

featuredagent

magazine



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Photo courtesy of American West Homes

David Yurovchak

Before making his debut in the mortgage world, David Yurovchak had earned extensive experience in the sales industry. Originally from Seattle, David was offered an opportunity by Nordstrom to relocate to Nevada in advance of the opening of a new store. Eager for a challenge, David agreed, and continued on earning his degree at UNLV, focusing on Communications, Broadcast Journalism, and Finance. Though he'd enjoyed success in the sales and service industry, he was ready for the chance to serve others on a larger scale. That's when he decided to shift his career focus to the mortgage business.

In 2004, he earned his license and began training as a Junior Loan Officer, learning first-hand the ins and outs of the industry. He'd always understood

the value of hard work and diligence — a trait instilled in him by his parents, who worked two jobs each to support him and his brothers while they were growing up. Using that lifelong inspiration, he set to work with the same vigor, making an instant impression. In the 14 years since, David has carved out a steadfast reputation for integrity, professionalism, and client-first service. He's earned a coveted spot in the top 1% of mortgage originators nationwide, from 2013 to the present, and was named a Mortgage Professional to Watch in 2018 on a 40 Under 40 Most Influential list by National Mortgage Professional. In recognition of his efforts, he's been honored as a 10-year awardee of his company's Chairman's Elite and President's Club awards, designating a top-tier originator by closings. What's

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more, David is counted among the top loan originators in Nevada by closings and volume, year-after-year — an impressive feat.

Serving the state of Nevada, and based in Henderson, David heads a team of four licensed loan officers and two production assistants, all under the banner of loanDepot. Though his loan products run the gamut, David has earned specialized experience working with new construction properties. He also has a knack for creative problem-solving when it comes to pairing clients with loan options that work for them. At the heart of his approach, David cites his commitment to education as a key driver of his success to date. Unique client presentations — one of his trademark value-adds — are customized for each respective client and outline their specific financial picture, possibilities, and goals. “Obtaining a mortgage, filing tax returns, or managing finances in general — unfortunately these aren’t lessons we typically learn well while growing up,” he explains. “That’s why I try to educate and conduct my business face-to-face as much as possible. I go through every step of the process and teach clients, customizing a presentation specifically for each individual so we all understand the objective. My main goal is to teach and keep clients informed from the beginning, so we can set the right expectations, but also so they can use that information and plan for the rest of their lives — no matter what their goals are. We may do a lot of loans on a monthly basis, but we don’t view our clients as just another number.”

This commitment to education extends to David’s real estate agent referral partners, as well. With 80%

of his business generated by referral partners — and the remaining 20% by past clients — David has cultivated a proven track record of success. Communication also plays a big role in his business. He considers his team a well-oiled machine, with each member’s role clearly defined and executed. Likewise, David’s experience allows him to foresee problems before they arise. He goes out of his way to ensure all parties are kept up-to-date amidst the transactional process. “I set clear expectations from the very beginning,” he says. “While I try to treat everyone like I would a family member, I’m also realistic and upfront. It’s my job to tell clients the good, the bad, and the ugly. Our end goal is to help people achieve the American Dream, as they don’t always have the knowledge of how to get there. No one wins unless my clients close and are happy. That’s why knowledge is power, the backbone of what I do.” The sincerity with which David approaches his business is clear as he reflects upon his favorite part of his work. “There is pure joy when a closing goes through and my clients have earned the gratification of homeownership, especially for those who don’t think they could ever accomplish it,” he says. “But when you set out a roadmap and clients follow it, it all comes to fruition. They’ve earned their new home and there’s pride in that. It’s so rewarding to be part of that process.”

To give back to his community far and wide, David is active in a variety of causes including the Make-A-Wish Foundation, St. Baldrick’s, KLUC 98.5’s holiday toy drive, and organizations supporting the Las Vegas area’s first responders. In his free hours, David enjoys staying active with his wife and two



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children, heading to the park, going to the movies, and playing sports.

Looking ahead, David has plans to continue growing his business under the visionary direction of loanDepot, a savvy enterprise led by Chairman/CEO Anthony Hsieh. “This is a technology-based company but with loan originators on the ground level too,” David explains. “We’re not just relying on technology to originate and process loans, but

mello is the technology behind the scenes that’s changing the way we do business.” Backed by loanDepot’s forward-thinking platform, David plans to continue taking an organic, hands-on approach to growing his talented roster of professionals, while staying connected to originating — his original passion. Now, with 14 years of incisive experience behind him and a grounded perspective on the road ahead, the future is sure to be filled with promise for David Yurovchak and his team.

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