

# 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 PAYABLE Mortgage



Negotiations were made with HUD at a fraction of the prepayment penalty.

Initial Sales to current 15 Year Prices were almost one third of what they originally sold for.



Values of the Condo increased **THREEFOLD**.

The Co-op Association had to buy back 10% of the units from the Sponsor, the units couldn't sell as Co-ops.



Units, now sold as Condos, are providing nearly \$1 Million Reserve for the Association thereby eliminating the need for a special assessment.

## *Results from Conversion of Berkley Arms to Condominium*

	One Bedroom	Two Bedroom
Value as a Co-op	\$32,000.00	\$40,000.00
Add: Conversion Obligation (Including underlying mortgage, fees & costs)	\$33,000.00	\$40,000.00
Total Investment	\$63,000.00	\$87,000.00
Condominium Values after Conversion	\$168,000.00	\$220,000.00
Net Increase in Wealth (Equity)	\$105,000.00	\$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."

Brigid 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 and Real Estate Professional

# ROA HUTTON,LLC

*The Co-op to Condo. Conversion Specialists*

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