

MORPAC 2022

Year-End Report

MORPAC is the voluntary, bi-partisan Political Action Committee (PAC) of the Mortgage Bankers Association (MBA). It is the only PAC that directly represents the interests of the real estate finance industry in our nation's political system.

For over 50 years, MORPAC has been the most transparent way for MBA to have a positive, collective impact on the political process. By supporting MORPAC, we are able to send a strong and clear message on behalf of our industry to key policymakers. It is funded entirely through voluntary contributions from eligible industry professionals.



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MORPAC CHAIR LETTER



Jeffrey "Jeff" C. Taylor 2021-2022 MORPAC Chairman Founder, Mphasis Digital Risk



Owen Lee 2023-2024 MORPAC Chairman CEO, Success Mortgage Partners, Inc.

After a record-breaking cycle, we are pleased to share our 2022 MORPAC Year-End Report detailing our progress. In this report, we highlight MORPAC top fundraising stats, key advocacy priorities/wins, events and sponsors, and company campaigns. Company campaigns remain critical to strengthening and cultivating an industry-wide culture that prioritizes advocacy.

Because of our supporters, MORPAC hit major milestones in 2022:

- Set an all-time fundraising record, raising over \$3 million in donations from individuals
- Hosted 3 MBA Advocacy "Roadshows," 2 candidate fundraisers that raised over \$70,000 collectively for reelection campaign efforts, and 7 MORPAC Speaker Series events, including key staffers from the national party campaign committees
- Raised over \$180,000 (nearly \$100,000 at MBA's Chairman's Conference 2022)
 from in-person fundraising events
- Secured nearly 30 MBA member company campaigns, following a successful MORPAC Action Week in late June
- Contributed \$1.5 million (over \$2.9 million in the cycle) to House and Senate candidates and national party committees
- Ranked Top 10 nationally among other trade association PACs in terms of both dollars raised and dollars disbursed to elected officials

A special thanks to the 2021-2022 MORPAC Steering Committee members who have led our efforts to maximize the success of MORPAC, especially our peer-to-peer fundraising campaign strategy. We are grateful for their generous commitment of time, effort, and energy. Help us welcome our 2023-2024 MORPAC Steering Committee.

We look forward to seeing you in person next year at MBA's major conferences and events. We thank you again for your support of MORPAC and for giving back to our industry. Together, we made the 2021-2022 fundraising cycle the largest and most successful in MBA's history!

Sincerely,

JEFFREY C. TAYLOR

OWEN LEE

CELEBRATING MBA's ADVOCACY SUCCESSES

MBA's political programs play a vital role in our advocacy efforts and help foster relationships between the real estate finance industry and key decision makers. Active involvement with both the national and state MBAs helps us share your story as lawmakers create and pass legislation affecting our industry. MBA member companies make a meaningful impact in furthering our industry's political goals by being actively engaged.

A special thanks to our MORPAC Chairman, Jeff Taylor, Founder of Mphasis Digital Risk, MORPAC Vice Chairs, and the entire MORPAC Steering Committee for MORPAC's success in the 2021–2022 election cycle. Below are some key MORPAC accomplishments:

\$3,000,000

IN THE 2022 CYCLE

OVER

\$600,000

IN NEW DOLLARS FROM MORE THAN 1,700 Donors

NEARLY

3,000

UNIQUE CONTRIBUTORS TO MORPAC

OVER

\$152,000

FROM CORPORATE SPONSOR DONATIONS

2022 MORPAC dollars represent all market segments within MBA membership: 63% Residential, 13% Commercial/Multifamily, and 24% Associate

We had much to celebrate during MBA's 2022 Annual Convention & Expo in Nashville, Tennessee, all thanks to our supporters!

















INDUSTRY ISSUES AND WINS

MBA's advocacy efforts are central to our mission to deliver a clear and convincing message to policymakers on behalf of the real estate finance industry. Through the combined use of our industry's political capital (total MORPAC contributions), our direct lobbying efforts, and MAA's grassroots advocacy, MBA has a strong presence in Washington, DC that delivered results in 2022 for our members, their customers, and end users.

MBA Advocacy Secures Tax Wins in 2022

After eighteen months of negotiations, President Joe Biden signed into law the Inflation Reduction Act (IRA) of 2022, which was the culmination of a lengthy Fiscal Year (FY) 2022 budget "reconciliation" process. MBA and our coalition partners successfully preserved critical residential and commercial/multifamily industry tax provisions that support long-term economic growth for real estate financing, including:

- Protected mortgage servicing rights (MSRs) within the IRA. The newly enacted 15% corporate minimum "GAAP" tax incorporates MBA-supported language to effectively preserve the deferred tax treatment of MSRs.
- Preserved several key real estate finance-related elements within the current tax code. Through MBA's direct lobbying efforts, tax proposals that would have negatively affected real estate finance and small businesses were considered over the course of the congressional debate, but not included in the final IRA package. For example, the newly enacted IRA statute did not alter current law treatment for:
 - + Section 1031 Like-Kind exchanges;
 - + Use of "stepped-up" basis vis-à-vis estate taxes:
 - + S. Corporation "Net Investment Income Tax" liability;
 - + Taxation of capital gains on the sale of a home;
 - + Section 199A "pass-through" deduction for small businesses;

- + Carried interest: and.
- + Business interest deductibility.

Together we advocated for your businesses and the broader economy, resulting in the following wins (and ongoing policy discussions):

- 1. MBA supported legislation to modernize the VA Home Loan Program appraisal process (H.R. 7735), which was signed into law on December 27, 2022, by President Biden (Public Law 117-308). The Improving Access to the VA Home Loan Benefit Act of 2022 passed the full Senate in December 2022 by unanimous consent — in the same form by which it passed the full House last September. The new law will direct the VA to revisit existing program requirements to make appraisals more readily available and less cumbersome for buyers and lenders by requiring the VA to review appraisal certification requirements, encourage hybrid appraisals, employ emerging technologies, and revisit policies on property inspection waivers, minimum property requirements, and comparable sales. Mark Jones, MBA's current Chairman-elect, testified in support of the proposal before the House Veterans' Affairs Subcommittee on Economic Opportunity in May 2022.
- 2. MBA secured inclusion of multiple legislative initiatives in both the Fiscal Year (FY) 2022 and 2023 omnibus appropriations bills signed into law last year. The \$1.5 trillion FY2022 package contained several MBA-supported provisions, such as increased funding for Federal Housing Administration (FHA) technology upgrades, inclusion of LIBOR transition legislation for tough legacy contracts, reauthorization of the National

ADVOCACY HIGHLIGHTS (CONT.)

Flood Insurance Program (NFIP), and adequate funding and guidance to address FHA multifamily processing delays. The \$1.7 trillion FY2023 proposal carried many of these proposals over into this fiscal year, as well as increased funding for Ginnie Mae administrative expenses, language to encourage small-dollar mortgage lending, grants to incentivize zoning, land use, and infrastructure practices to produce affordable housing, and increased funding for housing counseling. With the unveiling of the President's FY2024 budget proposal imminent, MBA will continue to work with key congressional offices to secure our ongoing appropriations priorities.

- 3. MBA President and CEO, Robert D. Broeksmit, CMB, twice joined a small group of industry and affordable housing leaders at the White House this fall for constructive meetings with HUD Secretary Marcia Fudge, Federal Housing Finance Agency (FHFA) Director Sandra Thompson, Domestic Policy Council Director Susan Rice, and National Economic Council (NEC) Director Brian Deese.
 - The group discussed legislative, administrative, private sector, and state/local solutions to address housing supply and affordability challenges across the country. Broeksmit's remarks at the meetings have focused on many of MBA's top multifamily priorities, including urging action on a reduction to FHA single-family mortgage insurance premiums, cautioning about the adverse consequences for affordable home lending arising from Ginnie Mae's recently finalized risk-based capital requirement, FHA multifamily loan limit and statutory loan changes, enhancements to environmental reviews, support for the GSEs' proposed multifamily housing goals, opposition to rent control measures, and, support for state programs that have successfully produced affordable rental housing.

MBA is committed to working with the Biden administration, Congress, and industry stakeholders to enact safe and responsible policies that increase homeownership and affordable rental housing options for all households. We will continue to push for targeted affordable housing tax proposals to expand and improve the Low-Income Housing Tax Credit (LIHTC) program, and create a Middle-Income Housing Tax Credit (MIHTC) and Neighborhood Homes Investment Act (NHIA) tax credit for substantial rehabilitation and construction of entrylevel single-family homes (both modeled after the LIHTC).

- 4. Advocated for and secured bipartisan passage of the Securing and Enabling Commerce Using Remote and Electronic Notarization Act of 2021 ("SECURE Notarization Act") in the House. MBA will continue to work in coalition with sister trade groups and congressional allies to pursue enactment of a newly introduced SECURE Act proposal in the new Congress. The proposal continues to complement the 42 existing state remote online notarization (RON) laws and allows individual states the flexibility to implement their own standards for RON transactions.
- 5. Successfully prevented False Claims Act (FCA) and Program Fraud Civil Remedies Act (PFCRA) legislation from being included in the Senate's year-end defense authorization bill. MBA seeks changes to the bills to curb lender liability concerns and avoid unintended disruptions in the Ginnie-securitized mortgage lending space.



6. Secured two MBA members to testify before Congress in separate hearings on Veterans' and rural housing issues. In addition to the testimony from Mark Jones before the House Veterans' Affairs Committee in May, RESBOG member David Battany with Guild Mortgage provided his expert opinions to the Senate Banking Committee's Housing and Insurance Subcommittee on ways to improve lending in rural America via USDA's Rural Housing Service program.

ADVOCACY HIGHLIGHTS (CONT.)

- 7. Lawmakers introduced MBA-supported, bipartisan legislation aimed at the flawed Internal Revenue Service (IRS) implementation of an updated Income Verification Express Service (IVES) system. In late December 2022, Rep. Patrick McHenry (R-NC), the then-Ranking Member of the House Financial Services Committee, and Rep. Jimmy Panetta (D-CA), a member of the House Ways and Means Committee, introduced the IRS Electronic Income Verification Act. The bill would amend existing law to clarify that taxpayer identity verification is the responsibility of users of the system — rather than the taxpayer — to ensure the successful development of the electronic IVES system being implemented by the IRS. The IRS is currently moving forward with an unnecessarily costly and overly complex system that does not meet the original intent of Congress.
- 8. MBA was actively involved in legislative discussions aimed at encouraging property conversions through a federal tax incentive. Introduced by Senator Debbie Stabenow (D-MI) and Congressman Jimmy Gomez (D-CA), the *Revitalizing Downtowns Act* (H.R. 4759/S. 2511), would provide tax credits and benefits for the conversion of underutilized or vacant office buildings. MBA and its coalition partners will continue to work in the next Congress to push for additional enhancements to the proposal that would help reduce housing costs within, and drive additional investment toward, eligible projects.



- 9. An integral part of increasing affordable rental housing supply through FHA programs is having HUD/FHA statutory loan limits that are consistent with the current economic environment. The base allowable statutory loan limits for HUD programs have not kept pace with multifamily property values, unnecessarily impairing growth in the supply of affordable housing. MBA is continuing formative discussions with HUD and key potential congressional allies to develop a legislative framework that would appropriately increase the HUD statutory base limits to maintain the viability of the multifamily program. MBA is working with congressional offices to secure the introduction of appropriate loan limit legislation.
- 10. Direct MBA outreach efforts also helped secure the introduction of *S. 3941, the Housing Supply Expansion Act,* in late March by Senate Republican Whip John Thune (R-SD) and senior Senate Banking Committee member Jerry Moran (R-KS). The bill would reduce the administrative burden and complexity that Davis-Bacon Act "split-wage" determinations have created for our members involved in the financing of FHA multifamily projects.

COMPANY CAMPAIGN HIGHLIGHTS

Company campaigns provide eligible employees with a great opportunity to help themselves — and their industry — in a big way. They increase participation in our MORPAC efforts and expand our political reach. We are pleased to recognize MORPAC Company Campaigns run in 2022.

NEARLY

30

MBA MEMBER COMPANY CAMPAIGNS OVER

\$550,000

TOTAL DOLLARS RAISED TO MORPAC FROM COMPANIES' ELIGIBLE EMPLOYEES

At the end of 2021, we relaunched MBA Advocacy Roadshows, an initiative taking MBA "on the road" with members of its senior leadership team and public policy staff. These events offer legislative and regulatory issues updates, explain how MBA members can get their company more involved with MAA and MORPAC, and allow you to hear from your state MBA. Our goal for these "Roadshows" is to meet our members closer to where they live and work and help companies launch MAA and MORPAC campaigns to expand our grassroots network of contributors in key states and congressional districts.

If you would like to host or attend a future Roadshow event, please email morpac@mba.org.

MORPAC Action Week Recap

MORPAC hosted its 5th annual Action Week, June 21–27, a national, industry-wide campaign aimed at strengthening MORPAC.

Here are some highlights:

- Over 20 professional organizations ran MORPAC company campaigns
- 735 individual donors contributed or pledged to contribute to MORPAC
- \$230,000 raised in individual donations

If you, or someone from your team, have questions or would like to run a MORPAC campaign at your company, please contact MORPAC staff at morpac@mba.org or (202) 557-2777. Company campaigns play a crucial role in MORPAC's success, and we can't thank you enough for participating.

COMPANY CAMPAIGNS (CONT.)

Thank you to the following MBA member companies for running a MORPAC campaign in 2022:





















































(2) TOWNE BANK MORTGAGE

EVENT RECAP AND SPONSORS

2022 was busy thanks to our supporters and sponsors who raised nearly \$100,000 for MORPAC's Administrative Fund. We look forward to an exciting schedule of events this year and next!

JANUARY

MBA Advocacy Reception during the Independent Mortgage Bankers (IMB) Conference in Nashville, TN



MORPAC raised nearly \$70,000 from conference attendees and had a special guest appearance from key House Financial Services Committee membe Rep. John Rose (R-TN).

FEBRUARY

MORPAC Leadership Reception during MBA's Commercial/Multifamily Finance Convention & Expo in San Diego, CA

MBA Advocacy co-hosted an activation area with MBA's membership team for attendees to hear about all the ways they can get involved in our political programs, and MORPAC was able to raise nearly \$65,000 from individuals during the leadership reception.

MBA Advocacy Reception during the Servicing Solutions Conference & Expo in Orlando, FL

In addition to the reception where MORPAC raised \$30,000, MBA Advocacy hosted a jeopardy challenge to test attendees' knowledge for the chance to win prizes with a little help from our Storm Trooper friends.

MARCH

MORPAC Reception during MBA's Mid-Winter Conference in Bachelor Gulch, CO

This event provided industry leaders an opportunity to mingle with MBA leadership and discuss ongoing policy concerns. As a result, MORPAC raised \$80,000 from individual contributors at this conference.

MORPAC fundraiser on the "Boatmobile" in Miami, FL



A special thanks to event sponsor Digital Risk, MORPAC supporters were able to take in the views of the Downtown Miami skyline on board the "Boatmobile."

EVENT RECAP AND SPONSORS (CONT.)

APRIL

MBA Advocacy Roadshow Event in Miami, FL



Local MBA members gathered at the Coral Reef Yacht Club to hear legislative and regulatory updates from MBA staff and network with their industry peers.

MORPAC fundraising dinner for top donors and the MBA Advocacy Reception during the National Advocacy Conference (NAC) in Washington, DC



Both events raised over \$50,000 to MORPAC from renewals and prospective donors — nearly 20% in new dollars.

MAY

MORPAC Reception on the "Boatmobile" during MBA's Legal Issues and Regulatory Conference in Miami, FL



MORPAC supporters sailed Biscayne Bay and gave conference attendees the opportunity to learn more about MBA policies and MORPAC.

MBA Advocacy Reception during the Commercial/Multifamily Finance Servicing & Technology Conference (CMST) in Los Angeles, CA

MAA and MORPAC partnered with mPact, MBA's network for young professionals, to sponsor a reception and co-host the membership and Advocacy Engagement area to assist attendees in making the most of their MBA member benefits.

MORPAC Reception during MBA's Secondary and Capital Markets Conference & Expo in New York, NY



MORPAC supporters were able to enjoy the musical talents of entertainer "Frank Sinatra" in the MBA Chair's suite and raised over \$30,000 for MORPAC.

EVENT RECAP AND SPONSORS (CONT.)

JUNE

MORPAC Reception during MBA's Chairman's Conference in Carlsbad, CA

MORPAC raised nearly \$100,000 in new dollars thanks to 2022 MBA Chair, Kristy Fercho, CEO and Head of Diverse Segments, Representation, and Inclusion of Wells Fargo Home Lending.

SEPTEMBER

MBA Advocacy Roadshow Event in Newport Beach, CA



MBA partnered with the California MBA to encourage active involvement and help us share our members' stories with state and federal policymakers as they create and pass legislation impacting the industry.

OCTOBER

MBA Advocacy Reception during MBA's Annual Convention & Expo in Nashville, TN



MBA Advocacy "Turned It Up," and attendees had the opportunity to get involved in several ways, including our reception at the Luke Bryan bar, the Tennessee-inspired pedal pub activation area for a happy hour, and at the MBA booth to get #VoteReady and learn more about how MBA gives real estate professionals a platform and a voice through MAA and MORPAC.

NOVEMBER

MBA Advocacy Roadshow Event in Dallas, TX

Partnered with the Texas MBA to continue to strengthen our ties on both the federal and state level and expand our grassroots network of contributors in key states and congressional districts.



EVENT SPONSORS

A special thanks to our 2022 MBA Advocacy event sponsors. Your corporate donation to MORPAC's administrative fund allows us to continue to engage our supporters both virtually and in person! If you would like to sponsor a future advocacy event, please email morpac@mba.org.

































































2022 AWARD RECIPIENTS

For extraordinary work on behalf of MBA's political advocacy programs and the industry, we honored:

2022 Burton C. Wood Legislative Service Award



Owen Lee 2023-2024 MORPAC Chairman CEO of Success Mortgage Partners, Inc.

Presented at MBA's National Advocacy Conference 2022 for Owen's work on

MBA's Tax Task Force. He helped frame MBA's priorities on current legislative tax proposals and identified issues that could have been detrimental to the industry, business operations, and consumers. Additionally, his relationships with national, state, and local elected officials helped to ensure the industry's priorities and concerns were heard.

2022 Schumacher-Bolduc Award



Eddy Perez, CMB 2019-2020 MORPAC Chairman President and CEO of EPM

Presented at MBA's Annual Convention & Expo 2022 in recognition of his

extraordinary work on behalf of MBA's political advocacy programs and the entire real estate finance industry. Under his MORPAC Chairmanship, MORPAC set single-cycle and single-year fundraising records, with more than \$2.6 million raised in the 2019-2020 fundraising cycle (\$1.6 million raised in 2020 alone).

2022 Outstanding MORPAC Fundraisers



Kristy Fercho 2022 MBA Chair CEO and Head of Diverse Segments, Representation and Inclusion of Wells Fargo Home Lending



Jeff Taylor 2021–2022 MORPAC Chairman Founder of Mphasis Digital Risk

MORPAC honored 2022 MBA Chair Kristy Fercho and MORPAC Chairman Jeff Taylor

at MBA's Annual Convention & Expo for going above and beyond during their leadership tenures and taking MORPAC to new heights!

2022 "Longtime Supporter of MBA's Advocacy Programs" Award



Jack ThompsonOwner of Legacy Mortgage, LLC

Presented at the New Mexico Mortgage Lenders Association (NMMLA) luncheon to recognize his tireless work on behalf

of the industry.

CANDIDATE FUNDRAISERS AND MORPAC SPEAKER SERIES

MORPAC hosted two fundraisers in 2022 for senior member of the House Financial Services Committee Congressman Blaine Luetkemeyer (R-MO) and Republican Whip Senator John Thune (R-SD), raising more than \$70,000 collectively to benefit their re-election campaigns, each winning in the 2022 midterms.



Prior to being elected to Congress, Representative Luetkemeyer was a small businessman in the banking and insurance industry for over 30 years, as well as a bank regulator in Missouri. This unique background has positioned him to be one of

the most reputable voices in Congress in the financial services and housing arena. During the early stages of the pandemic, he led legislative efforts on key issues impacting our industry, including temporary relief from troubled debt restructuring (TDR) and the Financial Accounting Standard Board's (FASB) Current Expected Credit Loss (CECL) standard. Previously he was the lead sponsor on legislation that would have (among other items) delayed BASEL III capital requirements for mortgage servicing assets. He has also been a leading voice calling for needed reforms to the CFPB's governance structure and the National Flood Insurance Program — and, more recently, pushing back against the Bureau's "junk fee" initiative.



Having occupied various Senate leadership positions for over a decade, Senator Thune is currently the Republican Whip, the number two position in the Senate Republican caucus. He is also a senior member of the Finance

Committee, the Senate's chief tax writing committee, and serves as the ranking member of the Subcommittee on Taxation and IRS Oversight. Senator Thune was a key advocate in helping to preserve the Section 199a/QBI small business passthrough deduction during the tax debate of the last 18 months. In the 117th Congress, he led the entire Senate Republican caucus in urging President Biden to abandon his efforts to impose a capital gains tax increase on businesses, which, if enacted, would have a had a chilling effect on investment in a variety of capital-intensive industries, especially real estate. In April 2022, Senator Thune introduced legislation designed to increase affordable housing units across the country by making targeted reforms to requirements under the Davis-Bacon Act.

MORPAC Speaker Series

The MORPAC Speaker Series is a donor benefit program that features a slate of political speakers, including members of Congress and key staff at national party committees, to provide our advocates with timely updates from Capitol Hill and election outlooks from key races across the country. In 2022, MORPAC hosted seven virtual meetings with members of Congress and the national party campaign committees with MORPAC donors and select MAA members/constituents. To learn more about these PAC Speaker Series events, click here.

Interested in attending future events or want to learn more? Contact morpac@mba.org.

Want to meet the members of the 118th Congress? Register today to attend #MBANAC23 in Washington, D.C., April 18-19.

MORPAC CONTRIBUTORS

MORPAC is incredibly grateful for the support of the nearly 2,000 individual contributors from across the country. We appreciate your support and are proud to recognize you on MORPAC's website. Highlighted below are MORPAC's top supporters who contributed \$2,500 and above to MORPAC in 2022.

DIAMOND LEVEL CONTRIBUTORS

Rebecca Abreu

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National Gallery of
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Brent L. Green, CMB
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Brian Hale Mortgage Advisory Partners, LLC

Matt Harrick Voxtur Analytics Corp.

Michael Heagerty, CCMS

Gantry

John Hedlund Amerihome Mortgage, a Western Alliance Bank Company

Renee Hunter Notarize, Inc.

Jeffrey Hurley CBRE Capital Markets

Steve Jacobson *Fairway Independent Mortgage Corporation*

Mark Jensen SWBC Mortgage

Antoinette Jones
Amerifirst Home Mortgage

Mark A. Jones Amerifirst Home Mortgage

Matt Jones Amerifirst Home Mortgage

MORPAC CONTRIBUTORS

DIAMOND LEVEL CONTRIBUTORS (CONT.)

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Mortgage Bankers Association

Patrick Kinsel

Notarize, Inc.

Kenneth Knudson, CMB, AMP

Primary Residential

Mortgage, Inc.

Michael Kuentz, AMP

Trinity Oaks Mortgage, LLC

Owen V. Lee, Jr.

Success Mortgage Partners, Inc.

Vincent N. Lee

Success Mortgage Partners, Inc.

Rodrigo Lopez, CMB

Capitol Place, LLC

Bill Lowman

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Sharon Lowman

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Phil Brousseau

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Donald M. Burton

Evergreen Home Loans

Maylin Casanueva

Teraverde Financial

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Patrick Minea

Mortgage Corporation

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Teraverde Financial

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Erin Palmer

Merchants Capital Corp.

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CMB, CRI, CCMS
Pacific Southwest Realty Services

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Matthew Tully Sagent

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