

Mortgage Capital Trading, Inc. Releases White Paper on Pipeline Hedging

SAN DIEGO, Calif., Sept. 7, 2011 (SEND2PRESS NEWSWIRE) – [MCT Trading, Inc. \(MCT\)](#), a recognized leader in mortgage pipeline hedging and risk management services, announced the availability of a free white paper designed for lenders that provides guidance in secondary market pipeline hedging. Organizations can download the paper at MCT's Web site.

The paper is written as an executive brief for mortgage bankers considering making the intricate switch from a best efforts delivery platform to a mandatory delivery model, and also for companies that may already use a mandatory model but are looking for other options to help them be more successful. It identifies key characteristics of an effective pipeline hedging strategy, offers recommendations when evaluating advisory services, provides technology tips, identifies potential issues, overall benefits and more.

"There are number of different pitfalls lenders need to be cognizant of when making the move from best efforts loan sales to mandatory commitments," said [Curtis Richins](#), president of MCT. "Switching to pipeline hedging is a significant, fundamental shift in a lender's secondary marketing strategy. It's the road to greater profitability and risk mitigation, but selecting the wrong firm to help successfully make the change can be precarious. This white paper provides valuable information and a readiness check list by which to select the right firm for your specific business model."

The white paper stresses that if properly utilized, a sound pipeline-hedged, mandatory-execution secondary market strategy will provide new levels of profitability, control, and flexibility to best-efforts lenders.

Notable is that earlier this month MCT was named to [Inc. 5000's 2011 fastest-growing private companies list](#). The company ranks 776 on the list with an industry rank in the financial services category of 39 and impressive three-year sales growth of 405 percent.

About Mortgage Capital Trading:

MCT Trading is a risk management and advisory services company providing independent analysis, training, hedging strategy and loan sale execution support to clients engaged in the secondary mortgage market. Founded in San Diego, California in May 2001, the company has expanded to include trading desks in Philadelphia and San Francisco along with field sales and support offices in Dallas and Charlotte. MCT is recognized as a leading provider of mortgage pipeline hedging service and currently supports more than 70 clients on the [HALO \(Hedging And Loan sales Optimization\) Program](#). For more information, please visit www.mct-trading.com or call (619) 543-5111.

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News issued by: MCT Trading, Inc.



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Original Story ID: 2011-09-0907-002 (7241) :: 2011-09-0907-002

Original Keywords: Curtis Richins, mortgage pipeline hedging whitepaper, halo, inc 5000, mct trading, mortgage capital trading, San Diego California business, Hedging And Loan sales Optimization MCT Trading, Inc. San Diego California SAN DIEGO, Calif.

Alternate Headline: MCT Trading whitepaper offers lenders advice and a readiness checklist to move from best efforts to mandatory loan sales

NEWS ARCHIVE NOTE: this archival news content, issued by the news source via Send2Press Newswire, was originally located in the Send2Press® 2004-2015 2.0 news platform and has been permanently converted/moved (and redirected) into our 3.0 platform. Also note the story "reads" counter (bottom of page) does not include any data prior to Oct. 30, 2016. This press release was originally published/issued: Wed, 07 Sep 2011 18:05:25 +0000