

Hills broker recognised as industry elite performer

St Leonards, NSW - Hills District broker Thaer Burbar has been included in the annual Top 100 Brokers list released by Mortgage Professional Australia magazine. This prestigious list spotlights the best brokers in Australia and is widely regarded as the industry benchmark for top performers.

According to Burbar, there are several factors that make a top broker: hard work, industry knowledge, understanding of the different banks and their policies, as well as being able to identify the best fit for a customer. Having seen almost 50% growth in loan values since the last financial year, the director of North Kellyville's Greenline Home Loans says his success is down to "utter hard work".

The brokerage specialises in different kinds of home, asset finance and commercial loans. Going beyond that, it even has a lending arm of the business offering its own white label product that was launched in August. But customer service is its primary focus, and Burbar says he goes above and beyond for all his customers, no matter the situation. "The importance of my customers is above all else," he says. He prides himself on being able to "make miracles happen", regardless of what box the customer fits into.

"After four years in a row of our Top 100 Brokers seeing dropping loan values, 2020 brought a welcome change. In a financial year that included an unprecedented global pandemic, these brokers faced into the challenges to achieve record-breaking results," says Mortgage Professional Australia editor Rebecca Pike. "Rather than use total loan value to determine the Top 100, our method was changed last year to allow us to celebrate those brokers who are continuing to improve or who are writing those big-number deals. The ranking is now worked out with a weighted system using total loan value, average loan value, number of loans and loan growth."

Read the full report in issue 20.12 of Mortgage Professional Australia, out now or find out more about Burbar [HERE](#).

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Mortgage Professional Australia (MPA) is the leading business magazine for the mortgage and finance industry. Launched in 2001, MPA continues to be the key resource mortgage and finance professionals turn to for in-depth industry issues, market trends, business analysis and intelligence. MPA is also very well known for its annual surveys and special reports such as Brokers on Banks and the MPA Top 100 that recognise key individuals and businesses and provide a unique snapshot of an industry that is continually evolving.

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