

Convert Your Co-op Today

Berkley Arms Case Study



Property Information

Location: Hackensack, NJ
Number of Units: 120
Converted to Co-op: 1980
Converted to Condo: 2002

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."

Mafalda Salvi, Board Vice President

As A Co-op

Berkley had a HUD Underlying NON PAYABLE Mortgage.

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

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

As A Condo

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

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

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

Results from Conversion of Berkley Arms to Condominium

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