



THE WAKEFIELD COMPANY, LLC

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## **More Agents Looking In-House for Lenders**

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American Banker | January 11, 2008

An Article Written By William Launder

Terry Wakefield, the chief executive of Wakefield Co., a Grafton, Wis., mortgage consulting company, said “Anytime you have the kind of disruption we have experienced, bankers, tending to be conservative by nature, tend to draw their horns in and focus on what they are comfortable with.”

Bankers have “direct control with what goes on in their branch,” whereas a borrower referred by a real estate agent could need a loan the lender is unwilling to underwrite, Mr. Wakefield said.