

TOP AGENT MAGAZINE

MEREDITH BRUSH



Meredith Brush adheres to the principles of loyalty and work-life balance above all else as a loan originator with Houston Home Loan, Inc. “I graduated college in 2003 with a degree in real estate and obtained my loan officers license. I then joined a mortgage brokerage where I met my current loan processor, Stefanie Outz-Helms. We’ve been an unstoppable

mortgage team for more than 13 years!” Their loyalty speaks to Meredith’s character. “Wherever I go, my team goes,” she says, describing how after earning her Mortgage Broker license in 2007, she ran her own brokerage, Brush Mortgage, until 2009. Ultimately, her entire team joined forces with Houston Home Loan, Inc., in Humble, TX. “This brokerage is the best fit for me. Our Broker/Owner, Gerald Godoy and I share similar business philosophies. Gerald, Stefanie, Alma Lozano and Mike Valdez and the entire staff at Houston Home Loan are my trusted support system in business and key to my success.”

Having spent several years in real estate with a commercial land developer before moving into loan origination in 2003, Meredith has experienced ups and downs on all sides of the business. “I’ve seen it all, from the sub-prime meltdown to the all-new licensing regulations and most recently the complete overhaul of the closing process,” she says. “I don’t make unnecessary changes and my team and I stick together. I also appreciate the stability of Houston Home Loan, where we share decades of experience that allows us all to thrive. We are afforded the freedom to set our own hours and work from our home offices if needed to take care of our families. They have complete confidence in our work, our business practices and our ethics.”

Meredith didn’t expect to love mortgages as much as she did. “My interest in the real estate industry began when I worked for a commercial land developer in the Dallas area before moving back to my home of Southeast Texas and finishing my college degree. I decided that the mortgage business was the best lifestyle fit for

my family. I saw very quickly that I was a natural with numbers and loved the direct personal approach with buyers,” says Meredith. She especially enjoys educating people on every step of the process, from initial application through closing. “I continually educate myself and provide valuable expertise and experience I’ve gained over an 18-year real estate and mortgage lending career,” she says. Meredith also spends significant time consulting clients, their friends and families, and REALTORS® about home loans. They know she’s more than a pro; she’s an expert. “They call me with questions, knowing I will know the best way to consult them on exactly what steps are needed to make the loan work. If I don’t know, I’ll find out right away. We never stop learning or educating ourselves in the real estate and mortgage business.”

Meredith isn’t shy about the fact that she takes “the good, the bad and the ugly” of mortgages seriously. “I tell it like it is!” That openness helps borrowers feel comfortable. “Clients sometimes ask me to not judge them when I review their credit,” she says. “I tell them that it’s only numbers to me; I’ve pretty much seen it all at this point. They know I can review everything and give my honest opinion to help them work through it.” Those satisfied clients, along with Meredith’s REALTOR® referral network and other business partners then provided her a continuous stream of referral business. “How you treat your customers is everything when it comes to success,” she says. “I also don’t seek volume. To me it’s never about the money or being the highest producer. I want to take care of my clients.”

Meredith is also just as dedicated to taking care of herself to be the best she can for clients and family. “I’m at the gym every morning for my main form of stress relief! I do Zumba, yoga, core and power weight lifting classes. On my days off I walk my dogs and spend time with my husband and our children.” She’s also an avid NBA and Dallas Mavericks fan. “And during football season, I’m all about those Dallas Cowboys!”

To learn more about Meredith Brush,
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