



## **Union Square Mortgage hosts roundtable - Oct. 20**

December 04, 2009 - Owners Developers & Managers

On October 20, Ross Weinstein, managing partner of Union Square Mortgage Group gathered developers and experts together at The Embankment in Jersey City to discuss the benefits of selling condos in today's market. The crowd of over two dozen developers were on hand to hear the latest on financing, marketing, getting FHA approval and legal issues in lending contracts.

Robert Roth, Esq., president and Founder of Green Envy Development Group, Inc., served as moderator for speakers including Weinstein; Eugene Cordano, New Jersey director of sales & Development Marketing for event co-sponsor Halstead Property; Richard Gess, attorney with Gess Gess and Scanlon; Michael Vargas, co-founder/principal of co-sponsor Vanderbilt Appraisal Company, LLC; and Robin Kindle of Churchill Furniture Rental.

Weinstein began by pointing out that things are, "very different in the real estate world than they were two years ago, especially on the mortgage front." He said that since rules are changing daily, it is useful for developers to have "someone on your team that understands the business and today's environment."

Union Square Mortgage Group works with approximately 30 lending banks, which means knowing their different criteria and guidelines.

Union Square Mortgage offers FHA review, working with a legal analyst who helps figure out how best to comply with ever-changing FHA rules.

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