Case Study: Harbor Towers

Property Information	
Location	West New York, N.J.
Number of Units	198
Converted to Co-op	1982
Converted to Condo	2001

AS A CO-OP		AS A CONDO
The Co-op suffered for years from extremely low market values – under $10,000 for some units.	→	One and Two-Bedroom models have increased in market value by over 300% post-conversion
The Co-op had a very high number of bank foreclosures, delinquencies and Co-op owned units with little reserves for replacement.	→	Because of higher condo values, ROA Hutton was able to create a reserve fund for a window replacement program and to replace the elevator system
The sponsor still owned over 25% of the units in the building – they were unable to sell units at reasonable prices.	→	Sponsor immediately began to renovate and sell units to owner occupants creating a better community of responsible condo owners.

Results from Conversion of Harbor Towers

	One Bedroom	Two Bedroom
Value as a Co-op	$35,000.00	$60,000.00
Add: Conversion Obligation (Including underlying mortgage, fees & costs)	$14,000.00	$18,000.00
Total Investment	$49,000.00	$78,000.00
Condominium Values after Conversion	$167,000.00	$245,000.00
Net Increase in Wealth (Equity)	$118,000.00	$167,000.00

WHAT OWNERS SAY ABOUT THEIR CONVERSION

"As a Co-op, Harbor Towers was in pretty bad shape financially. We could not sell units for more than $20,000 and there was zero bank financing available. Things were not looking good for the building."

David Grossman
Managing Agent

"I am very proud of ROA Hutton for the hard work that they did in converting Harbor Towers to a condominium. This was a very difficult conversion because we only had a 15% owner-occupancy ratio at the time. Now we have plenty of bank financing and market values have risen tremendously. We also raised the extra money necessary to replace our windows and to repair the elevator system. Thank you ROA Hutton!"

Dr. Lou Menendez
Board President

ROA HUTTON
The Co-op to Condo Conversion Specialists™

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