

TOP AGENT MAGAZINE



DAVID HOSTERMAN

In a fast-paced real estate market like Colorado, quick turnaround times on loans gives homebuyers and REALTORS® a true competitive edge. David Hosterman (NLMS #220562), Branch Manager and Loan Originator at Castle & Cooke Mortgage, says his company's focus on exceptional customer service, fast turnaround times, and a deep understanding of home loan product offerings and industry trends provides consumers with a competitive edge. "Most experts agree that Colorado is one of the hottest markets in the nation. It's very difficult to get properties under contract," says David.

A national top producer with the company, David closed 152 loans last year with a total of \$35 million. As of July 2015, he's closed 128 loans totaling \$33 million with office statistics forecasted at 320 home loans and a value of over \$81 million for the year. From a customer service standpoint, David is among the highest ranked loan originators in the state of Colorado, with 99 Five-Star Zillow reviews.

David attributes the fast turnaround times at Castle & Cooke Mortgage in part to the company's dedicated in-house underwriting team. The company's mortgage processors are extremely knowledgeable about guidelines and the industry. Submitting clean files to underwriting eliminates unnecessary conditions, enabling a loan to be closed and funded extremely quickly, often within 24 hours after final submission of conditions. The company also works expeditiously to get clients pre-qualified so they are prepared to work with REALTORS® to find a home they can afford – all in the same weekend.

In an ever-changing market with constantly changing rules and regulations, product knowledge is essential. "I continually focus on furthering my education on home loan programs, products, and guidelines," shares David. "Our secondary department at the corporate level provides us with timely updates on changes in both the market and guidelines. An open line of communication with the underwriting department is extremely helpful. We share ideas with them to determine which loan is the best option for our clients."

Unique to Castle & Cooke Mortgage is the Underwriter of the Day concept, allowing the loan officers to send in scenarios or questions. "We can pick up the phone or email, which is different from banks or larger mortgage companies which oftentimes lack that open dialogue," says David. "We have a strong relationship with the underwriting team."

David and his team also focus on providing their REALTOR® base with knowledge about the industry from the lending perspective. "We have a strong relationship with agents, holding lunch and learn classes where we discuss optimal solutions to get homes under contract and we keep the agents up to date on the current regulatory and lending environment," he says. Realizing the importance of educating clients about the home loan process, David and his team also offer first-time homebuyer courses.

Communication is an essential component of providing exceptional customer service. David keeps each stakeholder informed at every step in the process, from helping clients get connected with REALTORS® and getting clients pre-qualified to when the loan closes and they receive the keys to their castle.

"Our company's structure allows us to get loans closed quickly, which stems from the support we receive from the executive management all the way down to the loan officer level," shares David. "We have great communication and transparency across the entire company. The President of our company, Adam Thorpe, is committed to exceptional service and putting our clients' interests first to get them into their dream home. "We do all we can to meet the needs of any potential homebuyer." When you close your loan with David at Castle & Cooke Mortgage, he is your committed mortgage consultant for life.



For more information on David Hosterman and Castle & Cooke Mortgage, visit www.dhosterman.castlecookemortgage.com. Contact David Hosterman at dhosterman@castlecookemortgage.com, (303) 501-1401 (Office) or (720) 260-9814 (Cell.)