

# Sydney-based commercial broker named in Top Ten list

St Leonards, NSW – Bayside Residential and Commercial Mortgages managing director Kevin Wheatley 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.

Despite experiencing the "worst year" he has ever seen, Wheatley fought his way through it to join the ranks of the top commercial brokers again in 2021. Bayside not only writes commercial loans for Australian businesses but has clients offshore as well. Wheatley says many of the global projects he is involved in were heavily impacted, and Bayside saw contracted revenue streams of up to 50%. Nevertheless, he is still among the best commercial brokers in Australia and managed to write \$138,182,798 in commercial loans in 2020.

Wheatley says his continued success is down to the consistency of his advice to clients, meeting their objectives, and having their trust. Being in this year's list is a "fabulous achievement", he says. "There are a lot of great commercial brokers out there, and to be able to stand alongside those individuals that work so hard in achieving results for their own clients," he says.

"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 Wheatley 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](http://www.keymedia.com).

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