

TOP AGENT MAGAZINE



JOE MASSEY, NMLS #7538

“We have to be perfect, there are people counting on us to buy a home,” Joe Massey explains, while discussing his work in the mortgage industry. Determined, focused and ambitious, it was clear from the start that Joe would find success in this business. He got

his start after graduating from college with a degree in economics from the Colorado School of Mines. He interned at a few different mortgage companies during the summers, was offered a job in commercial lending at a community bank shortly after graduation. Joe then moved to residential origination in 2004, finding this segment to be the perfect fit for his unique skills and characteristics. Today, he is with Castle & Cooke Mortgage, serving all of Colorado.

What sets Joe apart from his peers is his strong comprehension about how transactions are structured. He has an eye for detail, and enjoys taking clients through the process. “We hear horror stories about people who thought they were going to close on a loan but didn’t. Once I have a customer pre-qualified, I have a 100% pull-through rate, so I have never turned down a single one of those people,” Joe explains. Joe does everything possible to get his clients what they need, and into the house they want. He and his team focus on three goals for each transaction: helping clients purchase their dream home, creating an exceptional experience for real estate agents and ensuring the loan transaction goes smoothly.

It is clear Joe is achieving all of these goals and more. His clients continue to rave about his ability to make the process easy to understand, and they’re amazed at his commitment to completing the transaction earlier than expected. A recent client said, “I have worked with Joe Massey for just over one year now, during which he has helped my wife and I purchase five properties

in the Denver metro area. I’m happy to say that we have not had any problems with the loan process on any of these transactions. I believe this is a credit to Joe’s professionalism, knowledge, and experience. If Joe says the loan will close, the loan will close. Thank you Joe for helping us build our real estate portfolio. We look forward to working with you again soon.”

Another client was blown away by his professionalism and business-savvy, saying, “I’ve completed 3 or 4 mortgages/refinances with Joe, and have experienced nothing but top notch service. I no longer shop around, and call only Joe when I need a mortgage. He is always thinking ahead, presenting options, well-prepared, and in constant communication. I even get responses to email outside of office hours. Underwriting and closings have all been very smooth on his end of things.”

In addition to his work in the mortgage business, Joe is also devoted to the community. He and his wife raise money for a local pet rescue shelter, which takes in cats, dogs, and other animals to rehabilitate them and adopt them out into the community. In Joe’s off-hours, he loves to work out, run, lift weights and stay active.

Continually inspired by this industry, Joe can’t imagine doing anything else. He is inspired by all of the relationships he can build and the people he meets.

“I really just love seeing people at the closing. We’re helping people through one of the largest transactions they’ll ever have; we’re helping them buy a home. That’s a really powerful thing.”

For more information about Joe Massey,
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