

About Ken Watson

With over 14 years of advising and assisting clients create wealth, as well as increase household cash flow, Ken is considered an expert on all aspects of residential mortgage lending.

Through the use of mortgage planning and equity management tools, Ken has closed over \$385 million dollars in residential mortgages during his career. This has given him the valuable experience needed to draw upon when properly advising his clients. He is fully experienced with purchase loans, first mortgage refinances, construction and rehabilitation loans and second trust deeds. Ken is also well versed in all aspects of consumer credit and can consult any client who may be facing credit challenges.

His intimate knowledge of the financial markets, and how they affect the mortgage rates, allows him to forecast rates on a short term-basis, as well as recognize long-term trends. With this ability, it allows him to take advantage of the markets when the rates are their lowest points and ensures his clients the best rates possible.

Just as important as his financial knowledge is Ken's customer service background. His service is second to none, as he feels the open lines of communication between himself and his clients are the essential key to a smooth loan process. Known for his honesty and integrity is why his clients trust him. In fact, not only has Ken never had a client leave, he often gets people referred to him by his clients.

Currently, Ken manages a staff of five Mortgage Bankers, as well as handling a large clientele base of repeat and referral clients. He also works with Attorneys, Accountants, Financial Planners, Tax Planners, Realtors and all their clientele advising them on their mortgage needs. Ken is well versed in conventional, FHA, VA and reverse mortgage lending products and is available to help on any mortgage needs you may have.

With his blend of knowledge and experience in the mortgage industry, Ken can help you or your clients plan their mortgage needs now and for years to come.

*****Ken Watson holds the designation of Certified Mortgage Planning Specialist® (CMPS) from the CMPS Institute. Ken is a graduate from National University in 1988 with a BBA in business, with an emphasis in marketing***