Housing Lender. We do business in accordance with the Federal Fair Housing Law and the Equal Credit Opportunity Act. NMLS # 626590.



LA CAÑADA OFFICE

528 Foothill Blvd.
P.O. Box 11001
La Cañada Flintridge, CA 91012-6001
800/592-3328 • 818/952-4444
FAX 818/952-4382
Hours: 9 a.m.-4 p.m. M-F
Drive Up: 8:30 a.m.-4:45 p.m. M-Th
8:30 a.m.-5:15 p.m. F

JPL OFFICE

4800 Oak Grove Dr., Bldg. 291
Pasadena, CA 91109
818/354-3280
FAX 818/393-4308
Hours: 9 a.m.-4 p.m. M-Th
8:30 a.m.-4 p.m. F

CAMPUS OFFICE

1200 E. California Blvd.
Pasadena, CA 91125
M/S 100-63
626/395-6300
FAX 626/568-9536
Hours: 9 a.m.-4 p.m. M-Th
8:30 a.m.-4 p.m. F

WEBSITE

www.cefcu.org

CREDIT UNION OFFICIALS

BOARD OF DIRECTORS

Dlorah Gonzales, *Chair*
John Patterson, *Vice Chairman*
Mike Miranda, *Secretary*
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Laurice Balian, *Chair*
Walt Boyd, *Member*
Theresa Slowskei, *Member*



Signing Up Family Members is Easy!

There is no reason why anyone in your family can't join CEFCU and enjoy all our benefits immediately...even if they live 3,000 miles away.

Our latest technology makes it possible for new members to join, fund their primary CEFCU account, and enjoy a host of services ONLINE. So what are you waiting for? It's up to you to tell your parents, children, grandparents or grandchildren, siblings and in-laws (your entire family...by blood or marriage) to visit www.cefcu.org and sign up today.

Cashing in on CEFCU's benefits was always rewarding. Now, it is also as easy as a "click."

Must qualify for CEFCU membership to join. Minimum \$5 deposit and \$5 membership fee due upon opening any CEFCU account.

FINANCIAL UPDATE

As of August 31, 2015

Assets.....	\$1,726,756,400
Shares.....	\$1,222,709,304
Loans.....	\$ 344,960,097
Member Accounts.....	35,173

LOAN RATES & TERMS

Type of Loan	Annual Percentage Rate (APR)	Approximate Maximum Term
PERSONAL LOANS		
Personal Line of Credit (Variable).....	10.25%	Open End
MasterCard® (Variable).....	9.25%	Open End
Short Term Personal Loan	9.00%	24 months
	10.00%	36 months
	10.50%	48 months
Share Secured Loan (Variable).....	1.90%	Open End

VEHICLE LOANS

New/Pre-Owned Autos — Purchase and Refinance*

100% Financing (Current & prior 5 years).....	1.45%^	36 months
100% Financing (Current & prior 5 years).....	1.85%^	60 months
100% Financing (Current & prior 5 years).....	2.85%^	84 months
80% of Retail Blue Book (6 years & older).....	3.85%	60 months

New/Pre-Owned Motorcycles*

80% Financing.....	3.99%	60 months
100% Financing.....	4.99%	60 months

New/Pre-Owned RVs*

100% Financing.....	7.25%	120 months
80% Financing (6 years & older).....	9.00%	84 months

* Financing includes purchase price or Retail Blue Book value plus tax, license, documentation fees, mechanical breakdown protection, GAP, and extended warranty.

^ Includes 1% rate discount for payment by Automatic Transfer. Lower rate or refinancing option does not apply to current CEFCU loans or any vehicles that have been financed by CEFCU in the past 12 months.

REAL ESTATE LOANS

First Trust Deed..... Visit us online at www.cefcu.org or call 800/592-3328, x404

Second Trust Deed

Primary/Secondary Residence (Fixed).....	4.95%	180 months
Rental Property (Fixed).....	9.75%	120 months
Home Equity Line of Credit (Variable).....	3.75%	Open End
10-Year Interest Only HELOC (Variable).....	3.75%	120 months



Caltch Employees Federal Credit Union publishes this reference guide as a service to our members. It is designed to be used for general information and is not meant to be a full disclosure. Rates and terms are those in effect at time of printing, and are subject to change without notice. For applications or detailed information, please call the Credit Union today. Equal Housing Lender. Equal Opportunity Lender. Effective Oct. 1, 2015.



Holidays

Columbus Day, Monday, Oct. 12 • **Thanksgiving**, Thursday, Nov. 26 and Friday, Nov. 27 •

Christmas, Thursday, Dec. 24 (special hours: 9 a.m.-12 p.m.) and Friday, Dec. 25 • **New Year's Day**, Friday, Jan. 1, 2016