



FOR IMMEDIATE RELEASE

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Guild Mortgage Celebrates 50 Years of Success
Company Grows from One Office in San Diego
to More than Sixty Branches in the Western United States

SAN DIEGO – Guild Mortgage, one of the top independent mortgage banking companies in the western United States, is ringing in its 50th year in business in 2010. As its year-long, 50th anniversary celebration unfolds, the company will be hosting multiple open houses at its 62 branch offices to recognize employee dedication and give thanks to clients, real estate agents, brokers and community leaders for helping Guild thrive since 1960.

“We have been so successful over the past 50 years because of our dedication to exceeding customer expectations and our long-term commitment to doing things right,” said President and CEO Mary Ann McGarry. “Throughout our history, Guild has concentrated on high-quality loans and underwriting parameters that minimize risk. This strategic, consistent approach over many industry cycles positions the company for future expansion, stability and continued profitability.”

The company gained competitive advantage against some of the largest lending organizations in the U.S. when it avoided sub-prime and other exotic loans during the lending frenzy. It currently produces some \$4 billion in loans a year and services another \$5 billion.

“Our goal continues to be to set new standards in the home buying experience and do it better, smarter and quicker than the competition,” said McGarry. “But more importantly, we want to develop a Guild culture with a heart and soul, a warm, personable touch that distinguishes us from much larger companies. The approach helps us succeed in difficult times.”

Guild was launched in 1960 by Martin Gleich as a home financing company in San Diego with only two employees. Today, after decades of successful innovation, building a strong senior management team and recruiting top talent, Guild is gaining recognition as a strong regional independent mortgage banking company with more than 60 branch offices serving homebuyers throughout the Western United States.

Guild’s retail branches operate under a hybrid branch model where the company attracts entrepreneurial loan producers interested in managing their own branches and sharing profitability of the branch. In this model, the branches have local autonomy and the financial ability to process and close loans faster, thus helping homebuyers achieve their dreams of home ownership.

“One of the advantages Guild Mortgage brings is that we are able to fund most of the loans we approve,” said McGarry. “As a result, we often create customers for life, beginning with the first call on the first day from the first-time homebuyer in need of professional guidance for what may be the most important transaction of his or her life.”

About Guild Mortgage:

Founded in 1960 and with its home office in San Diego, Guild Mortgage is one of the top independent mortgage banking companies in the western United States. Guild’s years of controlled growth and success were driven by its entrepreneurial culture, quality people and commitment to customer service, including a specialty in helping first-time homebuyers achieve their dreams of home ownership. With more than 60 branches in eleven states, Guild focuses on high-quality loans and underwriting parameters that minimize risk. This strategic, consistent approach has stimulated growth and the company is producing almost \$4 billion in loans each year and servicing another \$5 billion, with production offices in California, Arizona, Nevada, Oregon, Washington, Colorado, Idaho, Utah, Montana, New Mexico, and Hawaii. For additional information, see www.guildmortgage.com

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