



FOR IMMEDIATE RELEASE

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Waterstone Mortgage – East Region Leadership Team Marks 15 Years with the Company

Winter Park, Fla. (August 8, 2023) – This month, Waterstone Mortgage Corporation celebrates the 15-year anniversary of its leadership team in the East Region. Based in Winter Park, the leadership trio includes David Holbrook (Division Executive, East), Dustin Owen, CMB®, AMP (VP – Eastern Division Sales), and Mike Smalley (VP – Eastern Division Sales).

Smalley joined Waterstone Mortgage in April 2008, with Holbrook and Owen following in August of the same year.

“As several of the earliest Waterstone Mortgage team members, David, Dustin, and Mike were trailblazers for the sales team – setting the tone for our organization’s future growth,” said Waterstone Mortgage President & CEO Jeff McGuiness. “Not only did they expand our physical footprint in the greater Florida region, but they also grew our reputation as a strong, trustworthy lender.”

For 10 years, the trio co-managed the lender’s Winter Park region, adding offices in locations such as Fort Myers, Fort Walton Beach, Jupiter, Lake Mary, Largo, Ormond Beach, Port Orange, St. Petersburg, and Tampa. In January 2018, Holbrook, Owen, and Smalley were each promoted to Regional Vice President – Southeast.

“Over the years, David, Dustin, and Mike have been crucial to our success as a mortgage lender,” said Waterstone Mortgage SVP – Chief Sales Officer Rich Harkwell. “David is known and respected for his senior leadership; Dustin is an expert in community and industry outreach (and the creative mind behind The Loan Officer Podcast); and Mike excels in sales and business development. In addition, Mike has achieved President’s Club status every year since joining WMC; and Dustin’s team (The Murphy-Owen Home Loan Team) has also earned this status for more than eight years.”

Under the trio’s leadership, the Florida region (and later, the East Division) consistently produced record amounts for Waterstone Mortgage. In 2022, the Florida Region originated more than \$655 million in loan volume.

“David, Dustin, and Mike are highly respected leaders who encourage, support, and motivate their colleagues and team members on a daily basis,” said McGuiness.

The Waterstone Mortgage – East Region team also includes Regional Support Manager Melanie Pischke Ferrara, who marks her 15-year anniversary with the lender this month, as well.

“Melanie has been a key contributor to our success, over the years,” said Holbrook. “Her operational expertise, creativity, attention to detail, and positivity have all been essential for the successful operation of our region. She is well-respected and appreciated by her colleagues, and is the true backbone of our team.”

About Waterstone Mortgage Corporation:

Waterstone Mortgage Corporation is an innovative, strong, and forward-thinking company that has maintained a reputation as an elite mortgage lender for more than two decades. The company’s mission is to streamline the mortgage process via innovative technology, unique loan products, and effective communication – which gives their customers a clear path to homeownership. As a retail-only lender, Waterstone Mortgage focuses primarily on purchase loans, and offers a variety of home loan programs, including conventional, FHA, VA, and USDA loans; along with several no- and low-down-payment options and many specialty programs for medical professionals, first-time homebuyers, and more. Founded in 2000, the company lends in 48 states.

Waterstone Mortgage has been named to the Milwaukee Journal Sentinel’s “Top Workplaces” list; the Milwaukee Business Journal’s “Best Places to Work” list; National Mortgage Professional Magazine’s “Most Loved Mortgage Employers;” Mortgage Executive Magazine’s “Top 100 Mortgage Companies in America” and “Top 50 Mortgage Companies to Work For;” MReport’s “Top 25 Companies to Work For;” and Scotsman Guide’s “Top Mortgage Lenders.” The company is also a four-time recipient of the ICE Mortgage Technology (formerly Ellie Mae) Innovation Award (formerly Hall of Fame Award).

Headquartered in Pewaukee, Wisconsin, Waterstone Mortgage is a wholly-owned subsidiary of WaterStone Bank SSB, which, in turn, is a wholly-owned subsidiary of Waterstone Financial, Inc. (NASDAQ: WSBF). To learn more about Waterstone Mortgage, visit www.WaterstoneMortgage.com.

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