

## MELODY GOMEZ

Sales Manager / Mortgage Advisor

Written by H. K. Wilson

**M**elody Gomez has devoted more than 17 years to perfecting her understanding of the mortgage loan process. Her clients and real estate partners have long relied upon her expertise in interpreting the latest market trends and innovations in lending programs. She has successfully guided more than 2,000 families to home ownership over the course of her career, and she looks forward to helping many more achieve the American Dream.

Melody grew up in the Boyle Heights neighborhood of Los Angeles and earned her degree in English from UCLA with a dream of attending law school. As a student, she worked part time as an assistant to a real estate agent, and upon graduation, she decided to remain in the industry as a loan officer.

Through her tenacity and outstanding work ethic, Melody has maintained high sales production and attained management status within several organizations. After eight years as a branch manager at a mortgage company in Whittier, Melody reunited with longtime colleague Gabriel Garza at Finance of America Mortgage in the City of Industry. As sales manager, Melody assists with recruiting and training loan officers while continuing to originate loans. "I've known Gabriel since the beginning of my career," Melody says. "I trust him and know him as a good manager. He is very knowledgeable about loan programs and always there to help."

With so many years of experience and leadership to her credit, Melody says she enjoys motivating others to reach their highest potential. As she helps to expand the team at the branch level, she is focused



on helping other loan officers refine their abilities as salespeople. "I'm always looking for someone who knows how to do loans but needs to work on the sales side. When you find that diamond in the rough, it's inspiring to be able to help somebody. Sometimes, they know how to structure a loan, but they lack the ability to socialize and build relationships. A lot of times that part is hard for loan officers to do, but to be successful, you have to have a little bit of both."



## FINANCE of AMERICA — MORTGAGE —

### DELIVERING A SEAMLESS HOME BUYING EXPERIENCE

Melody brought her personal production team along with her to Finance of America Mortgage, Diane Avina and Victoria Rojas. "Diane started as my assistant more than 15 years ago then obtained her MLO license, she also has a background as a Branch Operation Manager/processing, with all the knowledge under her belt she was promoted to my partner. Together we are able to accommodate more buyers & help them achieve the American Dream of Home Ownership. My wonderful assistant Victoria works hand & hand with the clients & provides the best customer service. Vickie is at the office every day, so Diane and I can be out of the office with clients. Someone on our team is always available to help 24 hours a day, whatever our clients need. A lot of my success is because those girls are 100 percent reliable. I think any person working in the real estate industry needs to have a good team."



Melody says that one of her most important objectives with clients is developing trust. She enjoys a challenging transaction, and she strives to always deliver on what she promises.

"A lot of my past clients call back because they say they remember that when they closed their deal before, whatever I told them is what happened. When I give an estimate, I try to set realistic expectations and then do better than what I originally promised. I just had a client who closed with a down payment assistance program. I told her she'd have to come in with \$2,300, but in the end, she got her deposit and appraisal back and came in with zero. She was super happy, and so was her agent."

Outside of the office, Melody is a busy wife and mother of five children, including twin baby daughters. She proves that it is possible to have it all — with hard work and careful planning.

"It's important to be very organized with my time and productive when I'm at work. I want to let other women in our industry know that it is possible to have both. It's about working smarter not harder. When I'm at work, I focus on work, and I return calls and emails promptly. My team is available when I'm with my kids. I take time with my kids to volunteer at the mission in L.A. to help those who are not as fortunate, and I go to all of my sons' basketball games. Time is important to building humans. I tell them I can have all the degrees and awards, but at the end of the day, if my kids don't succeed, neither do I. I'm proud that I've been able to balance it all."

According to Melody, maintaining balance also means knowing when to give herself permission for self care without feeling guilty. "It's important to recognize that you're a person. My kids are just as important as hitting my numbers, and so am I."

With the diverse products, efficient systems and reliable team at Finance of America Mortgage, Melody is able to give her clients the best service the industry can offer. She says, "We work together to make the process as seamless as possible when buying a home."

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