



When musician Sean Thompson was in his 20's, he began seeking out industries that would help finance the recording of his album. It was then that a friendly representative from a small mortgage company reached out and offered to show him the ropes of the lending industry as a way to empower his ambitions. While his record was ultimately shelved, new aspirations began to emerge.

"The good news is, I'm all the better for it," Sean remembers. "I ended up becoming passionate about the industry and my career really took off." Today, Sean has been in business for close to 20 years, and over the course of his career, he's fine-tuned his service to focus on a niche loan offering that's enjoying renewed growth: renovation financing. All the while, he's built a reputation for visionary service, creative problem-solving, and helping clients and agents alike think outside the box when it comes to customizing property.

Primarily serving the Eastern US, today Sean works as the Manager for Renovation Lending with Caliber Home Loans, one of the nation's largest non-bank mortgage companies. Thus far, he's trained over 5,000 REALTORS® and contractors in the use of renovation financing, while his influential thinking continues to inspire more and more industry professionals.

"Clients put down a small percentage of the combined cost to buy the home and to renovate it. They get one payment, one loan, one closing," Sean explains. "At the time of closing, we pay off the seller, and hold the money identified as renovation funds, in an escrow account. Those funds are then distributed to the contractor of the borrower's choosing once the work is completed after closing." For sellers and REALTORS®, this process allows less-than-perfect properties to move off the market, since the renovation is built into the home's purchase. Likewise, buyers searching for the perfect home that have come up fruitless, or who want to create a nest that's precisely customized, can source a property with potential and make it their own.

In today's HGTV-influenced landscape, the potential to customize a property to a buyer's liking is an ideal endeavor. While knowledge of renovation financing isn't as widespread as other loan products, Sean believes that his specialty service taps new potential for buyers, sellers, REALTORS®, and contractors alike. "We're creating a market around a need," he says. "I find this type of service really rewarding. People want that customization when it comes to the place they're going to settle in and call home. More than ever, buyers want to make their homes uniquely their own, and it's our job to help REALTORS® guide customers through that process and make it available as a valuable service."

Sean makes a mindful effort to educate industry colleagues on the advantages of renovation financing. "By learning how to add renovation financing into your arsenal, you can get more homes sold," he explains. "Technology is on our side and right now, we have an opportunity to seize the moment. I want our group to be considered the place to go for renovation financing." Sean never loses sight of the interpersonal component of buying a home and sees his work as a way of giving others a chance at limitless potential. "We spend most of our time making sure clients are getting value — that's what I live and work by," he says. "Our team is knowledgeable about a concept that can seem pretty intimidating. Even though breaking ground on a renovation project looks fun on TV, when you're going through it yourself, it really helps to have someone like us on your side."

Looking ahead, Sean has plans to continue growing his business and crafting the renovation financing department of Caliber Home Loans. He also plans to embark on a home tour in the Tri-State area in the months ahead, in an effort to educate REALTORS® and contractors on the benefits of renovation financing and the opportunities it can provide. In his free hours, Sean most enjoys time spent with his family and loved ones. All the while, he still manages to find time to perform his music in Manhattan, cook gourmet meals, and cheer on his daughter's gymnastics team. Now, with close to two decades of experience behind him and a commitment to visionary thinking, the future is bound to yield continued success for Sean Thompson.

## Sean Thompson

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