



City of Novato Below Market Rate Program Contact List

For the benefit of BMR owners selling their home, the City of Novato has negotiated a discounted commission with The Madison Company. By using a Realtor with The Madison Company, sellers of homes that are a part of the City of Novato BMR program can benefit from reduced transaction costs. Typical commissions paid to seller agents are 3% of the sales price. The Madison Company has agreed to 1.5% of the sales price.

For example: a typical commission paid to a Seller's agent for a home selling for \$300,000 would be \$9,000 compared to \$4,500 for The Madison Company, resulting in savings of \$3,750 in commission fees. An additional 3% commission is typically paid to the Buyer's agent by the Seller. In certain circumstances, The Madison Company may represent both Seller and Buyer and provide further discounts.

Sandy Mahoney
The Madison Company
911 Sir Francis Drake Blvd
Kentfield, CA 94904
(415) 459-1550 x 128
sandy_mahoney@yahoo.com

A small number of lenders are willing and able to lend on Below Market Rate homes. The following lenders have successfully closed loans within the City of Novato BMR program. Please be aware that lenders who have not pre-approved the City of Novato BMR loan program may have difficulties closing the transaction. Hello Housing is always seeking additional lenders to provide greater choices for BMR buyers and will update this list periodically.

Jodi Fischer, Senior Mortgage Loan Officer
PNC Mortgage
1202 Grant Avenue Suite B2
Novato, CA 94945
(415) 897-9103
jodi.fischer@pncmortgage.com

Patricia Regan, Mortgage Loan Officer
Stearns Lending
775 Baywood Drive #308
Petaluma, CA 94954
(707) 508-8473
pregan@stearns.com

Sherrie Clark, Sr Loan Officer – Team Lead
Movement Mortgage
390 Railroad Avenue, Suite 201
Danville, CA 94526
(707) 480-8655
sharon.clark@movement.com
(Offices in Novato, Petaluma and Santa Rosa)

Sean Fitzgerald,
Community Outreach Relationship Manager
First Republic Bank
111 Pine Street
San Francisco, CA 94111
(415) 296-5775
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making places where people thrive

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tel (415) 863-3036 learn more at www.hellohousing.org