

Case Study: Berkley Arms

Property Information	
Location	Hackensack, N.J.
Number of Units	120
Converted to Co-op	1980
Converted to Condo	2002



As a Co-op	As a Condo
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Berkley had a HUD Underlying NON PAY-ABLE Mortgage



ROA Hutton negotiated with underlying lender for the right to prepay and reduced pre-payment penalties.

Just before conversion to condos, units were selling for 1/3 of their original prices paid by shareholders 15 years prior.



Market values of the condos immediately increased THREEFOLD and have been climbing ever since.

The Co-op Association had to buy back 10% of the units from the Sponsor, but these units would not sell as co-ops.



Units, now sold as condos, provided nearly \$1 Million in reserve for the Association thereby eliminating the need for a special assessments.

<i>Results of Conversion of Berkley Arms to Condominium</i>		
	One Bedroom	Two Bedroom
Value as a Co-op	\$32,000.00	\$47,000.00
Add: Conversion Obligation (Including underlying mortgage, fees & costs)	\$33,000.00	\$40,000.00
Total Investment	\$65,000.00	\$87,000.00
Condominium Values after Conversion	\$168,000.00	\$220,000.00
Net Increase in Wealth (Equity)	\$103,000.00	\$133,000.00

WHAT OWNERS SAY ABOUT THEIR CONVERSION:

"I'm happy to report that our conversion experience showed ROA to be professional, committed to our project, knowledgeable and fortified with the experience that only comes from having successfully converted other associations."

Brigit Ruvolo
Property Manager

"The Conversion to Condo was WONDERFUL! I am very happy! It is a very positive thing for the community. As a Co-op it was very difficult to sell. Units would sit on the market for months. Now, as a Condo they sell in a matter of days - if not hours. There is nothing negative to say about the results of converting."

Betty Garcia-Former
Board Member

ROA HUTTON, LLCsm
The Co-op to Condo Conversion Specialists

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