

Michael (Mike) Falowski

Sales Manager, Emigrant Mortgage Company, Inc.

Mike began his career in the mortgage industry as an Account Executive with Green Point Mortgage in 1999. In 2004, Mike was promoted to Vice President of Production, managing the sales and operations staff for the company's New York North office. Under his guidance, the New York North office was one of the company's most profitable branches.

Mike joined Emigrant Mortgage Company, Inc. as a Mortgage Consultant in 2007. Through the years, he has successfully managed and expanded his Retail and Wholesale client bases in the boroughs and Westchester utilizing many of the niche lending programs for which Emigrant is known. Mike is very knowledgeable with regard to the complexities of both Residential and Commercial mortgage lending. His years of experience and vast knowledge of Emigrant's loan programs, help to ensure that deals get completed successfully. Since joining Emigrant in 2007, Mike has been one of the company's top producers annually for residential and commercial closings.

As a Portfolio Lender, Emigrant's success can be attributed to the creative solutions and niche product offerings unique to the industry that the company applies to various financing situations facing homeowners, investors, foreign national and commercial clients. Emigrant applies common sense underwriting to close loans which do not "fit the box" of most other lenders.

Mike Falowski graduated from Alfred University in 1991 with a BA degree in Liberal Arts and a minor in Communication Studies. Mike resides in Redding, CT with his wife Suzanne and sons, Harry (16) and Charlie (13).