

ventures

Real Estate Financing.
Multi-Family.
Commercial.
Single-Family.

Volume 6, Issue 2

Nine-Month Results Match Full Year of 2001

Venture West Funding strengthened its position as a major mortgage brokerage firm in California by closing \$630.4 million in mortgage loans in 788 transactions during the first nine months of 2002. This virtually matched our twelve-month total of \$630.6 million in 2001.

This continues our strong growth in the multi-family, commercial and single-family mortgage markets. We reached this record volume by providing every client with highly personalized guidance, tailored mortgage solutions, and the most efficient service in the industry. We are well on target to reach - if not exceed - our goal for 2002 of \$800 million.

Our professional staff at Venture West helped a large number of our clients take advantage of extremely low interest rates. Because we work with more than 90 mortgage lenders, we can provide our clients with multiple loan choices, customized solutions and swift and reliable execution of each transaction.

Multi-family and commercial loans totaled \$458.2 million for the nine months ending September 30, 2002. Single-family residential loans totaled \$172.2 million for the same period.

The nine-month loan volume of \$630.4 million represents a 76.4 percent increase over the same period in 2001. The number of transactions in 2002 increased by approximately 50 percent over 2001. We are very proud of the tremendous team effort on the part of every member of our staff. It took dedication to every detail of every loan by every person associated with that loan to process it quickly and efficiently. We have streamlined the origination process and will continue to seek ways to improve our operations.

At Venture West Funding we continue to add highly qualified professionals to our staff. If you are interested in joining the firm, please contact us.

New Look, New Web Site

A dynamic new look has been adopted by Venture West Funding to express the professionalism, expertise, and success of the company. Internal and external communications, including our stationery, forms, and our newsletter, have been re-designed.

Visit our new website at www.venturewestfunding.com. You'll find it's full of great things. More about us, about our financing programs, how to contact us, news from Venture West, and career opportunities. Log on soon.

Selected Indices Comparison

	12/01	12/02
30-yr. T-bond	5.250	5.040
10-yr. T-Notes	4.700	4.215
12 MTA	3.763	2.066
COFI	3.368	2.708
1-yr. CMT	2.180	1.560

Venture West Funding continues its strong growth of recent years despite the national economy and the many forces impacting the mortgage industry.

For example, we saw the Federal Reserve Board lower interest rates several times in the past twelve months (the latest on November 6, 2002). Even though mortgage rates moved lower, there were short-term upward spikes as the market tried to find equilibrium.

Another force impacting our operations was the continuing demand for housing and prime commercial properties, which caused rising property values. For many of our clients it was prudent to refinance to take advantage of the historically low rates.

Despite these economic forces and their pressure on our operations, the highly professional staff at Venture West Funding has remained focused on the interests of its clients. The results speak for themselves. We pledge to continue providing the best possible service.

We appreciate the business you have given us in the past and wish you a joyous Holiday Season.

California Offices

Corporate Headquarters
2101 Rosecrans Avenue
Suite 1225
El Segundo, CA 90245
310.364.3131

9 Executive Circle, Suite 275
Irvine, CA 92614
949.475.5573



VENTURE WEST FUNDING



VENTURE WEST FUNDING

2101 Rosecrans Avenue, Suite 1225 El Segundo, CA 90245

FIRST CLASS MAIL
U.S. POSTAGE
PAID
PERMIT #XXX
PVE CA 90274

For real estate financing there is only one name to know.

briefly

Driving in the Rain Can Be Hazardous to Your Life

With the frequency of rain returning to So. California, we remind all our friends there are four safety rules to keep in mind.

- 1. Back off.** Don't follow the vehicle ahead too closely. Allow extra room.
- 2. Slow down.** You'll avoid accidents, loss of control, and hydroplaning. Hey, it's okay to drive below the speed limit! This may be the most important tip we can suggest.
- 3. Pay attention.** Concentrate even more on your driving in wet weather. That 'important' cell phone call can wait! Change that CD or radio station when your car is stopped. And, make-up? Forget it. You look fine.
- 4. Practice defensive driving.** Watch out for everybody else. See the big picture and what's ahead. Turn on your headlights. Use turn signals, even for lane changes - let others know what you are planning to do. If you see cars slowing ahead, gently tap your brake pedal a few times to let drivers behind you know you'll be braking. After driving through a puddle, check that your brakes are working properly by pressing lightly on the pedal a few times.

These safety reminders are courtesy of the Automobile Club of Southern California

Genius is initiative on fire.

- Holbrook Jackson

The superior man makes the difficulty to be overcome his first interest; success comes only later.

- Confucius

A handful of patience is worth more than a bushel of brains.

- Dutch Proverb

Inside Venture West Funding We're Lending in a Big Way

- Commercial office building, 52,000 sq. ft., \$7.9 million permanent loan, 5-year fixed - Mission Viejo, CA
- Shopping Center, 12.56 acre site, 162,732 sq. ft. net rentable, three buildings, \$6.6 million refinance loan, 10-year fixed - La Mesa, CA
- Luxury apartment building, 100 units, 80,487 sq. ft., four stories over two story garage, \$13.6 million construction loan, 18-month term with two 90-day extensions - Los Angeles (downtown), CA
- Office building, 209,000 sq. ft., Class A, \$13.725 million refinance loan - Los Angeles (airport area), CA
- Single-family residence, \$7 million loan on a property valued in excess of \$20 million, five-year fixed - West Los Angeles, CA
- Apartment portfolio, 16 buildings, \$18.56 million refinance loans - West Los Angeles, CA
- 308-units, nine apartment buildings, \$13.11 million refinance loan - San Fernando Valley, CA

Special Reports for Homeowners

If you are thinking of selling your home next year, you'll want to read "**A Seller's Checklist**". It will give you many things to consider before your home goes on the market. The checklist appeared in three previous issues of our newsletter and we've combined them for your convenience.

The checklist will get you thinking of projects that help show your home to its best advantage. While some, such as major remodeling, can require substantial investment that may or may not meet the interests and needs of your eventual buyer. However, there are a number of projects that require little or no expense that can improve your chance of selling your home more quickly.

The second report you may find of interest is "**Raising your FICO Credit Score**". This report suggest ways you can raise your Fair, Isaac & Company (FICO) score to help qualify for the lower mortgage rates.

This FICO score - or "risk" score - is a number that allows the lender to make judgments about your ability to pay back the loan. Your FICO is used on auto loans as well as mortgage loans. Contact your Venture West Funding representative for a free copy of these documents.

www.venturewestfunding.com

