

TOP AGENT MAGAZINE

KURTIS MURCHISON

Kurtis Murchison began his career in the mortgage industry back in 2012, learning the ropes as a junior processor, loan officer assistant, and ultimately rising to the rank of loan officer to head his own team. Along the way, Kurtis has cultivated a reputation for his enthusiasm for the business, track record of results, and personal touch.



Today, Kurtis spearheads his work under the banner of Fidelity Mortgage, a division of Bay Equity Home Loans, serving clients across the State of Colorado from his home base in Grand Junction, where he has lived for more than fifteen years. There, most of his business is driven by repeat and referral clientele who trust Kurtis' astute counsel, versatile experience, and balance of tech-forward approaches with old-fashioned superlative service. Learning from some of the best in the industry has fueled his ascension, and how he operates today. "I started out as a junior processor and then became an officer assistant for many big-time producers, three of whom are in the top 1% in mortgage originations in the nation for 2019. Our office has been the #1 lender in Western Colorado for many years, and I've taken workflow bits and pieces from each of the top producers I've worked with, and made them my own," Kurtis says. "I'm a great bridge between the old school and the new school. I really embrace technology and incorporate as many platforms as possible to make the transaction as seamless as it can be for my clients. At the same time, we are all human, and it's important to keep that personal touch and human element in what we do. I make myself available nights, weekends, whenever people need me."

Because relationships with both agents and borrowers are central to his work, Kurtis forms connections that last long after the closing table. "It's about creating a genuine relationship," he says. "It's not about getting a single loan closed and that's the end of it. I consider myself an advisor, and I follow up well after the transaction is complete. I look out for my clients, because at the end of the day, the relationship is what it's all about to me."

Beyond the office, Kurtis makes it a point to be an active member of his community. He has hosted a community Easter egg hunt free to the public and dressed up as Santa Claus to pose for pictures with children during Christmas. He also participates in his city's basketball league and officiates youth basketball in his spare time. He is partnering with his local bowling alley for upcoming events, has client appreciation events and block parties planned in 2020, and has recently appeared on campus at his alma mater Colorado Mesa University to educate student athletes on credit and real estate. He often participates in golf tournaments for charity and donates to local causes whenever possible. In his free hours, Kurtis most enjoys time with his fiancé and two dogs, playing sports, traveling, fishing, hunting, and enjoying Colorado's scenic outdoors with friends.

Finally, with eight years of insight, Kurtis considers what he enjoys most about his field. "I am truly blessed to be where I'm at. To work with the best and to have the opportunity to meet and help so many new people is fulfilling. I want to make an impact not only in our local community, but also in my industry. When I think of L words, love is the first that comes to mind. The second is not loan," he laughs, "it's legacy."

To learn more about Kurtis Murchison, email kurtis@fidelitymtg.com, call 970.640.7659, or visit bayequityhomeloans.com/grand-ju
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