

GUILD Website Copy – FINAL

A Brief History of Guild Mortgage Company

Guild Mortgage continues to be one of the nation's fastest growing independent mortgage lenders, serving customers from its base in California, from Hawaii and Alaska in the West to the booming Southwest and Southeast. The company now has more than 250 branch and satellite offices in 25 states. We are new to some markets and many customers have asked about our history and what makes Guild different.

Since its founding in 1960, Guild has excelled at helping first-time homebuyers and providing unmatched levels of customer service. Here is a quick history as we grew from a single office in San Diego to become one of the top independent mortgage lending companies in the United States in both size and quality.

- Guild Mortgage was founded by Martin Gleich, a San Diego homebuilder, who wanted a new and more efficient way of providing financing to buyers of his company's new homes, mostly first-time homebuyers.
- At first, Guild only provided home loans to customers of his company. Later, Guild expanded to serve resale homebuyers and customers of other homebuilders.
- Guild was a pioneer in offering Federal Housing Administration (FHA) loans, which were backed by the government to help moderate-to low-income homebuyers purchase their first homes. Its growing expertise in VA and FHA lending sparked new growth.
- In the 1970s, Guild began setting up branch offices outside of California. As the business expanded, technology played an increasingly important role. Guild was one of the first companies in the mortgage industry to use advanced computing power to manage its business and better serve its customers.
- In the 1980s, Guild installed computers in its branch offices for the first time. The company distinguished itself in the mortgage industry by designing and operating its information technology systems in-house to maintain its customer service culture as it grew from the West to other markets.
- With the rise of the Internet in the 1990s, Guild established automated underwriting and provided laptop computers, customized programs and other tools for its loan officers and staff to speed the mortgage application and lending processes.

- The decade of the 2000s was a time of major change for Guild Mortgage. Senior management partnered with outside investors to purchase the business.
- Mary Ann McGarry, a member of the board since 1988, was named president in 2005 and CEO in 2007. Management established a long-term strategy of controlled growth in loan origination and servicing.
- Guild expanded into the Northwest in 2008 and 2009 and, over the next three years, launched a major expansion into new markets in the Southwest and Southeast.
- In 2014, Guild made two important acquisitions as part of its long-range plan for controlled growth. In September, Guild acquired Comstock Mortgage, a Sacramento-based independent mortgage banking company with 15 offices, more than 180 loan officers and support staff and \$600 million in loan originations in 2013. In October, the company acquired Portland-based Northwest Mortgage Group, with eight branches in Oregon and \$842 million in loan volume in 2013.
- In October 2014, Guild also announced an expanded correspondent lending division, where Guild would offer its complete line of products to more banks and credit unions throughout the country, giving them a new and reliable mortgage origination channel to better serve their customers.
- Guild became one of the largest independent mortgage lenders in Texas in 2016 when it acquired AmeriPro Home Loans based in Austin, with 29 branches and \$750 million in loan volume in 2015. The acquisition was part of Guild's long range plan to grow through acquisition, adding branches in new and existing markets, and preserving its customer service culture with experienced, talented loan officers with established relationships.
- In 2016, for the fourth straight year, the company was recognized as one of San Diego's 'Top Places to Work' by the annual survey conducted by The San Diego Union-Tribune, the region's largest daily newspaper.
- Its other recent honors include: San Diego Business Journal, Largest Private Companies; Mortgage Executive Magazine, Top 100 Mortgage Companies in the U.S.; and San Diego Metropolitan, Most Admired Companies in San Diego.
- In 2016, Guild reported record loan volume of \$15.9 billion in 2016, up 16-fold since 2007.
- Servicing volume also showed fast growth, reaching \$29.9 billion in 2016, up 34.1 percent from \$22.3 billion in 2015, an almost five-fold gain from \$6.4 billion in 2010.
- Guild has benefited from being an independent mortgage lender and offering homebuyers an exceptional array of loan options.
- Guild continues to be a technology innovator, offering many new web-based services and designing custom platforms to serve its customers through their mobile devices.
- In April 2017, Guild introduced MyMortgage, a digital mortgage option that married the best of technology with the Guild commitment to ensuring homebuyers are

given the best loan options to suit their individual needs, as well as the best customer experience through its loan experts.

- Thanks to the quality of its employees, entrepreneurial culture and commitment to customer service, the future looks bright.

If you have more questions, please contact your Guild Mortgage loan professional or see our [website](#).