

TOP AGENT MAGAZINE

LEXIE RODRIGUEZ

Lexie Rodriguez is an up-and-coming star in the mortgage industry. With one year under her belt, she has already achieved impressive sales. She has also built a loyal client base and a strong network of professional relationships in North Carolina, where she is a loan officer at Cornerstone Home Lending.



Lexie began her professional journey when she and her husband decided to buy a home in North Carolina. "I had always been fascinated by and interested in real estate," Lexie says. "I met with our loan officer to find out more about the industry, and long story short, our loan officer is now my current boss!" Lexie could not be happier with her decision to pursue a career in mortgage financing. With a rapidly growing business and a client-centered focus, Lexie has just hired her first assistant. "I am incredibly busy," Lexie says, "and I wanted to be sure I could continue to provide the same high level of service."

What sets Lexie apart from her peers is her availability. "Realtors can reach me any time," Lexie says. "They know how hard I work for them and for their clients." Additionally, Lexie is able to offer transparent and attentive customer care with clear communication every step of the way. Affordability is another benefit, as Cornerstone completes every part of the mortgage lending process in-house. With a location near Fort Bragg, Lexie specializes in VA loans. Lexie keeps in daily touch with agents, in addition to bi-weekly lunches and coffees that enable her to form long-lasting professional partnerships. Proactive and dedicated, Lexie built a large and sustainable network within a short amount of time. In one month, she closed nearly 3 million dollars worth of sales, a remarkable feat for someone so early in their career.

While the Covid-19 pandemic has prevented Lexie from being as involved in community engagement as she would like, she has plans once things reopen to give back through volunteering and sponsorship of local fundraisers. When she is not busy helping clients, she values

the time she spends with her three daughters and her husband, who retired from the armed forces and is now also a real estate agent.

Lexie values the support she is able to offer people during the mortgage loan process. "I love being able to help clients, some of whom really didn't feel like they had a chance," Lexie says. "I use a credit simulator as a financial tool. If clients aren't approved at first, I help them build their credit. I have clients who weren't approved, and we worked together to build their credit.

That was eight months ago, and now they're moving into a \$300,000 house. That is what I find so rewarding about what I do." For the future, Lexie plans to continue to deliver excellent service, and to grow her business and her brand. She plans to train and mentor her assistant through the process of becoming a loan officer, working towards the goal of establishing Lexie's own branch and team. With Lexie's dedication, work ethic, and personable approach, she is a loan officer to watch!



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