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chris@insigniamortgage.com



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DAMON GERMANIDES

BRE 01794261 | NMLS 317894
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©2019 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.

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M



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Wednesday, May 8, 2018 - 6:00pm - 8:00pm

REALTORS® bring a business card for complimentary admission.

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TOP MORTGAGE BROKERS

ScotsmanGuide.com/Top2018/Brokers

#	Name	Company	State	Brokered Volume	Total Dollar Volume	Percent Brokered	Brokered Loans	Overall Closed Loans	Purchase Vs. Ref	Yrs. in Biz
1	MARK COHEN	COHEN FINANCIAL GROUP	CA	\$505,513,757	\$505,513,757	100%	451	451	58%/42%	30
2	Mike Roberts	City State Mortgage	CA	\$122,222,222	\$122,222,222	100%	110	110	80%/20%	21
3	Chris Park	Empire Mortgage Inc.	CA	\$101,111,111	\$101,111,111	100%	110	110	80%/20%	20
4	Thomas Sarmiento	Empire Mortgage Inc.	CA	\$79,999,999	\$79,999,999	100%	111	111	80%/20%	16
5	Renner Van Walker	West Coast Lending	CA	\$78,777,777	\$78,777,777	100%	400	400	10%/90%	7
6	Shawn Smith	Arrow Lending	CA	\$76,666,666	\$76,666,666	100%	300	300	80%/20%	10
7	Tommy Nguyen	Loan Partners Inc.	CA	\$60,000,000	\$60,000,000	100%	400	400	80%/20%	10
8	Stephanie Ponce	Step Loan	CA	\$55,555,555	\$55,555,555	100%	300	300	10%/90%	8
9	Jason Gallo	Gallo Capital Inc.	CA	\$51,111,111	\$51,111,111	100%	300	300	10%/90%	20
10	Angela Baker	First Securities Financial Services	CA	\$49,999,999	\$49,999,999	100%	400	400	80%/20%	10
11	Michael Steery	Clydebank Financial Corp.	CA	\$48,888,888	\$48,888,888	100%	100	100	10%/90%	20
12	Mark Bell	Home Trust Financial	CA	\$47,777,777	\$47,777,777	100%	110	110	10%/90%	10
13	John Washburn	Go Mortgage Corp. - Go Team Home Loans	CA	\$46,666,666	\$46,666,666	100%	300	300	80%/20%	10
14	Andrew Eric Sandoval	AMS, Banking, and Home Equity Mortgage	CA	\$45,555,555	\$45,555,555	100%	200	200	10%/90%	7
15	Michael Powell	Service Mortgage Co.	CA	\$44,444,444	\$44,444,444	100%	200	200	80%/20%	10
16	Tracy Lee	Palmer Hill Mortgage	CA	\$43,333,333	\$43,333,333	100%	200	200	80%/20%	10
17	Andrew Whitford	Loan City Mortgage	CA	\$42,222,222	\$42,222,222	100%	200	200	80%/20%	10
18	Paul Phelan	Mortgage Network Inc.	CA	\$41,111,111	\$41,111,111	100%	110	110	80%/20%	10
19	Tracy Leung	Star Mortgage	CA	\$40,000,000	\$40,000,000	100%	100	100	80%/20%	10
20	William Wood	Progressive Financial Services Corp.	CA	\$39,999,999	\$39,999,999	100%	200	200	80%/20%	20
21	Max Olson	Frontier Home Mortgage	CA	\$38,888,888	\$38,888,888	100%	100	100	80%/20%	10
22	Mark Bell	GI Capital Lending	CA	\$37,777,777	\$37,777,777	100%	100	100	80%/20%	8
23	William Davis	Go Mortgage Corp. - Go Team Home Loans	CA	\$36,666,666	\$36,666,666	100%	100	100	10%/90%	10
24	Craig Strickland	Investment.com LLC	CA	\$35,555,555	\$35,555,555	100%	40	40	10%/90%	20
25	Marvin De Jesus	Go Mortgage Corp.	CA	\$34,444,444	\$34,444,444	100%	110	110	80%/20%	10
26	Steve Robinson	First Mortgage Mortgage Corp.	CA	\$33,333,333	\$33,333,333	100%	100	100	10%/90%	20
27	Tommy Jones	Loan Mortgage Team Inc.	CA	\$32,222,222	\$32,222,222	100%	100	100	80%/20%	10
28	Marvin Wood	Mortgage Inc. - Go Progressive Mortgage Services	CA	\$31,111,111	\$31,111,111	100%	100	100	80%/20%	20
29	Julie Swanson	Right Way Mortgage Inc.	CA	\$30,000,000	\$30,000,000	100%	100	100	80%/20%	10
30	Tracy Robinson	Go Mortgage Corp. - Go Team Home Loans	CA	\$29,999,999	\$29,999,999	100%	40	40	80%/20%	8
31	Richard Wilson	Priority Financial LLC	CA	\$28,888,888	\$28,888,888	100%	100	100	80%/20%	20
32	Shane Wood	Archie Lending Group LLC	CA	\$27,777,777	\$27,777,777	100%	100	100	80%/20%	8
33	James Conway	American Pacific Mortgage	CA	\$26,666,666	\$26,666,666	100%	30	30	80%/20%	20
34	Scott Moore	Investment.com LLC	CA	\$25,555,555	\$25,555,555	100%	30	30	10%/90%	10

Ask about our Exclusive Bank Statement Jumbo Loan Program

NO TAX RETURNS - 12 MONTHS OF BANK STATEMENTS FOR QUALIFICATION - COMMON SENSE UNDERWRITING - ONLY 3 MONTHS RESERVES REQUIRED - AGGRESSIVELY PRICED

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IN MEMORIAM

Kerry Marsico



For those of you who didn't have the pleasure of knowing Kerry, he has been a 20+ year icon in the Downtown LA market. His sales have set records and is one of the true pioneers of the resurgence of Downtown LA. Beyond the real estate world, Kerry was a highly accomplished musician, who was completely at home playing his drums. Kerry loved riding his Ducati motorcycle and loved to travel. But nothing made him happier or made him laugh harder than his dog, Sora.

Please join us in celebrating Kerry on Monday, April 29th at 12:30 pm at Forest Lawn - Hollywood Hills with a reception to follow at The Smoke House restaurant.

Memorial Service

Monday, April 29th, 2019
12:30 pm

Forest Lawn - Hollywood Hills

6300 Forest Lawn Drive
Los Angeles, CA 90068

Reception

Monday, April 29th, 2019
Followed by Memorial Service

Smoke House Restaurant

4420 West Lakeside Drive
Burbank, CA 91505

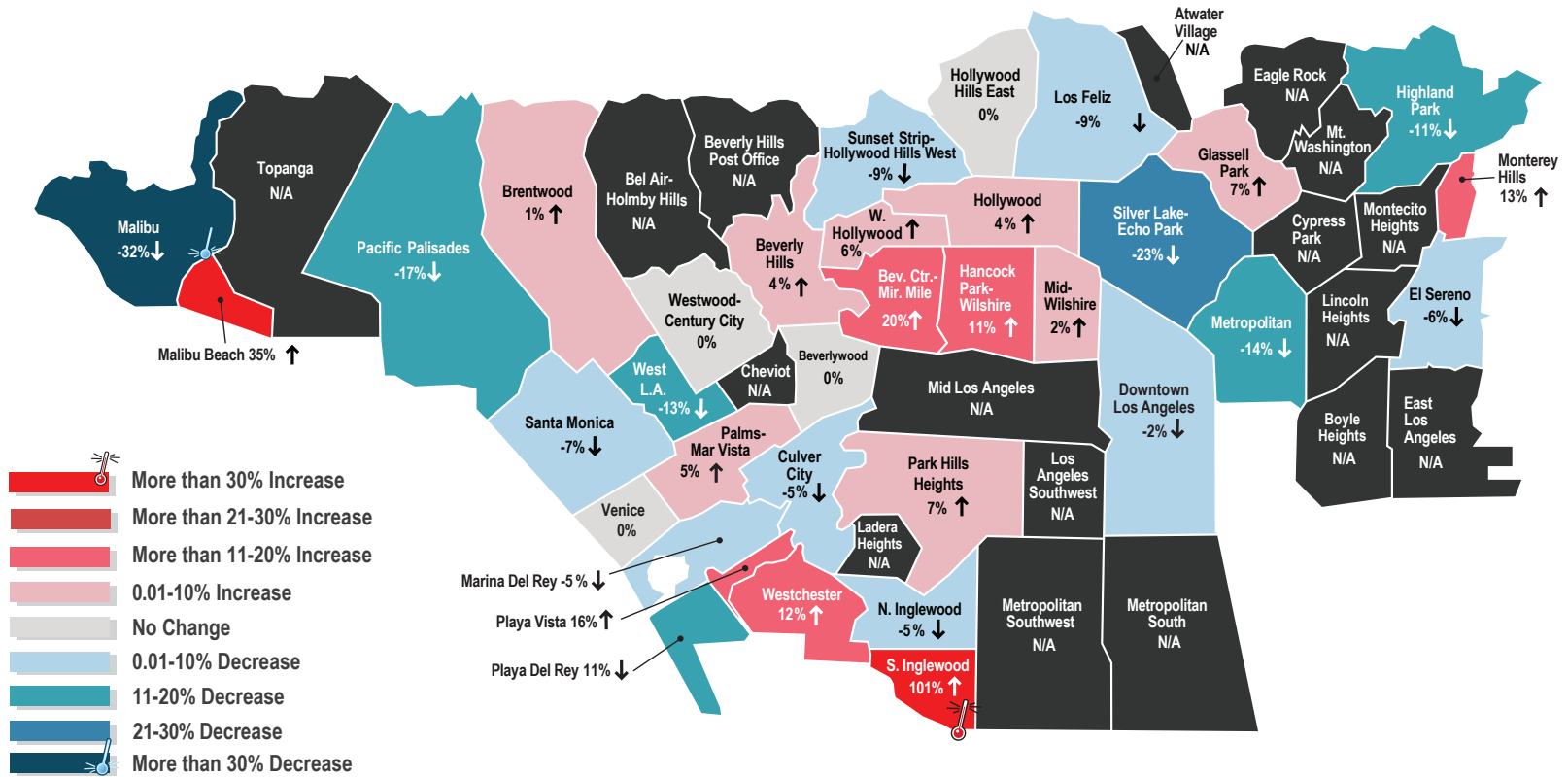


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For The MLS™ /CLAW Areas (From Pacific Coast Highway to Downtown Los Angeles)

MARKET CLIMATE MAP

CONDOS / CO-OPS Median Price 1st Quarter 2019 vs. 2018



SINGLE-FAMILY HOMES - MEDIAN PRICE & # OF SOLD LISTINGS					
AREA	Q1 - 2019 MEDIAN PRICE	Q1 - 2019 # SOLD LISTINGS	Q1 - 2018 MEDIAN PRICE	Q1 - 2018 # SOLD LISTINGS	% CHANGE
INGLEWOOD SOUTH	\$465,375.00	2	\$231,250.00	2	101%
MALIBU BEACH	\$1,397,500.00	4	\$1,030,000.00	2	35%
BEVERLY CENTER-MIRACLE MILE	\$847,500.00	20	\$704,150.00	11	20%
PLAYA VISTA	\$1,082,250.00	20	\$931,500.00	10	16%
MONTEREY HILLS	\$498,500.00	2	\$437,500.00	3	13%
WESTCHESTER	\$513,500.00	4	\$455,000.00	3	12%
HANCOCK PARK-WILSHIRE	\$728,500.00	32	\$656,000.00	31	11%
PARKS - HILLS - HEIGHTS	\$515,000.00	12	\$477,500.00	14	7%
GLASSELL PARK	\$720,000.00	3	\$672,000.00	1	7%
WEST HOLLYWOOD VICINITY	\$828,650.00	55	\$775,000.00	72	6%
PALMS - MAR VISTA	\$685,000.00	13	\$650,000.00	13	5%
HOLLYWOOD	\$740,000.00	15	\$705,000.00	15	4%
BEVERLY HILLS	\$1,215,000.00	10	\$1,167,500.00	18	4%
MID-WILSHIRE	\$640,000.00	27	\$623,700.00	43	2%
BRENTWOOD	\$859,500.00	24	\$848,000.00	22	1%
WESTWOOD - CENTURY CITY	\$980,000.00	75	\$975,000.00	111	0%
VENICE	\$1,490,000.00	3	\$1,495,000.00	7	0%
HOLLYWOOD HILLS EAST	\$712,500.00	4	\$715,000.00	1	0%
BEVERLYWOOD VICINITY	\$905,000.00	8	\$910,000.00	8	0%
DOWNTOWN L.A.	\$615,000.00	55	\$630,000.00	83	-2%
CULVER CITY	\$588,500.00	30	\$620,000.00	35	-5%
INGLEWOOD NORTH	\$365,000.00	7	\$386,000.00	20	-5%
MARINA DEL REY	\$925,000.00	60	\$980,000.00	57	-5%
EL SERENO	\$390,000.00	1	\$415,000.00	1	-6%
SANTA MONICA	\$1,100,000.00	61	\$1,187,500.00	74	-7%

SINGLE-FAMILY HOMES - MEDIAN PRICE & # OF SOLD LISTINGS					
AREA	Q1 - 2019 MEDIAN PRICE	Q1 - 2019 # SOLD LISTINGS	Q1 - 2018 MEDIAN PRICE	Q1 - 2018 # SOLD LISTINGS	% CHANGE
LOS FELIZ	\$667,500.00	6	\$735,000.00	7	-9%
SUNSET STRIP - HOLLYWOOD HILLS WEST	\$600,250.00	16	\$665,000.00	9	-9%
HIGHLAND PARK	\$380,000.00	1	\$429,000.00	1	-11%
PLAYA DEL REY	\$635,000.00	19	\$718,000.00	17	-11%
WEST L.A.	\$804,000.00	20	\$930,000.00	15	-13%
METROPOLITAN	\$590,000.00	5	\$689,000.00	1	-14%
PACIFIC PALISADES	\$1,175,000.00	15	\$1,420,000.00	13	-17%
SILVER LAKE - ECHO PARK	\$505,000.00	16	\$660,000.00	3	-23%
MALIBU	\$807,500.00	8	\$1,205,000.00	14	-32%
LOS ANGELES SOUTHWEST	\$0	0	\$270,000.00	1	N/A
METROPOLITAN SOUTHWEST	\$0	0	\$0	0	N/A
METROPOLITAN SOUTH	\$0	0	\$0	0	N/A
TOPANGA	\$0	0	\$0	0	N/A
EAGLE ROCK	\$0	0	\$0	0	N/A
MOUNT WASHINGTON	\$0	0	\$0	0	N/A
EAST LOS ANGELES	\$0	0	\$0	0	N/A
ATWATER VILLAGE	\$0	0	\$560,000.00	1	N/A
BOYLE HEIGHTS	\$0	0	\$575,000.00	1	N/A
CYPRESS PARK	\$765,000.00	1	\$0	0	N/A
MID LOS ANGELES	\$538,750.00	2	\$0	0	N/A
CHEVIOT HILLS - RANCHO PARK	\$0	0	\$0	0	N/A
BEL AIR - HOLMBY HILLS	\$1,250,000.00	1	\$0	0	N/A
BEVERLY HILLS POST OFFICE	\$0	0	\$0	0	N/A
LADERA HEIGHTS	\$0	0	\$600,000.00	1	N/A
LINCOLN HEIGHTS	\$489,000.00	2	\$0	0	N/A
MONTECITO HEIGHTS	\$0	0	\$0	0	N/A

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DONT'S

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- ✗ **Open House**
- ✗ **Syndication (data-feeds)**
- ✗ **Hot-sheets**
- ✗ **CMA & Statistics**

The “Coming Soon” listings will **NOT** be shared to any portal like Zillow, Trulia, etc. or any other MLS.

DOM=0 FOR 21 DAYS

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REQUIREMENTS



1 Exterior Photo



SELM



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