

# TOP AGENT MAGAZINE

## DAVE GARDNER



One would be hard pressed to find a better Loan Consultant than Dave Gardner of New American Funding's Northwest Regional Branch, located in Everett, WA. With a diverse resume in real estate that allows him to coach clients and agents in many ways, he is passionate about what he does and is dedicated to providing five-star service to each and every one of his customers.

Formerly the owner and President of ASPI Land Surveying in Everett for over 22 years, he developed thousands of lots for hundreds of clients, and was also the Project Land Surveyor for CenturyLink Field, home of the Seattle Seahawks and Sounders. Dave sold the company to focus on his passion of being a mortgage banker. "Additionally," says Dave, "my wife and I were flipping houses long before Chip and Jojo made it look easy on HGTV."

Dave got his start in the mortgage industry after being recruited by friends who hired him on as Vice President of Business Development for their mortgage company. After a year of helping manage that company, he realized his true passion was for helping clients navigate the sometimes treacherous waters of the mortgage process. Signing on with New American, Dave is proud of the team with which he works. "My assistant, processor, underwriters and operations team are all outstanding at their roles and are very aware of how important the client's happiness is at the end of the process. Even though we are a national mortgage company, our company owners Rick and Patty Arvielo had the foresight to set up regional operations so that our operations teams are close to us lenders, making it more like a family environment." Dave and his team are very aware of the



importance of moving trucks and pizza, when it comes to their clients.

Boasting an impressive 85% business based on referrals, Dave attributes this to the seriousness with which his team approaches their work. “We pride ourselves on being available and being a student when it comes to industry knowledge. The programs and guidelines are continually changing, and it’s important to maintain that student mentality. The biggest thing I hear from my clients and the realtors is that I answer my phone and take time to explain the answers to their questions.”

Technical knowledge and work ethics aside, what Dave likes most about what he does is the ability to help his client’s improve their lives. “My team and I are passionate about home ownership and the impact it can have on people’s lives. I have been boring people for as long as I can remember on why they should be owners and not renters, long before I became a lender. I am a firm believer that there is no better way to build long-term wealth than through real estate.”

Dave also enjoys giving back to his community, and is a staunch supporter of the local non-profit Housing Hope. “It’s truly a hand-up program: from housing, to child care, to job training to a team-homebuilding program.” He has also challenged his lending peers to donate to the organization on a per-transaction basis, and is proud that his branch alone raised almost \$10,000 towards helping local families in need.

As for the future, Dave plans to continue growing as a trusted mortgage banker, and to continue helping others achieve their dreams through real estate. “This industry has been great to me and I am passionate about passing on the lessons I have learned – good, and bad – to help others.”



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