

# FOCUS

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

## PRESIDENT'S MESSAGE:

# Proud and Grateful



**Rich Harris**  
President/CEO

Caltech Employees Federal Credit Union is unlike any other financial institution.

Of course, we take pride in our exceptional financial value, strength, and security. We emphasize our member-centric service model and prudent cost management for high dividends and low cost loans.

But in addition, we have one more key success element — a controlled field of membership exclusively committed to the extended Caltech community. Although our members live near and far, they share the roots of a single sponsor group, the California Institute of Technology.

Our membership is significantly comprised of the brilliant minds leading our nation in research and academia. Our members are part of the many teams working in robotic exploration of the solar system and operating numerous spacecraft missions. Our esteemed members are marked by excellence with awards, grants, fellowships, and honors. Scholars and staff from The Huntington Library, Art Collections, and Botanical Gardens are exploring history from the 11th century to today.

We read headlines of Caltech students and postdoctoral scholars solving, predicting, researching, tackling, and advancing methods used across multiple industries from biofuels to energy to innovative projects that have meaningful impact on society.

And of course, supporting many of these prestigious minds are their family members who play a vital role in the Caltech community.

Caltech is recognized and admired internationally for its tradition of excellence, its continuance of success, and records of achievement. Time and again, I watched the viral video of celebration as InSight touched down on Mars. I couldn't help but think, the members we serve every day are behind this success!

**That's why CEFCU takes value and service to heart.**

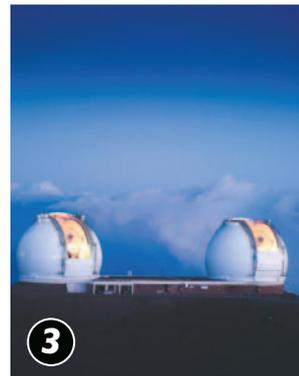
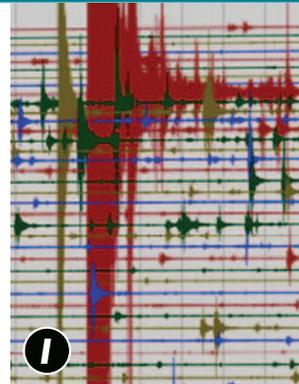
We continue to make excellent progress around technology, risk and controls, innovation, product offerings, and reduced bureaucracy. We've helped thousands of members, 37,000 member accounts to be exact, by doing what we do best — enabling saving and lending and providing valued financial services to our members.

As we near our 70th year of service to the Caltech community, we could not be more proud of our affiliation. We are committed to serving our members. So in turn, our members can fully support the intellectual, creative, and social potential of Caltech.

We stand behind you, ready for whatever “financial exploration” that awaits.

*Photos at right (top to bottom):*

1. Caltech's Seismological Laboratory is the preeminent source for earthquake information around the world.
2. InSight about to touch down on the Martian surface.
3. Caltech also owns and operates large-scale research facilities and a global network of astronomical observatories, including the Palomar and W.M. Keck Observatories.
4. Gutenberg Bible, circa 1455, at the Huntington Library, Art Collections, and Botanical Gardens.



# TAX BILL

Find yourself owing taxes to the government? Tax filing season is under way and many taxpayers have received an unexpected bill instead of a refund.

We recently reduced the rates on our Short-Term Personal Loans to provide you with a low cost solution to an unexpected obligation.

If you find yourself owing Uncle Sam, don't pay more than you have to in finance charges and fees. Consider one of our low-interest rate loans instead of teaser rate offers by credit card companies.

These low rates won't last! Apply online today. Get started at [www.cefcu.org](http://www.cefcu.org) or visit our office locations.

## Short-Term Personal Loans with Rates as Low as **6.95% APR\***!

\*APR=Annual Percentage Rate. Rate includes a 1.00% rate discount for payment by Automatic Transfer. Lower rates or refinancing option does not apply to current CEFCU loans. All loans subject to credit approval. Rates and terms may change without notice.

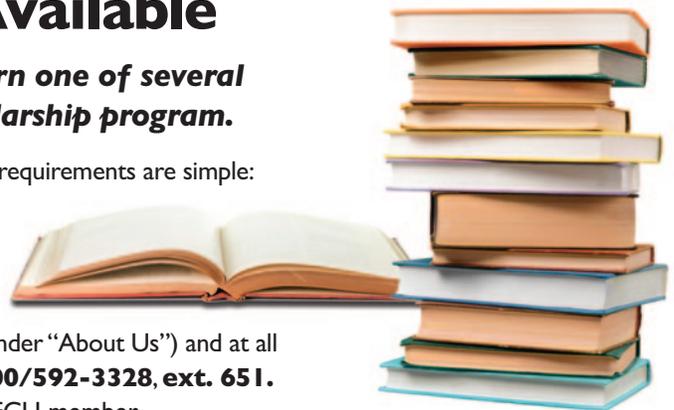
## Scholarship Applications Available

**High School graduating students may apply to earn one of several \$2,000 scholarship awards through CEFCU's scholarship program.**

Scholars can choose to concentrate in any desired field. Eligibility requirements are simple:

- **Good standing high school senior**
- **Completed CEFCU scholarship application**
- **Personal statement essay**
- **CEFCU member**

Scholarship applications are now available at [www.cefcu.org](http://www.cefcu.org) (under "About Us") and at all CEFCU offices. Deadline is May 6, 2019. For more information, call **800/592-3328, ext. 651**. See our application for full details. Applicants must be a current CEFCU member.



Facial recognition  
technology is here!

**Did You Know?** Our Mobile Access capabilities extend beyond mobile check deposits. **Recent enhancements include eStatements, quick access for multiple accounts on smartphones using fingerprint and facial recognition technology, and the ability to update personal information.**

Download the app. Visit your associated app store and search for "Caltech Employees Federal Credit Union."

You can also access your accounts from your web enabled device at [www.cefcu.org](http://www.cefcu.org).

# What is Your Home Really Worth?

## The effect of algorithms on your home's value

Unless you've recently had your property appraised, you really don't know the exact value of your home. But wait, your inbox gets monthly reports from popular, unbiased, independent websites detailing your price per square foot, neighborhood statistics and recent sales. Isn't that my home's value or close to it?

Home values are being estimated using property valuation tools. Instead of being used as a true market indicator, valuations from sites like Zillow, Redfin, and Trulia provide an estimated market value, or better yet, a starting point.

Your real estate property valuation is calculated in seconds using mathematical modelling coupled with database

information including comparable home sales, tax assessor's value, sales history, transaction history, and current inventory to determine a property's value at a specific point in time.

Algorithms use various indexes, which are weighed and analyzed to generate a price estimate. It's fast, cheap and ballpark accurate.

However, there's a lot more to it for neighborhoods with custom homes, differing views, and areas where public record data sources are unreliable. In general, the more complex the property and market, the less reliable the automated valuation model.

Remember, the market value is what someone is willing to pay for your home. It's a good idea to know what your home is worth. Zillow's property valuation tool, Zestimate®, estimates your home using a proprietary formula. As an automated system, it can't think

for itself. In a seller's market with a low inventory of homes, rarely does assessed home value correlate to market value.

Assessed values serve the purpose of collecting taxes and in many cases trail the actual market value of a home. The recent sale prices of nearby homes are also useful when you are buying or selling. Known as comparable sales, they can be a major factor in how a real estate agent prices a home. The problem is, these "comps" need to be considered for what they actually are — not as indisputable numbers.

## 7 factors that can influence your home's value

**1. WHAT'S AROUND YOU?** Golf courses, parks, and shopping centers add value to a home. Easy access to freeways and highways is also a key consideration.

**2. ADDITIONAL DWELLING SPACES.** Whether it's a guest house or pool house, having a separate living space can increase a home's value and be considered as a possible income stream.

**3. NEIGHBORHOOD AND NATURE.** Your neighbor's manicured lawn brings value, but jalopy cars parked in your neighbor's driveway do not. It's not a shocker that tree-lined streets, a front lawn, and a backyard add value.

**4. PUBLIC SCHOOL SYSTEM.** Research isn't clear whether home prices influence school system investment, or whether quality schools influence home prices, but either way, school quality significantly affects home values.

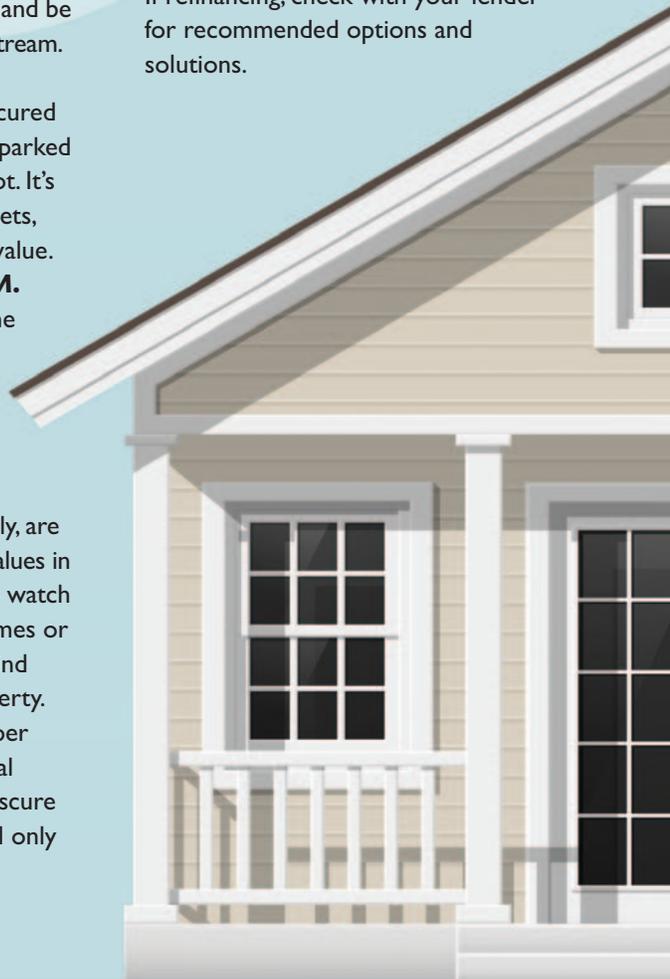
**5. SAFETY.** Crime rates, similarly, are negatively correlated with home values in the neighborhood. Neighborhood watch groups, private security, gated homes or communities provide peace-of-mind and generally add value to a property.

**6. SIZE AND APPEAL.** Price per square foot and traditional, neutral layouts add value to a house. Obscure layouts and tri-level homes appeal only to niche buyers.

**7. AGE AND CONDITION.** Newer homes will sell for more than older homes because they typically require less maintenance. However, an older home that's been well-maintained or boasts significant upgrades may sell for just as much as a newer home. Condition matters. A home's foundation, structural integrity, electrical work, plumbing, and fixtures are all worth considering.

The current state of the housing market will also influence a home's value. Home prices are shaped by supply and demand and may fluctuate based on subtle changes in your area's economy. The more time you spend looking at, valuing, and comparing homes in your specific area, the better you'll get at making accurate projections of your home's potential value.

Case by case, consider your valuation options. If selling, it's often worth hiring a formal appraiser to provide a second opinion and reinforce your valuation. If refinancing, check with your lender for recommended options and solutions.





## 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

## REAL ESTATE LOAN CTR.

801 Foothill Blvd.  
 P.O. Box 11001  
 La Cañada Flintridge, CA 91012-6001  
 800/592-3328 ext. 404

## 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

Gary Gray, *Chairman*  
 Ann Martin, *Vice Chair*  
 Dlorah Gonzales, *Secretary*  
 Rich Harris, *Treasurer*  
 Willis Chapman, *Director*  
 Mike Miranda, *Director*  
 Richard O'Toole, *Director*  
 John Patterson, *Director*  
 Steve Proia, *Director*

### SUPERVISORY COMMITTEE

Laurice Balian, *Chair*  
 Walt Boyd, *Member*  
 Theresa Slowskei, *Member*



# Annual Meeting

Pictured is CEFCU Chairman of the Board Gary Gray opening the Credit Union's Annual Meeting on February 19, 2019. President/CEO Rich Harris presented CEFCU's success in 2018 at the meeting, held at the Beckman Institute at Caltech. A digital copy of the 2018 Annual Report is available at [www.cefcu.org](http://www.cefcu.org).

## FINANCIAL UPDATE

As of February 28, 2019

Assets.....	\$1,700,318,751
Shares.....	\$1,532,644,206
Loans.....	\$ 488,118,577
Member Accounts.....	36,953

## LOAN RATES & TERMS

Type of Loan	Annual Percentage Rate (APR)	Approximate Maximum Term
<b>PERSONAL LOANS</b>		
Personal Line of Credit (Variable).....	12.50%	Open End
Mastercard® (Variable).....	11.25%	Open End
Short Term Personal Loan.....	6.95%^	24 months
	7.25%^	36 months
	7.95%^	48 months
Share Secured Loan (Variable).....	3.08%	Open End

^ Includes 1% rate discount for payment by Automatic Transfer. Lower rate or refinancing option does not apply to current CEFCU loans.

## VEHICLE LOANS

<b>New/Pre-Owned Autos — Purchase and Refinance*</b>		
100% Financing (Current & prior 5 years).....	2.80%^	36 months
100% Financing (Current & prior 5 years).....	3.20%^	60 months
100% Financing (Current & prior 5 years).....	3.95%^	84 months
80% of Retail value (6 years & older).....	4.95%	60 months
<b>New/Pre-Owned Autos — Payment Saver Auto Loans*</b>		
100% Financing (Current & prior 5 years).....	3.80%^	36 months
100% Financing (Current & prior 5 years).....	4.20%^	60 months
<b>New/Pre-Owned Motorcycles*</b>		
100% Financing.....	6.49%	60 months
80% Financing (6 years & older).....	6.49%	60 months
<b>New/Pre-Owned RVs*</b>		
100% Financing.....	7.25%	120 months
80% Financing (6 years & older).....	9.00%	84 months

\* Financing includes purchase price or retail 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 <a href="http://www.cefcu.org">www.cefcu.org</a> or call 800/592-3328, x404	
<b>Second Trust Deed</b>		
Primary/Secondary Residence (Fixed).....	5.70%	180 months
Rental Property (Fixed).....	9.75%	120 months
Home Equity Line of Credit (Variable).....	4.25%	Open End
10-Year Interest Only HELOC (Variable).....	5.25%	120 months



This reference guide is provided as a service to our members for general information and is not meant as a full disclosure. See specific loan disclosures for further details. Rates and terms are those in effect at time of printing and are subject to change without notice. All loans subject to credit approval. Equal Housing Lender. NMLS #626590. Effective April 1, 2019.



**Holidays: Memorial Day Monday, May 27 • Independence Day Thursday, July 4 & Friday, July 5**