

Helping residents thrive

By Jim Cornelius *EDITOR IN CHIEF*

For Jenalee Piercey, work is very personal. As a loan originator with Northwest Mortgage Advisors, she helps all types of borrowers find the best and smoothest path to home ownership—a goal that resonates deeply with the Sisters native.

“I started out as a single mom,” she reflected. “And I saw that it was hard to attain home ownership.”

Many people just don’t know the steps to take — and that’s where Piercey’s background, experience and temperament shine.

“I started out in education,” she said. “So I really like to inform people and make things easy to understand.”

Piercey recognizes that every client is different; they have different stories, different goals, different needs. She listens to them and helps them determine the path they seek.

“Jenalee is about solutions,” said Sisters resident Debbie Bucher. “She listens; she asks questions; she makes sure she understands your needs and objectives. She does not take a cookie-cutter approach in this business, but searches out the best solution for your needs.”

With Northwest Mortgage Advisors, Piercey has a multitude of tools to meet individual needs.

“We fund our own loans, so basically, we’re a mortgage bank,” she said.

There are 31 investors and “each person fits a different investor better.”

Jenalee is patient, understanding that it can take time and work to develop a plan that gets a client over the finish line.

Successful qualification for a mortgage comes down to a relatively simple calculation of income, debts, assets, and credit.

“Each product has different qualifications,” Piercey said.

“Once they have a plan in place, it’s pretty simple from there,” she said. “I show them what debt to pay down first; what’s going to have the biggest impact to improve their credit score... A lot of people are six months to a year out — and that’s OK.”

The current economic disruptions caused by the COVID-19 pandemic are sure to have an impact on clients.

“You can’t be laid off and be approved,” she said. “So that’s affecting people.”

But Piercey remains committed to her service. She educates herself on the state of the market every day, in order to provide the best information possible to her clients.

“That’s my main goal — to be that person,” she said. “They know I’ve got their best interests at heart. There’s something about someone who wants the best for you.”

Piercey is with her clients for the long haul — and that doesn’t stop with a successful completion of a mortgage.

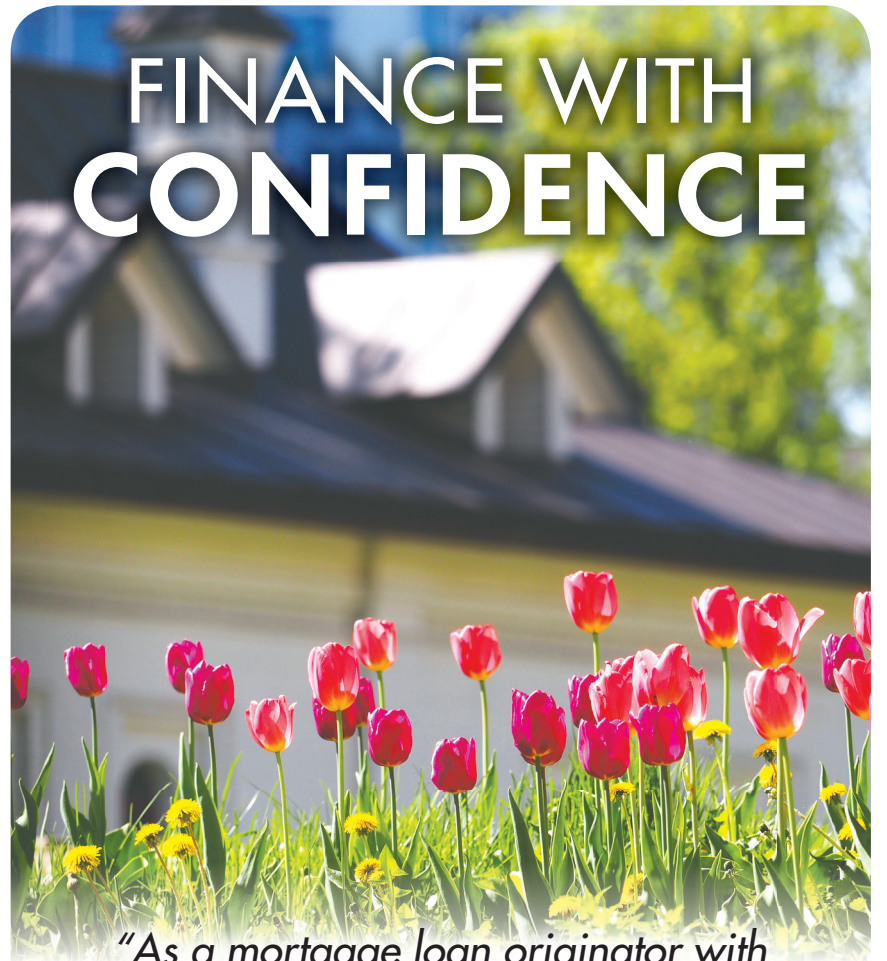
“I am very relationship-oriented and stay connected with people I’ve worked with in a lot of different ways,” she said.

That sense of connection is vital to her. She moved away from Sisters to Southern Oregon for her teaching career — but she came back because she craved the powerful sense of community she finds here, and she wanted that for her children.

In addition to her work with Northwest Mortgage Advisors, Piercey is developing a nonprofit to assist single mothers with access to resources. She’s paying forward help she got in her earlier days.

“I got some help from some really neat ladies from Black Butte Ranch when I was a single mom,” she recalled.

A commitment to education and to service is the hallmark of all that Jenalee Piercey does. She simply wants to help the people of her community thrive.



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“As a mortgage loan originator with Northwest Mortgage Advisors, our relationship is my top priority. I look forward to helping you find the best loan product and rates.”

— Jenalee

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