

M.O.M. Recognizes

TOP 200 ORIGINATORS

- 11th Annual Listing



Mortgage Originator's Top Originator ranking indicates that while residential lending production dropped last year over 2005, there are still thousands of Superstars, including the 200+ that are highlighted in this issue.

The 11th annual list features 384 individual originators in the Top 200, FHA/VA and rookie originator categories.

The 2006 top originators' volume ranged from \$1.05 billion to \$71.5 million and from 1,606 loans to 271 loans. This compared to the previous year's figures: \$1.08 billion to \$81.7 million and 3,444 loans to 323 loans.

The top ranked dollar volume and unit producer was Mark Cohen, Cohen Financial, with \$1,052,309,476 and 1,606 loans.

Of course, many other originators had successful years, closing \$35 million and more in residential volume.

List Criteria

M.O.M. editors compiled this year's list using the same criteria as in previous years. Residential loan originators had to personally close at least \$35 million and/or 175 loans of personal, residential volume in 2006 to be eligible for consideration. This "minimum" production number is based on an average year.

M.O.M. emphasized that originators could not count as their volume loans that had been generated/closed by others who received commission on the transactions. We stressed that although originators can have assistants and other support, as long as they are responsible for originating their business (the loans are generated as a result of their referral network and related marketing efforts), the volume is considered theirs.

Assistants & Applications

As in prior lists, it's clear that today's originators have embraced the team concept. The 2006 ranking indicates the number of assistants the top producers have, so that readers can better understand the support that is usually involved. Obviously, there are diverse operational models involved in achieving Superstar production. For example, 92 percent of the originators on the Top Originator list have at least one assistant, in addition to processing support, to help them handle the volume. Certainly, some originators have more assistance than others, but in most cases, they have made the investment or sought financial assistance elsewhere to develop this support structure.

In addition, the list highlights the percentage of applications that individual loan originators take themselves. Several originators took fewer than five percent of their applications. In most cases, this will also give readers the proper perspective to understand how the top originators are able to handle such expanded pipelines.

More Than 750 Entries

We strive to include all qualified originators who met the submission deadlines. In addition to announcing the Top Originator list in several issues of *M.O.M.* and on our Web site, we contacted those who appeared on earlier lists and other previous Superstars. We also provided entry forms to a number of other firms and industry associations. We received initial information from more than 750 loan originators from small and large firms throughout the country. Many originators submitted information for the first time, while others have been regulars, including a few who have been on the list each of the last 10 years.


In addition to the accompanying Top Rookies list and Top FHA/VA originators, we have profiled 10 originators, beginning on page 40.

2006 Statistics

The four different lists include a total of 175 newcomers, those who are appearing for the first time. Other notable statistics include:

- Average loan amount for the top 100 originators (\$ list): \$175,539,954
- Average loan amount for top 200 (\$ list): \$129,703,726
- Average number of loans for top 200 (units list): 446
- Most experience as an originator: 42 years
- Least experience as an originator: 2 years
- Average number of years as an originator: 13.5 years
- Five states with most top producers: Calif., N.Y., Fla., Ill., Md.
- Average number of assistants (ranging from 0 to 13): 2

We're confident that *M.O.M.*'s Top 200 Originators list is representative of the industry's most successful loan originators.

We appreciate the support of the originators, their staffs and others who help make this list the industry's most comprehensive review of individual top performers. 

List Verification Process

M.O.M.'s due diligence process helps ensure the accuracy of the Top 200 Originator listing. To be considered for inclusion on this year's list, originators first completed an online entry form that confirmed their personal loan volume for 2006. After meeting the basic criteria, the top 200 were asked to provide a copy of their 2006 production report—detailing the number and amounts of loans closed last year—along with a letter from the company CPA or their CFO at company headquarters (if multi-branch company), which stated that their numbers were accurate and to confirm that, "No other loan originator was paid commission on these loans. No loans from another originator's production pipeline can be included." The letter and the production report were reviewed and compared to the numbers submitted with the initial entry form. Our goal is to ensure that the annual list is as accurate as possible. Loan originators who are unable to provide the requested verification information are not included on the annual list.

TOP 200 DOLLAR VOLUME 2006

#	Name	Company	State	\$ Volume	Loans	Broker/ Banker	Purchase	Refi	No. of Assts. ⁺	% Apps. Taken*	Yrs. Orig.	Last Year
1	Mark Cohen	Cohen Financial Group	CA	\$1,052,309,476	1606	both	51%	49%	3	30%	21	2
2	Melissa Cohn	Manhattan Mortgage Company	NY	\$1,037,449,143	1341	broker	60%	40%	1	90%	21	3
3	Diana MacFarlane	Countrywide Home Loans	CA	\$445,450,919	844	banker	*48%	42%	3	95%	21	5
4	Daniel Milstein	Gold Star Mortgage	MI	\$401,361,568	1128	both	64%	36%	2	100%	7	11
5	Jon Levin	Countrywide Home Loans	CA	\$391,446,554	813	banker	46%	54%	3	65%	25	4
6	Jack Soussana	First Security Lending	CA	\$317,559,950	682	both	15%	85%	6	75%	6	15
7	David Musk	Pavilion Capital Group, LLC	NE	\$301,566,234	869	broker	79%	21%	4	80%	23	-
8	Trent Annicharico	Countrywide Home Loans	CA	\$300,496,570	724	banker	44%	56%	6	5%	16	9
9	Denise Goodman	Countrywide Home Loans	CA	\$285,991,939	1303	banker	80%	20%	10	75%	21	7
10	Anthony Musante	Wells Fargo Home Mortgage	CA	\$268,993,285	318	banker	20%	80%	5	33%	17	10
11	Shawn Portmann	PCBank Home Loans	WA	\$263,844,526	1413	banker	78%	22%	0	100%	13	20
12	Dennis Hightow	Washington Mutual	CA	\$256,694,446	552	banker	70%	30%	5	100%	17	12
13	Mickey Parseghian	Countrywide Home Loans	CA	\$245,432,157	838	banker	62%	38%	8	50%	15	-
14	Michael Daversa	Atlantic National Mortgage	CT	\$235,977,650	498	broker	73%	27%	3	95%	16	19
15	Oscar Crespo	Real Estate Mortgage Exchange, Inc.	CA	\$235,405,685	488	broker	70%	30%	1	100%	11	69
16	Daniel Lado	HSBC Mortgage Corporation	NY	\$218,422,284	146	banker	*51%	27%	0	100%	12	98
17	Laura Ryan	Washington Mutual	CA	\$210,418,057	693	banker	25%	75%	3	70%	13	17
18	Jon Volpe	Nova Home Loans	AZ	\$208,491,707	1006	both	59%	41%	5	15%	12	16
19	Mike Meena	Augusta Financial, Inc.	CA	\$204,136,272	857	broker	48%	52%	4	100%	16	-
20	Thomas Lavallee	Mortgage Bancorp Services	IL	\$200,116,577	1002	broker	*18%	70%	1	100%	17	21
21	Danny Nausha	Real Estate Mortgage Exchange, Inc.	CA	\$195,144,243	419	broker	46%	54%	2	100%	3	43
22	Jeff Crothers	National City Mortgage	CA	\$195,120,799	684	banker	30%	70%	3	95%	16	37
23	Kevin Lyons	Anchor Funding	CA	\$188,656,000	599	both	10%	90%	3	100%	10	33
24	Mark Klein	Pacific Coast Lending	CA	\$186,556,889	397	both	34%	66%	6	5%	15	23
25	Penny Hill	Chase / Chase Home Loans	FL	\$183,530,000	361	banker	62%	38%	3	100%	17	14
26	James Pope	M & I Bank	WI	\$179,032,682	986	banker	76%	24%	2	100%	14	28
27	Sharon Press	Washington Mutual	NJ	\$177,730,914	596	banker	44%	56%	3	35%	16	-
28	Beata Bukowski	IVC Mortgage Group Inc.	IL	\$177,569,010	600	broker	60%	40%	1	99%	13	103
29	Rodney Anderson	CTX Mortgage Co.	TX	\$176,237,182	1326	both	81%	19%	5	52%	14	26
30	Sharla Ellis	Chase / Chase Home Loans	UT	\$163,490,418	414	banker	86%	14%	2	100%	16	68
31	Brent Hicks	Meridias Capital Inc.	TX	\$160,961,735	854	both	97%	3%	4	60%	9	175
32	Al Hensling	United American Mortgage Corporation	CA	\$160,180,267	221	banker	61%	39%	2	5%	24	34
33	David Jaffe	Chase / Chase Home Loans	CA	\$159,571,731	356	both	48%	52%	2	5%	16	22
34	Roy Meshel	State Mortgage	AZ	\$154,818,996	745	both	97%	3%	7	5%	16	59
35	David Schweitzer	Countrywide Home Loans	CA	\$154,585,756	259	both	40%	60%	1	100%	15	44
36	Brian Wada	Chase / Chase Home Loans	CA	\$153,920,000	220	both	60%	40%	2	0%	18	65
37	David Woldman	SunTrust Mortgage	NC	\$153,009,000	180	banker	*15%	45%	1	85%	21	153
38	Jacob Neushul	Wells Fargo Home Mortgage	CA	\$151,885,708	194	banker	48%	52%	2	100%	12	31
39	Richard Faust	Wells Fargo Home Mortgage	CA	\$149,249,824	138	banker	32%	68%	1	100%	10	78
40	Ryan Boyajian	Premier Lending Group	CA	\$148,032,860	218	both	30%	70%	1	100%	7	39
41	Michael Prime	Wells Fargo Home Mortgage	CA	\$147,401,721	212	banker	50%	50%	2	75%	8	29
42	Jeffrey Lake	American Home Mortgage	IL	\$146,676,715	626	both	40%	60%	2	10%	21	27
43	Rod Flowers	SunTrust Mortgage	MD	\$140,911,000	670	banker	*51%	31%	3	70%	25	42
44	Richard Jones	CalPacific Mortgage Consultants	CA	\$138,231,823	158	broker	60%	40%	1	100%	24	66
45	Michael Brown	Countrywide Home Loans	CT	\$137,000,000	185	banker	75%	25%	2	0%	18	18
46	Shelly Logemann	Emery Financial	CA	\$135,017,595	312	broker	55%	45%	1	100%	5	60
47	Alain Michael	Prime Funding, Inc.	CA	\$134,000,000	135	broker	25%	75%	0	100%	16	51
48	Dwight Taylor	BB&T Mortgage	VA	\$131,869,667	342	banker	78%	22%	2	90%	5	-
49	Norma Nelson-Wiberg	Wells Fargo Private Mortgage Banking	CA	\$130,307,397	164	banker	49%	51%	2	100%	5	67
50	Mark Casamassina	NJ Lenders Corp.	NJ	\$129,653,425	585	banker	66%	34%	1	100%	16	61

* Total % not available
** Not Available

TOP 200 DOLLAR VOLUME 2006

#	Name	Company	State	\$ Volume	Loans	Broker/ Banker	Purchase	Refi	No. of Assts.+	% Apps. Taken*	Yrs. Orig.	Last Year
51	Darran Anthony	National City Mortgage	VA	\$129,620,314	461	banker	58%	42%	2	75%	16	25
52	Greg Parker	First Capital	CA	\$128,400,209	223	both	60%	40%	3	100%	11	36
53	Dana Gounaris	Coldwell Banker Home Loans	NJ	\$128,120,240	956	banker	95%	5%	0	100%	3	136
54	Alec Hanson	Countrywide Home Loans	CA	\$128,026,971	202	banker	38%	62%	2	80%	2	150
55	Mark Baker	Meridias Capital, Inc.	NV	\$126,973,806	618	both	90%	10%	3	50%	8	-
56	Steven Weiss	The Mortgage Mall Inc.	NY	\$126,769,732	449	broker	42%	58%	1	98%	19	100
57	Jim Rademann	R & R Mortgage	CA	\$126,480,000	312	broker	60%	40%	0	100%	15	92
58	Larry Cohen	Trident Mortgage Company	PA	\$126,438,913	499	banker	91%	9%	1	100%	13	50
59	Beth Divney	Manhattan Mortgage Company	NY	\$124,435,929	218	broker	85%	15%	2	100%	18	70
60	Sean Barry	Wells Fargo Home Mortgage	CA	\$123,721,487	94	banker	46%	54%	1	100%	3	-
61	Bruce Maasbach	Manhattan Mortgage Company	NY	\$123,252,865	188	broker	85%	15%	2	20%	12	118
62	Michael McDonald	Republic Mortgage	NV	\$123,184,802	524	both	96%	4%	3	75%	5	-
63	Pattie Romanzi	PAR East Mortgage Co., Inc.	NY	\$122,347,556	242	broker	36%	64%	3	90%	20	85
64	Joseph Caltabiano	Guaranteed Rate	IL	\$120,347,599	446	both	60%	40%	3	75%	6	83
65	Ricardo Ramos	Pinnacle Financial Corp.	CA	\$119,382,074	459	both	5%	95%	10	100%	21	-
66	William Katakis	National City Mortgage	CA	\$119,139,254	323	banker	90%	10%	0	100%	14	87
67	Robert Moulton	Americana Mortgage Group Inc.	NY	\$118,684,943	298	broker	65%	35%	1	100%	20	81
68	Gina Ayres	SunTrust Mortgage	FL	\$118,446,000	679	both	*72%	15%	2	85%	4	-
69	Janna Kohl	First Financial	CA	\$118,228,850	128	both	35%	65%	0	100%	17	40
70	Thomas Digan	Mortgage Master, Inc.	MA	\$118,000,290	359	banker	36%	64%	0	100%	14	45
71	Richard Campanella	Wachovia Mortgage Corp.	FL	\$117,847,523	274	banker	55%	45%	1	100%	15	79
72	Mark Taylor	Security Mortgage	AZ	\$116,450,000	379	both	**0%	0%	1	100%	11	124
73	Mike Fitzmeyer	SunTrust Mortgage	GA	\$115,817,000	224	banker	*59%	26%	1	100%	12	113
74	Tom Bojarski	MidAmerica Bank	IL	\$113,923,997	661	banker	70%	30%	2	90%	8	-
75	Joel Spolin	Absolute Mortgage Banking	CA	\$113,122,355	208	both	60%	40%	2	50%	15	117
76	Victor Angel	Manhattan Mortgage Company	NY	\$113,024,760	306	broker	80%	20%	1	75%	10	-
77	Nick Gottuso	Real Estate Mortgage Exchange	CA	\$112,791,374	324	broker	35%	65%	1	95%	4	132
78	Joe Phalen	Professional Mortgage Partners	IL	\$112,786,450	556	both	70%	30%	3	40%	14	71
79	Steve Grossman	NJ Lenders Corp.	NJ	\$112,029,000	299	banker	60%	40%	1	100%	16	41
80	George Lazaridis	The New York Mortgage Company	NY	\$111,360,450	297	banker	75%	25%	1	50%	11	76
81	David Dessner	The New York Mortgage Company	CT	\$111,311,640	186	banker	75%	25%	1	50%	14	57
82	Tricia Eldridge	SunTrust Mortgage	SC	\$110,259,000	235	banker	*36%	22%	1	95%	22	106
83	Bill Kelso	Countrywide Home Loans	CA	\$109,653,494	90	banker	56%	44%	2	100%	6	-
84	Bruce Salik	American Home Mortgage	NY	\$108,895,132	359	banker	69%	31%	1	99%	15	55
85	Gerald (Jerry) Sundt	Sundt Mortgage Group	AZ	\$108,767,858	636	broker	65%	35%	1	99%	5	-
86	Don Zender	Evergreen Home Loans	WA	\$108,041,205	458	banker	62%	38%	3	80%	13	161
87	Cindy Ertman	Platinum Capital Group	CA	\$107,562,249	158	both	35%	65%	2	10%	19	49
88	Marilyn Leonard	Washington Mutual	PA	\$107,407,000	248	banker	26%	74%	3	0%	7	-
89	Michael Knight	SunTrust Mortgage	FL	\$106,928,000	479	banker	70%	30%	1	80%	5	-
90	Kyle Becraft	Sandy Spring Bank	MD	\$106,204,293	234	banker	75%	25%	2	100%	14	-
91	Mehdi Pirzadeh	Mason Dixon Funding	MD	\$105,433,644	332	banker	30%	70%	1	100%	4	-
92	Karen Davis	SunTrust Mortgage	NC	\$104,875,000	209	banker	*31%	45%	1	100%	15	170
93	George Rosenfield	Triton Funding Group, Inc.	CA	\$104,550,995	180	both	60%	40%	3	80%	10	138
94	Tina Vo	Wells Fargo Home Mortgage	CA	\$104,329,478	276	banker	65%	35%	3	100%	7	130
95	Scott McCarter	Emery Financial	CA	\$104,046,178	222	both	20%	80%	2	100%	15	82
96	Steve Laner	Perl Mortgage, Inc.	IL	\$103,605,592	268	banker	46%	54%	1	90%	9	86
97	Daniel Register	Empire Financial Services	MD	\$103,433,497	274	broker	68%	32%	2	50%	3	-
98	Morgan Fine	Wells Fargo Home Mortgage	CA	\$102,941,720	229	banker	40%	60%	3	100%	7	62
99	Julie Teitel	Mortgage IT/DB Lending	NY	\$102,708,139	210	both	80%	20%	1	80%	16	97
100	Rick Richter	Gold Star Mortgage Financial Group	MI	\$101,968,211	442	both	32%	68%	5	100%	3	154

* Total % not available
** Not Available

TOP 200 DOLLAR VOLUME



2006

#	Name	Company	State	\$ Volume	Loans	Broker/ Banker	Purchase	Refi	No. of Assts. ⁺	% Apps. Taken*	Yrs. Orig.	Last Year
101	Steven Siwinski	BancGroup Mortgage Coproration	IL	\$101,542,481	543	both	66%	34%	1	100%	13	91
102	Jim Doan	Pacific Capital Mortgage	CA	\$101,340,823	258	both	64%	36%	3	100%	23	63
103	Richard Holsman	National City Mortgage	CA	\$100,934,145	205	banker	85%	15%	0	100%	10	-
104	Lance Dickson	Nova Home Loans	AZ	\$100,297,584	489	both	71%	29%	3	60%	11	56
105	Jeffrey Slater	BancGroup Mortgage Corp.	IL	\$100,051,356	488	both	71%	29%	0	96%	19	105
106	Michael Schreiber	SunTrust Mortgage	MD	\$99,961,000	205	banker	*18%	22%	0	100%	11	-
107	Robert (Bob) McElroy	SunTrust Mortgage	VA	\$99,786,000	335	banker	83%	17%	0	100%	26	32
108	Mitch Milat	Metro Express Mortgage	CA	\$99,615,176	353	both	50%	50%	2	100%	17	53
109	Tammy Colangelo	Wells Fargo Home Mortgage	CA	\$98,653,000	400	banker	30%	70%	1	1%	19	139
110	Janis Bronstein	Manhattan Mortgage Company	NY	\$98,000,000	63	broker	75%	25%	0	100%	10	133
111	Nancy Anderson	Home 123 Mortgage	CA	\$97,134,434	624	banker	98%	2%	3	**0%	15	48
112	Chris Washburn	National City Mortgage	MD	\$96,909,848	370	banker	79%	21%	1	100%	14	74
113	Steve Gray	Washington Mutual	CA	\$96,380,223	196	banker	30%	70%	2	90%	19	88
114	Brian Flood	Countrywide Home Loans	CA	\$96,366,574	157	banker	42%	58%	1	100%	18	-
115	Dennis Duncan	Chase / Chase Home Loans	VA	\$95,732,357	771	banker	88%	12%	2	55%	28	108
116	Jack Lieberman	USA Mortgage	TX	\$95,430,274	594	both	79%	21%	2	20%	21	-
117	PJ Murphy	Platinum Capital Group	CA	\$94,280,221	192	both	64%	36%	1	1%	22	-
118	Patti Frank	PAR East Mortgage Co., Inc.	NY	\$94,225,545	175	broker	40%	60%	2	95%	13	146
119	Karen Miller-Lozicki	SunTrust Mortgage	FL	\$94,126,000	214	both	*40%	14%	1	15%	32	-
120	Rajeev Rajpal	Wells Fargo Home Mortgage	NY	\$94,000,094	240	banker	90%	10%	2	90%	16	90
121	Todd Godfrey	Countrywide Home Loans	CA	\$92,950,461	179	banker	43%	57%	1	80%	12	-
122	Bobby Khorshidi	Wells Fargo Home Mortgage	CA	\$92,619,169	110	banker	55%	45%	1	100%	5	-
123	Michael Kent	Sovereign Bank	PA	\$92,539,760	215	banker	69%	31%	1	100%	14	95
124	Timothy Taylor	Metrocities Mortgage	CA	\$91,831,097	216	both	39%	61%	2	95%	13	58
125	Brad Cohen	Mason Dixon Funding	MD	\$91,682,975	271	banker	50%	50%	1	0%	8	-
126	Ryan Leopold	Homestone Mortgage	WA	\$90,732,695	269	both	70%	30%	3	100%	7	-
127	Charles Shulman	NJ Lenders Corp.	NJ	\$90,390,700	260	banker	59%	41%	1	100%	15	80
128	Mark Simon	First Capital	CA	\$90,172,389	121	both	35%	65%	1	100%	20	84
129	Ernie Saltmarsh	Regions Financial Corp.	FL	\$88,800,000	198	banker	65%	35%	2	100%	17	38
130	Gerry McCarthy	Mortgage Master, Inc.	MA	\$88,697,600	302	banker	48%	52%	0	100%	10	54
131	John Moxley	SunTrust Mortgage	SC	\$88,175,000	140	banker	*47%	12%	1	99%	7	157
132	Diane Clark	PrimeLending	TX	\$88,030,308	423	banker	90%	10%	1	67%	22	144
133	Michael Disney	Disney Financial Corp.	CA	\$88,000,000	214	both	28%	72%	2	80%	17	104
134	Shawn Woolf	Wells Fargo Home Mortgage	CA	\$87,930,075	203	banker	26%	74%	1	95%	3	166
135	Philip Scaglia	National City Mortgage	KS	\$87,650,970	522	banker	76%	24%	1	100%	14	152
136	James Nuesslein	Mortgage Bancorp Services	IL	\$87,468,051	233	broker	50%	50%	1	0%	14	-
137	Adam Slade	US Mortgage Network	PA	\$86,437,290	672	banker	65%	35%	2	75%	14	195
138	Carl Nielsen	King Mortgage Corp.	NJ	\$86,378,457	172	both	42%	58%	1	95%	14	102
139	Michelle Coolidge	First Horizon Home Loans	WA	\$86,355,694	494	banker	69%	31%	2	100%	11	-
140	Jan Day	SunTrust Mortgage	FL	\$86,351,000	129	banker	*57%	27%	2	100%	15	72
141	Karen Eberle	Countrywide Home Loans	OH	\$85,798,854	313	banker	*39%	51%	3	30%	20	-
142	Craig Thomason	CTX Mortgage Co.	CA	\$85,582,690	194	both	83%	17%	1	0%	19	193
143	John Abraham	National City Mortgage	IL	\$84,615,240	556	banker	90%	10%	1	100%	19	176
144	Sandra Tupurins	ST Mortgage Lending	CA	\$84,592,896	302	broker	55%	45%	1	80%	13	101
145	Carolyn Frame	CFA Northwest Mortgage Professionals	WA	\$84,500,308	327	both	40%	60%	5	10%	15	179
146	David Baca	SunTrust Mortgage	MD	\$84,294,000	278	banker	50%	50%	2	95%	23	165
147	Miguel Narvaez	Meridias Capital, Inc.	NV	\$83,565,251	601	both	66%	34%	6	100%	2	-
148	Grant Norris	Platinum Capital Group	CA	\$83,500,690	151	both	65%	35%	1	100%	22	-
149	Tim Roach	Trident Mortgage Company	PA	\$83,335,895	320	banker	93%	7%	1	0%	12	181
150	Allycyn Bennett	Sandstone Financial	CA	\$83,311,320	191	broker	70%	30%	0	99%	20	-

* Total % not available
** Not Available

TOP 200 DOLLAR VOLUME 2006

#	Name	Company	State	\$ Volume	Loans	Broker/ Banker	Purchase	Refi	No. of Assts.†	% Apps. Taken*	Yrs. Orig.	Last Year
151	Mary Vachon-Cobb	Wells Fargo Home Mortgage	CA	\$83,042,316	129	banker	49%	51%	1	100%	10	30
152	Maria Greenberg	Golden Empire Mortgage	CA	\$82,762,864	335	banker	55%	45%	1	100%	6	-
153	RJ Crosby	CTX Mortgage Co.	AZ	\$82,762,702	295	both	68%	32%	2	95%	5	149
154	Joseph Myers	Chase / Chase Home Loans	MD	\$81,453,884	509	banker	55%	45%	2	15%	20	121
155	Robert Wolverton	Countrywide Home Loans	WA	\$81,347,323	445	banker	64%	36%	3	5%	7	-
156	Georgette Mooneyham	SunTrust Mortgage	GA	\$80,935,000	494	banker	*70%	21%	2	50%	18	-
157	Robert Bram	Preferred Empire Mortgage	NY	\$79,907,621	294	broker	98%	2%	2	100%	26	141
158	Rich Sebastian	SunTrust Mortgage	SC	\$79,688,000	196	banker	*43%	26%	1	75%	11	122
159	William Thompson	SunTrust Mortgage	FL	\$79,652,000	234	banker	*63%	8%	3	70%	9	-
160	Steve Peterson	Chase / Chase Home Loans	CA	\$79,636,000	170	banker	55%	45%	2	100%	17	-
161	Jorden Brok	mTeam Financial	IL	\$79,344,522	303	both	35%	65%	1	100%	10	-
162	Alan Sagatelyan	Home Lending Company	CA	\$79,083,207	166	broker	30%	70%	0	0%	13	192
163	Dave Walling	National City Mortgage	CA	\$78,329,122	205	banker	80%	20%	2	70%	20	-
164	Mike Maxwell	Trident Mortgage Company	PA	\$78,303,189	426	banker	88%	12%	1	0%	16	200
165	Mark Hanna	Directors Mortgage Inc.	OR	\$78,284,498	324	both	80%	20%	2	0%	10	-
166	Chris Kostoff	Sun Coast Financial Group	CA	\$78,283,394	189	broker	23%	77%	1	100%	9	-
167	Dean May	SunTrust Mortgage	VA	\$78,064,000	107	banker	65%	35%	1	100%	22	198
168	Mark Maimon	Universal Mortgage, Inc.	NY	\$77,690,486	211	both	90%	10%	2	50%	4	-
169	Shimmy Braun	Guaranteed Rate	IL	\$77,596,796	314	both	70%	30%	1	95%	7	-
170	Dean Vlamis	Perl Mortgage, Inc.	IL	\$77,509,522	346	both	73%	27%	1	100%	6	-
171	Mike Olmert	First Capital	CA	\$77,130,115	154	both	60%	40%	1	100%	10	-
172	James Chubb	Pacific Inland Home Mortgage	CA	\$76,773,778	223	broker	20%	80%	1	100%	21	140
173	Michael Bischof	Biltmore Financial Bancorp, Inc.	IL	\$76,758,080	216	both	80%	20%	1	95%	15	159
174	John Downs	National City Mortgage	MD	\$76,707,883	222	banker	70%	30%	1	100%	5	-
175	Jim Bane	WR Starkey Mortgage	TX	\$75,945,550	483	banker	89%	11%	2	50%	16	-
176	Mark Buchanan	First Capital	CA	\$75,693,038	230	both	60%	40%	2	100%	13	73
177	George Learn	Chase / Chase Home Loans	CA	\$75,680,926	78	banker	48%	52%	1	0%	12	131
178	Art Karalexis	SunTrust Mortgage	GA	\$75,459,000	281	banker	*52%	27%	1	100%	4	-
179	Danna Hagenburger	Meridias Capital, Inc.	NV	\$75,107,406	276	both	94%	6%	1	100%	15	-
180	Tom Huntley	CTX Mortgage Co.	CA	\$74,449,128	183	both	70%	30%	3	100%	9	-
181	Justin Aldi	First Secuirty Lending	CA	\$74,332,436	235	both	45%	55%	1	100%	11	-
182	Alex Reilley	Trident Mortgage Company	PA	\$74,316,824	277	banker	88%	12%	1	100%	19	-
183	Matt Eckard	Wells Fargo Home Mortgage	OR	\$74,075,507	251	banker	77%	23%	1	100%	7.5	115
184	Jim Cover	National City Mortgage	VA	\$74,046,510	245	banker	61%	39%	1	100%	19	77
185	Matt Elerding	Chase / Chase Home Loans	WA	\$73,883,220	464	both	55%	45%	2	100%	9	174
186	Greg Demars	SunTrust Mortgage	TN	\$73,253,000	277	banker	*54%	31%	1	100%	18	-
187	Marietta Williams	SunTrust Mortgage	FL	\$73,213,000	131	banker	*52%	33%	1	95%	17	-
188	James Nesbit	National City Mortgage	WA	\$73,152,476	419	banker	30%	70%	1	95%	11	-
189	Christine Chaplin	SunTrust Mortgage	SC	\$73,025,000	225	banker	*74%	8%	1	100%	10	-
190	Salvatore Savastano	National City Mortgage	RI	\$72,759,308	351	both	62%	38%	2	80%	8	-
191	Richard Alex	First Home Mortgage Corp.	MD	\$72,665,314	332	both	45%	55%	1	10%	14	-
192	Celeta Ryan-Quinn	Custom Builder Mortgage, LLC	FL	\$72,302,000	72	both	*29%	8%	2	0%	15	107
193	David Purdy	MidAmerica Bank	IL	\$72,172,531	190	banker	60%	40%	1	90%	15	-
194	Mary Ann Magee	Wells Fargo Home Mortgage	CA	\$72,030,703	81	banker	29%	71%	0	100%	12	-
195	Todd Beal	Trident Mortgage Company	PA	\$71,537,892	300	banker	94%	6%	11	100%	22	168
196	Ryan Nelson	Great Southwest Mortgage	AZ	\$71,501,740	375	both	60%	40%	1	85%	5	-
197	Bill Burchette	SunTrust Mortgage	FL	\$71,261,000	199	banker	*48%	32%	1	100%	14	188
198	Jay Kunkle	Countrywide Home Loans	CA	\$71,231,633	131	banker	60%	40%	1	90%	13	-
199	Amanda Sessa	CTX Mortgage Co.	CO	\$70,984,703	342	both	65%	35%	1	100%	10	180
200	Rod Morley	Allegiance Home Loans, LLC	UT	\$70,565,627	450	both	78%	22%	1	95%	8	-

* Total % not available
** Not Available