

SEPTEMBER 24, 2015 NEWSLETTER

THIS WEEK:

The next regular meeting of the Tri-Valley Executives' Association will be on **October 1st** here at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Darlene Crane-Peel** of RPM Mortgage and **Terry Johnston** of R&S Landscape.

The TWO TRUTHS will be given by **Larry Brumm**, Real Estate Appraiser.

Ray Lasala of Dublin VW will give the CLASSIFICATION.

PROPOSED MEMBERS:

2nd Posting:

Proposing Member: Dr. Barry Winston

Classification: Handyman

Member: Building Pros

Represented by: **Andy Tate**

Phone: (925) 216-5505

E-mail: andy.bldgpros@gmail.com

Proposing Member: Dave Cherry

Classification: Plumber

Member: Westphal Plumbing

Represented by: **Keith Westphal**

Phone: (510) 825-3746

E-mail: westphalplumbing@gmail.com

If you have any questions or comments about or objection to the proposed member, please contact the Chairperson of the Membership Committee: Chuck Eggers 847-3030 chuck.eggers@baronsjewelers.com.

FALL SOCIAL: BOCCE

Thursday Evening, October 8th we'll be deviating from the breakfast routine and getting together more casually for some friendly competition and dinner. Call or email Social Committee Chairman, Dave Parker of Edward

Jones for more details. He gave the final head count, but may be able to add a couple more. There will be **NO MEETING on the morning of 10/8.**

MEMBER NEWS:

Earl Woodson of Transbay Locksmith is now on Yelp!

Please take a moment to log in and give him a review: <http://www.yelp.com/biz/transbay-locksmiths-pleasanton>

CLASSIFICATION:

Darlene Crane-Peel was born in San Jose and has four siblings one of which is her twin. She graduated from Novato High School and attended the College of Marin. At a time when rates were at an all-time high, her mother found her a job in finance. She began working at Hamilton Air Force Base, in the Military Pay Department. She learned the ropes and found that she had a gift for it; so much so that she was sought by major finance companies. She worked for Beneficial Finance where she learned skip-tracing and repossessed vacuums. She then worked at Old National Bank where she worked her way up into the mortgage department. Today, she celebrates over 40 years in the Finance Industry.

Meanwhile, she got married and had two sons, one who now works at Qualcomm (and has a small business that makes beer as well as "Doggy Beer Bones"), and another son that is also in the financial industry, recruited by Comerica Bank and is now the manager of the Downtown Pleasanton branch. He recently made Darlene a grandmother again with the birth of Lola Maile Crane. She is now married to Mike Peel, real estate broker at Venture Sotheby's International Realty, and has three stepchildren and two grandchildren. She has been a TVEA member for nearly 20 years, and is also a breast cancer survivor with hobbies like antiques and road trips to Wyoming.

While married to her first husband, she started a realty finance company in Livermore until he passed away suddenly at the age of 45. She was again sought after by major Mortgage Bankers/Brokers and finally landed at

Residential Pacific Mortgage where she stayed for more than 15 years. As the mortgage industry changed, so did Darlene's employment. For over two years she worked for Opes Advisors, but given a new opportunity at RPM, she returned "home". As a Mortgage Banker, Darlene has access to a wide range of finance companies like Bank of America, Fannie Mae and Wells Fargo, just to name a few, as well as funds from Residential Pacific Mortgage Bank. She is also licensed in most states west of the Mississippi, so she can handle almost any home financing need that you may have.

Darlene has chosen never to retire because the youth keeps her going; she now enjoys working with the children of her past clients. The knowledge and training that she gained while working for the government doing public finance and working for big finance companies doing mortgages and selling mortgages on the secondary market, is paying off now in a time of sensitive financing needs.

Darlene specializes in niche markets. Talk to her about Asset Depletion Programs. For those 59 ½ +, they can borrow up to \$1.5MM of their portfolio with 50% debt to income ratio. Current Qualified Mortgages only allow 43% debt to income ratio. For those younger than 49, they can borrow against their stock.

FHA now allows a purchase 3 years after a short sale; VA is 2 years. When a home-buyer has been out of the market for 3 years, they could qualify for financing as a first-time home-buyer again.

The CFPB, Consumer Financial Protection Bureau, has been fast at work making changes that will hopefully clear up all of the Dodd-Frank language requirements that had everyone confused. As of October 3rd, the HUD Good Faith Estimate (GFE) as well as the Truth-in-Lending Disclosure will be going away. Get ready for the TRID: the Truth-in-Lending Act (TILA)-Real Estate Settlement Procedures Act (RESPA) Integrated Disclosure. These are designed to improve disclosures to consumers and have tolerance limitations on costs that vary between the initial and final disclosure.

With the strengthening economy, rates will start ticking up. Rates are still very low and will likely stay there for a little while longer; when the bond market goes up, mortgage rates go down. Currently, a 30-year fixed

conforming mortgage is at 4%; and oddly, the jumbo rate is slightly lower.

Good leads for Darlene are New Tract Developments, Realtors, those looking to cash out for a divorce buy-out, and anyone who needs to review their current mortgage for a Refinance, Purchase a new home to occupy or Purchase an Investment Property.

To talk to Darlene about your mortgage situation call her at: (925) 699-4377, 461-2809 dcrane@rpm-mtg.com.

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is at **\$66** and 8 white marbles (\$5), 2 blue marbles (\$10) and 1 red marble (the Pot).

NEW MEMBER:

Please welcome **Ray Lasala** and visit his business as soon as possible!

Classification: Auto Dealer

Member: Dublin VW

Represented by: Ray Lasala

Address: 6085 Scarlett Court

Phone: 925-829-0800, 510-754-5870

E-mail: jayraylasala@yahoo.com

UPCOMING:

October 8 – **NO MEETING:** Bocce & Dinner at Garré

October 15 – **Sheri Facciolla**, Patriot Pest Mgmt.

October 22 – **New Member**

October 29 – **Jim Bowen**, Pleasanton Auto Repair
