



NEWS RELEASE

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Contact: Michelle Sandy, CUR LLC Managing Director
(Direct) 703-709-8921, ext. 72132 or info@curealtyllc.com

CU Realty CUSO celebrates third year and \$3.7 million in member rebates

Herndon, VA – CU Realty of VA, MD, and DC LLC (CUR LLC), a chapter of parent company CU Realty Services of Scottsdale, AZ, held its 2008 Annual Meeting and luncheon at Northwest Federal Credit Union in Herndon, VA on May 22, 2008. The real estate Credit Union Service Organization (CUSO), designed to assist members throughout every step of the home buying and selling process, formed in 2005 with twelve charter credit union partners and has proven to be a success story for credit unions working together. The accomplishments of the past three years include cash rebates to members exceeding \$3.7 million and 1,037 transactions by members who have either used the service to buy or sell a home.

“CU Realty is accomplishing what we set out to do: members are getting rebates, credit unions are getting loans, the community is being served and the credit union movement as a whole is flourishing by what we’re doing,” said Juri Valdov, CUR LLC Chairman. “Where we are today is a prime example of credit unions working together – this is what collaboration is all about.”

During the Annual Meeting, the CUR LLC Board of Managers honored Colleen Daly, former CU Realty President (2004-07). Daly spearheaded the formation of the LLC and worked diligently as the President to ensure its success. As Northwest Federal Credit Union’s (NWFCU) Mortgage Manager at the time of the LLC’s launch, Daly strived to make NWFCU a model for which other credit unions could follow. Her efforts were truly instrumental in expanding the program to other credit union partners and affinity members. Daly was present for the Annual Meeting and is currently NWFCU’s Vice President of Lending.

CU Realty provides credit union members with free online tools including unrestricted access to the same home listing database real estate agents use; reports on local schools, complete with student-teacher ratios, class sizes and special programs; along with neighborhood demographics and maps. Best of all, credit union members receive a rebate of their agent’s commission if the home is bought or sold through a CU Realty approved agent.

“Much of the CUSO’s success is a direct result of our network of experienced real estate agent partners,” said Michelle Sandy, CUR LLC Managing Director. “The agents have embraced the shared mission of the rebate program for credit union members and support the credit unions in providing stable, solid financing for borrowers during these somewhat turbulent times.”

The CUSO looks to build upon the past three years of success and expand the size and scope of the program to benefit more credit unions and their members. In the immediate plans, CUR LLC

plans to add the State of West Virginia to the program and form credit union and real estate agent relationships in that area.

CUR LLC launched in January 2005 and includes the following Credit Union Partners: Agriculture FCU, Apple FCU, Bank-Fund Staff FCU, Bayport CU, Fairfax County FCU, HEW FCU, Justice FCU, NASA FCU, Northwest FCU, State Department FCU, and Tower FCU along with the credit union-owned mortgage CUSO, Credit Union Mortgage Association (CUMA).

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CU Realty of VA, MD, DC LLC • www.curealtyllc.com • 703-709-8921, ext. 72132 • (fax) 703.709.5784

CU Realty of VA, MD, DC LLC is a credit union service organization (CUSO) formed to help participants increase first mortgage business through branded positioning as a one-stop real estate resource for home buyers; providing complete real estate brokerage services and significant cash rebates to credit union members. For more information, visit www.curealtyllc.com

CU Realty Services • www.curealty.com • 480-922-0032 • (fax) 877.519.6591

CU Realty Services is a premier provider of real estate services for the credit union industry. The Company partners with credit unions nationwide to help simplify the home buying and selling process for their members and save them money by providing a comprehensive package of online decision-support tools, a network of pre-approved real estate agents and home rebate.

CU Realty CUSO: 2008 Annual Meeting & 3rd Anniversary Celebration



(l to r) Juri Valdov, Chairman of CU Realty LLC; Marty Wye, Congressional FCU; Scott Toler, Credit Union Mortgage Association (CUMA); Michelle Sandy, Managing Director of CU Realty LLC; John Ritchey, Apple FCU pose at the 2008 Annual Meeting for CU Realty LLC.



Juri Valdov, Chairman of CU Realty LLC, and the Board of Managers honor Colleen Daly, former President of CU Realty LLC (2004-2007). Daly spearheaded the formation of the LLC and contributed to much of the success of the program in her role as President. Daly is currently the Vice President of Lending for Northwest FCU.