



MERIDITH BAER HOME



LUXURY HOME STAGING AND INTERIOR DESIGN

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meredithbaer.com/mls

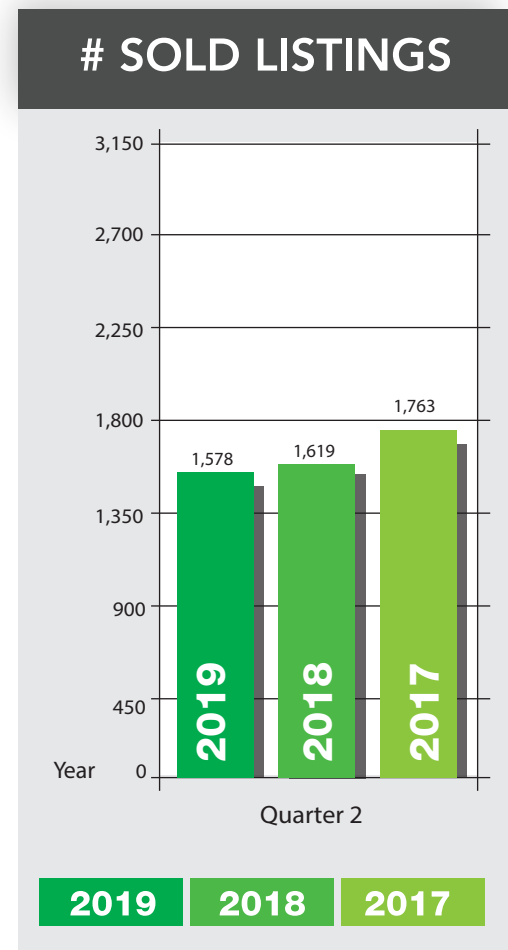
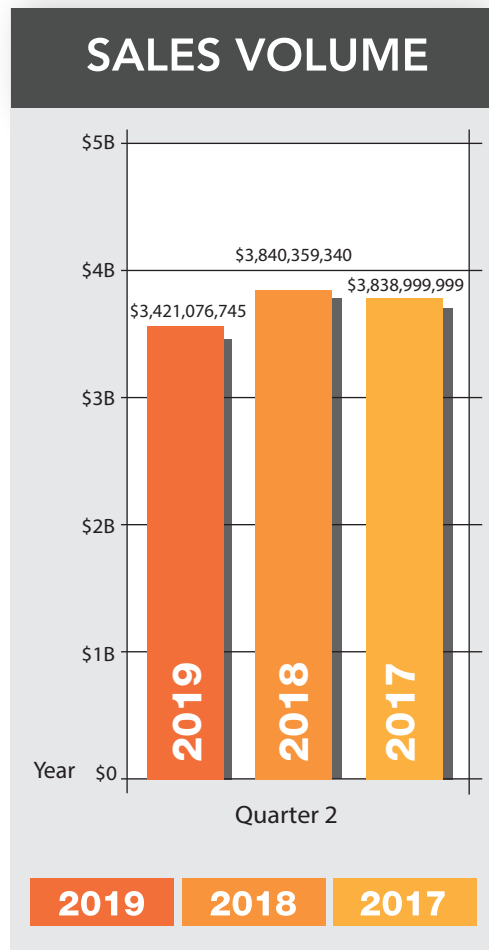
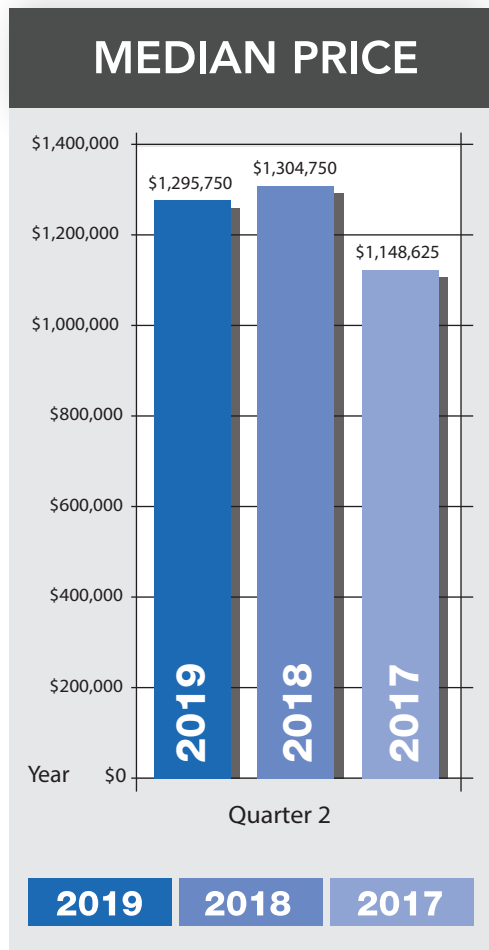


The Source of Real Time Real Estate

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

SINGLE-FAMILY HOMES MARKET STATISTICS

Comparative 2nd Quarter 2019, 2018, vs 2017 (QOQ)



Your Most Reliable and Up - To-Date Real Estate Search Portal
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When Banks Say "No" We Say "Yes!"

Why haven't you called us?

Over \$2.5 billion funded since 2012.

**No Tax Returns
required.
Rates start at
2.875%
(4.136% APR).**

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

**Low rate Foreign
National loans
to \$5.1 million.
Rates start at
3.375%
(4.250% APR).**

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

**1031 Exchange
single family
OK**

**Local Lenders:
Fast Turn Times
10/1 ARM 3.500%
(4.193% APR)
Zero Points**

Sampling of rates as of July 10, 2019

310-859-0488

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

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MORTGAGE

DAMON GERMANIDES

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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.

SYD LEIBOVITCH, PRESIDENT OF RODEO REALTY,
AND JOHN GOULD, MANAGER OF OUR BEVERLY HILLS OFFICE,
PROUDLY WELCOME

PETER MAC



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Alyc Maselli • Director of Business Development • 310-897-1272



RODEO REALTY
LOCAL EXPERTISE, GLOBAL PRESENCE.

RODEO REALTY - BEVERLY HILLS
202 N. Canon Drive
Beverly Hills, 90210

COHEN financial group

we make deals close and doors open



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	Walter Roberts	City Credit Mortgage	CA	\$175,000,000	\$175,000,000	100%	175	175	80%/20%	21
3	Chris Fuchs	Angelo Mortgage Inc.	CA	\$157,000,000	\$157,000,000	100%	157	157	80%/20%	30
4	James Fernandez	Angelo Mortgage Inc.	CA	\$150,000,000	\$150,000,000	100%	151	151	80%/20%	16
5	Robert Lee Walker	Mount Credit Lending	CA	\$140,710,000	\$140,710,000	100%	489	489	10%/90%	7
6	Shawnick Shethar	Arise Lending	CA	\$139,377,000	\$139,377,000	100%	358	358	80%/20%	10
7	Thomas Nguyen	Loan Factors Inc.	CA	\$130,000,000	\$130,000,000	100%	403	403	80%/20%	10
8	Raymond Ponce	Shaq Loan	CA	\$120,000,000	\$120,000,000	100%	380	380	17%/83%	8
9	Jason Gallo	Gallo Capital Inc.	CA	\$110,000,000	\$110,000,000	100%	380	380	20%/80%	20
10	Angela Rubin	First Securities Financial Services	CA	\$100,000,000	\$100,000,000	100%	486	486	80%/20%	10
11	Michael Steery	Civista Financial Corp.	CA	\$98,000,000	\$98,000,000	100%	192	192	10%/90%	20
12	Mark Reed	Home Trust Financial	CA	\$90,000,000	\$90,000,000	100%	178	178	70%/30%	10
13	John Matthews	As Mortgage Corp. - Also Trust Home Loans	CA	\$88,000,000	\$88,000,000	100%	242	242	87%/13%	10
14	Andrew Eric Sorensen	ACE Lending - Also First City Mortgage	CA	\$78,000,000	\$78,000,000	100%	234	234	70%/30%	7
15	Michelle Ponce	Arise Mortgage Co.	CA	\$77,000,000	\$77,000,000	100%	284	284	80%/20%	10
16	Tracy Reed	Palmer 99 Mortgage	CA	\$76,000,000	\$76,000,000	100%	238	237	80%/20%	10
17	Andrew Matthews	Loan City Mortgage	CA	\$68,000,000	\$68,000,000	100%	238	238	80%/20%	10
18	Ray Prings	Mortgage Network Inc.	CA	\$67,700,000	\$67,700,000	100%	170	170	87%/13%	10
19	Tracy Loring	Shaq Mortgage	CA	\$66,000,000	\$66,000,000	100%	194	194	87%/13%	14
20	Michelle Smith	Progressive Financial Services Corp.	CA	\$66,000,000	\$66,000,000	100%	287	287	80%/20%	20
21	Max Silver	Prodigy Home Mortgage	CA	\$60,000,000	\$60,000,000	100%	198	198	80%/20%	10
22	Wes Reed	1st Capital Lending	CA	\$58,000,000	\$58,000,000	100%	188	188	80%/20%	8
23	Shawn Ponce	As Mortgage Corp. - Also Trust Home Loans	CA	\$58,000,000	\$58,000,000	100%	107	107	70%/30%	10
24	Ujjal Bhattacharya	Investment Loan LLC	CA	\$48,000,000	\$48,000,000	80%	81	84	80%/20%	20
25	Marvin De Jesus	As Mortgage Corp.	CA	\$47,000,000	\$47,000,000	100%	110	110	80%/20%	10
26	Shawn Rubin	First Securities Mortgage Corp.	CA	\$46,000,000	\$46,000,000	100%	191	191	77%/23%	20
27	Ryan Jones	Loan Mortgage Team Inc.	CA	\$45,000,000	\$45,000,000	100%	187	187	87%/13%	10
28	Shawn Rubin	First Securities Mortgage Corp. - Also Trust Home Loans	CA	\$44,000,000	\$44,000,000	80%	190	190	80%/20%	20
29	Talita Swanson	Right Now Mortgage Inc.	CA	\$43,000,000	\$43,000,000	100%	138	138	87%/13%	10
30	Tracy Loring	As Mortgage Corp. - Also Trust Home Loans	CA	\$42,000,000	\$42,000,000	100%	84	84	80%/20%	8
31	Michael Wilson	Priority Financial LLC	CA	\$40,000,000	\$40,000,000	100%	188	188	87%/13%	20
32	Shawn Rubin	Arise Lending Group LLC	CA	\$39,000,000	\$39,000,000	100%	191	191	80%/20%	8
33	Jason Conway	American Pacific Mortgage	CA	\$37,000,000	\$37,000,000	80%	88	88	87%/13%	20
34	Ray Jones	Investment Loan LLC	CA	\$36,000,000	\$36,000,000	80%	80	80	70%/30%	14

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

ph. 310-777-5401 • fax 310-777-5410 • markcohen@cohenfinancialgroup.com • www.cohenfinancialgroup.com

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 *By dollar volume according to Origination News, "Top 200 Originators," 2018 and Scotsman Guide, "Top Originators," 2012, 2013, 2014, 2015, 2016, 2017 and 2018.
 Rates, programs, and APRs subject to change at any time without prior notice. Please contact Cohen Financial Group for more details. All LTVs represented are based on appraised value. Examples of payments assume first-trust deed. Cohen Financial Group is a division of CS Financial, Inc., a broker licensed by the CA Bureau of Real Estate, Lic.# 01257559, NMLS# 31132.





the
 BEVERLY HILLS/GREATER LOS ANGELES
 ASSOCIATION OF REALTORS®

*Congratulations to our
 Newly Elected Leaders!*

2020 PRESIDENT-ELECT & 2020 TREASURER



STAN SMITH
 2020 PRESIDENT-ELECT



SANDRA MILLER
 2020 TREASURER

2020 - 2022 DIRECTORS



**KATHERINE
 ARONSSON**



**TERRY
 BALLENTINE**



**COURTNEY
 POULOS**



**TOM
 SWANSON**

Congratulations and thank you to all of the candidates who put forth their names to lead our association!

6330 SAN VICENTE BOULEVARD | SUITE 100 | LOS ANGELES | CALIFORNIA | 90048
P 310.967.8800 | F 310.967.8808 | WWW.BHGLAAR.COM



IN MEMORIAM

Viken Markaryan



For those of you who did not have the pleasure of knowing or working with Viken, he was a man full of life with a strong passion and commitment to his family, friends and real estate. He touched many lives with his kindness, bringing joy and laughter to everyone.

He continuously went above and beyond for his clients – working on their behalf 24/7.

One of the happiest moments of his life was the day he adopted his dog, Sophia. She was not only his companion, but he considered her his best friend.

He was proud of his heritage and loved traveling to Turkey to keep in touch with his roots. These sweet memories of him will be cherished forever. May he rest in peace.

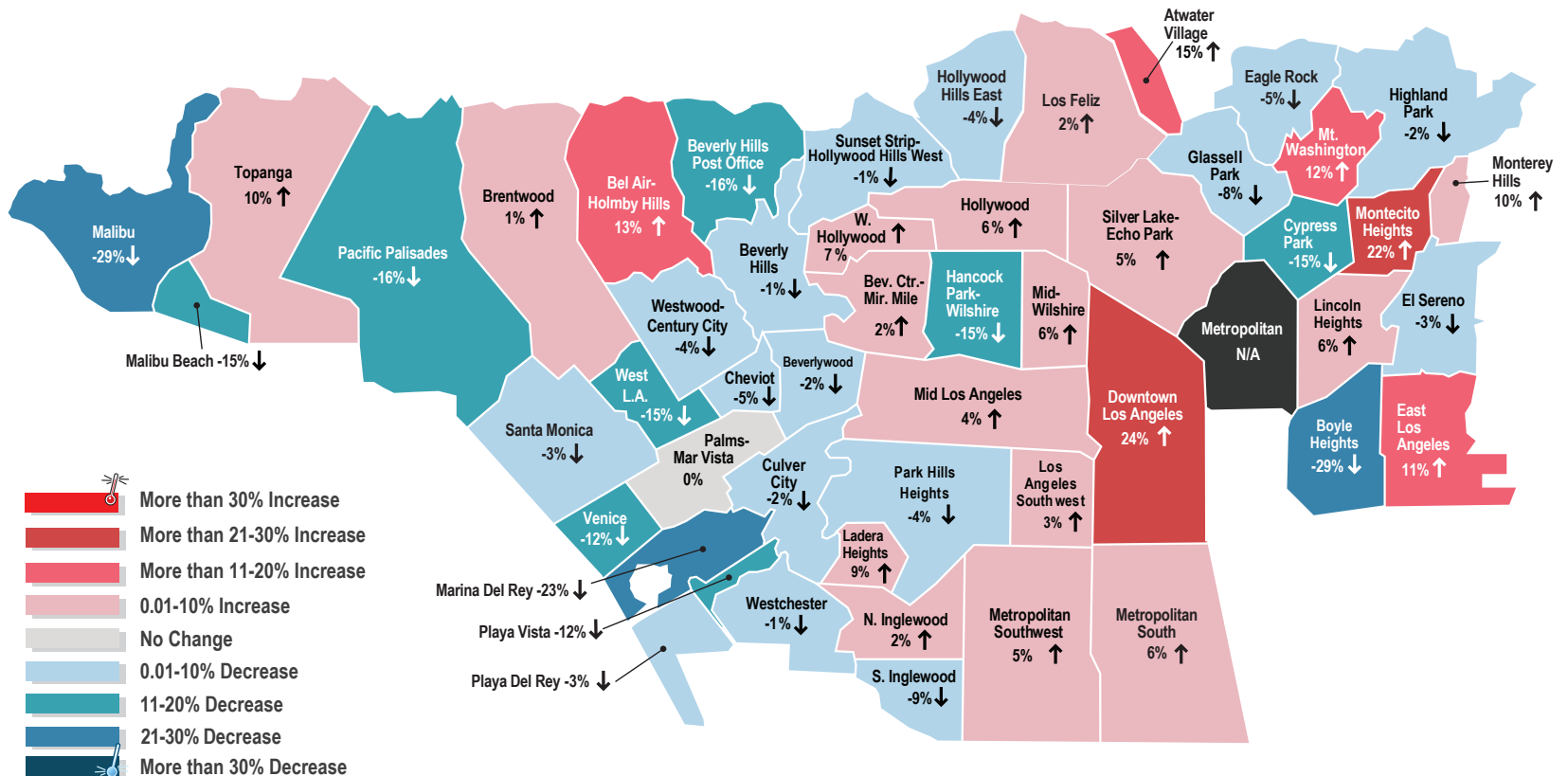


The Source of Real Time Real Estate™

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

MARKET CLIMATE MAP

SINGLE FAMILY HOMES Median Price 2nd Quarter 2019 vs. 2018



SINGLE-FAMILY HOMES - MEDIAN PRICE & # OF SOLD LISTINGS					
AREA	Q2 - 2019 SALES VOLUME	Q2 - 2019 # SOLD LISTINGS	Q2 - 2018 SALES VOLUME	Q2 - 2018 # SOLD LISTINGS	% CHANGE
DOWNTOWN L.A.	\$435,000.00	13	\$350,000.00	7	24%
MONTECITO HEIGHTS	\$765,000.00	6	\$625,000.00	1	22%
ATWATER VILLAGE	\$1,085,000.00	10	\$937,500.00	12	15%
BEL AIR - HOLMBY HILLS	\$2,457,187.00	52	\$2,162,500.00	36	13%
MOUNT WASHINGTON	\$1,076,500.00	24	\$953,000.00	25	12%
EAST LOS ANGELES	\$548,000.00	5	\$490,000.00	1	11%
TOPANGA	\$1,437,500.00	26	\$1,297,000.00	33	10%
MONTEREY HILLS	\$1,095,575.00	2	\$990,000.00	1	10%
LADERA HEIGHTS	\$1,421,850.00	9	\$1,299,500.00	8	9%
WEST HOLLYWOOD VICINITY	\$1,816,000.00	30	\$1,687,500.00	28	7%
METROPOLITAN SOUTH	\$390,000.00	21	\$365,000.00	33	6%
MID-WILSHIRE	\$1,062,500.00	8	\$995,000.00	6	6%
HOLLYWOOD	\$1,227,500.00	19	\$1,152,000.00	26	6%
LINCOLN HEIGHTS	\$795,000.00	3	\$750,000.00	1	6%
SILVER LAKE - ECHO PARK	\$1,225,000.00	68	\$1,162,500.00	58	5%
METROPOLITAN SOUTHWEST	\$500,000.00	33	\$475,000.00	26	5%
MID LOS ANGELES	\$950,000.00	73	\$910,000.00	67	4%
LOS ANGELES SOUTHWEST	\$490,000.00	17	\$475,000.00	20	3%
INGLEWOOD NORTH	\$645,000.00	23	\$630,000.00	15	2%
LOS FELIZ	\$2,045,000.00	42	\$1,999,500.00	54	2%
BEVERLY CENTER-MIRACLE MILE	\$1,735,000.00	49	\$1,700,000.00	47	2%
BRENTWOOD	\$3,175,000.00	64	\$3,122,500.00	58	1%
PALMS - MAR VISTA	\$1,644,000.00	67	\$1,646,569.00	74	0%
BEVERLY HILLS	\$5,626,000.00	37	\$5,685,000.00	25	-1%
SUNSET STRIP - HOLLYWOOD HILLS WEST	\$1,880,000.00	92	\$1,907,500.00	110	-1%

SINGLE-FAMILY HOMES - MEDIAN PRICE & # OF SOLD LISTINGS					
AREA	Q2 - 2019 SALES VOLUME	Q2 - 2019 # SOLD LISTINGS	Q2 - 2018 SALES VOLUME	Q2 - 2018 # SOLD LISTINGS	% CHANGE
WESTCHESTER	\$1,289,000.00	65	\$1,310,000.00	85	-1%
CULVER CITY	\$1,302,500.00	62	\$1,330,500.00	48	-2%
BEVERLYWOOD VICINITY	\$1,502,500.00	30	\$1,535,000.00	47	-2%
HIGHLAND PARK	\$840,000.00	48	\$864,000.00	31	-2%
SANTA MONICA	\$3,050,000.00	45	\$3,147,500.00	60	-3%
PLAYA DEL REY	\$1,550,000.00	7	\$1,600,000.00	17	-3%
EL SERENO	\$665,000.00	18	\$689,500.00	14	-3%
HOLLYWOOD HILLS EAST	\$1,525,000.00	31	\$1,590,000.00	37	-4%
WESTWOOD - CENTURY CITY	\$2,169,000.00	47	\$2,272,500.00	44	-4%
PARKS - HILLS - HEIGHTS	\$755,000.00	74	\$792,500.00	72	-4%
CHEVIOT HILLS - RANCHO PARK	\$2,371,443.00	24	\$2,500,000.00	20	-5%
EAGLE ROCK	\$900,000.00	55	\$950,000.00	17	-5%
GLASSELL PARK	\$831,000.00	20	\$909,500.00	20	-8%
INGLEWOOD SOUTH	\$551,000.00	5	\$610,000.00	7	-9%
PLAYA VISTA	\$2,387,500.00	6	\$2,735,000.00	7	-12%
VENICE	\$2,105,000.00	37	\$2,395,000.00	53	-12%
HANCOCK PARK-WILSHIRE	\$1,680,000.00	55	\$1,980,000.00	67	-15%
CYPRESS PARK	\$605,000.00	1	\$718,300.00	1	-15%
WEST L.A.	\$1,411,000.00	24	\$1,666,000.00	20	-15%
MALIBU BEACH	\$6,700,000.00	9	\$7,975,000.00	15	-15%
BEVERLY HILLS POST OFFICE	\$2,507,500.00	36	\$2,999,000.00	39	-16%
PACIFIC PALISADES	\$2,867,500.00	44	\$3,451,500.00	64	-16%
MARINA DEL REY	\$1,275,950.00	20	\$1,678,500.00	20	-23%
BOYLE HEIGHTS	\$437,000.00	2	\$622,500.00	4	-29%
MALIBU	\$2,400,000.00	20	\$3,425,000.00	38	-29%
METROPOLITAN	N/A	0	N/A	0	

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