



Mortgage Brokers – Helping Keep our Economy Strong

Who we are:

A mortgage broker is an independent real estate financing professional who specializes in the origination of residential and/or commercial mortgages. A mortgage broker is also an independent contractor who markets and originates loans offered by one or more banks, other lenders, and investors that permit the broker to provide consumers with access to multiple options for financing a home.

- We are typically independent small business men and women;
- Who own and operate small companies, usually employing fewer than 10 full-time staff members; and
- We are independent contractors serving as liaisons between borrowers and lenders.

What we do:

- We provide a critical link between consumers and the credit markets;
- We bring much-needed capacity and competition to the mortgage market by offering a broad range of products to consumers;
 - The typical mortgage broker offers hundreds of mortgage products
 - The consumer benefits from the expertise of a knowledgeable professional throughout the complex mortgage lending process, learning about the most efficient and cost-effective mortgage options to meet their financial goals and circumstances; and
- We reach an unparalleled number of borrowers by operating in big cities and small towns, in urban centers and sprawling suburbs, and in rural farming areas.

How we do it:

- Unlike bankers, who typically sell only their own mortgage products, a mortgage broker maintains relationships with numerous lenders, allowing the broker to offer borrowers literally hundreds of product options to choose from;
- The depth and breadth of products that brokers offer puts downward pressure on mortgage prices throughout the market, to the benefit all consumers; and
- As independent, small business owners who rely heavily on repeat and referral customers, mortgage brokers work hard to ensure borrower satisfaction and provide a high level of personalized service to their customers.

How we are compensated:

- Mortgage brokers are typically compensated by the consumer through the payment of points or fees, or by the lender in the form of a yield spread premium, or through some combination of the two. We disclose all of our fees to the borrower, as required by existing federal law, and we are only paid on the loans we close, so we go the extra mile to make sure every customer is satisfied.

How we are regulated:

- Mortgage brokers must comply with all applicable federal laws, including the Real Estate Settlement Procedures Act (“RESPA”), the Truth In Lending Act (“TILA”), the Fair Credit Reporting Act (“FCRA”), and the Equal Credit Opportunity Act (“ECOA”);
- Mortgage brokers are also regulated directly by state lending laws; and
- Mortgage brokers must be licensed or registered, comply with mandatory education requirements, and submit to criminal background checks according to state and federal laws.

Who are NAMB Mortgage Brokers?

Established in 1973 and headquartered in McLean, Virginia, NAMB is the largest national trade association representing the mortgage brokerage industry. With members in all 50 states and the District of Columbia, NAMB represents the industry through programs and services such as education, certification and government affairs representation. NAMB members work with consumers, lenders, and other settlement service providers participating in the loan origination process during the purchase or refinancing of a piece of real estate. NAMB members subscribe to a code of ethics that fosters integrity, professionalism and confidentiality.

Lending Integrity Seal of Approval:

The NAMB Lending Integrity Seal of Approval is the mark of a hardworking, ethical mortgage professional. To earn the Lending Integrity Seal of Approval, professionals must undergo a rigorous process—complete continuing education, pass a criminal background check, and pledge to adhere to a strict code of ethics, best business practices and an ethics grievance review process.