



IREP Minutes

May 9, 2017

The meeting was called to order at 9:00AM by Kim Cooke, President. Gayle LaBonte, President Elect, opened with the Pledge of Allegiance followed by the inspiration of the day.

Speaker – Ben Friedlander introduced our mortgage panel. **Barry Beote, Movement Mortgage** spoke about FNMA Renovation loans. This can be a 2nd or investment property. **Ted Smida, Choice Real Estate Funding** highlighted Reverse Purchase Mtg. This can afford the buyer the ability to purchase a higher priced home. Buyer must be over 62. **Jackie McMahon, Third Federal Savings & Loan** educated us on the mortgage process. Third Federal only offers conventional lending and retains the servicing. They can lend on condos without the review of condo docs. **Robyn Fiel, Synovus Mortgage** offers 100% financing for Doctors/Dentists. She works with 1st time homebuyers on down payment assistance, Fla Bond, City of Clearwater, City of Largo, and City of St Pete. **Denise Drews, American Bancshares Mortgage** is a lender. They sell directly to FNMA/FHLMC. They use Digital Mortgage processing with online verifications. This speeds up the process to close quicker. **Frank Gemma, Caliber Home Loans** works with Digital Mortgage. Caliber offers portfolio products. They can work with condotels and non-warrantable condos.

New Members and Guests – Welcome to our guests. Jennifer Bornick, Somers Title Company and Kevin Batdorf, Batdorf & Assoc.

Birthday Greetings - Happy Birthday to all May Birthdays.

Education – Our next meeting will be a panel of Title Professionals. If you would like to be on the Panel please contact Kim Cooke.

Treasurer's Report – Barry Beote, Treasurer, balance is \$2070.31

Minutes – Debbie Kampel, Secretary, will email out the minutes.

Announcements – Please invite realtor members to our meeting. We need to keep a balanced mix of affiliates to realtors. Kim is offering a “prize” if you bring a realtor partner.

Pitch – **Anastasia Bizzarri, Real Estate with an Accent** – 978 Woodgate Dr., Palm Harbor, 1 acre, non-deed restricted 2400 sq. ft., lots of storage \$395K. **Prima Palacio, Charles Rutenberg** – 8648 Pinafore Drive, NPR, 3/2, \$225,400. Also has a condo 2/1 55+ Clearview Oaks, 4032 57th St #263 for \$43,900. Also has 6613 Twelve Oaks Blvd., Tampa, lakefront, pool home, \$344,900 and 131 62nd Ave NE, 3/1/1,

Seller offering \$2000 bonus must sell by end of May, \$257,900. Coming soon, Clearwater 3/2/1, \$179K. Also coming soon 10 acres land 3/2/2 ½, horse stable, lake front, Lutz \$800K - \$825K. **Kevin Backdorf, Backdorf & Assoc.**, - 6254 Fairfield Ave S, 2000 sq. ft., 3/4/2 pool home, \$370K. **Phyllis Apone, Apone Realty** – Rental in Highland Lakes 55+, 2/2/2 carport, overlooks golf course, unlimited golf to 3 courses, \$1450 Rental

Adjournment- The meeting was adjourned at 10:07AM

Next meeting is **Tuesday, June 13, 2017** at PRO. 8:30 – 9:00 Networking. 9:00AM Meeting begins.