


LOANADO!

(Yes, we went there.)

LAPFCU has recently received reports of Loanado sightings in branches. According to members, they're being blown away by low rates and seeing severe savings on auto loans, recreational vehicle loans and personal loans.

With up to 0.75% APR¹ off our consumer loan rates with Member Benefits™, some members have even exclaimed, "It's like someone took a chainsaw to my monthly loan payments!" when they refinanced with LAPFCU.

If you have a vehicle loan from another lender or want to consolidate your debt, we encourage you to contact LAPFCU immediately at **877-MY-LAP-FCU** (877-695-2732) to see how much you can save. 

¹APR = Annual Percentage Rate. Must qualify for Member Benefits to receive 0.75% APR consumer loan discount. (Member must apply online, participate in automatic payment program and qualify for Member Benefits program at time of funding). Go to <https://www.lapfcu.org/member-benefits/> for complete details. May not be used to refinance an existing LAPFCU vehicle loan. The following loan types are excluded from Member Benefits rate reductions: Real estate loans, mobile home loans, unsecured lines of credit, credit cards, share loans and share certificate loans. All rates, terms, and promotional offers are subject to change without notice. Cannot be combined with any other offer. Program subject to change or cancellation at any time and restrictions may apply, ask for complete details.



LOANADO!

NOW SHOWING



Get \$200 Cash
3



Financial Planning
Website
4



Auto Buying
Webinar
5



It's a
Gnome Brainer
6

CHAIR AND PRESIDENT'S MESSAGE

It's been said "There's no place like home," and most of us would agree that having a place to hang our hat at the end of the day provides a welcome respite from our hectic lives.

One of the unexpected benefits of the recent, lengthy recession has been the ability for many of us to be able to secure that special place called "home" as a result of depressed property sales and prices, as well as historically low interest rates. Still, many of us have sat by the sidelines, waiting for things to "bottom out."

Although we may have been complacent about the languid real estate market, 2017 could be a game changer. During January, buyers purchased homes at the fastest pace since 2007, with sales increasing 3.3% over December 2016. Within the six-county Southern California area, during January, the medium price for homes increased 5.3% over the same period in 2016—to \$455,000.

So, what has created this fervor? A number of factors: jobs are steady, the election year is over and interest rates have begun to climb slightly. In early March, interest rates on a 30-year fixed mortgage averaged 4.16% -- up from 3.54% in the week prior to the election. This scenario has helped to create an environment which makes it an ideal time to purchase a home—or take advantage of the equity in your home.

In fact, if you've been putting off making major repairs or upgrades to your home, now is a great time. We are finding that homes with little equity a few years back have now appreciated significantly. LAPFCU's fixed

home equity loans start at 4.5% APR¹, which when compared to high interest rate credit cards, are very attractive. These competitive loan rates also make that dream kitchen or master bedroom retreat you've been dreaming of even more affordable.

If you're one of those renters who haven't yet made the home-buying leap, or if your family is getting a bit too large for your existing residence, now is a great time to get in the market—or move up. Plus, when you use LAPFCU, you can even get cash back at the close of escrow, whether you're buying or selling.

Our Home Advantage Real Estate Resource and Rebate Program allows you to search for homes using the multiple listing service. And, when you use one of the realtors in our dedicated network, you receive a 20% rebate of your real estate agent's commission³.

Finally, LAPFCU has great mortgage programs—whether you're looking for a fixed, adjustable, FHA, VA or jumbo loan². LAPFCU also prides itself on providing superlative member service, and unlike other mortgage companies, when you obtain a loan through LAPFCU, we will continue to service your mortgage. Plus, you can easily apply online and we will provide a fast, courteous response.

Our homes are the biggest invest-

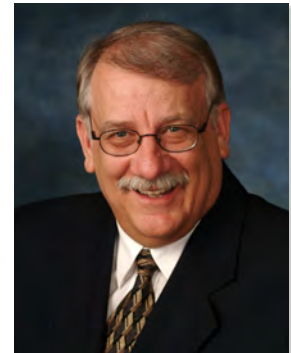
¹APR = Annual Percentage Rate. Minimum loan amount \$5000. LTV's above 70% must be owner occupied. Maximum term on non-owner occupied properties is 15 years. Loans available on 1-4 family dwellings. Equity Home Loans are available for properties located in California, Arizona, Colorado, Idaho, Montana, Nevada, Oregon and Utah. Payment Example (Rate effective March 02, 2017): A \$35,000 loan with 4.50% fixed APR for 84 months would cost \$13.88 per \$1,000 borrowed. All loans are subject to creditworthiness. All Rates and Terms are subject to change without notice.

²FHA, VA, Jumbo, and Reverse Mortgages provided by CU Partners, a correspondent lender.


³The HomeAdvantage program is made available to you through a relationship between LAPFCU and CU Realty Services. Program Cash Rewards are awarded by CU Realty Services to buyers and sellers who select and use a real estate agent in the HomeAdvantage network. Home buyers or sellers are not eligible for Cash Rewards if they use an agent outside this network. Using LAPFCU for a mortgage is not a requirement to earn Cash Rewards. Cash Rewards amounts are dependent on the commissions paid to the agent. LAPFCU may have specific rules on how your Cash Rewards will be paid out. Cash Rewards incentives are available in most states; however, are void where prohibited by law or by the lender. Please consult with your credit union to get details that may affect you.



Lorie Taylor
Chair



G. Michael Padgett
President

ment we will likely make in our lives, and whether you're buying your first home, moving up, or simply making your house more "livable," you can rest assured that LAPFCU will be there for you every step of the way. 

Stearns Lending, LLC | NMLS# 1854 dba



CU PARTNERS

HOMEAdvantage

SAVE \$200 ON YOUR NEXT AUTO PURCHASE

Now through May 10, when you purchase a vehicle from Autoland and finance it with LAPFCU, you'll get \$200 back¹. Even more importantly, when you work with Autoland, it's all about convenience.

You won't spend countless hours in stressful negotiations at a dealership, or end up buying something you didn't want. Just call Autoland at 800-234-6999 and tell them what you're looking for. They'll find you the exact vehicle you want at a price that's fair. Autoland has access to a huge selection of new and pre-owned vehicles, and they can work with you on your trade-in. They'll even make arrangements to have your new vehicle delivered right to you.

But before you start shopping for your new car or truck, remember to get your free auto loan pre-approval from LAPFCU. For additional savings,

be sure to ask about our Member BenefitsSM program discount. Qualified



members receive an extra 0.75% APR discount² on their auto loan. Apply for your auto loan pre-approval online at lapfcu.org or call **877-MY-LAP-FCU** (877-695-2732). **D**



¹\$200.00 bonus cash offer valid March 13, 2017 – May 10, 2017. To qualify for this offer, a new or pre-owned automobile must be purchased through Autoland and financed with LAPFCU. Auto loan must be initiated between March 13, 2017 to May 10, 2017 and finalized no later than May 25, 2017. Offer valid on automobiles only. May not be used to refinance an existing auto loan. LAPFCU will deposit \$200.00 to the member's S1 Share Savings Account within 45 days of auto loan funding. Offer subject to change or end without notice and other restrictions apply. May not be combined with any other offers. Please ask for complete details. ²APR = Annual Percentage Rate. To qualify for 0.75% APR auto loan discount, member must apply online, participate in automatic payment program, and qualify for Member Benefits program at time of funding. Go to <http://memberbenefits.lapfcu.org> for complete details. May not be used to refinance an existing LAPFCU vehicle loan. All rates, terms, and promotional offers are subject to change without notice. Cannot be combined with any other offer. Restriction may apply, ask for complete details.

2017 LAPFCU MEMBER EXPO

Explore Everything Your LAPFCU Membership Has to Offer

Saturday, April 8, from 9 a.m. – 1:30 p.m.*

Take this opportunity to learn about exclusive member-only services. We've brought all these resources together for one day only, at one location, for your convenience. Discover:

- Hassle-free auto buying services from Autoland
- Insurance discounts with LAPCUSO Insurance Services¹
- Personalized financial advisement through CUSO Financial Services²
- Home buying and selling programs from Home Advantage³

Plus, we'll also have snacks, giveaways, and raffle prizes! So while you're dropping off your unwanted documents and electronics be sure to drop by the Member Expo. Call **877-695-2732 x 3270** for more information. **D**

*All events dates, times, locations, and participating vendors subject to change or cancellation without notice.

¹Insurance services provided by Bichlmeier Insurance Services, Inc. CA license #0B26427.

²Non-deposit investment products and services are offered through CUSO Financial Services, L.P. ("CFS"), a registered broker-dealer (Member FINRA/SIPC) and SEC Registered Investment Advisor. Products offered through CFS: are not NCUA/NCUSIF or otherwise federally insured, are not guarantees or obligations of the Credit Union, and may involve investment risk including possible loss of principal. Investment Representatives are registered through CFS. Los Angeles Police Federal Credit Union has contracted with CFS to make non-deposit investment products and services available to credit union members.

³While supplies last.

SECURELY DISPOSE OF YOUR UNWANTED DOCUMENTS AND ELECTRONICS, FOR FREE

LAPFCU goes to great lengths to secure your personal information. That includes providing you with free professional document shredding and electronic waste disposal services. So please join us from 9:30 a.m. to 1:30 p.m. on Saturday, April 8 at the Van Nuys Branch, Friday, April 21 at the Academy branch or Saturday, April 22 at the Brewer branch¹ to take advantage of this opportunity.

Your documents will be shredded on site with industrial-grade equipment, so you can rest assured that your information will not fall into the wrong hands. Visit lapfcu.org to see a complete list of acceptable items or call **877-695-2732 x 3270** for more information. Please note: there is a maximum three medium-sized box limit per member and once our truck is full, we cannot accept any additional documents. **D**

¹Event dates, locations, and times subject to change at any time. This is a closed event for LAPFCU members only. Not open to the public. LAPFCU will no longer take materials once the document and e-waste truck(s) are full.



NEW WEBSITE FEATURES FINANCIAL PLANNING AND INVESTING TOOLS




We are pleased to announce that CUSO Financial Services, L.P. (CFS)¹, LAPFCU's in-house member investment resource, has launched a new website containing an array of helpful planning and investing tools, including educational articles, videos, and calculators.

These useful calculators can help you estimate how much you'll need to reach your goals when it comes to:

- Investing
- Retirement
- IRA Options
- 401k
- College Tuition
- Life Insurance

By visiting the new site, you can also obtain more

information about the professional services that CFS provides to LAPFCU members, and learn about CFS Advisor, Christopher Ellis.

The new site also looks great on any device, so visit it today! Go to lapfcu.org, then select Services & Resources and choose Investment Services. For more information about CUSO Financial Services, L.P., call 877-695-2732 x 7. 


*Non-deposit investment products and services are offered through CUSO Financial Services, L.P. ("CFS"), a registered broker-dealer (Member FINRA/SIPC) and SEC Registered Investment Advisor. Products offered through CFS: are not NCUA/NCUSIF or otherwise federally insured, are not guarantees or obligations of the Credit Union, and may involve investment risk including possible loss of principal. Investment Representatives are registered through CFS. Los Angeles Police Federal Credit Union has contracted with CFS to make non-deposit investment products and services available to credit union members.

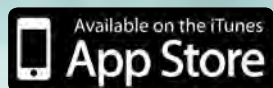
CFS representatives do not provide tax or legal guidance. For such guidance please consult with a qualified professional. Information shown is for general illustration purposes and does not predict or depict the performance of any investment or strategy. Past performance does not guarantee future results.

EASILY ACCESS YOUR LAPFCU ACCOUNTS ANYTIME, ANYWHERE

With the free LAPFCU app¹, you can log in to your accounts from your smartphone or tablet to check balances, pay bills, pay people, make transfers, deposit checks², see our rates—or even accept a pre-approved loan offer.

You can also use the free GPS-enabled LAPFCU app to quickly find the nearest surcharge-free CO-OP ATM or CO-OP Shared Branch, where you can do many of the same things you can do in an LAPFCU branch. There are over 30,000 surcharge-free CO-OP ATMs and over 5,000 CO-OP Shared Branches nationwide.

The free LAPFCU app is available for Apple, Android, and Amazon devices. So download it today! 



¹Standard text messaging and data usage charge may apply by carrier. ²Membership must be in good standing, 18 years of age or over, have an LAPFCU checking account and have had an account with us for 30 days or more.

MEMBERS' FAVORITE: AUTO INSURANCE


The most popular insurance policy among members who work with LAPCUSO Insurance Services, Inc.¹—LAPFCU's in-house insurance provider—is auto insurance. It's no wonder, since LAPCUSO is able to offer members a broad choice of coverage and pricing options from reputable companies such as Mercury, Safeco, Civil Service Employees, Progressive, Travelers, and many others. Best of all, these options come with group discounts you won't find elsewhere and no broker fees.

Auto insurance prices are on the rise, so now is a great time to contact LAPCUSO Insurance Services for a complimentary review. LAPCUSO will examine your current coverage and let you know if you are adequately insured, or if you stand to benefit from savings without sacrificing coverage. Start the process by calling Maria Ascencio at (877) 695-2732 x 7.



INSURANCE TRENDS AND TIPS

- Consider increasing your collision and comprehensive (fire and theft) coverage deductibles. Increasing your deductible lowers your premiums. The savings from lowering your premium may more than offset the cost of potentially having to pay a higher deductible someday. Contact us to see the difference.

- Many insurance companies are offering new discounts on auto insurance when you automatically report your car's odometer readings. There's no hardware to buy and install, and you don't have to provide an odometer reading each year. Instead, reports are provided by a company such as CARFAX™. Ask us for details. 

¹Insurance Services provided by Bichlmeier Insurance Services, Inc. CA license #OB26427.

FREE Webinar: AUTO BUYING




**Auto Buying Webinar
Wednesday, May 10*
7 p.m. – 8 p.m.**

Our free webinar will walk you through the auto buying process step-by-step.

- Determine how much car you can afford
- Evaluate different car buying options
- Find the perfect vehicle
- Avoid getting the runaround

- Be confident you're getting a great deal

Educate yourself before you buy, learn how to avoid headaches, and save! Register for the free webinar today at lapfcu.org or email rsvp@lapfcu.org, or call **877-2732 x 3270** for more information. 


*Workshop and webinar dates, times and locations are subject to change and cancellation with or without notice at any time.

An LAPFCU Mortgage—

It's a GNOME BRAINER!

It's always a great idea to obtain an LAPFCU home loan pre-approval before you begin your new home search. A pre-approval helps you know what you can afford to buy. When it's time to make an offer, you'll be prepared and your offer will be taken seriously.

Now for a limited time, there are even more reasons to turn to LAPFCU when you're ready to buy a home. When you apply for your LAPFCU home loan before April 30 and close by June 30 for the property you're purchasing, you'll receive a free \$150 Home Depot gift card¹. You can also register for our free HomeAdvantage program, which gives you access to an exclusive list of Real Estate Agents, the ability to search the MLS for homes, and a 20% rebate on your Agent's commission².

LAPFCU has great home loan rates and a wide selection of programs—including one that's right for you. With so much value, choosing LAPFCU is a gnome brainer. Apply for your LAPFCU mortgage today at lapfcu.org or call **877-MY-LAPFCU** (877) 695-2732. 



¹Promotion is valid from February 1, 2017 through April 30, 2017. Must be 18-years or older. Only applicable to LAPFCU members applying for a first mortgage on a purchase property. Refinance, home equity loans and home equity lines of credit do not qualify for this promotion. Member will receive a \$150 Home Depot gift card if they start the application process for a first mortgage from February 1, 2017 through April 30, 2017 and the loan must be funded by June 30, 2017. The \$150 Home Depot gift card will be mailed to the member within 60 days of escrow closing. LAPFCU reserves the right to change the gift card vendor or amount at any time. LAPFCU is not responsible for lost or stolen gift cards. Promotion subject to change or end without notice. Cannot be combined with any other offer. Restrictions apply; ask for complete details. ²The HomeAdvantage program is made available to you through a relationship between LAPFCU and CU Realty Services. Program Cash Rewards are awarded by CU Realty Services to buyers and sellers who select and use a real estate agent in the HomeAdvantage network. Home buyers or sellers are not eligible for Cash Rewards if they use an agent outside this network. Using LAPFCU for a mortgage is not a requirement to earn Cash Rewards. Cash Rewards amounts are dependent on the commissions paid to the agent. LAPFCU may have specific rules on how your Cash Rewards will be paid out. Cash Rewards incentives are available in most states; however, are void where prohibited by law or by the lender. Please consult with your credit union to get details that may affect you.



HOMEAdvantage[®]

PRODUCT HIGHLIGHTS

All rates and terms are subject to change without notice. Additional terms and conditions may apply. Call 877-MY-LAPFCU for details.

LOAN RATES

EFFECTIVE MARCH 17, 2017

Mortgage Rates

30 Year Fixed[†] 4.125%/4.146% APR* | Zero Points
 15 Year Fixed 3.375%/3.418% APR | Zero Points

Auto Loans

New Auto / Used Auto. as low as 0.99% fixed APR**

Credit Card Rates

Platinum Rewards Visa® as low as 8.40% variable*** APR*
 Classic Visa as low as 12.99% non-variable APR
 My First Visa as low as 12.99% non-variable APR

SAVINGS RATES

EFFECTIVE MARCH 17, 2017

Regular Share Certificates

1-Year Certificate 0.80% APY****^
 3-Year Certificate 1.29% APY****^
 5-Year Certificate 1.84% APY****^

APR = Annual Percentage Rate. *APR = Annual Percentage Rate. Effective March 14, 2017. To qualify for 0.80% Fixed APR requires FICO score of 800 or greater, and member must qualify for Member Benefits. Actual APR offered may be higher depending upon applicant's credit rating and other underwriting factors (Member must apply online, participate in automatic payment program and qualify for Member Benefits program at time of funding). Go to <https://www.lapfcu.org/member-benefits/> for complete details. Only on a new or used auto loan for a 36-month term. May not be used to refinance an existing LAPFCU vehicle loan. All rates, terms, and promotional offers are subject to change without notice. Cannot be combined with any other offer. Restrictions may apply, ask for complete details. †4.125% / 4.146% fixed APR as of March 17, 2017. Payment example: A 30 year fixed rate mortgage with a loan amount of \$300,000 and no points would result in monthly payments of \$1,453.95. Monthly payment excludes tax and insurance. All rates subject to change without notice. Fees run 1-1.5% of loan amount financed. Restrictions apply, ask for complete details. **Effective March 14, 2017. Platinum Rewards Visa has a variable rate of 8.40% APR to 17.90% APR based on your creditworthiness. APR subject to change. APR will vary with the market based on the Prime Rate plus a margin. Cash advance transactions are subject to a cash advance fee which shall be the greater of \$2.00 or 2% of the amount of the advance which is posted to the account during the billing cycle, but not to exceed \$25.00 per cash advance. Cash advances do not have a grace period, finance charges will be assessed starting the day the charge is posted to your account. ****APY = Annual Percentage Yield. Minimum opening deposit for a regular share certificate is \$500. An early withdrawal penalty may apply. Member Benefits program rate. Member Benefits is available to all LAPFCU members in good standing who qualify. Member must fulfill Member Benefit Program requirements in order to receive incentives. Program subject to change or cancellation at any time and restrictions may apply. Ask for details. More information available at lapfcu.org/memberbenefits. The following loan types are excluded from Member Benefits rate reductions: Real estate loans, mobile home loans, unsecured lines of credit, credit cards, share loans and share certificate loans.

Los Angeles Police Federal Credit Union is a financial institution with over \$888 million in assets exclusively serving active and retired, sworn and civilian employees of Los Angeles County Law Enforcement, their families and select police-related groups.

www.lapfcu.org

24/7 Member Service Call Center
 877-MY-LAPFCU (877-695-2732)

For account inquires or access:

- Visit PATROL at www.lapfcu.org
- Call Code 3 Automated Telephone Banking at 877-MY-LAPFCU, Press 2

To apply for a loan:

- Visit CUFFS at www.lapfcu.org
- Call our 24-7 Lending Center at 877-MY-LAPFCU, Press 3

BRANCH OFFICES

Van Nuys Branch (Main Office)
Communications Center
 16150 Sherman Way,
 Van Nuys, CA 91406
 8 a.m. to 5 p.m., Monday - Friday

Academy Branch
 1880 N. Academy Dr.,
 Los Angeles, CA 90012
 8 a.m. to 5 p.m., Monday - Friday

Brewer Branch
 5651 West Manchester Ave.,
 Los Angeles, CA 90045
 8 a.m. to 5 p.m., Monday - Friday

Santa Clarita Branch
 19195 Golden Valley Rd.,
 Santa Clarita, CA. 91387
 9 a.m. to 5 p.m., Monday - Friday

Senior Executive Staff

G. Michael Padgett, President/CEO
Carol Martin, Sr. VP, Operations & Member Relations/COO
Ed Hada, Sr. VP, Finance & Administration/CFO

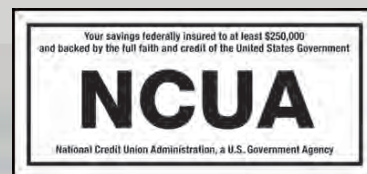
All inquiries or comments regarding this newsletter should be addressed to the Marketing Department at 877-MY-LAPFCU.

The Supervisory Committee encourages any comments or inquiries from members regarding your concerns or the financial condition of the Credit Union. You may address your correspondence to:

Supervisory Committee
 P. O. Box 14452
 Van Nuys, CA 91409

All loans subject to approval of credit. We conduct business in accordance with the Federal Fair Housing Law and the Equal Credit Opportunity Act. All rates are subject to change.

0317-04



**LOS ANGELES
POLICE
FEDERAL CREDIT UNION**

P.O. Box 10188
Van Nuys, CA 91410-0188

RETURN SERVICE REQUESTED

PRESORTED
STANDARD
U.S. POSTAGE
PAID
LOS ANGELES, CA
PERMIT NO. 896



Workshop and webinar dates, times and locations are subject to change and cancellation with or without notice at any time. The HomeAdvantage program is made available to you through a relationship between LAFFCU and CU Realty Services. Program Cash Rewards are awarded by CU Realty Services to buyers and sellers who select and use a real estate agent in the HomeAdvantage network. Home buyers or sellers are not eligible for Cash Rewards if they use an agent outside this network. Using LAFFCU for a mortgage is not a requirement to earn Cash Rewards. Cash Rewards amounts are dependent on the commissions paid to the agent. LAFFCU may have specific rules on how your Cash Rewards will be paid out. Cash Rewards incentives are available in most states; however, are void where prohibited by law or by the lender. Please consult with your credit union to get details that may affect you.

Attending this workshop can help you avoid mistakes and save, so don't miss it! RSVP today to rsvp@lafpcu.org or call **877-695-2732** x 3270. 

- Find the right real estate agent
- Take advantage of our exclusive money-saving HomeAdvantage²
- Get the right home loan

Buying a home is one of the biggest financial commitments you'll ever make. Because of that, it can be a very stressful process—but it doesn't have to be. Home buying can go smoothly if you're educated and prepared. So attend our upcoming workshop to learn how to:

FREE Workshop: HOME BUYING

Home Buying Workshop
Wednesday, April 5¹
6 p.m. – 7:30 p.m.
Elysian Park Police Academy