

Southwest Region Retail Loan Advisor

Laura serves clients in Arizona and specializes in FHA, VA, USDA & Manufactured Lending.

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Laura Hartnell

■ Background

Laura started working in the Title Dept. of First American Title in 1983, and worked there for eight years. She left the Industry for a period of time, and started originating loans in the Payson area in 2000. She became a Branch Manager for Pacific Coast Mortgage in 2004, and has remained in the same office location since that time. She works with a great amount of first-time homebuyers.

■ On Her Priorities

"My highest priority is to do my best to communicate in a timely and frequent manner, and to keep everyone updated on the loan process. I realize that borrowers and agents may have questions after hours, and I do my best to respond as quickly as possible to their phone and/or email messages."

■ On How She Spends Her Free Time

"I enjoy spending time on the water, whether it's on the lake or at the beach."

■ Capabilities That First Cal Allows Her

"First Cal's resources allow me to provide great service, on-time closings and timely responses to scenario questions."

■ On What She Finds Most Rewarding

"There is nothing more gratifying than helping a young family experience the joy of buying their first home."

■ On What Impressed Her About First Cal

"What impressed me about First Cal was their overall understanding of the Purchase Market, and how critical it is to meet anticipated closing dates."

■ On Helping Customers Be Successful

"I realize every borrower can present unique challenges. I am happy to review their situation and present creative solutions to their financing needs."

Together we prosper.®

