

“ I work with NCB  
in obtaining loan  
proposals. They are  
very responsive  
and follow up. ”

*John Rhodes, President  
Legum & Norman, Inc.*

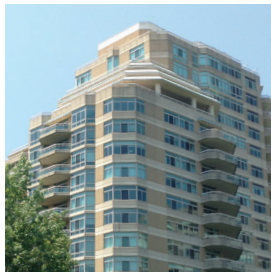
## Community Association Highlights



The Montello,  
A Condominium  
*Washington, DC*

**\$250,000**

Term Loan



Somerset House II  
Condominium  
*Chevy Chase, MD*

**\$3,000,000**

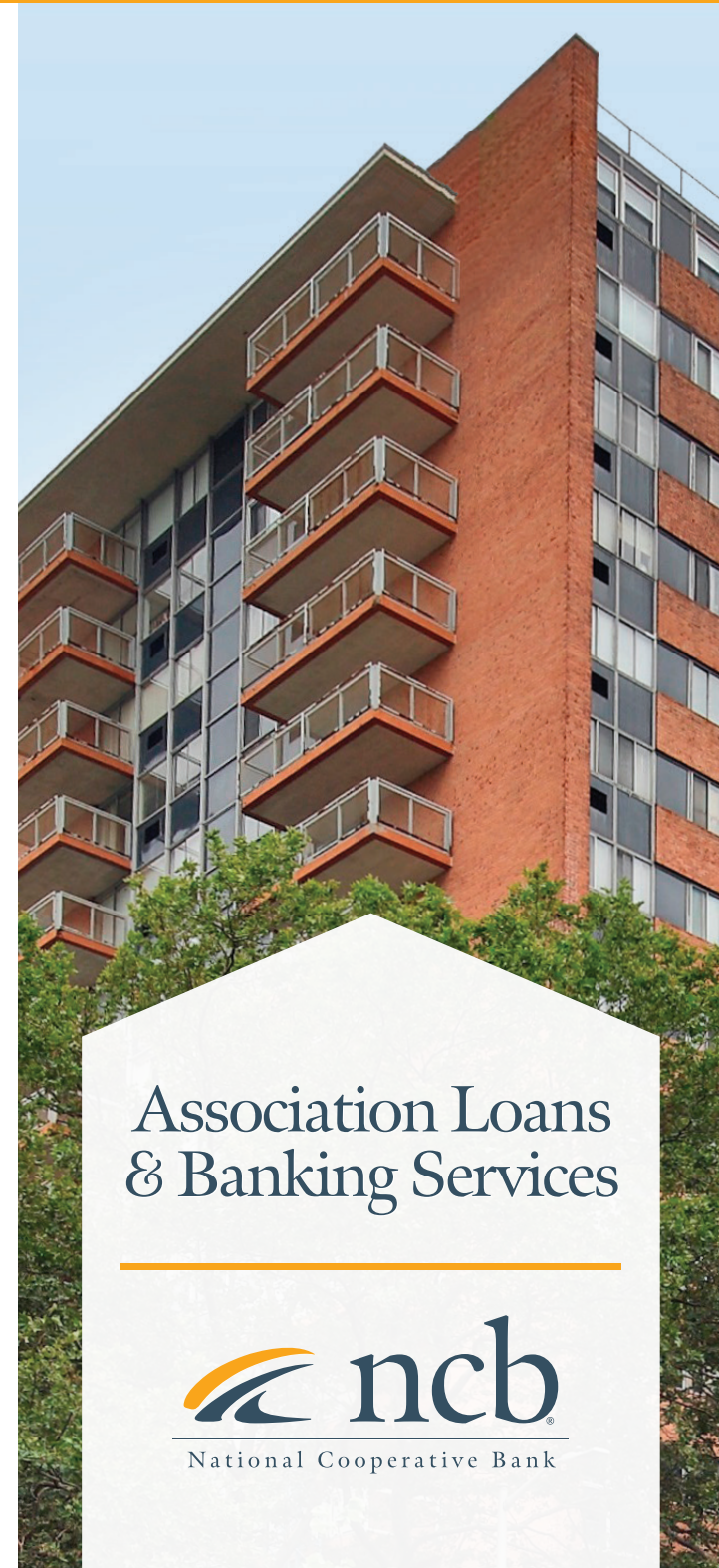
Term Loan

National Cooperative Bank (NCB) provides comprehensive banking services to cooperatives and other member-owned organizations throughout the country. What makes NCB unique is the bank was created to address the financial needs of an underserved market niche—people who join together cooperatively to meet personal, social or business needs. NCB has been a leader in providing financing to community associations nationwide since 1980.

For more information,  
visit us online at [ncb.coop](http://ncb.coop)



Banking products and services provided by  
National Cooperative Bank, N.A. Member FDIC.



## Association Loans & Banking Services



# NCB & Community Associations

NCB is a member-owned, member-controlled financial institution focused on the needs of community associations.

- › Serving associations since 1980
- › Have financed more than 6,800 housing projects and worked with over 600 management companies
- › Provide banking solutions for over 4,500 communities
- › Continued involvement and financial supporter of Community Association Institute (CAI)

## Our Product Offerings

- › Association Loans
- › Deposit Accounts
- › Lockbox/ Payment Processing
- › Online Banking

## Loan Solutions\*

### Construction Draw to Term Loan

- › Up to 18 month draw period
- › Interest only during draw period

### Term Loan

- › Up to 15 year term available
- › Interest rate fixed at closing
- › Limited fees

### Loan Size and Purpose

- › \$100,000 minimum
- › Capital improvements and repairs
- › Developer deficiencies

### Key Requirements

- › Delinquency <10% of annual income
- › Delinquent units <15% of units
- › Balance in reserves ≥10% of gross income
- › At least 20 units and 50% owner occupied

\*Loan terms and requirements subject to change based on underwriting guidelines.

## Prequalification

Simple. Quick. Easy.

### Information to include

- › Name and address of association
- › Requested loan amount
- › Repayment term
- › Number of units
- › Number of rentals
- › Fiscal year-to-date financial report
- › Month-end delinquency report
- › Two years of financial reports (audited if available)
- › Reserve study if available

Apply Online at  
[ncb.coop/prequal](http://ncb.coop/prequal)

“ NCB just knows associations and how they work. It can roll with the punches. ”

*Steve Rozga, Association Treasurer  
Montello Condominium,  
Washington, DC*