

Pymble-based commercial broker named in Top Ten list

St Leonards, NSW – Simplicity Loans and Advisory managing director Jean-Pierre Gortan has been included in Mortgage Professional Australia's Top Commercial Brokers 2021 list, sponsored by La Trobe Financial. Regarded as the industry's most recognised and highly sought after honour for commercial brokers in Australia, this prestigious list recognises the highest-performing brokers and highlights the contributions they have made to the industry and within their own communities. Maintaining a spot in the Top 10 despite the difficulties of the last year, Gortan believes his success comes from building his business around the ethos of "always putting the customer first". Unlike many of the other brokerages in the 2021 list, Simplicity Loans and Advisory offers only commercial lending. This means that COVID-19 made for a trying time for the business, with lenders concerned about asset values and pausing a lot of their transactions. Gortan says it was almost "a blessing in disguise", in that it not only enabled them but forced them to become better at what they did and to form relationships with lenders they had not done business with before.

"No area of lending has been completely untouched by the effects of the COVID-19 pandemic, whether the result has been a substantial decrease in volume or a substantial increase. On the commercial side, several factors have impacted Australian businesses," says Mortgage Professional Australia editor Rebecca Pike. "The figures of this year's top commercial brokers reflect the state of the market in 2020. The types of loans written by MPA's Top 10 demonstrate the different needs of businesses in 2020, compared to 2019."

"To find and recognise this year's Top 10 Commercial Brokers, MPA invited brokers from across Australia to submit their figures for 2020. The final ranking of brokers is based on the total value of commercial loans they wrote in the 12-month period. After a whirlwind year, it is incredible to see the 2021 numbers, and particularly impressive to see brokers returning with bigger and better results. Congratulations to everyone who made it into MPA's Top 10 Commercial Brokers list this year."

For the full report see issue 21.05 of Mortgage Professional Australia magazine out now. To view the list and to find out more about Gortan click [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.

MPA is published by independent media company Key Media. In conjunction with the print and online publications, Key Media also produces several mortgage and finance industry events including the Australian Mortgage Awards. Find out more about Key Media's magazines, events and websites at www.keymedia.com.

Contacts

Michella Gonzales

61 2 8437 4700

mailto: michella.gonzales@keymedia.com