

Orange County Business Journal shares “Glenn Stearns Returns to Mortgages”

Peter J. Brennan from the [Orange County Business Journal](#) shared *Glenn Stearns Returns to Mortgages* March 24, 2020. The article chronicles the start of new Kind Lending, LLC in Santa Ana, California.

Glenn Stearns Returns to Mortgages

FINANCE: Says new company aims for 500 employees

■ By PETER J. BRENNAN

Glenn Stearns is back in the mortgage business. The founder of Stearns Lending LLC has started a new mortgage company, Kind Lending LLC, which currently has 40 employees with plans to expand to 500 in a year. He's set up Kind Lending in his old South Coast Metro office that still sports the name of his prior company. "I never understood how great we had it" at Stearns Lending, he told the Business Journal.

"I didn't realize we had lightning in a bottle where people loved to come to work and stayed late and worked on weekends." The entrepreneur is best known for building Stearns Lending into one of the nation's biggest mortgage brokers. He sold 70% of the company in 2015 for an undisclosed price to Blackstone Group Inc. (NYSE: BX) while retaining 29%. At that time, Stearns Lending was handling about \$26 billion in mortgages annually, he said. "I think there is a much bigger market— If I'm not doing \$26 billion in a couple years, I'm doing something wrong," Stearns said.



Stearns on predecessor company: 'never understood how great we had it'

➔ Stearns 36

Stearns has big plans for the launch of his new legacy, including 500 employees. With a solid team including President Yvonne Ketchum, Stearns is ready to shake up the wholesale mortgage industry.

The full article is available to subscribers [HERE](#).