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### Princeton Mortgage Announces Largest Funding Month in Company's 37 Year History

Ewing, New Jersey -July 17<sup>th</sup>, 2020 -Princeton Mortgage announces June was the best month for funded volume in company history.

Princeton Mortgage finished quarter 2 having funded more loan volume than any prior quarter in company history. These results are a continuation of the company's meteoric growth in recent years. Princeton Mortgage did 16 times as much volume in Q2 of 2020 compared to the same period in 2018.

"In 2018, we set the goal of going from essentially zero to fifty thousand loans per year in ten years. A little more than two years into that journey, it appears that we are well on our way and I couldn't be any more proud of the team," commented Mark Gordon, National Director of Sales at Princeton Mortgage.

Adding to the historic quarter, Princeton Mortgage received the company's highest Net Promoter Score<sup>®</sup>, or NPS<sup>®</sup>, of 98 out of a possible 100 this May. Since 2003, Net Promoter Score has become the standard for millions of businesses gauging customer satisfaction. The sophisticated rating system asks one question: "On a scale from 0 to 10, how likely are you to refer a friend or colleague?" 0 being not likely at all and 10 being extremely likely. Princeton Mortgage has used NPS as a staple for receiving customer feedback and perfecting their systems. So much so that the 98 NPS score places Princeton Mortgage in the top 1% for customer satisfaction. Comparatively, the industry average for financial service companies that record Net Promoter Score is a 50.

"What we do is simple, but hard. We believe in the law of congruent experiences: we treat our team well, and in turn, they treat our customers well. We built this company around two objectives: 1) fostering an environment where motivated people can thrive and, 2) delivering an Effortless Mortgage experience," said Rich Weidel, CEO of Princeton Mortgage. "It works – we're scaling quickly and rank top 1% in customer satisfaction. Great people + Great culture + Great process = Formula for success."

Princeton Mortgage continues to add to their team to maintain customer satisfaction and sustainable company growth. A chief goal of Princeton Mortgage is to close 50,000 loans per year by 2028. Learn more at [careers.princetonmortgage.com](http://careers.princetonmortgage.com).

#### About Princeton Mortgage

Founded in 1983, Princeton Mortgage is a licensed mortgage banker and is backed by a 100+ year old multi-faceted real estate brokerage, investment, and insurance company. We are positioned as a well-capitalized banker, ranked in the top 1% for customer satisfaction in the nation, debt free and creating dynamic new opportunities within our industry. Our mission is to help people thrive, and we do that by delivering The Effortless Mortgage™. We do what we say we're going to do and back it up with The Princeton Promise: if you are unhappy with your experience for any reason, get \$1,000 back. No strings attached.

In light of COVID-19, Princeton Mortgage is still fully operational and able to support borrowers looking to purchase a home or refinance their current mortgage at this time.