

# Individualized Lending for Clients with Complex Finances



insignia  
MORTGAGE




# Insignia Mortgage

Insignia Mortgage focuses on large and often complex transactions for high net-worth clients, delivering individualized lending solutions that are tailored to our lenders' requirements as well as our clients' needs.

A large number of our clients are self-employed and have significant assets but fluctuating incomes, requiring an understanding of past and projected earnings, and layered tax scenarios.


We also work with foreign nationals who earn income outside of the United States, or are buying in the United States for the first time.

This specialized expertise and experience in structuring loans for our clients has driven our growth with over \$5 billion in loans funded since 2012.




**No Tax Return Loans<sup>1</sup>**

Ideal for investors who are self-employed or retired.




**Foreign National Program<sup>1</sup>**

From \$500K to \$25 million.




**Complex and Interest-Only Loans<sup>1</sup>**

Including no tax return and balance sheet loan programs.




**Apartment and Commercial Loans<sup>1,2</sup>**

Niche multi-family and commercial property programs.



**Investment Property Loans<sup>1</sup>**

Ideal for investors who are self-employed or retired.



**Bridge Loans<sup>1,2</sup>**

High-end residential developer financing and bridge loans.



# About the Founders



## Chris Furie

*Co-Founder*

CA DRE: 01004991  
NMLS: 357449

**NATIONALLY RANKED**



Over the past 30 years, Chris has successfully secured some of the largest and most complex mortgage loans in the United States while maintaining a commitment to both lenders' and clients' needs. His experience, approach to client service, and deep market knowledge have become a source of relationships and referrals that yield consistent growth.



## Damon Germanides

*Co-Founder*

CA DRE: 01794261  
NMLS: 317894

**NATIONALLY RANKED**



For almost 20 years, Damon has been an industry leader in structuring mortgage loan solutions for high net-worth and high-profile clients. After receiving his MBA from the University of Southern California, Damon began his career in mortgage banking at Meridias Capital. He then worked at CS Financial before co-founding Insignia Mortgage.



# Brokers



## **Neil Patel, CPA & Licensed CA Real Estate Broker**

CA DRE: 01952615      NMLS: 1179478

Neil Patel is a licensed California CPA and a licensed mortgage broker with an extensive background in tax accounting for high net worth individuals. He graduated from the University of California San Diego with a BA in Economics with an Accounting Minor. Neil's professional experience with complex financials is an enormous benefit to clients when structuring loans for high net worth individuals looking for the right loan for their unique situation.



## **Romy Nourafchan, Broker Associate**

CA DRE: 00967421      NMLS: 663710

Romy Nourafchan has been involved in residential mortgage lending for the past 30 years. He has been a Senior Loan Officer at many institutions over this time including Bank of America, Citibank, and HSBC. Romy has assisted thousands of high-net-worth clients over this time period with their home financing needs. Romy has a bachelor's degree in Finance and Real Estate and currently works at Insignia Mortgage in Beverly Hills.



## **Noah Furie, Broker Associate & Director of Bridge Loans**

CA DRE: 00671363      NMLS: 89817

Noah Furie has been in the private money lending business for over 40 years, originating more than 20,000 loans during this time. He is recognized as a leading authority in this space. At Insignia Mortgage, Noah leads the "fix and flip" and "direct lending" business. Noah has served as a Director on the California Mortgage Association and has been a highly-demanded speaker on private money lending. He understands the needs of borrowers buying and selling property as he has managed the rehabilitation and sale of over 500 investment properties.





# Brokers



## **Michael Nassirzadeh, Licensed CA Real Estate Broker**

CA DRE: 02093626      NMLS: 1862218

Michael Nassirzadeh is a licensed mortgage and real estate broker with a background in finance. He graduated from Cal Poly San Luis Obispo with a BS in business administration, with a finance focus and a minor in real estate development. Michael recently joined the Insignia Mortgage team in 2019 and has been utilizing his various skills to ensure an organized and efficient loan process for all borrowers.



## **Jeff Edwards – Broker Associate**

CA DRE: 01292919      NMLS: 40338

Jeff has been in the mortgage business for over 19 years and has originated over \$1 billion in loans during his career. He's a specialist in sourcing jumbo and complex loans and has specific expertise in working with high net worth clients on intricate loan requests. Jeff is client-oriented which has helped him become the go-to mortgage professional for tougher-to-place loans. He is located in Newport Beach and serves all of Southern California.



## **Patrick McKenns, Broker Associate**

CA DRE: 01236229      NMLS: 154130

Patrick has been in mortgage banking since 1997, starting as a loan officer at USA Loan in Irvine, CA. Patrick founded Direct Financial Group Inc in 2003 in Irvine, CA and grew it to almost \$1b per year in loan fundings. He has worked at Union Bank, Banc of California and CS Financial. Most recently, he was President of Palisades Funding, Inc., a boutique mortgage brokerage in Pacific Palisades, CA that catered to high net individuals and developers financing needs. He is also President of Palisades Development Company Inc, a high end property developer. Patrick has an MBA and BA and resides in Pacific Palisades, CA.



# Key Staff



## **Rhonda Ramirez** - *Senior Underwriter*

With over 35 years of experience in processing, underwriting, escrow services and bookkeeping, Rhonda provides expertise and solutions to facilitate complex lending transactions. She began working with Chris Furie in 1992.



## **Richard Cadiente** - *Transaction Coordinator*

Richard Cadiente has worked in the mortgage industry for 19 years in roles from customer service representative to funding coordinator. His primary focus is on the coordination of the lending process to close transactions on time.



# Recognition

## Nation's #1 Mortgage Broker by Loan Size

**\$560 Million+**

Funded YTD

**\$880 Million+**

Funded in 2021

**\$5 Billion+**

Funded Since 2012

**Over \$2 Million**

Average Loan Size



# Recognition

Nationally Ranked By:



Featured in:

THE WALL STREET JOURNAL.



**Bloomberg**

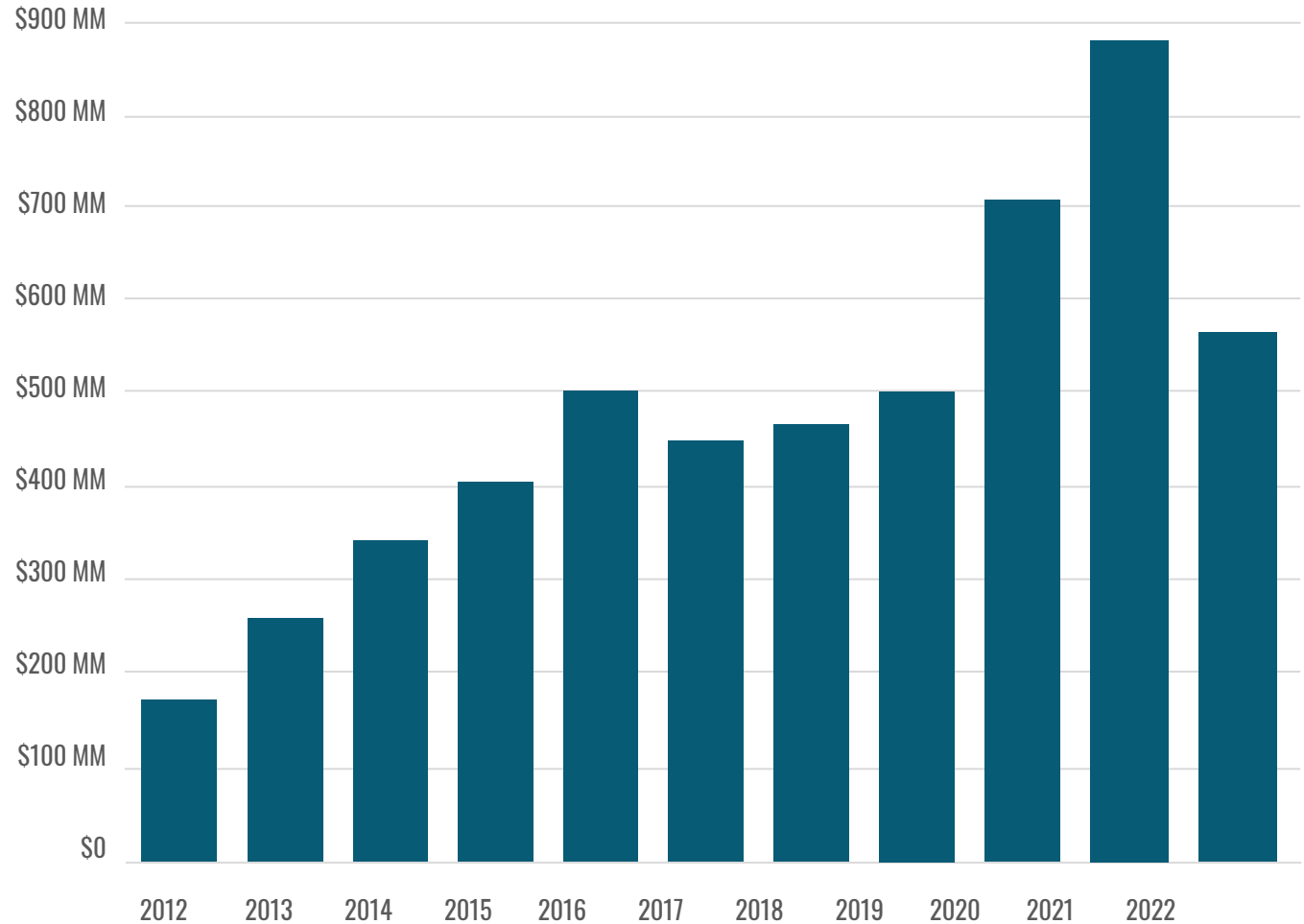






# Performance 2012 - 2022

Over  
\$5 Billion  
In Production  
Since 2012



Individual loan production from 2015 -2021 independently verified by Scotsman Guide for Chris Furie, Damon Germanides, and Neil Patel.



# Insignia Services

Over two-thirds of all home loans in the United States are conventional and follow strict guidelines prescribed by banks to facilitate faster processing and minimize risk at scale. These types of loans are not an option for most of our clients.

When a client with complex finances comes to Insignia Mortgage for a loan, we take an individualized approach to lending, designed to grasp all the complexities, choose the right lending product, consider layered tax scenarios, structure the loan, and properly present the loan to our lender-partners.

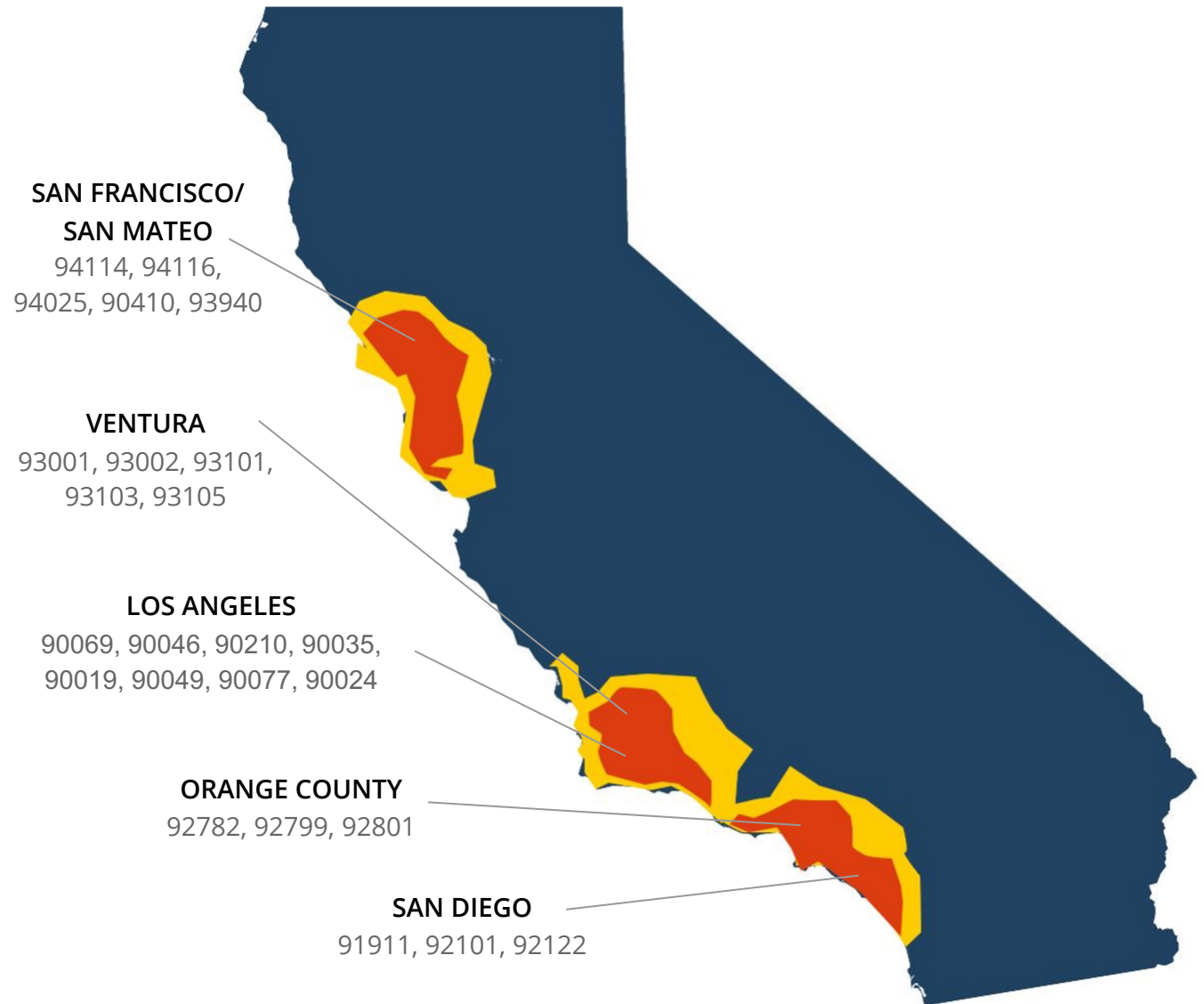
## We call this approach *Individualized Lending*

*Individualized Lending* gets its arms around financial complexity, providing lending solutions that take into account challenges faced by our clients, including foreign national and self-employed clients. Critical stages of this process include deeper understanding of a client's business and assets, thorough review by our in-house CPA for tax implications, and use of a problem-solution storytelling structure that mitigates risk. *Individualized Lending* aligns the needs of our clients and our lender-partners.





# Top Zipcodes

## Attractive Real Estate Markets Throughout California



# Typical Month of Funded Loans

	 11 Purchase Loans	 12 Refinance Loans
<b>Primary Residences</b>	7	8
<b>Second Homes</b>	2	1
<b>Investment Properties</b>	2	3
<b>Average FICO score</b>	762	758
<b>Average Loan-To-Value</b>	66%	64%
<b>Average Loan Amount</b>	Over \$2 million	Over \$2 million
<b>Program Types</b>	8 ARMs, 3 Fixed Rate	9 ARMs, 4 Fixed Rate
<b>Loan Sizes</b>	\$500,000 to \$8 million	\$300,000 to \$8 million



# Product Expertise



## No Tax Return Loans

Individualized no-tax return loan programs for self-employed, real estate professionals, recently divorced and retired borrowers who have good credit, strong liquid reserves and/or balance sheet, and sophisticated, layered tax scenarios. These products are:

- Suitable for investors.
- Eligible for primary vacation and investment properties.
- Provide for loan amount from \$500K to \$10 million.
- Offer loan-to-values (LTV) up to 80%.
- Accommodate revocable, irrevocable, LLC, LP, or corporate entity structure.
- Balance sheet used for qualification, including net equity of real estate holdings.





# Product Expertise



## Foreign National Programs

Jumbo loans for foreign buyers—including first time buyers—with foreign earnings and assets, and no US income or credit history. These products are:

- Require no US credit required. Foreign tax returns OK. Foreign assets allowed.
- Provide for loan amounts up to \$25 million with minimum loan amount at \$500,000.
- Offer loan-to-values up to 60%.
- Include interest-only loans.
- Accommodate irrevocable, blind trust, Limited Partnership, Corporate and LLC vesting.





# Product Expertise



## Customized Lending

Insignia Mortgage focuses on large and often complex transactions for high net-worth clients, delivering individualized lending solutions that are tailored to our lenders' requirements as well as our clients' needs:

- Access to local credit unions, regional California banks and New York money-center banks.
- Interest-only jumbo ARMs and competitive fixed rate mortgages up to \$15 million. Co-signer permitted; cross-collateralization OK.
- Special programs designed for high-net-worth borrowers who must take title in LLC, Limited Partnership, Corporation, or Irrevocable trust.





# Product Expertise



## Apartment & Commercial Loans

Niche multi-family and commercial property loans that are individualized for borrowing scenarios that require a specific understanding of the local Southern California marketplace. These products:

- Provide interest-only multi-family financing up to 60% loan-to-value (LTV).
- Include 5/1, 7/1, and 10/1 ARM.
- Require local property expertise.
- Feature lines of credit (LOC) up to \$5 million.
- Include bank sourced short-term bridge loans at Prime + 2%.







# Product Expertise



## New Construction, Commercial & Multifamily, and Land Loans

Construction financing for new construction, commercial, and multifamily that provide right lending fit and fast decision-making. The products:

- Provide 72-hour pre-approval and 30-day close.
- Feature competitive commercial rates.

### Products include:

- Developer financing up to \$45 million with loan-to-cost (LTC) up to 75%.
- Construction financing for primary and second home up to \$15M.
- Commercial bridge-reposition loans up to \$20 million with loan-to-values (LTVs) up to 65%.
- Land loans available up to \$10 million.



# Product Expertise



## High Leverage Bridge Loans

High-end residential developer financing and bridge loans with fast decision-making and solid terms. These products:

- Accommodate loans from \$500,000 up to \$25 million
- Offer Up to 80% loan-to-value, or up to 100% with cross-collateralization
- No tax returns required to qualify
- Accommodate foreign borrowers
- Close in as quickly as 14 days

# Partnering to Develop Lending Products That Meet Client Needs

In our ongoing effort to align the needs of clients and lenders, Insignia Mortgage identifies and shares trends based on client requests. Based on this research, we continue to look for lenders who can accommodate the following client needs:

- Alternative income and balance sheet analysis used for loan qualification.
- Loans to Foreign Nationals up to \$25 million.
- Business funds for down payment.
- LLC Vesting, Irrevocable Trust, and Limited Partnership vesting.
- Construction loans for new homes up to \$15 million.
- Single family Investment property loans up to \$5 million.
- Jumbo loans for borrowers with 10-plus investment properties.
- Second chance loan programs: Short sale, foreclosure, or bankruptcy – with excellent interest rates and terms.

# Technology, Security, and Compliance Measures



**Cyber Insurance  
and E and O (\$3M)**



**24/7 Cyber Support**



**G. Bradley Hargrave  
Compliance Attorney**  
Shareholder  
Hargrave Rosenthal, A Professional Corporation

**MBA<sup>®</sup>**

MORTGAGE BANKERS ASSOCIATION



# Marketing

Fully-integrated marketing platform, combining digital, print, and advanced customer service tools.



marketing cloud



THE WALL STREET JOURNAL.



Google Ads

insignia MORTGAGE

RECORD JULY CLOSINGS

**\$100MM IN LOAN VOLUME!**  
INCLUDING \$55MM IN PURCHASES

CONGRATULATIONS TO THE ENTIRE INSIGNIA TEAM  
DAMON GERMANIDES • CHRIS FURIE • NEIL PATEL • ROMY NOURAFCHAN  
RHONDA RAMIREZ • MICHAEL NASSIRZADEH • RICHARD CADIENTE

TRANSACTION SPOTLIGHT: Santa Monica

**\$8.45MM loan.**

- Complex Financials
- Blended Rate Under 3.875%
- 65% LTV

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The Complex Loan Experts

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INVESTMENT PROPERTY LOANS

**3/1 ARM**

4.375% **4.482%** APR

APPLY NOW

CALL NOW: (310) 859-0488

TRANSACTION SPOTLIGHT: Beverly Hills

**\$16.25MM loan.**

- 3-Year Fixed 5.25%
- Foreign National
- 2-Week Close

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The Complex Loan Experts

**Complex Home Loan Specialists**

- No Income CDFI Loans Up To \$3MM
- Foreign National Loans From \$550K To \$25MM
- Investment Property Loans - LLCs, & Trusts OK.

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**FOREIGN NATIONAL HOME LOANS**

✓ NO US INCOME OR CREDIT REQUIRED ✓ LOANS TO 25MM **APPLY NOW**



Google Reviews

★★★★★

"Insignia deserves all the 5 star reviews it has. After working unsuccessfully with 2 other loan brokers I was referred to Chris Furie with Insignia to get a 2nd home loan. My spouse and I have somewhat complicated finances. We are self-employed and receive K-1s from about a dozen different entities. While it seemed to fluster the other 2 brokers we tried to work with, Chris' team (Heidi, Michael & Richard) were incredibly responsive and while they requested a LOT of information they processed it all flawlessly and came through for us with a great loan. I would not go to anyone else but them for any future mortgage needs."

- GEORGE JORDAN

**CHRIS FURIE**  
Co-founder  
Licensed CA Real Estate Broker

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**MARKET COMMENTARY 7/29/2022**  
Posted on July 29, 2022  
by Damon Germanides

**Bonds Rally As Recession Worries Intensify**

The U.S. equity markets proved resilient taking on both a .75 bp Fed rate hike and a GDP print confirming that the economy is technically in a recession. Two negative quarters of real GDP growth support this status. Inflation continues to be a problem but has likely peaked with the Personal Consumption Expenditure (PCE) coming in at a multi-decade high, but flattening out on month-over-month readings. Now, the great



# Community Partnerships

Aligning with our lending partners' commitment to charitable causes and Community Reinvestment Act (CRA) requirements, Insignia Mortgage donates a portion of our net revenue and dedicates volunteer hours, including board membership, to local community organizations.

Community partners include:



WISH Charter is a free, public independent charter school authorized by the LAUSD, dedicated to inclusive education and academic excellence. The WISH mission is to maximize every scholar's learning potential within an atmosphere of caring and belonging.



ETTA's mission is to provide programs and services that enable people with disabilities, and the families who love them, to live fully enriched, independent, included and active lives as members of the Los Angeles community.



Since 1931, JVS-SoCal has offered hope and opportunity to our diverse community through job training, mentoring and education, combined with expert career guidance, employer partnerships, and comprehensive resources, transforming lives and empowering individuals to achieve dignity and independence.



# Letters of Recommendation

## PREMIER AMERICA CREDIT UNION

7/28/2022

To Whom it May Concern:

Insignia Mortgage, Inc. has been Premier America Credit Union's primary broker for over 12 years. The relationship was started in 2010. During this time, Insignia Mortgage Inc., has delivered over 1567 units, totaling \$2,946,743,300.00 in mortgages as of the end of June 2022 to Premier America and the portfolio has performed exceptionally well with near zero defaults. The majority of product brokered to Premier America has been adjustable-rate mortgages, average fico has been good to excellent and loan to value under 65%.

The owners and primary brokers of these loans to Premier America, Chris Furie and Damon Germanides have a high-net-worth clientele base. This clientele has also banked with Premier America, purchased CD's and utilized other products we offer. The owners of Insignia Mortgage are a pleasure to work with and have been in good standing with this institution throughout its inception. They employ a highly qualified staff of processors and underwriters with years of experience, as well.

Best regards.

*Ernesto Norona*

Ernesto Norona,  
Chief Operating Officer.



July 26, 2022

Insignia Mortgage

C/O Damon Germanides 9665 Wilshire Blvd Suite M50 Beverly Hills, CA 90212

To Whom it May Concern:

It's with great pleasure to recommend Insignia Mortgage, along with Damon Germanides and Chris Furie, as a trusted banking partner. I've had the pleasure to work with them over the past 8 years. We are a commercial lender and they refer loans to us, for Bridge, Speculative Construction, Commercial and Multu-family. They have been a valuable partner to my current and previous bank, First Choice Bank. Over the years they have referred several valuable key relationships to myself and the institution that I work for. They take the time to personally get to know each client and in many instances have a long standing relationship with the clients they refer. I've closed well over two hundred million dollars of loans with them in the course of our relationship.

On a separate note, I've used them on several occasions for my personal mortgage needs. Their team is very professional and they have always provided the high level of service I'm accustomed to delivering to my own clients.

If you have any questions, please feel free to give me call.

Best regards,  
Nicole

*Nicole Swain*

Nicole D. Swain  
EVP/President  
Private Banking  
310-696-6669





**“Execution is Everything.”**

