

The event. The takeaways.

October 13, 2026 | Bakes Brewing, Belmar, NJ | Recap prepared October 20, 2026

Deals & Drafts brought real estate professionals together to work through today's market, title and closing operations, strategic financing and practical AI execution. Abdel Khawatmi of PRMG Got Mortgages and Steve Green of Green Label Title connected the discussion to one goal: better-informed clients and smoother transactions.

Watch the event replay

[Watch Deals & Drafts on YouTube](#)

Replay provided by the event host. This document organizes the supplied event recap into a working checklist; it is not a verbatim transcript.

Event materials

Keep the presentation, infographic, sponsor showcase and brand audit flyer together in the dedicated downloads block on the event page. This recap is a separate companion download.

[Open the materials and event page](#)

Five takeaways to put to work

- ☐ **Make title preparation an upfront task.** Send complete contact details and seller documents early, and resolve urgent questions by phone.
- ☐ **Read the local market.** Separate the effect of pricing and condition from broad county averages.
- ☐ **Compare the complete financing picture.** Evaluate payment, cash to close, reserves and borrowing cost together.
- ☐ **Confirm the actual program.** Condo, appraisal and alternative-income rules depend on the agency, product and effective date.
- ☐ **Use AI to support execution.** Improve follow-up and educational content while keeping people accountable for accuracy.

A smoother path to closing

Event discussion summarized from the host-provided briefing. Operational observations are speaker perspectives, not findings about all title companies.

A coordinated professional network

Partner	Contribution discussed
Green Label Title / Steve Green	Title coordination, communication and closing preparation.
The Insurance Goat	Responsive insurance guidance and quotes that support closing timelines.
Reyes Royalty Construction	Renovation, repair and construction planning, including renovation-loan projects.
E & A Home Inspections	Clear inspection reporting and client education.
NJNY Fire & Water Restoration	Fire, water and property-damage restoration support.

Title and closing checklist

- ☐ **Submit a complete order.** Include buyer and seller information, lender and attorney contacts, contract details and commission statements.
- ☐ **Request seller documents early.** Give the title and legal teams time to review deeds and other required documents before closing day.
- ☐ **Flag complexity immediately.** Raise estate, lien, tidelands, ownership or property issues as soon as they become known.
- ☐ **Consolidate communication.** Keep the agent, lender, title team and attorneys aligned. Call to resolve urgent or conflicting updates, then document the resolution.
- ☐ **Confirm readiness directly.** Check outstanding requirements with each responsible party before setting client expectations for closing.

Steve Green emphasized business leadership, modern systems and a supported team as ways to reduce friction. The practical lesson: complete information and clear ownership reduce avoidable rework.

Local context beats headlines

Historical event discussion, not a current market report. The figures below were shared in the event materials and have not been independently audited.

What influences mortgage pricing

- ☐ **Explain inflation accurately.** CPI tracks prices paid by consumers. PPI tracks prices received by domestic producers. Neither is simply a measure of how much consumers spend.
- ☐ **Watch expectations as well as releases.** Employment, wages, energy prices and geopolitical events can affect inflation expectations and investor demand for bonds.
- ☐ **Separate Treasury yields from mortgage rates.** The 10-year Treasury is a useful benchmark. Mortgage-backed securities, credit and liquidity spreads, lender pricing and borrower details also matter.

Monmouth and Ocean County snapshot

Event-reported measure	Monmouth	Ocean
Homes sold, trailing 12 months	11,981	11,936
Year-over-year unit change	-10.9%	-11.3%
Average sale-to-list ratio	99.0%	97.9%
Median sale-to-list ratio	~100.0%	98.7%

Use these as historical presentation figures only. Confirm the source, property types, reporting window and geography before reusing them with a client. Average-price and above/below-asking figures differ between the written recap and existing page, so they are not reproduced here.

Listing and buyer discussion checklist

- ☐ **Compare like properties.** Review recent comparable sales, active competition, condition and days on market within the relevant neighborhood.
- ☐ **Set a pricing review date.** Discuss response and buyer feedback during the first two to three weeks rather than letting an uncompetitive listing sit without a plan.
- ☐ **Avoid blanket conclusions.** Well-positioned homes can compete strongly even when overall sales activity is lower. Pricing and property condition still matter.

The four Cs and changing rules

Policy notes checked October 20, 2026. Sources [1] and [2] on page 9. Lender overlays and transaction-specific requirements still apply.

Credit	Collateral	Capital	Capacity
Credit profile and payment history	Property, project eligibility and condition	Down payment, eligible assets and reserves	Ability to repay and qualifying income

Condo review checklist [1]

- ☐ **Confirm the effective date.** Fannie Mae increases the Full Review budgeted reserve allocation from 10% to 15% for applications dated January 4, 2027 or later. It is not an across-the-board requirement already in effect for every loan.
- ☐ **Check the review path.** Fannie Mae retired Limited Review for applications dated August 3, 2026 or later. Full Review or an applicable project-review waiver may be used; eligible small projects can qualify for a waiver.
- ☐ **Review reserves and project documents.** A compliant reserve study can support an alternative reserve determination. The study and funding recommendations must meet the applicable requirements.
- ☐ **Distinguish established from new projects.** The retired 50% investor concentration limit concerned established projects on investor loans. New-project presale requirements still apply.

Appraisal readiness checklist [2]

- ☐ **Plan for UAD 3.6.** The main mandate is November 2, 2026 for new appraisal reports initially submitted to the Uniform Collateral Data Portal. Approved policy exceptions can apply.
- ☐ **Confirm the fee and delivery date.** UAD 3.6 changes reporting structure. It does not establish a universal \$750-\$800 appraisal fee or guarantee faster delivery. Obtain a quote for the property and assignment.

Upfront underwriting

- ☐ **Strengthen the file before the offer.** Ask whether fully underwritten TBD approval is available. Confirm remaining property, title and closing conditions. A conditional approval is not a cash offer or a reason to assume all contingencies can be waived.

Closing guarantees and 7-14 day timelines discussed at the event require separate written terms and file-specific confirmation. No guarantee amount is offered by this recap.

Where should the credit go?

Illustrative education, not a rate quote or commitment to lend. Sources [3]-[6] on page 9.

Seller contribution reference

Program / scenario	Typical maximum / basis
Conventional primary or second home: LTV/CLTV >90%	3%
Conventional primary or second home: 75.01%-90%	6%
Conventional primary or second home: 75% or less	9%
Conventional investment property	2%
FHA	6% of sales price, subject to eligible costs
USDA guaranteed	6% of sales price, subject to eligible costs
VA	4% of reasonable value for defined concessions; ordinary closing-cost credits are treated separately

Conventional percentages use the lower of sales price or appraised value. Contributions are limited by eligible actual costs and program rules. Seller credits do not replace a required down payment or financial reserves.

Compare four uses of the negotiation

- ☐ **Closing costs and prepaids.** Preserve buyer cash by covering permitted expenses at settlement.
- ☐ **Temporary 2/1 buydown.** Use an approved subsidy to reduce the buyer's initial payments. The note rate and qualifying obligation remain unchanged.
- ☐ **Permanent discount points.** Compare upfront cost with monthly savings, expected holding period and total borrowing cost. A permanent buydown can make sense; it is not automatically a poor choice.
- ☐ **Price reduction.** Compare a lower loan balance and purchase price with the benefit of available seller credits. These are separate negotiation tools.

A 2/1 buydown, explained

Illustration: \$450,000 loan, 30-year fixed term, 7.25% note rate. Principal and interest only; taxes, insurance, mortgage insurance, HOA fees and closing costs excluded.

Period	Payment basis	Buyer pays	Subsidy / mo.
Year 1	5.25%	\$2,484.92	\$584.88
Year 2	6.25%	\$2,770.73	\$299.07
Years 3-30	7.25%	\$3,069.79	\$0.00

Total illustrative subsidy for the first 24 payments: \$10,607.31. The lender still receives the full scheduled principal-and-interest payment of \$3,069.79 each month. The funded subsidy makes up the difference during years one and two.

Before recommending a buydown [7]

- ☐ **Qualify at the note rate.** For Fannie Mae loans, the reduced payment is not the payment used to establish qualification.
- ☐ **Confirm funding and eligibility.** Check the loan program, transaction type, funding source, contribution limit and written buydown agreement.
- ☐ **Show the year-three payment clearly.** Budget for the full payment from the beginning. The loan must work without a future refinance.
- ☐ **Compare alternatives side by side.** Review a seller credit for closing costs, temporary subsidy, permanent points and price reduction in Mortgage Coach or another total-cost analysis.
- ☐ **Discuss early payoff treatment.** Unused subsidy funds follow the buydown agreement and applicable program rules; do not promise a cash refund.

The complete buyer conversation

Compare the monthly housing payment, cash needed at closing, cash remaining afterward and total borrowing cost. A lower introductory payment is only one part of the decision.

All figures are calculations from the stated assumptions, not advertised loan terms. Actual eligibility, pricing, APR, costs and payments depend on the borrower, property and program.

A different way to document

Products discussed at the event. These examples are not a current lender rate sheet or product matrix.

Bank statement programs

- ☐ **Start with eligible deposits.** Review business ownership, business history, deposit patterns, transfers and non-business funds. Gross deposits are not automatically qualifying income.
- ☐ **Confirm the expense factor.** The event example used \$24,000 of eligible monthly deposits multiplied by 50%, or \$12,000 a month. The applicable percentage and documentation depend on the program and business; an 80% factor is not automatic.
- ☐ **Verify the documentation period.** Some programs review 12 or 24 months of statements. Do not promise that tax returns, expense documentation or accountant support will never be required.

Asset-based qualification

- ☐ **Compare the eligible asset calculation.** An illustrative \$1.2 million divided by 60 months produces \$20,000 a month; dividing by 240 months produces \$5,000. This is qualifying income, not a monthly distribution.
- ☐ **Use the actual lender rule.** The 60- and 240-month divisors are examples, not universal non-QM or conventional standards. Asset eligibility, discounts, withdrawals, reserves and age restrictions can change the result.

Community / "Heartbeat" program

- ☐ **Screen the full profile.** Credit and housing history, down payment or equity, verified assets and property eligibility remain important even when traditional income documentation is an obstacle.
- ☐ **Get the current written matrix.** The event discussed examples of 720+ credit with 20% down and nine months of reserves, or 660-719 credit with 25% down and six months of reserves. Treat these as discussion examples only, not standing approval criteria.
- ☐ **Confirm lawful qualification and total cost.** Documentation flexibility does not remove applicable ability-to-repay requirements. Review product eligibility, rates, fees and risks with a licensed loan officer.

Practical systems, measurable work

Event examples and internal business figures. Overall business results do not isolate the effect of AI.

AI and digital presence checklist

- ☐ **Use SEO and AEO together.** Publish clear, useful pages that people and search systems can read. Answer specific local questions and make expertise, sources and contact details easy to identify.
- ☐ **Build one authority page.** Focus on a defined audience, location or problem. Add a useful next step and a working contact path. AI citations and rankings are not guaranteed.
- ☐ **Turn conversations into follow-up.** With appropriate permission, capture meeting notes, draft recaps and assign CRM tasks. Review accuracy and protect client information before sharing.
- ☐ **Connect the buyer tools.** Use Mortgage Coach comparisons and a Housing Link Buyer Pass to help clients and agents access selected financing information. Share only appropriate information.
- ☐ **Use knowledge assistants carefully.** Ask Got Mortgages and other tools can help locate guidance. Confirm the underlying agency or lender source before relying on an underwriting answer.
- ☐ **Measure what changes.** Track time saved, response times, qualified inquiries, appointments and conversion. Automated activity alone is not proof of incremental revenue.

Reported business results

Internal measure	Reported result / period
Units and volume	+72%, January-September 2026
Profitability	+56 basis points, January-September 2026
Two-year units / volume	+104% units / +64% volume, as of June 2026

Source: existing website shared business-growth data, attributed to Abdel Khawatmi. Reporting periods overlap. These are overall internal results, not independently audited or a measured causal return from AI. Pilot-system usage and isolated lead/revenue anecdotes are not presented as verified performance benchmarks.

From recap to action

Use this as a working checklist with your clients and referral partners.

- ☐ **Choose one live situation.** Identify the main obstacle: credit, income, cash, property, documents or program fit.
- ☐ **Coordinate the professionals.** Agree on the next action with the agent, lender, title team and relevant specialist.
- ☐ **Compare before advising.** Review financing options and document the assumptions, eligibility and trade-offs.
- ☐ **Build one repeatable workflow.** Choose a meeting recap, content process or partner follow-up and name its owner.

"Visibility trumps ability." - Abdel Khawatmi

Bring me the situation. Let's work through the options.

[GotMortgages.com](https://gotmortgages.com) | 973-536-0276

Source notes and policy references

[1. Fannie Mae LL-2026-03: condo/project updates](#)

[2. Freddie Mac: UAD 3.6 FAQs and mandate](#)

[3. Fannie Mae: interested-party contributions](#)

[4. HUD: FHA Single Family Housing Policy Handbook](#)

[5. USDA: origination FAQs / contribution limits](#)

[6. VA: funding fee and closing costs](#)

[7. Fannie Mae: temporary interest-rate buydowns](#)

Event narrative: host-supplied recap and existing Deals & Drafts page. Policy references reviewed October 20, 2026. This edited recap corrects clear policy/date issues and distinguishes historical discussion from current eligibility. It does not verify the replay transcript or replace the current agency guide, lender matrix, Loan Estimate or professional advice.

Educational material only. Not a commitment to lend. All loans are subject to credit, property and program approval. Equal Housing Opportunity.