

ROC Northwest

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Northwest Cooperative  
Development Center

# Agenda

- Who Are We
- How We Do This
- ROC Benefits
- Q&A

# Who Are We

- Regional nonprofit supporting cooperative development, affiliate of a national organization, ROC USA with over 250 ROCs
- Experienced in the industry with 21 transactions since 2008, representing nearly \$50M in transactions



# How We Do This

- Secure and dedicated financing
- Market standard time frames
- Dedicated due diligence team
- Experienced community technical assistance providers

# The Acquisition Process

- 1 Negotiate Price
- 2 Sign Purchase and Sale Agreement
- 3 Offer Agreement to Residents
- 4 Due Diligence and Financing
- 5 Closing

- On average investor-owned communities annually increase lot rent 3% more compared to ROCs.
- For example, if rent is \$475 at the time of conversion. After 15 years rent would be about \$840 in an investor-owned community compared to about \$540, saving that homeowner over \$22,000 during that period. **That's \$4 per day.**

# ROC

## Benefit

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- Five fulltime staff dedicated to support cooperative communities
- Each technical assistant supports communities at a minimum of 10 years after closing
- This includes Board training, financial guidance, and general community support

# ROC

## Benefit

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What's Next



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