

SARAH CARTER

MORTGAGE AGENT

One of the best qualities to look for in a mortgage agent is dedication to clients. A good mortgage agent will make sure that your needs are being met, and they will offer you advice and guidance as needed. They should also not just be working on commission, but instead are focused on what is best for you.

This is what makes Sarah Carter a champion in her field. In 1999, she began working as a receptionist for a mortgage company, and by seeing the amount of gratitude thrown at the agents, she knew that she wanted to be part of that sense of fulfillment and became an agent herself when she got a license of her own in 2003. Now, nearly 2 decades later, she is an award-winning mortgage agent, winning the Best Mortgage Broker award for the Windsor Star's Best of Windsor-Essex in 2018.

Carter believes that everyone, regardless of their employment status or credit score, is entitled to being a homeowner, but many banks and other agencies do not want to deal with self-employed borrowers or those with bad credit. But Carter is turning tables to ensure that those who would normally be turned away from lenders still have a chance in a competitive market.

Additionally, Carter is especially proud of her dedication to her clients. Not only does she like to make sure that her clients know that she is there for them whenever they need her, but her aim is to make them feel like they are her only client.

Taking it another step further, choosing Carter as your mortgage agent means you become part of her "I Care" program. Every spring, usually around Victoria Day weekend, Carter sends out a packet of flower seeds to each client as a token of appreciation and to let them know that she is still in touch with them. The seeds have been such a hit that when they were temporarily halted due to COVID-19, she had clients calling her to tell her that they missed it.

In her free time, Carter has recently taken up golf, and enjoys traveling.

You can find Sarah Carter at Mortgage Intelligence, which has recently moved to a new office located at 6-2557 Dougall Avenue, suite 309. Give her a call at 519-962-3012 to start seeing mortgages differently.



What Sarah's Wearing:
Top: Maruiss
Sweater: BB Dakota
Jeans: DL1961