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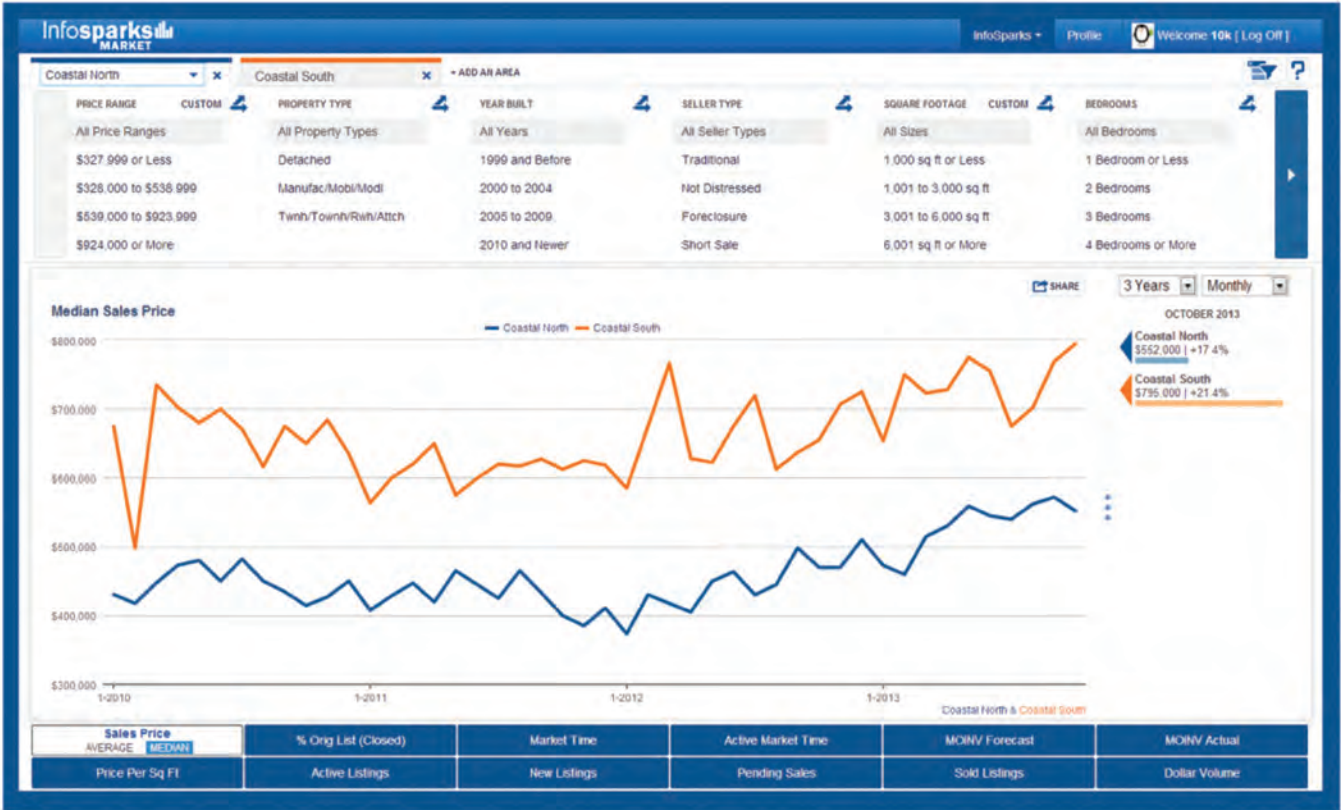
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## MARKET TRENDS

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Coastal South  
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Compare several areas by a variety of geographic parameters at once.

Share live charts and snapshots of the market, or download raw data to create your own charts.

Sales Price  
MEDIAN AVERAGE

% Orig List (Closed)

Market Time

Customize a list of metrics to the topics that matter most in your market.

Customize and define each variable category for all types, in selectable groups or singularly.



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ACCESSIBLE LEADERSHIP | INDUSTRY LEADING COMPENSATION | BEST-IN-CLASS LOAN OFFICER SUPPORT



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# DEAL BREAKERS.

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markcohen@cohenfinancialgroup.com

**Seth Cohen, Broker**

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**Transparency & Communication Throughout The Entire Process**

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## \$10 Billion

LOANS FUNDED

## 18,000

LOANS CLOSED

## 30+

YEARS EXPERIENCE

**Sasan Abrams**

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

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

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## Southwest Los Angeles Association of REALTORS®

### AUGUST 2017 CALENDAR of EVENTS

- Aug 17** **Multicultural Alliance @ 12:00p** *(3rd Thursday of every month)*  
**Catered Lunch** — \$5.00 for all  
**TOPIC:** Update on Community issues
- Aug 22** **Commercial Alliance @ 10:00a** *(4th Tuesday of every month)*  
*(\$5.00 Members / \$10.00 Non-members)*
- Aug 23** **Probate 101 Seminar with Kevin Sayles, Lawyers Title @10:00a**  
 "Come increase your knowledge of probate real estate and increase your business! Whether you've never worked with a probate property, or you want a refresher on the process, this seminar will improve your business and help you obtain more real estate deals. "
- Aug 24** **Homes.com @ 10:00a - "Brunch & Learn" Social Media Class**  
 "Come learn about Real Estate Marketing in the Digital Age."

**Save the Date:** Southwest Los Angeles Association of REALTORS®  
 42nd Annual Installation Dinner  
 Friday, December 1, 2017 / 6:00p - midnight  
 Marina del Rey Marriott—Bayview Ballroom

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



**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!

**Angela King, 2017 President**

Southwest Los Angeles Association of REALTORS® 6820 LaTijera Blvd., Suite 109, Los Angeles CA 90045

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3.143% APR

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## Foreign National Loans

From \$500K to  
\$25 million.

## Self Employed & Real Estate Investor

1031 Exchange OK

## No Tax Return Loans

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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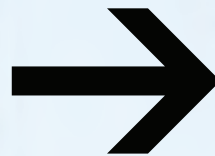
©2017 Insignia Mortgage, Inc. Sampling of rates as of August 23, 2017. (1) No Tax Return products require other forms of income verification and asset verification in lieu of tax returns. Not all applicants will qualify. Some products we offer may have a higher interest rate, more points or more fees 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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**Use hashtag **#MLSBrokerCaravan** and tag our page to enter. Photos will be judged based on creativity!**

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CIPS Association of Greater CA



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Individual Course Fee: \$175

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**All Classes are from 8:30 AM - 5:00 PM Daily**

Mon, 10/2/17 - **Global Real Estate Local Markets\***

Tue, 10/3/17 - **Global Real Estate Transaction Tools\***

Wed, 10/4/17 - **Europe & International Real Estate**

Thu, 10/5/17 - **Asia / Pacific & International Real Estate**

Fri, 10/6/17 - **The Americas & International Real Estate**

**\*Mandatory courses must be taken prior to any other CIPS course.**



**Carmela Ma,**  
CCIM, CIPS,  
AIR, FRICS, TRC

Ms. Carmela Ma, is regarded as one of the most influential women in real estate. She was awarded the 2009 "Women at the Top" award by Commercial Real Estate Women (CREW) and was named a World Top Broker by the Real Estate Global Summit. She has also gained acclaim as an award-winning speaker.

Her company specializes in real estate investment, advisement and global transactions. She has conducted business in more than 30 countries including projects in Asia, Africa, Europe and the Americas.

Educated at the University of Southern California and the University of Hong Kong, Carmela regularly speaks at conferences and real estate events around the world. She is a senior instructor of the Commercial Investment Real Estate Institute which confers the prestigious Certified Commercial Investment Member (CCIM) designation. She has also held several faculty and committee positions with the National Association of REALTORS®. She was awarded the "CCIM Instructor of the Year" 2003, a once in a lifetime award by the CCIM Institute. In addition, The CCIM "People's Choice Award" 2003, and 2006; "Senior Instructor of the Year" for Financial Analysis in Commercial Real Estate CI-101 2001; the CI 104 CCIM Investment Decision Analysis Senior Instructor of the Year award in 2011 and the "Certified International Properties Specialist International Instructor of the Year" 1998, another once in a lifetime award, conferred by NAR®. A scholarship endowment was awarded in her name from the CCIM Education Foundation in perpetuity.

**Beverly Hills/Greater Los Angeles Association of REALTORS®**

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Friday, September 29<sup>th</sup> from 9:00am - 12:00pm  
registration required  
visit the Event Calendar at [www.bhglaar.com](http://www.bhglaar.com)

\* Reg. price \$99. Offer valid only during the Monthly Headshot Day at BH/GLAAR offices. The photos will be sent via email 48 hours after the shooting day.



## BH/GLAAR Young Professionals Network

## YPN Happy Hour Mixer – September 6<sup>th</sup>



Wednesday, September 6, 2017 - 5:00pm - 7:00pm  
REALTORS® bring a business card for free admission & special drawing!



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\*Source: Sam Batayneh ranked 113 in Mortgage Executive Magazine's 2016 Top 200 Mortgage Originators in America list

\*\*Minimum credit score requirements will vary. May qualify for owner-occupied only.

\*\*\* 95% Customer Satisfaction: Data Source: Guaranteed Rate's Client Satisfaction Surveys (Averaged 2007-2016)

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