



For more than 15 years, Alex Shekhtman has been helping homeowners and homebuyers to secure the best real estate financing for their needs in Southern California. As the Broker/Owner of Los Angeles based LBC Mortgage, Alex and his team have decades of experience in all types of mortgage lending. From conventional loans, to FHA, and everything in between, LBC Mortgage also has a Hard Money division, which assists buyers who need access to financing immediately.

With experience on both the wholesale, and the direct-to-consumers sides of real estate financing, Alex's key to success lies in following through on his promises. "If we take a loan, it will close. We stand behind our approvals, and we deliver on our word," he explains. "We refuse to over-promise and under-deliver. That's why we've been able to help so many people who have been turned down by others. We have unique options for first-time homebuyers, for those who have a previous foreclosure, those who have bankruptcies, and those who need stated income products."

Because of LBC Mortgage's dedication to being transparent and honest from the very start, clients and REALTORS® alike have come to rely on, trust, and rave about Alex's expertise and customer service, as evidenced by the company's 5-Star Yelp! rating. The testimonials provided by Alex's happy clients extend beyond online reviews, as well. In fact, the word-of-mouth referrals have been so strong, that Alex says he and his team don't have to do a lot of advertising. "A referral is the best compliment we can get," he says. We don't have to do mass mailings, or much advertising because our clients send their friends and family to us."

Clients are willing to sing the praises of LBC Mortgage for good reason. According to Alex, even if he takes a 'hit' on a loan, he does what he says he is going to do.

"Getting loans closed is much more important to us than just one commission," he says. "We know that if we close a loan successfully for someone who has had a hard time with other companies, they are going to refer us to others. We aren't a one-deal type of company. We build lasting relationships with our clients."

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Alex's work remains incredibly rewarding as the result of the relationships he's built, and because he takes great personal satisfaction in helping others. "I help others to solve their problems. They come to us because they need help. Their problem becomes our problem, and we provide the solution," he explains.

The majority of his team's business focuses on traditional lending, but the Hard Money division at LBC Mortgage has been invaluable to investors looking to buy and develop, and need a large down payment in order to do so. "Our Hard Money team is excellent at what they do, and we've been able to help so many people by offering this additional service," says Alex.

With a team of experienced processors, and fellow originators working alongside him, Alex says that LBC Mortgage is made up of truly dedicated professionals who are committed to making the process of real estate financing as stress-free as possible. "We are here to explain the entire process, answer any questions our clients have, and make sure that every borrower understands what is happening with their loan from start to finish."

As for when Alex isn't busy working with buyers, homeowners, or investors, he says there is nothing he'd rather do than enjoy his family. "My life is busy and full. When I'm not solving problems for others, I'm spending my time with my incredible wife and children. I'm very lucky because I love what I do for a living, and I have a terrific, supportive family."

Alex Shekhtman

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