

Scott Phillips

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Professional Experience

July 1999 - Present

Clarksville Mortgage Corporation

Founder and Owner: Built Clarksville Mortgage into an extremely competitive local mortgage broker. Managed investor relations, staffing, marketing, advertising, pricing and closing

2010: \$38,722,217 – 121 loans

2009: \$43,936,080 – 139 loans

2008: \$ 9,114,450 – 33 loans

2007: \$15,335,676 – 55 loans

2006: \$ 7,049,250 – 22 loans

2005: \$29,594,015 – 109 loans

2003: \$43,684,600 – 196 loans

2002: \$44,789,760 – 196 loans

2001: \$10,260,550 – 33 Loans

Oct 2007 – July 2008

Wells Fargo Home Mortgage

Sales Manager - \$11,012,711 in production

Nov 2003 – Dec 2004

Bank of America

Homebuilder Division

The first account executive hired to help build a new division within Bank of America focused on homebuilder business.

Mar. 1995 – Dec 2000

Heritage Mortgage Company, LLC

This limited liability company was half owned by Ryland Mortgage for five years and NVR Mortgage for one year. Top originator for Patriot Homes and Williamsburg Builders

2000: Chairman's Club: \$26,900,000 in loan closings

1999: Chairman's Club: \$22,790,800 in loan closings

1998: Chairman's Club: \$22,800,000 in loan closings

1997: Chairman's Club: \$30,300,000 in loan closings

1996: Chairman's Club: \$20,700,000 in loan closings

Sept 1991 – Feb 1995

ICM Mortgage Corporation (Now Pulte Home Mortgage)

1994: Presidents Club: Averaged \$12,500,000 in closings per year while at ICM

Education

B.A. Economics, St. Mary's College of Maryland

Professional Organizations

Maryland Association of Mortgage Brokers (MAMB)

Howard County Board of Realtors (Legislative Committee)

Personal Commitment

To continue to offer the best rates available in the industry. To close our loans on-time and accurately.