



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.

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The Madison Company
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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
All California Mortgage
1202 Grant Avenue, Suite B-2
Novato, CA 94945
(415) 897-9103
(415) 464-8301 español
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Sean Fitzgerald
Community Outreach Relationship Manager
First Republic Bank
111 Pine Street
San Francisco, CA 94111
(415) 296-5775
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Sherrie Clark, Loan Officer
Mason-McDuffie Mortgage
2010 Crow Canyon Place, Suite 400
San Ramon, CA 94583
(707) 480-8655
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making places where people thrive

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