

TONY DURAN



According to Tony Duran, loan consultant at loanDepot in Ontario, his longtime career in mortgage lending is inspired by much more than simply helping people secure home loans. It is about helping them acquire the pure joy that comes

from having a place of their own to call home, a place to build the memories they will treasure for a lifetime. "I like being part of the whole process, because for most people, the end result is such a happy one," he says.



During his first career installing computer hardware and software systems for the aerospace industry, Tony attended a Dale Carnegie training seminar, where he was coached by a gentleman who was a mortgage industry professional. Impressed by Tony's leadership and people skills, he told Tony that if he was ever interested in a mortgage career, he would help him find a position. When the aerospace industry took a downturn a short time later, Tony gave him a call, and true to his word, he opened the doors that led to Tony's first job as a loan officer.

Over the years, Tony has earned his reputation as a competent and conscientious lending professional in his dealings with clients and colleagues alike. He developed a niche serving home builders and their clients, and he eventually became a branch manager in the builder sector.

Now at loanDepot, Tony is enthusiastic about working in partnership with a company whose mission is to be the lender of choice among home buyers and industry professionals across the nation by providing exceptional value, ethics and transparency in all aspects of the lending experience. Technology is essential to fulfilling on that mission and meeting rising consumer expectations. Tony explains, "loanDepot is at the forefront of putting together digital resources in marketing, taking a loan application, and throughout the loan process. The level of technology we use is ahead of so many mortgage companies. As the market is moving faster and faster, everyone is looking for ways to make the process easier and reduce mortgage time. We can get a loan closed in as few as 10 to 15 days, consistently."

Tony particularly enjoys working with first-time buyers and first responders, many of whom are VA buyers. "I've always had a heart for first responders. My brother-in-law is a retired CHP officer, and there were many times when he'd bring his co-workers over to my house to do a loan application on their lunch hour in the middle of the night. I've always had a willingness to help them and work around their schedules. I like giving them service and helping them get into a home. It's a way of saying thank you for their sacrifice."

With his breadth of industry experience, Tony is a reliable problem solver who is adept at assessing his clients' options and giving them clear advice about their best lending choices. If a client is not ready to purchase today, he is patient and willing to guide them through the steps that will lead to successful home ownership. He is an excellent communicator who keeps all parties up-to-date at each stage of a transaction, and he is responsive when his clients have questions or concerns. "I believe in giving people the real answer that is something they can take to the bank, rather than finding out later you can't do what you said you'd do. And I do my best to make sure my clients are prepared to close when they're supposed to. I don't want my clients or their Realtors® to worry about anything on the loan side. That's my job."

Tony is a longtime resident of the Riverside community who enjoys deep connections with his neighbors. Although he recently lost his high school sweetheart and beloved wife of 36 years, Cindi Duran, Tony is blessed to have his four children and seven grandchildren nearby.

For Tony, guiding families on their journey to the American Dream is a career that brings great rewards. "More than anything, I want people to enjoy the experience of buying a home. It can be a difficult process, and I don't want my clients to feel overwhelmed or like they're going through it by themselves. I want them to feel they have someone with them at every step of the way, so the end result is joy."

Tony Duran
NMLS ID 261171
loanDepot®
3281 E. Guasti Rd. Ste. 550
Ontario, CA 91761
Tel: 951.547.1982
Email: tduran@loandepot.com
Web: www.loandepot.com/loan-officers/tduran



Rates, terms, and availability of programs are subject to change without notice. loanDepot.com, LLC NMLS ID 174457. Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act CRMLA 4131040.