

Quint Cobb



Residential and Commercial Financing Consultant

Greater Denver Area

Current • **VP Residential and Commercial Financing & Investments at Financial and Mortgage Professionals Network**

Past • Financial Analyst at Credit Union Association of Colorado
• VP of Investment Securities at Wells Capital Management

Education • College for Financial Planning

Industry Financial Services

Websites • [Finance Blog](#)
• [Investment Blog](#)
• [Photos](#)

Quint Cobb's Summary

My name is Quint Cobb and my Consultant Network Group specializes in Residential and Commercial Financing in all 50 states.

Our Groups goal is to make it easy to take action on your financial plans.

Our Group is committed to giving our clients the tools, resources, and services needed to achieve exact goals.

My team and I specialize in all types of loans from small home equity lines to multi million dollar commercial projects.

Quint Cobb's Specialties:

Commercial and Residential Financing and Investments. IRA, IRA roll overs, Retirement Income Planning, Passive Income Generation, Common Income Strategies, Strategic Financial Planning

Quint Cobb's Experience

VP Residential and Commercial Financing & Investments

Financial and Mortgage Professionals Network

(Non-Profit; 1001-5000 employees; Banking industry)

February 2001 — Present (7 years 5 months)

My name is Quint Cobb and I am the VP of Residential and Commercial Financing in all 50 States.

My goal is to make it easy to take action on your financial plans.

I am committed to giving you the tools, resources, and services you need to achieve your families exact goals.

My team and I specialize in all types of loans from small home equity lines to multi million dollar commercial projects.

Financial Analyst

Credit Union Association of Colorado

(Non-Profit; 51-200 employees; Financial Services industry)

March 1997 — February 2000 (3 years)

VP of Investment Securities

Wells Capital Management

(Public Company; 10,001 or more employees; WFC; Investment Management industry)

September 1989 — 1995 (6 years)

Quint Cobb's Education

College for Financial Planning

Masters, Finance, 1980 — 1984

Additional Information

Quint Cobb's Websites:

- [Finance Blog](#)
- [Investment Blog](#)
- [Photos](#)

Quint Cobb's Interests:

Travel, kayaking, running, swimming, walking on the beach, family, investing, passive income and helping people succeed!

[My Account](#)[My Dashboards](#)[New Post](#)[Blog Info](#)

Quint Cobb Investment Blog

- [Home](#)
- [About Quint Cobb](#)

Bank Foreclosures cause Opportunity and Concern for Americans

June 5, 2008

Record Foreclosures cause opportunity and concern for Americans

My name is Quint Cobb and I am the Managing of Director of Investment Loan Operations and I thank you for taking the time to visit my blog.

I wanted to take a moment and address the growing interest and concern surrounding Foreclosures.

Mortgage bankers report hits grim a benchmark in first quarter, showing a record number of homes in jeopardy.

More than one million homes are now in foreclosure, the highest rate ever recorded, according to a trade group which warned Thursday that number will continue to climb.

The Mortgage Bankers Association's first quarter report showed that a record 2.5% of all loans being serviced by its members are now in foreclosure, which works out to about 1.1 million homes. That's up from the 2% of loans, or about 938,000 homes, that were in foreclosure at the end of 2007.

The report also showed that 448,000 homes, or about 1% of loans being serviced, began the foreclosure process during the first quarter. That's up from about 382,000 homes, or 0.83%, that entered foreclosure in the last three months of 2007.

The seasonally-adjusted rate of homeowners behind on their mortgage payments also hit a record high. Nearly 3 million home loans, or 6.4%, have missed at least one payment, while about 737,000 are at least three months past due, but not yet in foreclosure.

Grim numbers

“The figures aren’t surprising, but they’re pretty ugly nonetheless,” said Michael Larson, real estate analyst with Weiss Research. “We’re talking higher delinquencies and foreclosures pretty much across the board.”

And he doubts that there’s much reason to expect the foreclosure crisis to abate until next year at the earliest, adding that it could be a couple of years or more before foreclosure rates retreat to more normal historical averages.

“It’s the same story we’ve been seeing for a while now - we had too much reckless lending, and buyers who got over-extended,” he said. “We’ve had an unprecedented decline in home prices on a nationwide basis, which is public enemy number one for mortgage loans. And now you’ve got an overall economy that has slowed adding to this toxic stew.”

Good credit, bad credit

Much of the problem lies with subprime loans given to borrowers with weaker credit records, especially those loans that had adjustable rates. Nearly four out of ten subprime ARM loans are a month or more late, or in foreclosure. And subprime ARMs account for 39% of the loans that fell into foreclosure during the quarter.

Prime fixed-rate loans, which are considered very low risk, have also seen sharp increases in their delinquency and foreclosure rates, although they are performing far better than the riskier loans on the market.

There are 431,000 prime loans in foreclosure, a seasonally adjusted rate of 1.2% that is more than double the 0.5% rate a year ago.

The report showed about 1.2 million prime mortgages are now a month or more past due, a seasonally adjusted rate of 3.7% of those loans. That’s up from a rate of 2.6% a year ago.

According to Jay Brinkman, MBA’s vice president for research and economics, the prime loan segment was hurt by so-called Alt-A loans, which didn’t require income verification for buyers with good credit. Prime loans are also getting into trouble in places such as Florida and California, which have seen sharp home price declines.

“You still have people with prime fixed rate loans who lose their jobs, who get a divorce or have an illness come up, and can no longer afford a house,” Brinkman said. “In areas where there’s been home price appreciation, you can get out of that with the sale of a home or some other negotiation.”

Getting worse before it gets better

This marks the sixth straight quarter in which a record percentage of loans went into foreclosure.

The trend has led to a widespread decline in home prices, as well as huge losses for banks and other financial firms that issued or invested in the loans.

Quint Cobb



Residential and Commercial Financing Consultant

Greater Denver Area

Current • **VP Residential and Commercial Financing & Investments at Financial and Mortgage Professionals Network**

Past • Financial Analyst at Credit Union Association of Colorado
• VP of Investment Securities at Wells Capital Management

Education • College for Financial Planning

Industry Financial Services

Websites • [Finance Blog](#)
• [Investment Blog](#)
• [Photos](#)

Quint Cobb's Summary

My name is Quint Cobb and my Consultant Network Group specializes in Residential and Commercial Financing in all 50 states.

Our Groups goal is to make it easy to take action on your financial plans.

Our Group is committed to giving our clients the tools, resources, and services needed to achieve exact goals.

My team and I specialize in all types of loans from small home equity lines to multi million dollar commercial projects.

Quint Cobb's Specialties:

Commercial and Residential Financing and Investments. IRA, IRA roll overs, Retirement Income Planning, Passive Income Generation, Common Income Strategies, Strategic Financial Planning

Quint Cobb's Experience

VP Residential and Commercial Financing & Investments Financial and Mortgage Professionals Network

(Non-Profit; 1001-5000 employees; Banking industry)

February 2001 — Present (7 years 5 months)

My name is Quint Cobb and I am the VP of Residential and Commercial Financing in all 50 States.

My goal is to make it easy to take action on your financial plans.

I am committed to giving you the tools, resources, and services you need to achieve your families exact goals.

My team and I specialize in all types of loans from small home equity lines to multi million dollar commercial projects.

Financial Analyst

Credit Union Association of Colorado

(Non-Profit; 51-200 employees; Financial Services industry)

March 1997 — February 2000 (3 years)

VP of Investment Securities

Wells Capital Management

(Public Company; 10,001 or more employees; WFC; Investment Management industry)

September 1989 — 1995 (6 years)

Quint Cobb's Education

College for Financial Planning

Masters, Finance, 1980 — 1984

Additional Information

Quint Cobb's Websites:

[Finance Blog](#)

[Investment Blog](#)

[Photos](#)

Quint Cobb's Interests:

Travel, kayaking, running, swimming, walking on the beach, family, investing, passive income and helping people succeed!

[My Account](#)[My Dashboards](#)[New Post](#)[Blog Info](#)

Quint Cobb Investment Blog

- [Home](#)
- [About Quint Cobb](#)

Bank Foreclosures cause Opportunity and Concern for Americans

June 5, 2008

Record Foreclosures cause opportunity and concern for Americans

My name is Quint Cobb and I am the Managing of Director of Investment Loan Operations and I thank you for taking the time to visit my blog.

I wanted to take a moment and address the growing interest and concern surrounding Foreclosures.

Mortgage bankers report hits grim a benchmark in first quarter, showing a record number of homes in jeopardy.

More than one million homes are now in foreclosure, the highest rate ever recorded, according to a trade group which warned Thursday that number will continue to climb.

The Mortgage Bankers Association's first quarter report showed that a record 2.5% of all loans being serviced by its members are now in foreclosure, which works out to about 1.1 million homes. That's up from the 2% of loans, or about 938,000 homes, that were in foreclosure at the end of 2007.

The report also showed that 448,000 homes, or about 1% of loans being serviced, began the foreclosure process during the first quarter. That's up from about 382,000 homes, or 0.83%, that entered foreclosure in the last three months of 2007.

The seasonally-adjusted rate of homeowners behind on their mortgage payments also hit a record high. Nearly 3 million home loans, or 6.4%, have missed at least one payment, while about 737,000 are at least three months past due, but not yet in foreclosure.

Grim numbers

“The figures aren’t surprising, but they’re pretty ugly nonetheless,” said Michael Larson, real estate analyst with Weiss Research. “We’re talking higher delinquencies and foreclosures pretty much across the board.”

And he doubts that there’s much reason to expect the foreclosure crisis to abate until next year at the earliest, adding that it could be a couple of years or more before foreclosure rates retreat to more normal historical averages.

“It’s the same story we’ve been seeing for a while now - we had too much reckless lending, and buyers who got over-extended,” he said. “We’ve had an unprecedented decline in home prices on a nationwide basis, which is public enemy number one for mortgage loans. And now you’ve got an overall economy that has slowed adding to this toxic stew.”

Good credit, bad credit

Much of the problem lies with subprime loans given to borrowers with weaker credit records, especially those loans that had adjustable rates. Nearly four out of ten subprime ARM loans are a month or more late, or in foreclosure. And subprime ARMs account for 39% of the loans that fell into foreclosure during the quarter.

Prime fixed-rate loans, which are considered very low risk, have also seen sharp increases in their delinquency and foreclosure rates, although they are performing far better than the riskier loans on the market.

There are 431,000 prime loans in foreclosure, a seasonally adjusted rate of 1.2% that is more than double the 0.5% rate a year ago.

The report showed about 1.2 million prime mortgages are now a month or more past due, a seasonally adjusted rate of 3.7% of those loans. That’s up from a rate of 2.6% a year ago.

According to Jay Brinkman, MBA’s vice president for research and economics, the prime loan segment was hurt by so-called Alt-A loans, which didn’t require income verification for buyers with good credit. Prime loans are also getting into trouble in places such as Florida and California, which have seen sharp home price declines.

“You still have people with prime fixed rate loans who lose their jobs, who get a divorce or have an illness come up, and can no longer afford a house,” Brinkman said. “In areas where there’s been home price appreciation, you can get out of that with the sale of a home or some other negotiation.”

Getting worse before it gets better

This marks the sixth straight quarter in which a record percentage of loans went into foreclosure.

The trend has led to a widespread decline in home prices, as well as huge losses for banks and other financial firms that issued or invested in the loans.

Nearly half of the homes in foreclosure are concentrated in six states. But those states are undergoing two very different types of housing meltdowns.

California, Florida, Arizona and Nevada have been hit by a hangover after a home building boom in the middle of the decade, which was fueled by rising home prices and investors snatching up real estate using risky mortgages. Those four states have nearly 400,000 homes in foreclosure, or a third of the nationwide total. Roughly 3.6% of all of the loans in these states are now in foreclosure.

“Clearly things in California and Florida are going to get worse before they get better,” said Brinkman.

The other two states that are ground zero for the crisis - Michigan and Ohio - have been hit by the more traditional economic woes stemming from rising job losses, particularly in the automotive sector.

Ohio has about 61,000 homes in foreclosure, while Michigan has about 54,000. The foreclosure rate in those two states is 3.9%.

There is a glimmer of good news. The rate of homes going into foreclosure in Ohio and Michigan was narrowly lower than it was in the fourth quarter, and 18 other states also saw a decline in that rate.

Brinkman said he hoped that means the crisis is at or near a bottom in much of the country, and that foreclosure prevention efforts have started to have an effect. But he added that a slight improvement in one quarter doesn't necessarily mean the end is near.

Indeed, the rate of homes going into foreclosure continued to climb sharply higher in California and Florida, as has the rate of loans in those states that are 90 days or more past due but not yet in foreclosure. Brinkman said that in markets like these, where home prices have fallen so far from the market's peak, finding solutions to keep a home out of foreclosure are more difficult.

He also added that, given the large impact California and Florida are having on the national foreclosure numbers, and the fact that historically foreclosures peak about three years into the loan's life, he expects the number of foreclosures will continue to rise.

Quint Cobb is a seasoned veteran in the real estate industry for over 17 years. He holds active licenses in real estate, mortgage finance, and property & casualty insurance. Offering a one-stop shop for his residential and commercial clients, he strives to not only educate, but streamline the real estate acquisition process. With a long and proven track record of success, he is uniquely qualified and has a passion for helping people achieve their goals in real estate.

Stocks extend gains

Stocks jump on news that Wal-Mart and others reported better-than-expected May sales, along with a drop in weekly jobless claims and Verizon-Alltel's merger.

Stocks rallied near midday Thursday, with the Dow up over 180 points, as investors welcomed a surprise dip in weekly jobless claims, strong May sales from Wal-Mart Stores and a merger in the telecom sector.

The Dow Jones industrial average (INDU) and the broader Standard & Poor's 500 (SPX) index were both nearly 1.4% higher with under 3 hours left in the session. The Nasdaq composite (COMP) gained about 1.5%.

Stocks rose modestly at the open, but picked up the pace as the morning wore on, thanks to the mix of economic and company news. Meanwhile, gas and oil prices continued to move higher and the dollar retreated versus the euro after several days of gains.

The better-than-expected retail sales results from discounters such as Wal-Mart and Costco fueled Thursday's rally, said Dave Rovelli, managing director of U.S. equity trading at Canaccord Adams. However, he noted that the improved sales were a result of the economic stimulus checks being mailed out, rather than a bigger indication of the health of the consumer.

On the upside, "a lot of people thought consumers were going to have to hoard their checks because they have to pay their mortgage and \$4 a gallon for gas," Rovelli said. "So I guess there is some reassurance that the consumer isn't dead, at least at the lower end of the retail picture."

Stocks were mixed Wednesday after reports that Moody's could lower the credit ratings of bond insurers Ambac and MBIA trumped upbeat economic news and lower oil prices.

Verizon buys Alltel. The Dow component said it's buying the rural wireless carrier from a private equity group for \$28.1 billion in a deal that will create the largest U.S. wireless carrier. Verizon shares jumped over 6%.

Jobless claims drop. The number of Americans filing new claims for unemployment fell 18,000 last week to 357,000, versus forecasts for an unchanged reading. The report was a positive amid hopes that the economy can avoid a recession. However, the four-week moving average, seen as a more reliable indicator, rose to a more than four-year high. Friday brings the big monthly non-farm payrolls report.

Housing market fallout continues. A report from the Mortgage Bankers' Association showed that the number of homes in foreclosure surpassed 1 million in the first quarter, a record number.

Wal-Mart and other chain stores. The world's largest retailer reported higher-than-expected May sales at stores open a year or more, saying it felt the benefit of the first wave of economic stimulus checks having been mailed out. Wal-Mart (WMT, Fortune 500) shares gained more than 3%.

Costco (COST, Fortune 500) also benefited from the economic stimulus checks, with the warehouse club posting a bigger-than-expected rise in May sales. (Full story).

Airline woes continue. Continental (CAL, Fortune 500) said it would cut 3,000 jobs from its workforce of 45,000 and ground 67 planes amid soaring fuel prices and the struggling economy. On Wednesday, United parent UAL Corp. (UAUA, Fortune 500) also announced it would cut jobs and ground planes.

Gas hits new record. The national average price for a gallon of regular unleaded gas rose to \$3.989 from \$3.983 the previous day, AAA reported. It was the 28th record in 29 days.

Oil prices rise. U.S. light crude oil for July delivery rose \$2.80 cents to \$124.38 a barrel on the New York Mercantile Exchange, after having slid for the past few sessions.

Other markets: The dollar slipped versus the euro and the yen, after rising for the past few sessions.

Treasury prices fell, lifting the yield on the 10-year note to 4.02% from 3.97% late Wednesday. Bond prices and yields move in opposite directions.

COMEX gold for August delivery fell \$11.30 to \$872.50 an ounce.

Regulators give bleak forecast for banks

Agency heads suggest that banks have not set aside enough reserves for future loan losses and argue earnings will suffer.

Several top banking regulators warned lawmakers Thursday of more troubles ahead for the industry, including additional writedowns and the possibility that bigger banks could fail.

Speaking before the Senate Banking Committee, officials said most U.S. banking institutions are in relatively good health but remain challenged by continued woes in the housing market and the broader economy.

“We clearly are not out of the woods,” said John Dugan, who heads the Office of the Comptroller of the Currency, which oversees banks with a nationwide footprint.

One shortcoming, argued Federal Reserve Vice Chairman Donald Kohn, is that banks have not allocated enough money to keep up with the growth of their problem assets. As a result, they may have to boost their skyrocketing loan loss reserves even further.

Banks insured by the Federal Deposit Insurance Corporation set aside \$37.1 billion in loan-loss provisions in the first quarter of this year - four times more than the \$9.2 billion in the first quarter of 2007, the FDIC reported last week in its quarterly review of the industry.

Regulators added that they were bracing for an uptick in the number of bank failures, at least in the near term.

So far this year, just four banks have collapsed, including the most recent downfall of the Staples, Minn.-based First Integrity Bank, which shuttered its doors last Friday.

While most of the failures have so far been smaller community banks, FDIC Chairwoman Sheila Bair said her staff was preparing for the possibility of a large failure as a precaution.

“I don’t see that happening,” she said. “But we have to be prepared for all contingencies.”

Kohn and Dugan added that many institutions will require additional capital injections in the months ahead and may have to go so far as to cut their dividends.

In early March, many of these regulators met with lawmakers to discuss the state of the banking industry. But the dramatic collapse of Bear Stearns and the Federal Reserve’s controversial rescue of the Wall Street firm since then have raised new fears about the industry.

Now, rumors are swirling about the health of other large financial institutions, most notably Lehman Brothers (LEH, Fortune 500). During the hearing, Sen. Richard Shelby R-AL., asked about the likelihood of another investment bank needing to be bailed out.

Kohn declined to comment on the health of specific companies but said that Wall Street firms have learned a great deal from Bear Stearns and have reduced leverage and built up their liquidity.

“I think we have a stronger set of investment banks than we had a month-and-a-half ago,” said Kohn.

Quint Cobb is a seasoned veteran in the real estate industry for over 17 years. He holds active licenses in real estate, mortgage finance, and property & casualty insurance. Offering a one-stop shop for his residential and commercial clients, he strives to not only educate, but streamline the real estate acquisition process. With a long and proven track record of success, he is uniquely qualified and has a passion for helping people achieve their goals in real estate.

☞ [No Comments](#) » | [# 225299](#), [62247](#), [Finance](#), [Foreclosure](#), [Investments](#), [Money](#), [Mortgage](#) | Tagged: [Finance](#), [Foreclosure](#), [Investments](#), [Money](#), [Mortgage](#) | [Permalink](#)
⌘ Posted by quintcobb

- **Archives**

- [June 2008](#)

- **Categories**

- [225299](#) (1)
 - [62247](#) (1)
 - [Finance](#) (1)
 - [Foreclosure](#) (1)

- [Investments \(1\)](#)
- [Money \(1\)](#)
- [Mortgage \(1\)](#)

• **Blogroll**

- [WordPress.com](#)
- [WordPress.org](#)

• **Meta**

- [Site Admin](#)
- [Log out](#)
- [Valid XHTML](#)
- [XFN](#)
- [WordPress.com](#)

Theme: Contempt by [Vault9](#).
[Blog at WordPress.com](#).

»

[My Account](#)[My Dashboards](#)[New Post](#)[Blog Info](#)

Quint Cobb's Weblog

- [Home](#)
- [About Quint Cobb](#)

Quint Cobb

My name is Quint Cobb and I want to thank you for taking the time to visit my blog.

Are there really "No Cost Loans"?

My name is Quint Cobb and I have been in the lending business for 17 years now and am truly amazed at either how well the lending community has disguised the real estate finance process or how many consumers don't care learn what they need to know before proceeding with borrowing money. It may be a combination of both, though, and lenders are counting on these uninformed or under-informed consumers to get their phones to ring.

On one hand, many finance companies are attracting business thru bait and switch tactics and I am fed up with it. They run "adv-enticements" for "No closing cost" mortgage loans and/or artificially low rates which have magically expired by the time they are able to lock in for the consumer. To keep themselves out of trouble with the FCC and other governing bodies, they offer the "No closing cost" loan by quoting the loan with a rate that is high enough that they make enough in "premium" to pay the loan charges plus a profit. Come on...you didn't think they were doing it out of the kindness of their hearts did you? Once they have you on the phone and gather your information, that's when you find out that the rate is going to be about 1-2% higher than standard market rate. They are glad to then point you in the direction of their plain vanilla program like everyone else has. By then you are too invested either monetarily or mentally that you will reward their behavior and close with them anyway. Real Estate Investors beware! While there are many reputable companies out there doing a great job at making a mortgage that fits your need, there are possibly many that will try to take advantage of your good nature. Make sure your loan officer knows how long you plan to own this property and ask him/her to identify what your break-even threshold is for any points you are being asked to pay. For example, if you are going to own a property for 5

years and you save .25% on your loan by paying a point, see if that reduces your monthly payment enough to recoup the money before you sell and move to the next.

Quint Cobb is a seasoned veteran in the real estate industry for over 17 years. He holds active licenses in real estate, mortgage finance, and property & casualty insurance. Offering a one-stop shop for his residential and commercial clients, he strives to not only educate, but streamline the real estate acquisition process. With a long and proven track record of success, he is uniquely qualified and has a passion for helping people achieve their goals in real estate.

About "Tax Rebate" Checks

Did you receive a tax rebate check yet?

The U.S. Treasury began mailing out the checks earlier than expected. Many people had them by late April, but everyone should have them by the end of June.

The purpose of the rebates is to pump more than \$100 billion dollars into the U.S. economy. That is, if people spend the money when they get it.

So, if you're eligible for a check and receive that unexpected windfall of anywhere from \$600 to \$1,200 or more, what will you do with it. Spend it or save it?

For the economic stimulus plan to work, people must spend the money. If people save it, it's not going to help the economy. Yet, in many polls I've seen, about one-third of people plan to save the money.

I certainly understand the temptation to hang on to the cash, but that defeats the purpose of the program. Our country's in bad shape economically and this is supposed to help. I'm not sure if it's much of a solution when the economy is in such miserable shape. But I guess you do as much as you can with the solutions you're given.

So get out there and spend at least some of the money, but spend it on important and necessary things. If you don't spend it frivolously, then everybody wins, at least a little. You and the economy.

Quint Cobb is a seasoned veteran in the real estate industry for over 17 years. He holds active licenses in real estate, mortgage finance, and property & casualty insurance. Offering a one-stop shop for his residential and commercial clients, he strives to not only educate, but streamline the real estate acquisition process. With a long and proven track record of success, he is uniquely qualified and has a passion for helping people achieve their goals in real estate.

Smarter Than a 5th Grader?

I have a friend in Dallas whose children attend a private school and I recently learned of an exciting annual project worth noting. The school begins with pre-kindergarten and ends with 4th grader's graduating with a celebration akin to a high school's. Now this school has several wonderfully unique endeavors it teaches its pupils such as a real live opera fully staffed and produced by the kids in 4th grade but the most amazing to me was the business the children create themselves to teach them about how to run a company.

It all starts in 3rd grade where the children research chickens, decide which kind lay the most eggs and make the decision as to which type to purchase. Once they purchase them, each child is charged with caring for their baby chick over the summer and returning them to school at the beginning of their 4th grade year.

During this time, their company is formed and the chickens which are cared for in the barnyard area at the school will begin to lay eggs near the end of the school year. The children will sell these eggs in the carpool line in the spring and use the money to give to charity, allocate to the school endowment and leave enough for their successors to run the business the next year.

WOW! What a concept! Kids at these young ages are learning how to start and run a business from "scratch" (no pun intended). Who knows, maybe even one of them will turn into a real estate mogul one day.

The lessons they learn about doing research before arbitrarily getting in business are as follows:

Executing a business model

Learning how to market to their target audience

Provides exposure to the real world of business

Teaches them about using their revenue to help the community

I am astounded that more schools don't incorporate more life skills geared towards business. Now talk about being smarter than a fifth grader! If 4th grader's are able to do this, don't think for one second that it is too complicated for you to succeed in real estate investing. Sign up for some of our online classes and get the

skill sharpening you need to make an impact!

Quint Cobb is a seasoned veteran in the real estate industry for over 17 years. He holds active licenses in real estate, mortgage finance, and property & casualty insurance. Offering a one-stop shop for his residential and commercial clients, he strives to not only educate, but streamline the real estate acquisition process. With a long and proven track record of success, he is uniquely qualified and has a passion for helping people achieve their goals in real estate.

Be Your Own Real Estate Tycoon

Ok...so you are not Donald Trump but you have aspirations of joining the ranks of the wealthiest in the business. This business is tough and there are a lot of cut-throat competitors so you will need to equip yourselves with a few tools in order to survive.

First things first. It's important to have the necessary **real estate finance** available so that you are positioned to move on a transaction when the opportunity presents itself. Even "The Donald" leverages himself with borrowed monies or equity partners. It spreads out the risk and allows you to increase the scale of your investment capabilities.

Next it will be important to have an incredible work ethic. It's true. For every transaction you close on, be prepared to have looked at dozens of properties and then of those, forensically investigate a handful to truly make your decision about its viability. There are a lot of properties to choose from out there and many are distressed. You must understand that any deal you come across, you are probably not the first one to see it and likely others have passed on it for a reason. Don't get sucked in by the fancy presentation, either. Do your own independent research rather than relying on the "facts and figures" presented by a biased seller or agent. It's okay to be optimistic and positive as long as you stay aware of the motivations of those involved.

Finally, it takes guts. Buying a real estate **investment property** can be a risky proposition and should be evaluated carefully to minimize those risks. It takes guts to buy just as it takes guts to "pass". Sometimes NOT doing a deal even though it looks good on paper can take intestinal fortitude. Go with your instincts on this. If it just doesn't pass the smell test and you are getting a bad feeling about the deal, cut and run. There is no shame

in saving your money for another deal. Keep trading up when you sell and taking all the tax advantages available and you can create your own version of the Trump empire!

Quint Cobb is a seasoned veteran in the real estate industry for over 17 years. He holds active licenses in real estate, mortgage finance, and property & casualty insurance. Offering a one-stop shop for his residential and commercial clients, he strives to not only educate, but streamline the real estate acquisition process. With a long and proven track record of success, he is uniquely qualified and has a passion for helping people achieve their goals in real estate.

Higher Gas Prices can cause Lower Worker Productivity.

As gas prices climb higher and higher, the costs hurt people in more places than just their wallets.

The more people pay at the pump, the more employees get stressed - even on the job - which results in lower productivity.

People who are concerned about high gas prices let that stress carry over into their work lives. Researchers say they are significantly less attentive when they're on the job. They're less excited about going to work, less passionate and conscientious and more tense. All that combined equals overall lower productivity.

Of course, higher gas prices have all kinds of other trickle-down effects. For example, more than half of Americans have reconsidered taking vacations this summer. Forty-five percent have had to cut back on credit card payments in order to keep their tanks full and nearly one-third have even had to consider going without basics such as food, clothing and medicine.

Oil prices keep setting record highs and Americans are paying for it at the pump, in their jobs and in their lives. If the economy doesn't get fixed soon, it's going to take a long time before we recover from this recession. And it's definitely a recession. Don't let anyone tell you otherwise.

Quint Cobb is a seasoned veteran in the real estate industry for over 17 years. He holds active licenses in real estate, mortgage finance, and property & casualty insurance. Offering a one-stop shop for his residential

and commercial clients, he strives to not only educate, but streamline the real estate acquisition process. With a long and proven track record of success, he is uniquely qualified and has a passion for helping people achieve their goals in real estate.

Leveraging Strategic Partnerships & Networking Groups

Today I would like to talk about strategic partnerships and networking as it pertains to attracting new clients especially in **real estate**. No matter what your business, you can broaden your market visibility and attract more clients by getting out of your offices and getting proactive.

You should identify which organizations your best potential clients belong to, then JOIN and PARTICIPATE. Be an active member of the "association" and utilize the member roster to make new contacts. It's important take on leadership roles or get on committee's as soon as possible to show those prospects you are serious about their cause. There are usually sponsorship opportunities there as well. Nothing shows you care more than your willingness to sponsor an event for them. When doing this, don't just write a check and get settle for small signage recognition. Be creative and figure out a way get the MOST bang for your buck. For instance, if it's a golf tournament...don't just shell out a couple of hundred for a sign at a hole. Make your spot an interactive, creative and fun opportunity to make some great first impressions with people. A fun little contest that enables you to collect the player's info and gain rapport is much more effective.

The same is true for networking groups. If you can locate a **local networking group** in your area, you will be in a great situation to be the only one of your industry allowed to be a member. These groups will meet once or twice a month for an early breakfast generally and won't take much time out of your workday. If you can't find one, start your own! It's a perfect opportunity to establish the type of group catered to your specific needs or industry. You can figure out what ancillary businesses your target clients need and design your group around those companies marketing reps. It's a brilliant way to establish your leadership role in your industry and get a lot of business referrals.

Quint Cobb is a seasoned veteran in the real estate industry for over 17 years. He holds active licenses in real estate, mortgage finance, and property & casualty insurance. Offering a one-stop shop for his residential

and commercial clients, he strives to not only educate, but streamline the real estate acquisition process. With a long and proven track record of success, he is uniquely qualified and has a passion for helping people achieve their goals in real estate.

[Add comment](#) *June 4, 2008*

Categories

- [Finance](#)
- [Loans](#)
- [Mortgage](#)
- [Real Estate](#)

Links

- [WordPress.com](#)
- [WordPress.org](#)

Feeds

- [Entries \(RSS\)](#)
 - [Comments \(RSS\)](#)
-

Theme: Blix by [Sebastian Schmieg](#) . [Blog at WordPress.com](#).

3

[My Account](#) [My Dashboards](#) [New Post](#)[Blog Info](#) >

Quint Cobb's Weblog

- [Home](#)
 - [About Quint Cobb](#)
-

About Quint Cobb

My name is Quint Cobb and I am the VP of Residential and Commercial Financing.

My team and I specialize in residential and commercial financing and investment property strategies.

My team of tier one analysts are hired from the top 1% of the mortgage and real estate industry.

We are dedicated to providing our clients with the absolute best in financing for whatever their purchase or refinancing needs are.

No loan and no client is ever too big or too small.

We specialize in everything from the smallest residential Home Equity Loans to multi million dollar Commercial Real Estate Investments and Financing.

Our rock bottom rates and costs are a result of our extensive relationships and the volume of business that we command in the lending industry. Our rates are on average a full point below industry standards!

We pride our selves in providing cutting-edge market information and analysis.

We have the unique ability to provide analysis across markets and property types. In addition to our reports and publications, information can be packaged to meet specific needs of investors by property type and submarket.

Clients are informed of the latest market trends and real-time data on buyer demand, pricing and local markets. We assist our clients in measuring the performance of their properties and look for new opportunities to maximize returns.

Our professional experience and knowledge will enable you to clearly and quickly identify a course of action that delivers maximum value to your company or to your individual portfolio.

Leave a Comment

Logged in as thelyonsden. [Logout](#)

Comment

Some HTML allowed:


 <abbr title=""> <acronym title=""> <blockquote cite=""> <cite> <code> <del
datetime=""> <i> <q cite=""> <strike>

[Trackback this post](#) | [Subscribe to the comments via RSS Feed](#)

Theme: Blix by [Sebastian Schmieg](#) . [Blog at WordPress.com](#).

u

Quint Cobb: Directory

 Are you Quint Cobb? [Get a Profile](#)

Name

Location & Industry

Quint Cobb

Equipment Financing at Wachovia

[View full profile](#) | [Contact Quint Cobb](#)

- Dallas/Fort Worth Area
- Machinery

Currently: Equipment Financing at Wachovia

Past: VP of Financing at Tractor Supply Company; Finance Manager at Thompson Tractor Company

Education:

Quint Cobb

VP Residential and Commercial Financing & Investments at Financial and Mortgage Professionals Network

[View full profile](#) | [Contact Quint Cobb](#)

- Greater Denver Area
- Financial Services

Currently: VP Residential and Commercial Financing & Investments at Financial and Mortgage Professionals Network

Past: VP of Investment Securities at Wells Capital Management; Financial Analyst at Credit Union Association of Colorado

Education:

Quint Cobb

Marketing and Special Events at Aloha Surf Ventures

[View full profile](#) | [Contact Quint Cobb](#)

- Hawaiian Islands
- Retail

Currently: Marketing and Special Events at Aloha Surf Ventures

Past: Marketing Supervisor at SurfAid International; PR and Humanitarian Chair at Surfrider Foundation

Education:

Quint Cobb

Board of Directors at Countrywide Full Spectrum Lending

[View full profile](#) | [Contact Quint Cobb](#)

- Indianapolis, Indiana Area
- Financial Services

Currently: Board of Directors at Countrywide Full Spectrum Lending

Past: Mergers and Acquisitions Consultant at Gold Bank; Financial Analyst at Financial Accounting Foundation

Education:

Quint Cobb

Special Consultant / Investment Strategies at Prudential Real Estate Services

[View full profile](#) | [Contact Quint Cobb](#)

- Phoenix, Arizona Area
- Financial Services

Currently: Special Consultant / Investment Strategies at Prudential Real Estate Services

Past: Investment Strategist at Keller Williams Platinum Realty; Commercial Consultant at RE/MAX

Education:

Quint Cobb

Loan Counselor at Senior Lending Network

[View full profile](#) | [Contact Quint Cobb](#)

- Miami/Fort Lauderdale Area
- Financial Services

Currently: Loan Counselor at Senior Lending Network

Education:



People directory: [A](#) [B](#) [C](#) [D](#) [E](#) [F](#) [G](#) [H](#) [I](#) [J](#) [K](#) [L](#) [M](#) [N](#) [O](#) [P](#) [Q](#) [R](#) [S](#) [T](#) [U](#) [V](#) [W](#) [X](#) [Y](#) [Z](#) [more](#)

[About LinkedIn](#) | [Privacy Policy](#) | [Help & FAQ](#) | [Advertising](#)

Copyright © 2008 LinkedIn Corporation. All rights reserved.

Use of this site is subject to [express terms of use](#), which prohibit commercial use of this site.
By continuing past this page, you agree to abide by these [terms](#).

Quint Cobb



**Countrywide
Financial.**

Board of Directors Countrywide Full Spectrum Lending

Indianapolis, Indiana Area

- Current**
 - **Board of Directors at Countrywide Full Spectrum Lending**
- Past**
 - Mergers and Aquisitions Consultant at Gold Bank
 - Financial Analyst at Financial Accounting Foundation
- Education**
 - Indiana University-Purdue University at Indianapolis
- Industry** Financial Services
- Websites**
 - [My Blog](#)
 - [My Website](#)

Quint Cobb's Summary

My name is Quint Cobb and I am on the Board of Directors at Countrywide Full Spectrum Lending.

Countrywide was founded in 1969 with a commitment to break down the barriers to owning a home. Today Countrywide, America's #1 Home Loan Lender, has helped millions of families find ways to accomplish their home ownership needs, whether buying a first home or refinancing their current loan.

Quint Cobb's Specialties:

Union negotiation, purchasing, government liaison, branding and identity, server architecture, mergers and acquisition, salary arbitration, international law

Quint Cobb's Experience

Board of Directors

Countrywide Full Spectrum Lending

(Public Company; 10,001 or more employees; CFC; Financial Services industry)

March 1996 — Present (12 years 4 months)

My duties include: Union negotiation, purchasing, government liaison, branding and identity, server architecture, mergers and acquisition, salary arbitration, international law

Mergers and Aquisitions Consultant

Gold Bank

(Public Company; 501-1000 employees; Banking industry)

January 1991 — July 1999 (8 years 7 months)

My chief duties were with mergers and acquisition, salary arbitration, and spear heading our international client services.

Financial Analyst

Financial Accounting Foundation

(Non-Profit; 51-200 employees; Accounting industry)

April 1991 — December 1995 (4 years 9 months)

Providing analysis and guidance to businesses and individuals in making investment decisions.

Quint Cobb's Education

Indiana University-Purdue University at Indianapolis

1987 — 1991

Additional Information

Quint Cobb's Websites:

[My Blog](#)

[My Website](#)

Quint Cobb's Interests:

Research, Customized Analysis, Proactive Approach to Maximizing Returns, Real Time Market Intelligence, Results

Quint Cobb



Investment Strategies Consultant

Phoenix, Arizona Area

Current • **Special Consultant / Investment Strategies at Prudential Real Estate Services**

Past • Commercial Consultant at RE/MAX
• Investment Strategist at Keller Williams Platinum Realty

Education • University of Arizona

Industry Financial Services

Quint Cobb's Summary

My name is Quint Cobb my Group Specializes in Investment Property Strategies and Commercial Consultant to large Real Estate and Financial Houses.

My team of tier one analysts are hired from the top 1% of the top 1%.

Our goal dedicated to providing our clients with cutting-edge market information and analysis.

We have the unique ability to provide analysis across markets and property types.

In addition to our reports and publications, information can be packaged to meet specific needs of investors by property type and submarket.

Clients are informed of the latest market trends and real-time data on buyer demand, pricing and local markets. We assist our clients in measuring the performance of their properties and look for new opportunities to maximize returns.

Our professional experience and knowledge will enable you to clearly and quickly identify a course of action that delivers maximum value to your company or to your individual portfolio.

Quint Cobb's Specialties:

Research, Expertise, Customized Analysis, Maximizing Returns, Real Time Market Intelligence, Results

Quint Cobb's Experience

Special Consultant / Investment Strategies

Prudential Real Estate Services

(Public Company; 10,001 or more employees; Computer Software industry)

February 2001 — Present (7 years 5 months)

My name is Quint Cobb and my Consultant Group specializes in working with large investment, mortgage and Real Estate Firms to optimize their performance and investment strategies.

One of main partners is Prudential.

Prudential California Realty is the largest franchisee of the Prudential Real Estate Network. Based in Southern California, Prudential California Realty operates over 90 offices from San Diego to San Luis Obispo. With over \$17 billion in annual sales, Prudential California Realty is ranked among the top five brokerages in the nation. We are proud to be a member of the Berkshire Hathaway family of companies.

Recognized and respected by nine out of ten Americans, the Prudential name brings you the strength of one of the nation's largest financial services company. In fact, Prudential Financial has grown to provide services to more than 50 million people in North America.

Commercial Consultant

RE/MAX

(Privately Held; 10,001 or more employees; Real Estate industry)

October 1995 — March 2000 (4 years 6 months)

My team and I were hired by RE/Max for the sole purpose of Customized Analysis...

We have the unique ability to provide analysis across markets and property types. In addition to our reports and publications, information can be packaged to meet specific needs of investors by property type and submarket.

Investment Strategist

Keller Williams Platinum Realty

(Public Company; 10,001 or more employees; Real Estate industry)

August 1989 — January 1995 (5 years 6 months)

My team and I were charged with delivering Results in the Most Relevant Information.

We tailored our research to help our clients understand the local submarket drivers and future trends unique to their personal needs. The result is timely and fact-based decisions.

Quint Cobb's Education

University of Arizona

1993 — 1997

Quint Cobb

Loan Counselor at Senior Lending Network

Miami/Fort Lauderdale Area

Current • **Loan Counselor at Senior Lending Network**

Education • **University of Florida**

Industry **Financial Services**

Quint Cobb's Experience

Loan Counselor

Senior Lending Network

(Financial Services industry)

Currently holds this position

Quint Cobb's Education

University of Florida

1976 — 1980