

# TOP AGENT MAGAZINE



## SEAN PRICE

Sean Price originally got into the mortgage industry as a Mortgage Loan Originator in 2006 through his father in law who is VP of Precision Mortgage Inc. “He said I should jump in so I did. Then the real estate crisis immediately happened and I jumped back out again!” Sean then spent

a few years working with Chase and Wells Fargo learning the banking aspect of mortgage brokering. But the brokerage industry drew him back in. “Even while I was in the bank industry there were many months where the amount of my mortgage referrals as a banker was higher than what the loan officer was closing,” he says. “I spent a couple of years learning the ropes in Chase’s mortgage department and I trained several of their new loan originators,” he explains. “After hitting the top 2% tier of all loan originators at Chase nationwide I decided to take what I had learned back to Precision Mortgage.” Sean has now been in the business for over eleven years and happily works solo with a single assistant. “I have the opportunity to grow a team here at any time,” he admits. “But the time it would take to manage a team would take away the quality of service that I’m able to provide to my clients and business partners.”

Licensed in Arizona Sean offers Conventional, VA, FHA, USDA, and Reverse Mortgage purchase and refinance loans. “I love that most of our loans have no origination fees. We never charge an application fee underwriting fee or junk fees!” Most of their loans are lender paid compen-

sation meaning borrowers don’t pay them a dime! “I often get that jaw dropped kind of look when I tell my customers that,” he says with a smile. “We have lowered our compensation plan to be extremely competitive and have the top ten lenders in the area.” In addition Sean offers a Sapphire grant down payment assistance program. “I also have lenders that will still finance you if you had a bankruptcy yesterday. It may not be a pretty situation at first but when I say we can do just about anything, I really can!” Going all out for his customers has earned Sean a near 95% referral rate. “I really go for the wow factor with no fees,” he says. “I work tirelessly to get the loan done quickly with world class customer service.” Known for his honesty and forthrightness, Sean’s current realtors often refer multiple clients to him. “The biggest complaint most realtors have with brokers is a lack of communication,” he explains. “I tend to over communicate and I’m in constant contact with my clients and my realtors throughout the process. They know they can reach me at any time.”

When not working Sean is actively involved in his church as worship leader and volunteers with his wife assisting local schools through the church. He is a proud father of three kids ages 9, 6 and 2 and loves spending time together as a family. As for his future in mortgage brokering the sky’s the limit! “Precision is one of the largest brokerages in Arizona,” he says. “I may end up as a branch manager at some point or I may take over as VP when my father in law retires. Whatever they need I’m ready and equipped to do it.” For now he feels very blessed to have his phone ringing off the hook and putting his heart and soul into everything he does for his customers.



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