



Formerly Cobalt Financial Corp.

4811 Telegraph Ave., #511
Oakland, CA 94609



Viral (Vic) Joshi

Branch Manager/
Loan Consultant

Cell: (510) 853-2407

DRE Lic. #01242935
NMLS #244388



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(Continued from page 1)

Usually around the Holidays, setting up new business slows down for me, but this year I have seen an uptick in new requests when compared to prior years. The toughest part about trying to make transactions around the holidays is that lenders and real estate support services like escrow companies, appraisers, and notaries are short staffed during the holidays. With timing issues like rate lock expiration dates and all of the required waiting periods that exist during the mortgage process, many borrowers face added pressure when trying to transact during the holidays.

The one advantage I have over the banks is that I can be hands-on with every deal to make sure they are well organized, taking into account the lender and support services limitations. If deals need attention during the holidays I can make the time to personally lead those deals through to closing. My processing staff is also able to work during the holidays on a part-time basis if certain deals need attention.

Even though I think my business will slow down in 2019 to levels as low as the slowest years following the Great Recession, it appears that the first quarter of 2019 will remain busy, at least until the additional Fed rate hikes show up in 2019.

This Holiday Season, let me take a moment to give thanks for the fortune that I have received in my life, especially with

all of the tragedy in the world, some as close to home as the Camp Fires in Northern California. The Camp Fires have affected a very dear friend of mine who lost everything that she owned. She and her mother both had their individual homes burn to the ground and fortunately made it out of the fires with their lives. I have set up and contributed to a **Go Fund Me page** for my friend that can be found at:

<https://www.gofundme.com/karin-hunt-camp-fire-victim>

This holiday season I will be even more thankful than usual. Wishing you all a very happy, healthy, and loving holiday season.

*As always, your loan guy
Viral (Vic) Joshi*

P.S. If you want to get more timely market updates, I have a weekly newsletter that goes out via e-mail. E-mail me, **viral@vicjoshi.com**, so that I can put you on the mailing list.

Office: (510) 655-2868
Cell: (510) 853-2407 Fax: (510) 291-2824
Email: viral@vicjoshi.com
Website: www.vicjoshi.com

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Viral (Vic) Joshi

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Hello Friends,
The holidays are here again and despite the recent move up in interest rates, my business continues to be brisk. I think

the increasing rates are causing some buyers to try and get into properties quickly before the rates move up again.

The next Federal Open Market Committee Meeting, when the Federal Reserve will announce its next interest rate decision, is on December 19th. With three more rate hikes expected in 2019, many potential buyers are doing their best to get into property ASAP, even with the holidays coming! The looming rate hikes, combined with record property values, are also creating a push for existing homeowners to refinance their existing loans and take cash out for home repairs, debt consolidation, replenishing cash reserves, and setting funds aside to jump into purchasing more property once the market turns. See last month's update or my blog on my website for my predictions for 2019 and 2020.

(Continued on back page)

Office: (510) 655-2868
Cell: (510) 853-2407
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viral@vicjoshi.com
www.vicjoshi.com