



Alex Shekhtman is nothing short of a veteran in the mortgage industry. He started his career as a mortgage broker nearly twenty years ago, and opened a firm with his two business partners in 2004. With a love of his community in mind, Alex founded LBC Mortgage, his brokerage company.

It began as a small business where Alex and his partners helped friends and family with financing their mortgages and the company grew from there. Alex's passion for his career stems from a dedication to helping others. He strives for his company to help people in the community achieve homeownership, and to make the process of financing loans for new homes as stress-free as possible for his clients. He also hopes to give new buyers confidence, and show them that purchasing a house truly is a viable option.

With roots in Los Angeles, LBC Mortgage is now also serving Washington, Texas, Florida, and North Carolina. They offer all types of loans that are available on the market, and specialize in non-qualified mortgage (non-QM) loans for buyers who have issues with income documentation and are often turned away by conventional lenders. These loans are great for buyers who do not easily qualify for conventional home loans, such as investors and those who are self-employed. Alex prides himself in helping clients with unique circumstances and meeting their specific needs. He says, "My team proudly and expertly handles any situation that comes our way. We work hard to problem solve with each of our clients, and we don't back down in the face of a challenge." With unparalleled service and private financing options available for customers, Alex's team can handle just about anything.

On top of their unique speciality, Alex's team is also

honest and transparent with their customers. He says, "My clients' happiness is much more important to me than my paycheck. I want them to have realistic expectations after meeting with me." When Alex meets with clients, he and his team teach the benefits and drawbacks of not just the 30-year fixed mortgage, but also options like an ARM (adjustable-rate mortgage), FHA, VA and Piggyback loan program that his clients may not be aware of.

With the desire to help others as the foundation of the company, Alex and his team are very active members of their community. Coming from Ukraine themselves, in light of recent events they have set up fundraisers and supply drives for Ukraine war relief charities, and have collected food and medical supplies to donate. He says, "It's important for us to help everyone we can both in our local and our extended communities. The gratification of being kind to others and offering our services is what makes this career so special." On top of working with and helping community members, Alex is also very family-oriented. After work, Alex enjoys spending quality time with his wife, three kids, and their dog.

In the future, Alex intends to continue growing his team. LBC Mortgage is currently thirty people strong, and is only growing larger. They offer services as both a direct lender and a wholesale mortgage broker and plan to expand into more states and open additional branches in the states they are already serving. Alex also wants to help educate about alternative programs that homebuyers with specific needs might not be aware of and let people know that there are options available for everyone.

With diverse experience and a multitude of financing and program options for his clients, Alex and his team at LBC Mortgage can meet any need. If you're looking for someone skillful and accomplished who will meet you where you are, look no further.

Alex Shekhtman

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