

featuredagent

magazine

Zach
Gemmill





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Zach Gemmill's foray into the mortgage industry began with a leap of faith. After working in a variety of sales roles in his hometown of San Diego, he was primed for his next professional challenge. He'd already launched a successful local apparel company, and when a friend suggested he put his entrepreneurial skills to the test as a loan consultant, Zach rose to the challenge. After cutting his teeth with a mortgage company in San Diego, he relocated to Las Vegas to work in their corporate office. Six years after the start of his career, Zach has maintained a steady upward trajectory and has earned a reputation for responsiveness, inventive problem-solving, and a genuine dedication to his clients' goals.

Today, Zach primarily serves the southern region

of Nevada. At Guild Mortgage, he has access to a variety of loan products and programs to facilitate the transactional process on behalf of his clients. From down payment assistance programs and options that cater to the self-employed, to trusted experience working with VA products — Zach and his team are well-versed in fitting clients with the most sensible product for their goals and financial health.

Zach cites accessibility, straightforward communication, and customized care as the primary forces behind his success to date. "I'm extremely hard-working and in this business, I've learned and believe that you have to make yourself available," he explains. "I go above and beyond for my clients because I understand that every scenario and client is unique. I also like to do things the old-fashioned way and try



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to meet face-to-face. That said, I always communicate in the style my clients prefer and try to accommodate their schedules the best that I can.”

Beyond his commitment to responsiveness, Zach also believes in taking a forthright approach to advising his clientele. With the vast majority of his business built by repeat and referral work, Zach’s staying power as a loan consultant is well-proven. “I especially want to acknowledge David Yurovchak who

has been a great mentor and inspiration to me. With the benefit of David’s guidance and leadership I have gained the knowledge and tools to be successful in the mortgage lending industry.”

Likewise, he takes his role as a financial steward seriously, and does his best to educate his clients on the financial implications of their home purchase, set realistic expectations, and provide tailored service from start to finish. “We’re problem-solvers,” Zach



says. “I give my clients the level of service they deserve and set the right expectations from the beginning — from closing costs to down payments. I don’t sugar coat things. I want clients to be happy, but they need to know up front what to expect, that way they’re prepared and understand every step of the process.”

Another value-add that Zach offers his clients is a mortgage breakdown, which outlines in detail the range of costs that go into purchasing a property. As a result, clients have a personalized guidebook to their financial position as they embark upon Las Vegas’ competitive market. “I try to fully explain the differences in the programs we offer and outline which best fit their life and goals, and why,” Zach says. “It’s important to be 100% transparent from the very beginning.”

To give back to the Las Vegas community, Zach does his best to support the efforts of his real estate

referral partners. Recently, he helped celebrate the top regional producers as recognized by the Women’s Council of REALTORS®. In his remaining free hours, Zach most enjoys hiking and enjoying Nevada’s rugged outdoors. He also loves spending time with his dog and taking his Harley Davidson out for a ride.

Looking ahead, Zach has plans to continue growing his business, with hopes to develop a team of like-minded professionals in due time. For now, Zach is happy with the opportunities his chosen field has afforded him and relishes the chance to build his community one homeowner at a time. “I love the feeling I get when I go to a signing appointment and I try to go to every one of those I can,” he reflects. “It’s so satisfying to see my clients sign those final loan documents and see their smiles across the table. There’s nothing better than helping someone attain the American Dream.”

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Guild Mortgage | Henderson, Nevada

702.818.2407 | zgemmill@guildmortgage.net | www.guildmortgage.com

NMLS #1144365 | Company NMLS #3274

