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[Aug. 24: Retail & wholesale jobs; TRID buyback risk webinar; student debt figures; Richard Cordray on MSAs](#)

“In the physical sciences, knowledge is cumulative. In the financial markets, it is cyclical.” I was reminded of this by Brent Nyitray, CFA and a director of capital markets – especially relevant to remember whenever the government continues to try to push lenders and the Agencies to extend credit to “underserved” groups. To be blunt, ask any industry vet and they’ll tell you that from a credit perspective not everyone deserves to be able to borrow money to buy a home.

CrossCountry Mortgage is looking for highly motivated, licensed, and experience mortgage loan originators to join its team, “and be a part of one of the fastest growing companies in the nation. You will be joining a direct lending team that is positioned for growth. Our stability and professionalism nationally will allow you to create and maintain solid relationships with real estate agents and other third party referral sources by providing industry leading service to borrowers through our MSA platform. We work with several investors as well as sell directly to the agencies and have our own servicing portfolio. Opportunities are available in AZ, CA, TX, IL, MI, CO, VA, FL, and OH. CrossCountry Mortgage is non-depository mortgage lender headquartered in Brecksville, OH. If you are interested in joining one of the fastest growing lenders in America, contact [Carmen Scalise](#) (440.262.3290), Director of Talent Acquisition. All inquiries are confidential.

In other company news, wholesale & correspondent clients should know that “**[Parkside Lending](#) has continued to enhance its Expanded Jumbo offering!** Go to 95% LTV/CLTV on loan amounts up to \$1,000,000 without Mortgage Insurance on a 1 unit, O/O Purchase or R&T Refi. NOOs up to 65%LTV/CLTV, 1 – 4 units, with no price hit for occupancy up to 60% LTV. For additional information on programs or becoming approved please send an email to info@ParksideLending.com. And Parkside has expanded its footprint and welcomes the following new members to its Sales Team: Dan Mahoney (MA), Dana Shawgo (KS), Dee Albanese (Tampa, FL), Jerry Sanchez (Miami, FL), Joan Knisely (Virginia/DC), and Kendra Cutuli (Los Angeles, CA). **Parkside Lending still has open positions for Senior Account Executives.** Are you interested in working for a company that cares about you, allows you to cover all channels that are offered, is known for helping their clients close more loans with our

sensible approach to underwriting, has an innovative suite of mortgage products, and proprietary technology? Furthermore, because Parkside doesn't have a retail channel its clients can be confident that Parkside will not compete for their customers. Come experience the power of Caring with Parkside Lending." Interested parties should contact [Rick Nelson](#) or apply at [Parkside Lending](#).

As reported in this commentary Saturday **Stearns Holdings, LLC** (parent company of Stearns Lending, LLC) saw [a majority stake in the company being purchased](#) by a private equity group of **Blackstone** (with over \$300 billion in assets under management). It is important to note that Stearns will not fall under the "Finance of America Holdings LLC, a Blackstone portfolio company" umbrella (which includes PMAC, Gateway, and Pinnacle) but instead is part of a Blackstone fund that provides financial services. In fact per senior management this is the private equity fund's only investment in mortgage banking. Capital is king...

Upcoming events?

Tomorrow, on August 25, **ATS Secured** is hosting a webinar, "**TRID Buyback Risk: Involve Investors Early**," presented by the man who led the final TRID rule, Richard Horn. The webinar will be offered at no charge to those who sign up for a free ATS Secured account. To learn about ATS Secured and register for the platform, [click here](#). (Non-users can [sign-up for \\$49](#).)

Arch MI is offering up some September complimentary webinars, audio streams through your device, no telephone connection required. "Learn at Your Convenience in these 1-Hour webinars." Conquer the Components *Understanding the Aspects of a Loan File* [Wednesday, September 9th – 10am Pacific](#). Master the Mystery, *Navigating and Evaluating Personal Tax Returns*, [Thursday, September 10th – 12pm Pacific](#). Analyzing Appraisals for Single-Family Residences, [Friday, September 11th, – 10am Pacific](#). Loan Processing Using the 1003 as a Roadmap, [Tuesday, September 15th, – 10am Pacific](#). Seizing Market Share in a Purchase Market, *Creating Separation Between You and Your Competitors*, [Wednesday, September 16th, – 10am Pacific](#). Negotiate the Numbers, *Understanding Self-Employed Borrowers and Business Tax Returns*, [Wednesday, September 16th, – 12pm Pacific](#). Mortgage Fraud, *Everything Old is New Again*, [Thursday, September 17th, – 12pm Pacific](#).

[It's time for the MMBA crab-feast social again](#). Register now for this September 24th event.

The preliminary program for **Northeast Conference of Mortgage Brokers and Professionals** is now available. On September 28 – October 1 in Atlantic City, the theme of the Conference focuses this year's program on how attendees can grow their companies and prosper given the current economic conditions and regulatory environment. [Click the link for more information and registration details](#).