





Mondays Through Dec. 18 Morning Class: 10 AM - Noon Afternoon Class: 1 PM - 3 PM Extra Class on Dec. 6; 1 PM - 3 PM

The MLS Training Center 8350 Wilshire Blvd., 1st Floor Beverly Hills 90211

Register Now at TheMLSSchool.Eventbrite.com

Limited Space! Questions? Call 310.358.1833 or email marketing@themls.com

ESDAY

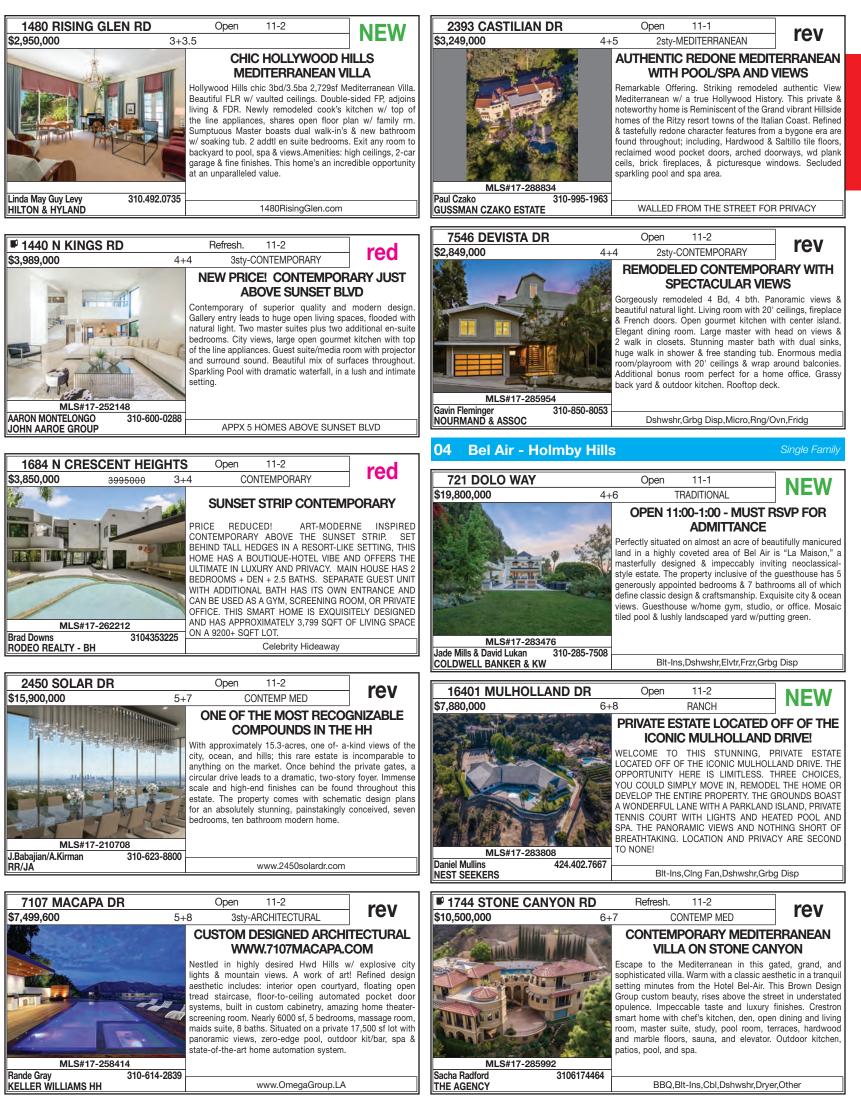
THE MLS BROKER CARAVAN™ | TUESDAY OPEN HOUSES



POWERED BY **THE MLS**

- New & Improved Listing Search
- Sharing Via Text
- Auto-Saved Searches & More!
- Questions? Call 310.358.1833

TUESDAY



SDAY



MAKING THE MARKET WORK

TUESDAY



FSDAY



TUESDAY





TUESDAY



FRIDAY OPEN HOUSES



BRALTAR RD	KOV
3+	2 MEDITERRANEAN TEV
	RARE BUILDING SITE/GROWING SITE OPPORTUNITY
	Beautiful 3/2 guesthouse on 22 acres with the best views in SB County from Pt. Concepcion to PT. Mugu. Plans for 4500 s.f. 4/4 home with 4-car garage and guesthouse. All amenities in, just pull permits with help from Planner Jarrett Gorin.
	Zoned 40 AG which is important for any cannabis entrepreneurs.
LS#17-255278	
805-964-1891 N REALTY	Antna,BBQ,Blt-Ins,Cent Vac,Dshwshr,Other

SATURDAY OPEN HOUSES

5+5

310-635-3636

3+3

Open

SUNDAY OPEN HOUSES

Open

12-4

CONTEMPORARY

Antna,Blt-Ins,Dshwshr,Grbg Disp, 35-3636 KELLER WILLIAMS SILI

1-4

3sty-MEDITERRANEAN

AC, Dshwshr, Dryer, Micro, Rng/Ovn, Other

34 Los Angeles Southwest

Joseph Soaris

Malibu

6467 ZUMA VIEW PL #159

999 Out of Area

NEW

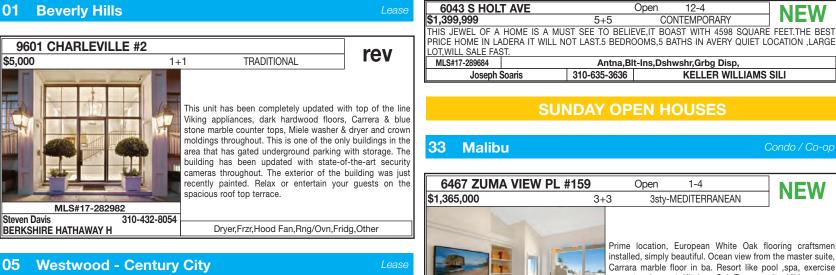
Condo / Co-op

NEW

01

05

BY APPOINTMENT





West Hollywood Vicinity 10

Condo / Co-op

NEW



3 bedroom townhouse with 2 baths has endless possibilities. The living room is open and bright with wood floors and high ceilings and with that rare wood-burning/gas fireplace. Walk up a few steps to the convertible den and third bedroom that opens up to a large deck, that can be used to expand the unit and not take away from the outside spaces. Private roof deck with spectacular views. The building has a pool and this unit has a large storage room in the garage.

Blt-Ins

MEDITERRANEAN



Sherman Oaks

COLDWELL BANKER RESI

72

Single Family





NEW New, automatic status NEW* New, not yet listed **RED** Reduced Review, automatic status **BOM** Back on Market

AS SEEN IN THE WALL STREET JOURNAL

Banks like simple loans. We like complex ones.

Self-employed • Real Estate Investors • Retirees • 1031 Exchange OK No Tax Return Loans¹ • Foreign National Loans¹ • From \$500K to \$25M

Irrevocable Trust, Blind Trust, LLC, & Limited Partnership Vesting OK. Purchase or Refinance. Business Funds Allowed.

3.116[%]

2.99

3/1 Adjustable Rate Mortgage \$500,000 - \$4,500,000 • 70% LTV 1st Lien Loans **3.942**APR 5/1 Adjustable Rate Mortgage

3.375

\$500,000 - \$4,500,000 • 70% LTV 1st Lien Loans

Sampling of rates as of November 29, 2017

310-859-0488

www.insigniamortgage.com 9595 Wilshire Blvd. #205, Beverly Hills, CA 90212

CHRIS FURIE BRE 01004991 | NMLS 357449 chris@insigniamortgage.com



DAMON GERMANIDES

BRE 01794261 | NMLS 317894 damon@insigniamortgage.com

©2017 Insignia Mortgage, Inc. (1) Not all applicants will qualify. Minimum FICO, reserve, and other requirements apply. Contact your loan officer for additional program guidelines, restrictions, and eligibility requirements. Rates, points, APRs and programs are subject to change without notice. Loan values (LTV) are based on bank appraisal. Actual closing time will vary based on borrower qualifications and loan terms. Insignia Mortgage, Inc., is a real estate broker licensed by the CA Bureau of Real Estate, BRE #01969620, NMLS #1277691. (2) With an interest-only mortgage payment, you will not pay down the loan's principal balance during the interest-only period. Once the interest-only period ends, your payment will increase to pay back the principal and interest. Rates are subject to increase over the life of the loan. Contact your Insignia Mortgage, Inc. loan officer to determine what your payments might be once the interest-only period ends.

MERIDITH BAER HOME

2





310.204.5353





DAN MILLSTONE SR. LOAN OFFICER 310.295.7476



310.480.6863



STEVE ECKHOFF SR. LOAN OFFICER 310.470.8080



ERIC SINGER SR. LOAN OFFICER 310.721.6105



BUDDY EPSTEIN SR. LOAN OFFICER 424.236.7860



CHRISTIAN CRANDALL SR. LOAN OFFICER 424.236.7864 X3513

Our new Santa Monica team has a combination of over 100 years of experience in the mortgage industry. We are excited to welcome them as the newest members of our PERL Mortgage family.



www.perlmortgage.com

A+ RATING FROM BBB | TOP 100 LENDERS IN THE NATION (SCOTSMAN GUIDE) | RANKED #7 BEST PLACES TO WORK (CHICAGO TRIBUNE) TOP OVERALL VOLUME #62 NATIONALLY (MORTGAGE EXECUTIVE) | 23 YEARS IN BUSINESS | CUTTING EDGE TECHNOLOGY | INNOVATIVE MARKETING TEAM ACCESSIBLE LEADERSHIP | INDUSTRY LEADING COMPENSATION | BEST-IN-CLASS LOAN OFFICER SUPPORT

Mark Cohen #1 ORIGINATOR NATIONWIDE* 2015

DEALIPIZ AKERS.

Mark Cohen, Broker BRE#: 1016103 - NMLS#: 37230 markcohen@cohenfinancialgroup.com Seth Cohen, Broker BRE#: 01935101 - NMLS#: 982573 seth@cohenfinancialgroup.com

We are the industry's top mortgage professionals getting more complex deals done than anyone else.

Custom-Fit Solutions

A unique and personalized approach to every situation including self-employed, high-net-worth, and foreign borrowers.

Relationship-Based Client Experience

The highest reputation in the industry with excellent rapport with Sellers' Agents.

Quick Closures

Direct channel to banks' executives for quicker approvals and unmatched professional expertise to get deals done.

Transparency & Communication Throughout The Entire Process

Consistent execution on all loans with no surprises.

\$10 Billion

18,000 LOANS CLOSED 30+

YEARS EXPERIENCE



Sasan Abrams

sabrams@cohenfinancialgroup.com BRE 01959640 - NMLS 1194434 Originator Specializing in Multi-Family & New Development





*By dollar volume in 2015, Scotsman Guide, April 2016.

©2016 Cohen Financial Group, a division of CS Financial, Inc. All rights reserved. Not all applicants will qualify. CS Financial, Inc. is a real estate broker licensed by the CA Bureau of Real Estate, lic# 01257559, NMLS# 31132. Equal housing lender.

YOUR LOCAL LENDING TEAM.

High-touch customer service Dedicated support team Jumbo pricing Variety of adjustable rate options 50 state lending authority Quick turn times and funding



Senior Loan Originator NMLS# 252986

Direct: 323.394.1909 eFax: 866.261.6655 DDukelow@WintrustMortgage.com www.DanaDukelow.com



Doug Burton Branch Manager NMLS# 251062

Direct: 323.828.3684 Fax: 310.943.2498 DBurton@WintrustMortgage.com www.BurtonLoans.com Eli Pindler Loan Originator NMLS# 260919

Direct: 310.203.0309 Fax: 630.594.8817 EPindler@WintrustMortgage.com www.EliPindler.com Nathan J. Cater

Residential Mortgage Specialist NMLS# 981032 Direct: 310.733.0491

Office: 323.499.2518 NCater@WintrustMortgage.com www.NathanCater.com



6255 W. Sunset Blvd, Ste 950 Hollywood, CA 90028





Scott Groves Branch Manager NMLS# 365178 818.679.5188



Justin Bayle Branch Manager NMLS# 308718 818.425.8867 CONVENTIONAL

Freddie Mac Super Conforming Loan Program

No up-front mortgage insurance premium

Owner-occupied, second homes & investment properties

818.679.5188

Ļ.

FHA

Owner-occupied primary residence Down payments may be little to no money down

branch.newamericanfunding.com/pasadenacoloradoblvd

JUMBO

9 117 East Colorado Blvd, Suite 460, Pasadena, CA 91105

Delegated underwriting up to \$3 million

Competitive rates 1st time homebuyers allowed

John Harsh

NMLS# 1652028

619.929.2332

VA

No down payment required

No monthly mortgage insurance premiums

CONTACT US!



Ron Sequeira Loan Consultant NMLS# 40105 310.409.0286



John Kiureghian Sr. Loan Consultant NMLS# 1121516 213.703.9070



Jack Gladden **Business Development** Associate 310.699.4451



Patrick O'Driscoll Loan Consultant Assistant NMLS# 847493 818.681.0873



Jason Berriz Loan Consultant NMLS# 256177 661.972.1092



Karol Mosquera Sr. Loan Consultant NMLS# 271378 321.754.1689



Cole Strange Loan Consultant NMLS# 1339542 626.255.5414



Arabo Moradkhani Business Development Associate NMLS# 1414396 626.380.9405



Chris Miller Loan Consultant NMLS# 1557740 818.388.2150



Vina Guerrero Jr. Loan Consultant

Loan Consultant NMLS# 262835 562.522.6315

LendLA Team www.lendla.com

Professional lending team proudly serving Pasadena & surrouding areas.



Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act License. NMLS ID#6606. VA Lender ID #900572-00-00. All products are not available in all states. All options are not available on all programs. All programs are subject to borrower and property qualifications. Rates, terms and conditions are subject to change without notice. © New American Funding. New American and New American Funding are registered trademarks of Broker Solutions Inc. dba New American Funding. All Rights Reserved. Corporate Office is located at 14511 Myford Road, Suite 100, Tustin CA 92780. Phone (800) 450-2010. 10/2017

IF THESE WALLS could talk!

ANNOUNCING OUR NEW FLAGSHIP OFFICE AT THE PRESTIGIOUS

250 N CANON DRIVE

THE ICONIC LOCATION THAT LAUNCHED LA'S MOST POWERFUL REAL ESTATE FIRMS

BECOME A PART OF THIS STORIED 60 YEAR INDUSTRY LEGACY



#THEHEARTOFBEVERLYHILLS

WELCOME HOME

CONTACT: MARISA@MARISAZANUCK.COM 310-913-1741







Southern California

Fix and Flip

DEAL OF THE WEEK

- Broker paid referral 10 day funding
- One easy draw
- **Construction** loan



26901 Agoura Road / Suite 180 / Calabasas, CA 91301

818.643.2323 www.oslending.com

Brokers protected

OneSource by PCS, a California Finance Lender (CFL License Number 60DBO 48735)

Home Loans are a Puzzle



You need a local mortgage expert to help you fit the right pieces together.

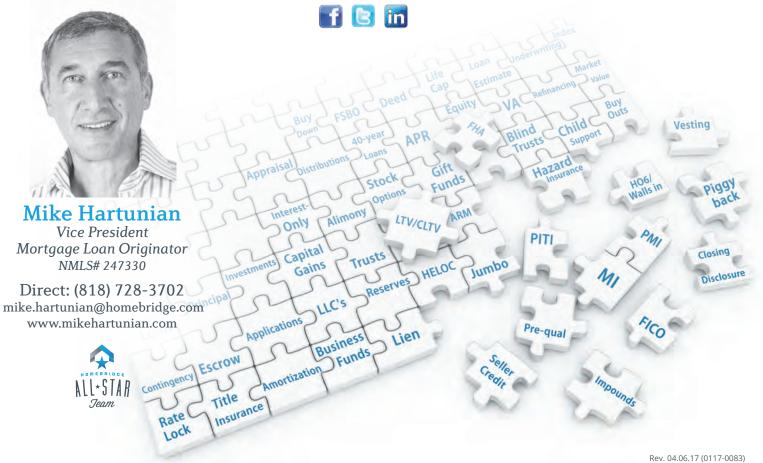
- Works directly with you as well as your client
- Stellar support staff, always keeping buyers informed and engaged in every transaction
- No deal is too easy or too complicated
- A true partner you can count on for all your escrows

Let me put all the pieces together on your next sale.



HomeBridge Financial Services proudly presents Your local mortgage expert in the Los Angeles area

Follow us on social media:



This is a business-to-business communication provided for use by mortgage professionals only and is not intended for distribution to consumers or other third parties. It is not an advertisement; as such term is defined in Section 1026.24 of Regulation Z. HomeBridge Financial Services, Inc. 194 Wood Avenue South, 9th Floor, Iselin, NJ 08830. Corporate NMLS #6521.



NEW SITE. NEW STYLE. SAME GREAT SERVICE

WELCOME TO THE **NEW** CHARTWELL ESCROW

Visit www.chartwellescrow.com to see what we've been up to.



SHERMAN OAKS | SUNSET | BEVERLY HILLS | PASADENA Strong independent escrow company licensed by the state Department of Business Oversight



Mondays

Nov. 6 to Dec. 18 Extra Classes on Dec. 6 (No Class on Nov. 27) Morning Class: 10 AM - Noon Afternoon Class: 1 PM - 3 PM The MLS Training Center 8350 Wilshire Blvd., 1st Floor Beverly Hills 90211

ass: 10 AM - NOT Class: 1 PM - 3 PM Register Now at TheMLSSchool.Eventbrite.com Questions? Call 310.358.1833 or email marketing@themls.com



Compass proudly welcomes The Tiffany Rochelle Team.

compass.com

310.230.5478 9454 Wilshire Boulevard, 1st Floor Beverly Hills, CA 90212

Compass is a licensed real estate broker (01991628) in the State of California and abides by Equal Housing Opportunity laws. All material presented herein is intended for informational purposes only. Information is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdraw without notice. To reach the Compass main office call 310.230.5478

EXCLUSIVE PARTNER



Beverly Hills/Greater Los Angeles Association of REALTORS® 115th Annual Installation Gala

> ~ DINNER & PROGRAM ~ THE INSTALLATION OF

2018 PRESIDENT STEVE DRUST AND THE 2018 OFFICERS & DIRECTORS

EARLYBIRD SPECIAL

ON OR BEFORE DECEMBER 7[™] \$95 PER TICKET

ON AND AFTER DECEMBER 8[™] \$125 PER TICKET

COCKTAIL RECEPTION - MAGIC - DINNER - MUSIC - PROGRAM - DESSERT - DANCING

PLATINUM SPONSOR





RIVIERIA COUNTRY CLUB Saturday, January 6, 2018 5:00PM - 9:00PM



revei.com

LICENSE RENEWAL FOR ALL BROKERS AND SALESPERSONS **CRASH COURSE**

Friday, December 8, 2017 9:30AM – 12:30PM

BHGLAAR – 6330 San Vicente Blvd #100 Los Angeles, CA 90048

NO-PASS, NO-PAY GUARANTEE

Course includes a review of correspondence course study material to prepare you for open-book, online final exams.

Register By Phone: 310-967-8800

Register By Email:

lashawn.scales@bhglaar.com

45 Credits of Continuing Education Includes:

Ethics (3 Credits)

Trust Funds(3 Credits)

Agency(3 Credits)

Risk Management(3 Credits)

Fair Housing (3 Credits)

Broker Mgmt & Supervison(3 Credits)

Legal & Marketing – Part 1 & 2 (27 credits total)

Registration Fee: \$89 Members PDF or \$99 Members Hardcopy

\$129 Non-Members

Must be registered for a minimum of 3 days before access to final exams is granted

Interested in obtaining your Brokers license? Contact Revei Today at 800-582-7979



The Home Purchase Experts®

Sam Batayneh, LA's JUMBO **Mortgage Expert**

Top 200 (#113) Mortgage Originators in America 2016*

- Residential JUMBO loans up to 20 million
- Commercial, construction, and apartment loans
- Expert in retail bank turn downs due to large loan amounts and complex underwriting situations

My team



Heather Christensen <u>Sales Assistant</u> (424) 325-0072 heather.christensen@rate.com



Tyler von der Lieth Sales Assistant (424) 325-0071 tyler.vonderlieth@rate.com

12121 Wilshire Blvd, Ste 350, Los Angeles, CA 90025

Visit rate.com/SamB to get started today!

Sam Batayneh SVP of Mortgage Lending

O: (310) 806-4621 C: (310) 770-5539 SamB@rate.com



Elevel Housing Lender Sam Batayneh NMLS ID: 332474, CA - CA-DOC332474 - 413 0699 • NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • CA - Licensed by the De Residential Mortgage Lending Act Lic #4130699 Sam Batayneh ranked 113in Mortgage Executive Magazine's 2016 Top 200 Mortgage Originators in America list



Dawn Huml Sales Assistant (424) 325-0083 dawn.huml@rate.com

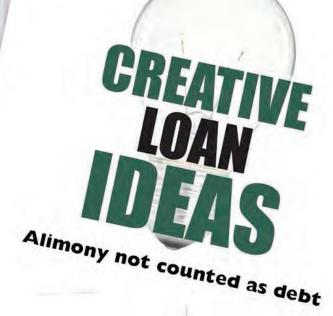


Lori Nugen Sales Assistant (310) 806-4619 ori.nugen@rate.com

ons under the California

We Get Tough Deals Done!

85% citv to \$2 M. 100% gift allowed for down, reserves and closing



artments/ cial Purchases Refinances



After more than three decades of consistently providing the most innovative, personalized loan solutions available anywhere in the industry, **Gloria Shulman** and her team at CenTek Capital Group are experts at closing transactions under all market conditions.

Regardless of the size and complexity of your purchase or refinance scenario, at CenTek we keep one thing very simple...

"YOUR DEAL MUST GO THROUGH!"

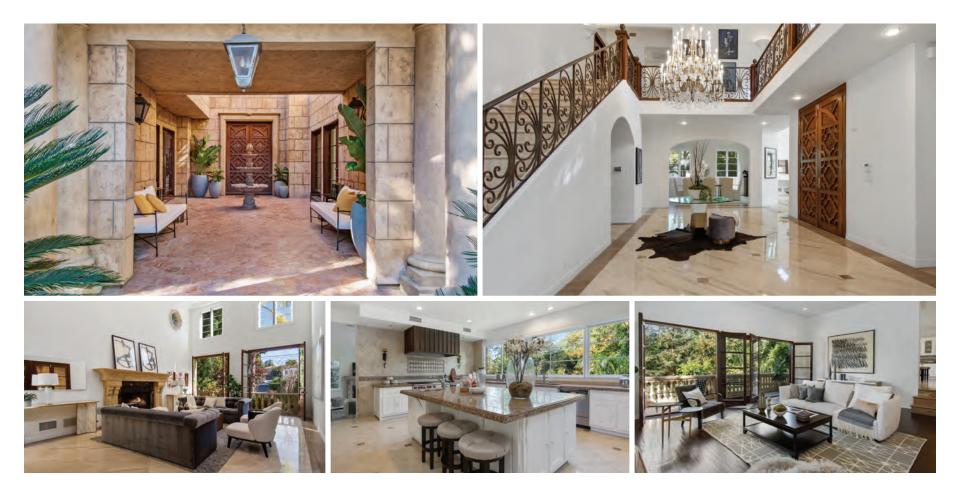
Close With 1 Year of Tax Returns and Qualifying Bank Statements Qualification Apartments/SBA Based Upon Commercial Purchases Asset Depletion and Refinances Non-Warrantable Condos/First-To-Close Condos



9100 WILSHIRE BOULEVARD SUITE 275 EAST TOWER BEVERLY HILLS, CA 90212 PHONE: 310-275-3202 Efax: 310-388-0269 gloria@centek.com WWW.CENTEK.COM



205 South 2nd Anita Drive



Open Tuesday 11-2 | **Catered Lunch** Brentwood \$5,950,000

Private gated Italian villa on a cul-de-sac in prime Brentwood location featuring 7300 sqft, fabulous formal living room with vaulted ceiling, spacious family room, wonderful chef's kitchen with large center island and huge master suite with hotel-like bath.

MYRA NOURMAND Direct: 310.888.3333 Office: 310.274.4000 bre#:00983509 myranourmand@nourmand.com www.myranourmand.com LOBAT GHODOUSHIM Direct: 310.600.7072 Office: 310.274.4000 bre#:01520436 lobatg@aol.com www.nourmand.com

