

Better Mortgage Press Kit



How we started

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The future is here. Seriously, who would have ever thought getting a mortgage would be a wonderful experience?

– **Robbie, Better Borrower in NC**



I started Better to fix the issues I experienced when I lost the apartment I wanted to buy for my family — first to an inefficient mortgage process, and later to an all-cash buyer. My wife and I were qualified buyers getting blocked by branch visits, commissioned loan officers, faxes, upfront fees, and more papers and phone calls than we could count. We discovered firsthand how opaque, messy, and simply unfair the mortgage industry was.

So I started a mortgage company I would actually want to use — one that would make homeownership accessible for more Americans. Three years later, Better Mortgage has helped thousands of people get mortgages — and we're just getting started!

- Vishal Garg, Founder and CEO

Where we're going

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Better Mortgage is fantastic! I would recommend to anyone.... This is how mortgages should be done in the 21st century.

– Kathryn, **Better Borrower in CA**



Launched in 2016, Better is a digital lender determined to transform the mortgage industry into one that's **affordable, transparent, and fair.**

Recently ranked in Forbes Fintech 50 for 2018, Better puts consumers in control of their mortgage with intuitive online tools and step-by-step guidance, not sales. Backed by Kleiner Perkins, Goldman Sachs, and Pinebrook, Better has funded over \$1 Billion in loans, making it one of the fastest growing online mortgage lenders.

Executive team

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Have recommended to everyone within earshot — even if they aren't buying/refinancing. Seriously, the process was so stupid simple.

— **Lauren, Better Borrower in TX**



Vishal Garg

Founder + CEO

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Citibank, Structured Products
MyRichUncle, Engineering



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BCG, Technology
Advantage Practice
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Taylor Salditch

Head, Marketing

Hillary for America,
Lead Digital Strategist
LearnVest, Director of Marketing



Vishal Bhalla

CRO

LearnVest, Head of
Growth + Data Science
Lumosity, General Manager
of User Lifecycle

State licenses

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My monthly payment dropped dramatically. I could not be more satisfied with my experience.

– **Trae, Better Borrower in CA**

Better currently offers mortgages in the following states:

Arizona

Mississippi

California

North Carolina

Colorado

New Jersey

Connecticut

Oregon

District of Columbia

Pennsylvania

Florida

South Dakota

Georgia

Tennessee

Illinois

Texas

Iowa

Washington

Michigan

Better has access to over half of the addressable market, with applications pending in all fifty states.

In the media

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The wife and I are first-time homebuyers and didn't know which way to turn for a mortgage lender. I found Better and was sold.

– Igor, **Better Borrower in FL**



WSJ

**The
Washington
Post**

THE REAL DEAL
NEW YORK REAL ESTATE NEWS

Forbes

“The mortgages will be backed by Fannie Mae, an acknowledgment that Americans today increasingly are earning money through the “gig economy,” such as renting out rooms or ride-sharing.”

“Garg says a big obstacle for buyers is competing with all-cash offers from investors or other buyers. In response, Better Mortgage recently launched local appraisal panels in six housing markets to allow customers to make an offer and waive the financing and appraisal contingencies. Borrowers with a preapproval from Better Mortgage can get a quick appraisal on a property from the local appraisal panel before making an offer.”

“Bank of America, for instance, is allowing buyers to access loans worth up to 80 percent of their home value following their purchase if the deal is done in cash, while Better Mortgage Corp. is testing a new offering to underwrite mortgages in a day to allow traditional buyers to have a fighting chance against a cash offer.”

“This tax plan would turn America from a nation of property owners into a nation of tenants renting from private equity-backed landlords,” argues Vishal Garg, CEO of Better Mortgage, an online mortgage lender focused on Millennials. “Why should corporate landlords get the deduction if your consumer homebuyer can’t?”

Awards

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Better Mortgage has the best-in-class technology and works with speed and efficiency to match!

– **Anna, Better Borrower in WA**

THE FINTECH
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Best Online Mortgage Lender
for Customer Service

Logos

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They closed the loan in record time and the online technology combined with their staff made the experience pleasant and productive.

– Gary, Better Borrower in PA





All media inquiries should be directed to
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