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Over \$462 Million of Loans Originated in 2016

3/1 ARM Interest-only

3.112%

3.143% APR

Interest is set for 3 years and then can be adjusted each year thereafter, based on the current index. Payments may increase to pay back both principal and interest. The rates referenced above are available only for 1st Lien Loans.

310-859-0488

<h3>Foreign National Loans</h3> <p>From \$500K to \$25 million.</p>	<h3>Self Employed & Real Estate Investor</h3> <p>1031 Exchange OK</p>	<h3>No Tax Return Loans</h3>
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No tax return loans may require other forms of income verification and may have a higher interest rate and higher points or fees, than other loans. Not all applicants will qualify.

NATIONALLY RANKED: **Scotsman | Guide media** **National Mortgage News** AS SEEN IN THE **WALL STREET JOURNAL**

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©2017 Insignia Mortgage, Inc. Sampling of rates as of June 7, 2017. (1) No Tax Return products require other forms of income verification and asset verification in lieu of tax returns. Not all applicants will qualify. Some products we offer may have a higher interest rate, more points or more fees than other products requiring documentation. 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.

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


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RESIDENTIAL BROKERAGE



Southwest Los Angeles Association of REALTORS®

JUNE CALENDAR

UPCOMING EVENTS & SEMINARS

- Jun 8** **New Member Orientation @ 1:00p** *(2nd Thursday of every month)*
- Jun 13** **General Membership Meeting @ 9:00a** *(2nd Tuesday of every month)*
Guest Speaker: Gov Hutchinson, C.A.R. Assistant General Counsel
TOPIC: Legal Updates / Breakfast Sponsor: Mindy Regan, MyNHD
- Jun 15** **Multicultural Alliance @ 12:00p** *(3rd Thursday of every month)*
(\$5.00 Members / \$10.00 Non-members)
Guest Speaker: Elsa Rodriguez, L.A. County Dept of Regional Planning
TOPIC: How To Get Approval for Accessory Dwelling Units
- Jun 20** **Tech Tuesday @ 10:00a with TheMLS.com** *(3rd Tuesday of every month)*
- Jun 22** **Education Seminar @10:00a “Brunch & Learn” with Mindy Regan, MyNHD**
“Understanding the Natural Hazard Disclosure Report”
- Jun 27** **Commercial Alliance @ 10:00a** *(4th Tuesday of every month)*
(\$5.00 Members / \$10.00 Non-members)

Call TODAY to RSVP or get more information (310) 216-6781)



Angie King
2017 President

President’s Message: Please join us for our upcoming seminars and events. Our guest speakers will discuss the latest real estate industry topics. These events are open to Members and Non-Members. Come learn and network with us!

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- Walk thru all listings and advise on recommendations for property prep
- Schedule vendors for repairs or coordinate getting staging bids
- Load properties in MLS and change status' when needed
- Draft and send out listing agreements, price reductions, extensions, etc
- Interface with clients re scheduling open houses & listing agreements
- Prepare materials for listing appointments including comps and history
- Calendar management & data entry into contact management system
- Tracking listing appointments and schedule follow up appointments
- Work with the marketing assistant to plan our annual holiday party
- Manage communication between team, external clients, and vendors
- Manage the showing assistant and 1 full time listing assistant
- Coordinate team meetings

SKILL REQUIREMENTS:

- Must have real estate license & 2 years' experience as an assistant
- Must have a reliable car and be able to view all listings
- Must be able to work well in a fast-paced environment
- Knowledge of marketplace- neighborhoods, zip codes, communities in LA
- Great attention to detail and good people skills
- Computer Skills: MLS, Microsoft office, zip forms, DocuSign, Dropbox
- contact management system knowledge a plus but not required

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RESPONSIBILITIES:

- Oversee all aspects of buyer and seller transactions
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- Coordinate inspections, assist in negotiations regarding repairs, etc.
- Regularly update & maintain communication with clients, agents, etc.
- Submit all necessary documentation to office broker for file compliance
- Coordinate moving/possession schedules
- Schedule & coordinate closing process
- Input all client information into client database system
- Must be able to work well in a fast-paced environment
- Must be available to work some on weekends or holidays
- Great attention to detail and good people skills

SKILL REQUIREMENTS:

- Must have high school education or higher
- Must be able to work well in a fast-paced environment
- Knowledge of marketplace - neighborhoods, zip codes, communities within Los Angeles
- Great attention to detail and good people skills
- Computer Skills: MLS, MS Office, zip forms, DocuSign, and contact management databases knowledge a plus but not required

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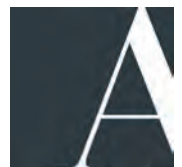
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BH/GLAAR

E D U C A T I O N

DATE & TIME

Thursday
June 15, 2017
10:00am - 12:30pm

LOCATION

BH/GLAAR
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COST

\$49
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REGISTRATION

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PARKING



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Commercial Marketing Session - June 14th



The monthly Commercial Marketing Session at BH/GLAAR is open to all real estate professionals. Both Members and Non-members may bring their listings to this presentation by reservation. You may also attend even if you do not have a property to offer and investors are welcome. Come see what's happening in our local Commercial Real Estate Market.

Wednesday, June 14, 2017 - 8:30am - 10:30am

Free to all Real Estate Professionals

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