

TOP AGENT MAGAZINE

ERIC ROSEMARY

With a passion for helping people and an interest in real estate, it was only natural for Eric Rosemary to enter the mortgage industry 18 years ago. "When I was younger (13-18) I worked in construction with homes, so it intrigued me," he says. "Once I learned about mortgages it was definitely something I was looking to do." Today he's a loan officer and branch manager for two CrossCountry Mortgage offices. Based out of Boca Raton, Florida, he is licensed in Florida, Alabama, California, Connecticut, Georgia, Kentucky, New Jersey, New York, Ohio, South Carolina, Tennessee and Virginia. He is able to offer a wide variety of loans, from conventional to niche products, and has built his business entirely off of repeat clients and referrals.



"I think what sets me apart is that my clients and agents deal directly with me," Eric explains. Although he has a sizable team, he remains very hands-on from the initial pre-approval stage to the closing of the loan. "I utilize my team but I'm well-involved in every aspect. I try to focus on growing my relationships." For Eric, clients are like family, and he treats them as he would a brother or sister. "If they're not ready to buy something right now, I'll put them on a path to where they may be able to buy in 3-4 months, or 3-4 years." By guiding them throughout the transaction and making sure all questions are answered, he establishes lasting trust, ensuring his buyers will come to him when they are ready. Even after closing a loan, he remains in touch, reaching out to past clients regularly by email or phone. "I always let them know I'm still thinking about them, even if we haven't seen each other in awhile."

Clients love to spread the word about his work. One recently said, "This is the second home I bought and Eric was quick to make things happen: loan application, paperwork processing, and closing. He even made a very difficult deadline to close a week early. Eric was very knowledgeable, personable, and responsive to all my questions and worked to provide me the best rate

and loan. I would certainly work with him again and recommend him to anyone looking for a lender."

When Eric isn't working, he's staying involved in the community. After suffering from a spinal cord injury that paralyzed him years ago, Eric joined groups to meet others who have similar situations. He's also regularly involved with clinical trials, one of which allowed him and his wife to recently have a child. During any free time, he enjoys hanging out with his

family and cooking.

Looking ahead, Eric is eager to continue growing. "I just signed up for a program that will allow me to streamline my business and organize it further." And no matter where this path leads, he will no doubt enjoy every minute of it.

"I just love the satisfaction of helping others obtain the dream of homeownership."



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