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magazine



Eyal
Tropen



ESTABLISHED. STRATEGIC. STRONG.

Eyal Tropen

After earning degrees in Physics and Industrial Engineering, Eyal Tropen spent the next 18 years of his career as a successful project manager, coordinating the ins and outs of high-tech ventures at a senior level. While his work was challenging, he longed for the opportunity to make a more direct impact serving others in his community. Then, he and his wife began the process of acquiring a short-sale home, a complex transaction that took eight months and ended unsuccessfully. Though he was disappointed by the outcome, Eyal had enjoyed learning the strategies and inner workings of the mortgage industry from his own lender, and considered making the career switch as a way of helping others on the path to homeownership.

The next step was convincing his wife. But one morning over breakfast, she suggested the very same thing, encouraging Eyal to explore the industry and parlay his distinguished skillset. That was six years ago, and since then, Eyal has established a dependable reputation as an originator who thinks outside the box, creates lasting relationships, and delivers on his professional promises every step of the way.

While primarily serving Western Washington and the Greater Seattle region, Eyal is also licensed in Oregon, California, and Texas. To maintain such a broad sphere of business, Eyal cultivates relationships with agents in multiple states. He also helps investors in Washington make new connections in

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developing out-of-state investments, and ushers transplants to the Washington area. His loan offerings run the gamut, and his company’s Keys on Time program often ensures a 21-day or less turnaround for clients. “As a former Sr. Project Manager, I regard every transaction as a project,” Eyal says. “There’s a start date, a deadline — the close of escrow — along with many milestones to be hit, and stakeholders to communicate with. Many of my clients are fully underwritten and pre-approved before they go shopping for a home, which means they can sometimes wave the financing contingency and increase the chances of their offer being accepted, even competing with cash or higher offers.” In fact, Eyal’s dependable and timely preapproval process allowed one client to edge out another offer \$29,000 higher — a personal record for Eyal. Another attractive program that Eyal offers helps potential sellers obtain a pre-approval first, and only list their departing residence after finding their next home. “In Seattle’s competitive market, this program works to the seller’s advantage,” he says. “Taking these steps utilizing the pre-approval process, makes offers viable in a competitive market, even if a sale contingency is required.”

At the core of Eyal’s business success is a mind geared to creative problem-solving. Though this particular skill may stem from his experience in engineering and project management, Eyal’s commitment to interpersonal relationships is just as important to his business model. “I cater to my clients’ attention and intention,” Eyal says. “I exercise good judgment and make honorable choices — not making it about me, but making it about the needs and priorities of my clients. Of course, there are some things within

my control, and some things beyond my control. But no matter what, I communicate clearly and completely. I deliver information, sometimes with brutal honesty, staying transparent whether the news is good or bad. If a challenge arises, it’s important to find a win-win for all parties.”

To strengthen his relationships with his referral partners, Eyal tries to make his value proposition clear and worthwhile, connecting with people on a personal level. “One of the most important aspects





of what I do, is my relationships with real estate agents,” he says. “It’s my goal to enhance their business, and give them a true reason to have a relationship with me and work with me.” What’s more, Eyal never loses sight of the people at the heart of every transaction. “I’m able to help people who really deserve it — like single moms, veterans, or people whose lives aren’t cookie-cutter,” he reflects. “Sometimes those with unconventional cases find it hard to work with lenders who don’t understand their circumstances. It’s my job to understand their true needs and find solutions that work specifically for them. That’s what I enjoy most about what I do.”

To give back to his community, Eyal is a member of the Kirkland Chamber of Commerce, Bellevue Connections, Master Builders Association, and other local and community groups. He also spends time with the Israeli Scouts and Chabad Synagogues. In

his free hours, Eyal most enjoys spending time with his wife and two children. His daughter just completed her service as a Sergeant in the Israeli Air Force and is finishing her first year in college. His son just graduated high school, and was the president of his school’s robotics club. He and his team competed in the last VEX Robotics world championship, as well as in the MATE International Underwater ROV Championship. Eyal also enjoys hiking, scuba diving, a good meal, and a good book.

Looking ahead, Eyal has plans to continue growing his business, and recently brought on an assistant as he increases his volume. He hopes to continue building a team in the next year or so, while maintaining the high-level service his clientele has come to expect. Now, with six exceptional years behind him and an abiding spirit of service, the future seems bright with promise for Eyal Tropen.

Eyal Tropen NMLS # 874253

American Pacific Mortgage NMLS #1850/1055557 | 625 4th Avenue, Kirkland, WA 98033



425.922.1055 | eyal.tropen@apmortgage.com | <https://mortgage.tropens.com>