

When Banks Say "No" We Say "Yes!"

Why haven't you called us?

Over **\$2.2 billion** funded since 2012.

**No Tax Returns
required.
Rates start at
3.19% (4.208%
APR).**

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

**Low rate Foreign
National loans
to \$4.5 million.
Rates start at
3.69% (4.261%
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 August 22, 2018

310-859-0488

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

CHRIS FURIE

BRE 01004991 | NMLS 357449
chris@insigniamortgage.com



insignia
MORTGAGE

DAMON GERMANIDES

BRE 01794261 | NMLS 317894
damon@insigniamortgage.com

©2018 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.

MERIDITH BAER HOME



12094 Summit Circle, Beverly Hills

\$8,950,000



Staged by Meridith Baer Home for George Kahwaji, Rodeo Realty

LOAN OFFICER SPOTLIGHT



Dan Millstone
310.295.7475
dmillstone@perlmortgage.com
NMLS #: 260491; CA: 260491

Dan has been a veteran of the mortgage industry since 1986. Dan takes pride in backing every transaction with a vast set of resources and best serves clients who value quality, performance and efficiency – including top Realtors, CPAs, attorneys and business managers.

Specialties:

- Purchase & refinance transactions
- Investment Properties
- Second Homes
- Cash Out Refinances
- Private Money Loans
- Units (1-4)
- Bridge Loans

PERL
YOUR LENDER FOR LIFE



Contact Me to Close More Loans

22
Average Days
to Closing



perlmortgage.com/danmillstone | 310.295.7475 | 233 Wilshire Blvd Suite 280, Santa Monica, CA 90401

  Contact PERL today! PERL Mortgage, Inc is an Illinois residential mortgage licensee (MB0004358) and equal housing lender. Licensed by the California Department of Business Oversight under the California Residential Mortgage Lending Act. NMLS #19186 - Illinois Residential Mortgage Licensee - Department of Financial and Professional Regulation, Division of Banking, 100 West Randolph, 9th Floor, Chicago, Illinois, 60601, 844-768-1713, 2936 W Belmont Ave, Chicago, IL 60618 MB0004358 - NMLS #19186

Agents, Lost Your Independence?

Time to call **deasy/penner.**

For a confidential conversation contact Mike Deasy
310.275.8880 :: mike@deasypenner.com

Venice • Santa Monica
West Hollywood • Silver Lake
Pasadena • Palm Springs • deasypenner.com



**COHEN FINANCIAL GROUP
PROUDLY ANNOUNCES ITS
NEW EXCLUSIVE BANK STATEMENT
JUMBO LOAN PROGRAM**



MARK COHEN, Broker
BRE#: 1016103
NMLS#: 37230

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

CUSTOMIZED LOAN PROGRAMS EXCLUSIVE TO COHEN FINANCIAL GROUP

AVAILABLE TERMS/PRODUCT	5 YEAR Interest Only ARM	7 YEAR Interest Only ARM	10 YEAR Interest Only ARM	30 YEAR FIXED
LOAN PERCENTAGE	LOAN UP TO	MINIMUM CREDIT QUALIFICATION		
85%	\$2,500,000	720 CREDIT SCORE		
80%	\$3,500,000	680 CREDIT SCORE		
75%	\$5,000,000	700 CREDIT SCORE		
65%	\$10,000,000	720 CREDIT SCORE		
FOREIGN NATIONAL LOANS UP TO \$10,000,000				

- **PURCHASE**
- **RATE/TERM REFINANCES**
- **CASH OUT REFINANCES**

CALL TO DISCUSS HOW THESE COMMON SENSE FLEXIBLE PROGRAMS CAN HELP YOUR CLIENTS NEEDS

310-777-5401

#1* Top Originator
in Home Loans
Nationwide

MARK COHEN, Broker
BRE#: 1016103
NMLS#: 37230

SETH COHEN, Broker
BRE#: 01935101
NMLS#: 982573



INDUSTRY RECOGNIZES MARK COHEN AS #1 LOAN ORIGINATOR FOR THE 6TH YEAR IN A ROW!



I wanted to take a moment to thank all of you for your continued business and for keeping Cohen Financial Group the Top Originator Nationwide. We would like to share with you the special recognition article from Steven Wyble, online content editor of Scotsman Guide Media. WE DID IT AGAIN!

Top Originator By Steven Wyble, online content editor, Scotsman Guide Media

Every day, Mark Cohen of Cohen Financial Group resets the clock. No matter how many loans he's closed that year, that month or that week, every morning he goes back to square one.

That mindset apparently works wonders. **For the sixth year in a row, Cohen has topped Scotsman Guide's Top Dollar Volume list. Cohen's 2017 mortgage-origination volume totaled \$579.6 million. He closed 541 loans — 67 percent of them purchases, and 33 percent refinances.**

Although Cohen says resetting the clock each day motivates him to close more loans, he also benefits from his wealth of experience. He's been originating mortgages for more than 30 years, after getting into the game in 1986. He also receives a ton of support from his staff, he says.

"I've got a good staff, and I know a lot of people," he says. "I know the business and have a large clientele and following. It's just pieces that fall into place most of the time. Not to say that there aren't things that pop up ... [but] if you lose a deal, you've just got to move forward."

Cohen acknowledges that recent changes to the tax code could present challenges in the near future, particularly in the expensive Beverly Hills area where he works. Congress' move to lower the cap on the mortgage interest deduction from \$1 million of debt to \$750,000 is worrying, but he doesn't see it having a terribly large impact. What's more troublesome is the \$10,000 cap on deducting state and local income and property taxes, he says.

"That is a big issue," he says, noting that the property taxes on a \$3 million house can come to tens of thousands of dollars per year. "It's a big thing. It hurts," he adds. Even so, it's difficult to gauge the actual impact of the tax changes this soon after their passage, Cohen says.

"You have strong demand, a low inventory and a strong economy," he adds. "You can't really tell right now [what the impact is] until the tide has turned and the economy slows down, and people say, 'I can't buy a house because of the property taxes.' Because everyone's making more money now ... so it's all good until it's not good."

Cohen says it seems inevitable that mortgage rates will continue to rise, but he doesn't think a quarter- to a half-point rise will break the market. "But it is making it more difficult to qualify for people, especially with these rigid ratios," he says. "That's going to be an issue." But the bottom line is that there's room in the market for anyone who's willing to adapt to the constant changes, Cohen says.

"It's challenging," he says, "but people who want to find out what their niche is and (have the) determination to do the right things in business, [they] can still compete in this very competitive market."



For the ninth year in a row, we compiled the industry's most comprehensive list of the nation's top mortgage originators. The rankings include not only the originators who are closing the most dollar volume and the most loans, but also the leaders in niche areas, like Federal Housing Administration, U.S. Department of Veterans Affairs and U.S. Department of Agriculture loans as well as home equity lines of credit. **View Scotsman Guide's Top Originators 2017 at ScotsmanGuide.com/Top2017**

Ask about our New 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

For Real Estate Professionals Use Only

©2017 Cohen Financial Group, a division of CS Financial, Inc. All rights reserved. Not all applicants will qualify. For professional use only.
*By dollar volume according to Origination News, "Top 200 Originators," 2012 and Scotsman Guide, "Top Originators," 2012, 2013, 2014, and 2015.
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.





Dana's 22 years of experience have provided him with the knowledge to help his clients find the right mortgage product to fit their needs. Together with his team, Dana offers personalized, professional "full access" services, and a wide array of lending products for his clients. He works closely with realtors to offer creative financing options for their listings and buyers.



YOUR LOCAL LENDER **DANA DUKELOW**

DANA DUKELOW
SENIOR LOAN ORIGINATOR
NMLS# 252986
323.394.1909
ddukelow@wintrustmortgage.com
www.danadukelow.com

- High-touch customer service
- Dedicated support team
- Jumbo pricing
- Variety of adjustable rate options
- 50 state lending authority
- Quick turn times and funding

WINTRUST® MORTGAGE

6255 W. Sunset Blvd, Ste 950
Hollywood, CA 90028



*As large brokerages continue to consolidate,
we stand by our agents and our core principles:
Quality, Service and Discretion.*

WEA

WESTSIDE ESTATE AGENCY
BEVERLY HILLS - MALIBU - MIAMI

Try us.

WEAHOMES.COM



WESTSIDE ESTATE AGENCY

BEVERLY HILLS | 210 North Canon Drive, Beverly Hills, CA 90210 (310) 247-7770
MALIBU | "In The Country Mart" 23410 Civic Center Way, Malibu, CA 90265 (310) 456-1171
MIAMI | 2100 Ponce de Leon Blvd, 7th Floor, Coral Gables, FL 33134 (305) 447-1471

Only With Us

ONLYWITHUS.COM

GLOBAL REACH

BRAND HERITAGE

EXTRAORDINARY MARKETING

PR POWERHOUSE

PROVEN RESULTS

HOLLYWOOD HILLS | 6401IVARENEAVE.COM

Offered at \$6,495,000

Greater Los Angeles Brokerages

Beverly Hills | Brentwood | Los Feliz | Malibu | Pacific Palisades | Pasadena | Santa Monica | Sunset Strip | onlywithus.com

Sotheby's International Realty and the Sotheby's International Realty logo are registered (or unregistered) service marks used with permission. Operated by Sotheby's International Realty, Inc. Real estate agents affiliated with Sotheby's International Realty, Inc. are independent contractor sales associates and are not employees of Sotheby's International Realty, Inc. SIR DRE License Number: 899496

Sotheby's
INTERNATIONAL REALTY



COMING SOON TO HANCOCK PARK

I am excited to announce that a first-of-its-kind community- and architecture-centric real estate office in Los Angeles is arriving soon. Poised to open in September 2018, the office—a concept originally conceived by myself and real estate executive John Aaroe, and recently greenlit by Pacific Union International CEO Mark McLaughlin—will mark Pacific Union’s 21st Southern California locale in the heart of Hancock Park.

The extraordinarily designed environment, on the entire second floor of the 1920s Keystone Building at 156 Larchmont Boulevard, will be home to a team of real estate professionals who embrace marketing a wide-array of properties including architecturally significant estates across Greater Wilshire/Hancock Park and beyond.

More of a community outpost than a traditional office, the space embraces the public and incorporates:

- Indoor/outdoor meeting space for civic-minded gatherings at no charge
- Top-tier technology including a demonstration “safe room”
- Resource center referring architects, designers, contractors, landscapers and other professionals
- Full-time concierge for real estate professionals, guests and the public
- On-call estate liquidation and art appraisal service
- On-call legal service for real estate transaction questions
- A designated liaison with City of LA regarding HPOZs, Mills Act and development issues
- Access to an extensive architecture and design library
- Travel agency coordinating tours to all architectural destinations: local, domestic and international
- Specific re-fi and loan financing for architectural homes

Look for your grand opening invitation soon. In the meantime, to learn more and experience this unique real estate office, please feel free to contact me.

Warm regards,

Bret Parsons
(310) 497-5832
Bret@BretParsons.com



PACIFIC
UNION
INTERNATIONAL

WATCH WHAT
WE DO NEXT

#1 INDEPENDENT IN LOS ANGELES*

#1 INDEPENDENT IN CALIFORNIA**

*Los Angeles Business Journal **Real Trends License 01866771/01418010

pacificunionLA.COM



BH/GLAAR
Young Professionals Network

YPN Networking Mixer - September 5th

THE
VENICE BEACH
BAR



Wednesday, September 5, 2018 - 5:30pm - 7:30pm

REALTORS® bring a business card for complimentary admission.

\$10 for Real Estate Related Services.

The Venice Beach Bar, 323 Ocean Front Walk, Venice, California 90291

Please register online at www.bhglaar.com



Professional Headshots



Enjoy **50%** OFF on our Headshot Day!

Members pay **\$79** for
2 fully edited photos!

Non-members pay \$99

Friday, September 28th - Appointments between 9am - 12pm
Reserve your time at bhglaar.com/calendar

* Reg. price \$159. Offer valid only during the Monthly Headshot Day at BHGLAAR office.
** Price includes two (2) fully edited photos in Photoshop.
*** Photos will be send via email 72 hours after the shooting day.

