



When Taylor Loop was hired by a regional mortgage company four years ago, his transition to lending made for a natural fit. His father had worked in mortgages, and Taylor himself always had a natural affinity for numbers and clear communication. Before his tenure in mortgage lending began, he worked in civil litigation, which trained him thoroughly in the detail work of contracts and creative problem-solving. Today, Taylor is in command of a flourishing career, fortified by a reputation for transparency, clear communication, and a proven ability to deliver on his professional promises.

Licensed in the State of California, Taylor largely serves the regional Inland Empire community. With the help of two assistants and a dedicated in-house processor, he leverages loanDepot's range of products to serve aspiring homebuyers of all kinds. With the entirety of his business generated by repeat and referral clientele, Taylor has cemented lasting relationships with those he serves. Agent referral partners and lending clients turn to Taylor for his consistent communication, upfront honesty, and his comprehensive understanding of the market. In fact, many of the files that cross Taylor's desk come to him when other lenders aren't able to deliver. He uses his experience in litigation, as well as his knack for numbers, to source solutions in short order. "I'd say 70% of what I do is reverse engineer," he explains. "A lot of files come my way with issues — they've had trouble or have fallen out of escrow. It's my job to reverse engineer those files to identify the problem and find a solution. I really enjoy that problem-solving aspect of my work."

What's more, Taylor's approach is comprehensive and specific. No two files are alike, and Taylor takes a strategic, customized approach to fit clients with the appropriate product. "From a buyer's perspective, when you work with me you'll get the best deal available," he explains. "LoanDepot has so many different products. We're able to close loans quickly and offer ideal terms. Buyers can trust that they'll have access to the product that's the right fit. For

the agents I work with, I provide a high level of service, I follow-up regularly, and our ability to convert quickly and consistently will earn agents the highest return possible."

Communication is a cornerstone of Taylor's business, and a characteristic on which he prides himself. Beyond being forthright, he stays connected with clients through regular follow-ups via phone, email, or mailers. He also stays accessible and responsive throughout the entirety of the transactional process, from prequalification to end of escrow. "I'm thorough, honest, and I always put my clients' best interests first," he says. "If you're straightforward and transparent from the start, you never have to worry later on down the road." In addition to his abiding professionalism and client-centric care, Taylor has also cultivated an exceptional track record. By his second year in business, he earned a spot in the Top 1% of mortgage originators, a title he carried into his third year, as well. Likewise, he closed on \$29 million in volume by year two, and nearly doubled that by year three. His ability to render results while maintaining personalized relationships is the hallmark of his working philosophy.

Reflecting upon what he enjoys most about this career, Taylor cites the interpersonal component of his work, while crediting the industry for its limitless potential. He values the ability to get back what he puts in — a freeing yet ambitious challenge for an energetic entrepreneur. "I really enjoy the flexibility of being my own boss," he says. "You get what you put in. I also like the problem-solving elements of what I do and finding solutions for my clients is very satisfying."

Outside of the office, Taylor is a family man and most enjoys spending time with his wife, children, and loved ones. In considering the future of his business, Taylor hopes to continue growing his enterprise year over year, with plans in place to reach \$100 million in volume within the next two years, and \$150+ million within five years. Along the way, he hopes to bring on like-minded team members as his imprint continues to organically grow. Now, with four years of intrepid service behind him and a steady hand guiding his business, the road ahead is bound to yield continued results for Taylor Loop.

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