

featuredagent

magazine



Brian
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Brian Atallian's lengthy tenure in the mortgage industry began back in 2002. At the time, he had already successfully completed a management development program in banking, learning the ins and outs of the finance and lending world from the ground up. Eventually, he moved on to the mortgage sector — a natural fit, considering his proficiency with numbers and interpersonal communication. Over the course of his career, Brian has witnessed the market's many ups and downs and has remained strong throughout, building a sterling reputation epitomized by sincerity,

hard-won knowledge, and a proven track record of success.

Today, Brian works under the banner of Pike Creek Mortgage, based in Newark, Delaware. Beyond his home state, Brian is also licensed in New Jersey, Maryland, Pennsylvania, South Carolina, and Florida. What's more, he benefits from the comprehensive backing of a direct lender and an experienced, full-service shop. "Everyone here is an experienced loan officer and we've built our entire business on

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our referral base,” Brian explains. “We conduct all aspects of a file in-house, from processing and underwriting to funding and closing documents. With everything happening right here in my office, I have ultimate control from start to finish. We do things the right way.”

Working in conjunction with a marketing assistant and a loan assistant, Brian draws from a deep well of knowledge to serve clients of all kinds. In fact, he recently closed upon his 5,000th mortgage. “In every scenario, whether I’m working with a purchase by a first-time homebuyer or on a refinance, I try to consider everything from a different angle,” Brian says. “Above all, we make sure that what we are doing is the best option for our borrowers.”

Considering the entirety of Brian’s business is based on repeat and referral clientele, and he continued to grow steadily throughout the Recession, Brian’s commitment to ethics and follow-through are woven into the fabric of his enterprise. Likewise, he takes a proactive and hands-on approach to his work, emphasizing once more the value of conducting all aspects of a transaction on site. “I have tremendous support from a bigger company backing us, from access to a range of products, to the ability to turn around a file in short order if necessary,” Brian says. “If issues arise, whatever they might be,

we have our own appraisal management company, our own title company, and our own insurance company. With my experience, knowledge, and access to products and solutions, I’m able to get the job done on time, while making sure it’s the right result for the customer.”

In terms of clientele, Brian’s experience runs the gamut. He has worked alongside resales, first-time homebuyers, move-up borrowers, and has even established himself as an authority on new construction financing. He has firm relationships with three different prominent area builders, spearheading all financing matters for their new construction large-scale neighborhood projects. Likewise, Brian handles all the mortgage lending for the Delaware National Guard — a testament to his deep community ties and respected stature. Regardless of transactional type, however, Brian most values the constantly evolving nature of his field, as well as the chance to positively impact members of his community as a whole. “It’s so rewarding when you get to the closing table and a borrower is so excited to begin that new chapter as a homeowner,” Brian says. “There are so many aspects of my work that I enjoy. Every single day you get to recreate the wheel, and there’s always a new challenge to conquer.”

To give back to his community, Brian supports the B+



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Foundation, an organization focused on childhood cancer research and support. He also takes an avid role supporting his REALTOR® referral partners through community events. On a civic level, Brian serves as President of the Delaware Economic Summit, with past keynote speakers including former Vice President Joe Biden. In his free hours, Brian most enjoys time spent with loved ones, in

addition to being an avid softball player and wakeboarding enthusiast.

Looking ahead, Brian plans to continue growing his business steadily, while lending his expertise in the training of young and up-and-coming industry professionals. For now, he’s content to continue serving his community, one aspiring homeowner at a time.

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