

## sponsor spotlight

# Pinnacle MORTGAGE

By Resident: Kurt Strandson

### Where did you grow up? How long have you lived in the area? Tell us about your family.

I grew up in Danielson, CT, which is in the Northeast corner of the state in a large family with three sisters and a brother. I moved to Manchester, New Hampshire in 2001 and am the proud father of six children; Isabelle (18), Owen (16), Chelsey (12), Madelyn (11), Emily (2) and James (1). I have been attending and a member of Brookside Congregational Church since 2003 and am blessed to have such a supportive and caring church community where I currently serve as Treasurer. Our family enjoys being active in our community with three seasons of school and rec sports, or at other community activities including the Palace Theatre where our daughters love to perform. Our family enjoys skiing in the winters and spending time with our family and friends at Alexander's Lake in the summer.

### Tell us about the events that led up to where you are now (i.e. education, career path).

I attended Wesleyan University for a year before transferring and graduating with a Bachelor of Science in Economics-Finance from Bentley University (2000). I started a career in the mortgage industry in 2003 and currently am the owner and President of Pinnacle Mortgage Corporation with offices in Manchester, Nashua, Hampton & North Andover, Massachusetts. I have been very active in our industry having served as a Past President of the Mortgage Bankers & Brokers Association and Legislative Chairman for the past 12 years. I also serve on the Board of Directors of the Mary & John Elliot Charitable Foundation and am a long-time supporter of Kristen's Gift and CHaD. I earned my Masters of Business Administration from the University of New Hampshire in 2012 and graduated from Leadership Greater Manchester in 2013.

### What is your business and how/why did you start your business?

I founded Pinnacle Mortgage Corporation in 2015. At this time many of the local mid-sized lenders were growing into a more corporate model like



Over the last 14 years, Pinnacle Mortgage Corp. has hosted a Charity Benefit for CHaD collecting Christmas gifts for those in need.

the Quicken and Wells Fargos of the world. I recognized an opportunity to grow a company that is engrained in supporting our local community offering some lower cost, more flexible mortgage products than the larger national lenders in a more relational manner. Buying or refinancing a home can be overwhelming. I feel that taking the time to meet clients and earning their trust through forming genuine relationships is important. I also feel educating borrowers on the mortgage process and all of the available options helps make what should be an exciting and happy event less stressful.

### What is unique about your business (what sets you apart from the rest)?

Pinnacle Mortgage Corporation is a local mortgage broker working with almost 30 different lenders. We offer some unique products such as our FHA/VA and Conventional One-Time Close Construction loans, our Pseudo-Bridge Program; and we are Broker Direct with New Hampshire Housing Finance Authority which provides and specializes in programs for first-time home buyers. We also offer the ability to close loans extremely fast which allows our borrowers an advantage when they are competing in the current sellers' market for a new home. We have products available for more challenging credit and also offer mixed-use and commercial mortgage products. It is very easy to complete an application on our website [www.pinnaclemtgcorp.com](http://www.pinnaclemtgcorp.com) within a few minutes, seven days a week. At Pinnacle Mortgage, we feel if our borrowers



The Strandson Kids

don't feel compelled to refer us to their family, friends and coworkers by the time we reach the closing table, we didn't do our job.

### Given your business expertise and the nature of what you do, what advice (whether general or specific) can you offer to the residents?

My advice to local residents who are looking for mortgage assistance is to shop around and get a few estimates as rates, fees and programs can vary greatly among lenders, banks, credit unions and mortgage companies. Take the time to educate yourself on what you are signing and ask questions if you don't understand terms and documents. It is also recommended to look for a Loan Officer with the Certified Mortgage Professional (CMP) designation. This means the Loan Officer has taken the time to earn a designation within their industry which requires experience in the industry, education, ongoing industry participation with the NH Mortgage Bankers & Brokers Association and holds them to a higher ethical standard.



Kurt Strandson with his beautiful wife, Hollie.

### What else should we know about you, your family, or your business?

My family and I enjoy being actively involved in our community and love living in Manchester's North End. In addition, at Pinnacle Mortgage we strongly believe in the importance of supporting our local community, youth athletics, and non-profits. If you ever have a question or need assistance with a mortgage, I am always happy to help and guide you in the right direction.

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