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Photo courtesy of Schuttinger Building





## The Global Table - Exploring Israel May 10<sup>th</sup>



Please join our us on May 10<sup>th</sup> as the BH/GLAAR Global Committee continues it's culinary tour of the world with The Global Table. In May we will taste Israeli cuisine, explore the culture and discuss business opportunities that Israel has to offer.

Friday, May 10, 2019 at 12:30pm

Each person will be responsible for paying for their own lunch.

**Jaffa**  
**8048 W 3rd St, Los Angeles CA 90048**

During 2019 The Global Table will explore many exciting cultures & cuisines -

Check our Event Calendar for more details.



Please register online at  
[www.bhglaar.com](http://www.bhglaar.com)

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required.  
Rates start at  
3.449%  
(4.458% APR).**

**Stated Income  
business purpose  
loans to \$10  
million.**

**Low rate Foreign  
National loans  
to \$4.5 million.  
Rates start at  
3.824%  
(4.545% APR).**

**Niche Lending:  
Cross-collateralizations,  
loans to LLCs, interest-  
only jumbo loan options  
to 80% LTV.**

**1031 Exchange  
single family  
OK**

**Spec construction  
loans to \$10 million.  
Prime +1.00%**

Sampling of rates as of May 1, 2019

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**CHRIS FURIE**

BRE 01004991 | NMLS 357449  
chris@insigniamortgage.com



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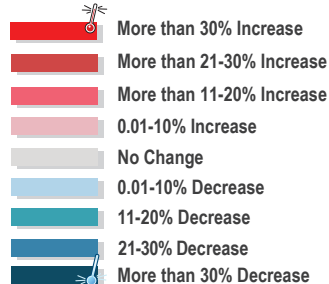
BRE 01794261 | NMLS 317894  
damon@insigniamortgage.com

©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.



## CONDOS / CO-OPS

### Sales Volume<sup>1st</sup> 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
METROPOLITAN	\$3,400,000.00	5	\$689,000.00	1	393%
SILVER LAKE - ECHO PARK	\$8,838,210.00	16	\$2,028,500.00	3	335%
HOLLYWOOD HILLS EAST	\$2,642,000.00	4	\$715,000.00	1	269%
MALIBU BEACH	\$6,488,250.00	4	\$2,060,000.00	2	214%
GLASSELL PARK	\$1,874,000.00	3	\$672,000.00	1	178%
BEVERLY CENTER-MIRACLE MILE	\$18,597,000.00	20	\$8,070,650.00	11	130%
PLAYA VISTA	\$22,714,485.00	20	\$11,162,000.00	10	103%
INGLEWOOD SOUTH	\$930,750.00	2	\$462,500.00	2	101%
SUNSET STRIP - HOLLYWOOD HILLS WEST	\$11,780,500.00	16	\$6,219,000.00	9	89%
WESTCHESTER	\$2,157,000.00	4	\$1,260,000.00	3	71%
WEST L.A.	\$16,276,550.00	20	\$14,332,000.00	15	13%
HANCOCK PARK-WILSHIRE	\$22,162,500.00	31	\$19,619,400.00	31	12%
PALMS - MAR VISTA	\$9,206,500.00	13	\$8,398,000.00	13	9%
PLAYA DEL REY	\$12,115,388.00	19	\$11,287,000.00	17	7%
HOLLYWOOD	\$11,396,000.00	15	\$11,046,500.00	15	3%
PACIFIC PALISADES	\$17,834,750.00	15	\$17,363,250.00	13	2%
CHEVIOT HILLS - RANCHO PARK	\$0	0	\$0	0	0%
BEVERLY HILLS POST OFFICE	\$0	0	\$0	0	0%
TOPANGA	\$0	0	\$0	0	0%
METROPOLITAN SOUTHWEST	\$0	0	\$0	0	0%
METROPOLITAN SOUTH	\$0	0	\$0	0	0%
EAGLE ROCK	\$0	0	\$0	0	0%
MONTECITO HEIGHTS	\$0	0	\$0	0	0%
MOUNT WASHINGTON	\$0	0	\$0	0	0%
EAST LOS ANGELES	\$0	0	\$0	0	0%

SINGLE-FAMILY HOMES - MEDIAN PRICE & # OF SOLD LISTINGS					
AREA	Q1 - 2019	Q1 - 2019	Q1 - 2018	Q1 - 2018	% CHANGE
	MEDIAN PRICE	# SOLD LISTINGS	MEDIAN PRICE	# SOLD LISTINGS	
BRENTWOOD	\$20,743,717.00	24	\$21,181,500.00	22	-2%
SANTA MONICA	\$92,943,032.00	61	\$95,637,599.00	74	-2%
MARINA DEL REY	\$65,186,999.00	60	\$68,584,400.00	57	-4%
PARKS - HILLS - HEIGHTS	\$6,418,600.00	12	\$6,749,000.00	14	-4%
EL SERENO	\$390,000.00	1	\$415,000.00	1	-6%
BEVERLYWOOD VICINITY	\$6,785,500.00	8	\$7,406,500.00	8	-8%
HIGHLAND PARK	\$380,000.00	1	\$429,000.00	1	-11%
LOS FELIZ	\$4,133,000.00	6	\$4,725,500.00	7	-12%
CULVER CITY	\$18,263,142.00	30	\$21,430,700.00	35	-14%
WEST HOLLYWOOD VICINITY	\$51,361,163.00	55	\$61,123,229.00	72	-15%
MONTEREY HILLS	\$997,000.00	2	\$1,322,500.00	3	-24%
WESTWOOD - CENTURY CITY	\$105,012,085.00	75	\$148,971,084.00	111	-29%
MID-WILSHIRE	\$17,653,000.00	27	\$26,099,050.00	43	-32%
DOWNTOWN L.A.	\$46,994,900.00	55	\$68,903,595.00	83	-31%
BEVERLY HILLS	\$14,312,000.00	10	\$25,923,100.00	18	-44%
MALIBU	\$7,198,250.00	8	\$16,655,888.00	14	-56%
VENICE	\$4,093,000.00	3	\$10,369,000.00	7	-60%
INGLEWOOD NORTH	\$2,479,999.00	7	\$7,676,000.00	20	-67%
LADERA HEIGHTS	\$0	0	\$600,000.00	1	N/A
LINCOLN HEIGHTS	\$978,000.00	2	\$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
BEL AIR - HOLMBY HILLS	\$1,250,000.00	1	\$0	0	N/A
MID LOS ANGELES	\$1,077,500.00	2	\$0	0	N/A
LOS ANGELES SOUTHWEST	\$0	0	\$270,000.00	1	N/A

Information contained herein deemed reliable but not guaranteed. Questions regarding this information may be sent by e-mail to [marketing@themls.com](mailto:marketing@themls.com).





Thank all of you for your continued business and for keeping Cohen Financial Group the Top Originator Nationwide. WE DID IT AGAIN!



INDUSTRY RECOGNIZES MARK COHEN AS #1 TOP LOAN ORIGINATOR FOR THE 7TH YEAR IN A ROW!



TOP MORTGAGE BROKERS

ScotsmanGuide.com/Top2018/Brokers

#	Name	Company	State	Brokered Volume	Total Dollar Volume	Percent Brokered	Brokered Loans	Overall Closed Loans	Purchase Vs. Refi	Yrs. in Biz
1	MARK COHEN	COHEN FINANCIAL GROUP	CA	\$505,513,757	\$505,513,757	100%	451	451	58%/42%	30
2	Wells Fargo	City State Mortgage	CA	\$222,222,222	\$222,222,222	100%	110	110	80%/20%	21
3	City State	Imagica Mortgage Inc.	CA	\$191,234,444	\$191,234,444	100%	110	110	80%/20%	20
4	Imagica	Imagica Mortgage Inc.	CA	\$191,234,444	\$191,234,444	100%	110	110	80%/20%	19
5	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	100%/0%	7
6	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	200	200	80%/20%	10
7	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
8	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
9	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
10	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
11	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
12	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
13	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
14	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
15	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
16	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
17	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
18	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
19	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
20	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
21	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
22	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
23	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
24	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
25	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
26	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
27	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
28	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
29	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
30	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
31	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
32	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
33	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
34	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
35	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
36	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
37	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
38	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
39	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
40	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
41	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
42	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
43	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
44	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
45	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
46	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
47	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
48	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
49	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10
50	Bank of America	West Coast Lending	CA	\$188,776,876	\$188,776,876	100%	400	400	80%/20%	10

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# Commercial Networking Session

an update on the Cannabis Industry in L.A. - Wednesday, June 12<sup>th</sup>



Join us for a special Commercial Networking Session, where we will host guest speakers that will discuss 'Updates on the Cannabis Industry in Los Angeles'. You will have the opportunity to network with local commercial practitioners while enjoying a drink and some delicious tacos. This event is open to both Members and Non-Members of BH/GLAAR.

Wednesday, June 12, 2019 from 5:30pm - 8:00pm

\$20 BH/GLAAR Members & \$25 Non-Members

(entrance fee includes - vendor expo, taco bar, program & networking)

**Candela**

831 South La Brea Ave, Los Angeles, CA 90036

## Guest Speakers



Sagiv Rosano  
Rosano Partners



Oren Bitan  
Buchalter



Avis Bulbulyan  
Siva LLC

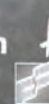
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