APRIL 2009

THE ORIGINATOR'S TOOL FOR SALES & MANAGEMENT EXCELLENCE℠

Mortgage Originator®

MortgageOriginator.com

THE TOP 200 ORIGINATORS

A More Difficult Climb to Success

A Summit Publication

2009 Top Originator Lists ★ Producer Profiles ★ Originator Roundtable ★ Referrals ★ Superstar Strategies

2009 M.O.M. TOP 200 ORIGINATORS LIST

Dollar Volume (2008)

	Name	Company	State	$ Volume	Loans	Broker /Banker	% Purchase	Refi	No. of Assts.	% Apps. Taken**	Yrs. Orig.
1	Melissa Cohn	The Manhattan Mortgage Company	NY	$885,328,687	1016	Broker	60	40	0	100	24
2	Mark Cohen	Cohen Financial Group	CA	$751,656,166	709	Banker	47	53	5	100	24
3	Daniel Lado	HSBC Mortgage Corporation	NY	$322,926,000	205	Banker	65	35	0	100	14
4	Daniel Milstein	Gold Star Mortgage Financial Group	MI	$278,620,645	803	Both	68	32	2	100	9
5	Jody Cooper	Wells Fargo Home Mortgage	CO	$217,076,460	501	Banker	48	52	3	50	22
6	Shawn Portmann	Benchmark Mortgage	WA	$202,585,067	754	Banker	90	10	0	100	16
7	Michael Daversa	Atlantic Residential Mortgage	CT	$184,715,340	348	Broker	67	33	3	95	18
8	Thomas Lavallee	Mortgage Bancorp Services	IL	$171,630,242	668	Broker	25	75	2	95	20
9	Eric Liboy	HSBC Mortgage Corporation	NY	$162,062,000	86	Banker	57	43	0	100	2
10	Bruce Maasbach	The Manhattan Mortgage Company	NY	$144,828,404	190	Broker	95	5	2	95	15
11	Rodney Anderson	Rodney Anderson Lending Services	TX	$143,912,871	897	Banker	80	20	5	50	18
12	James Pope	M&I Bank	WI	$140,725,391	591	Banker	54	46	2	95	15
13	Jon Volpe	NOVA Home Loans	AZ	$134,182,376	508	Both	55	45	1	100	14
14	Thomas Digan	Mortgage Master, Inc.	MA	$127,451,644	312	Both	27	73	0	100	16
15	Shimmy Braun	Guaranteed Rate	IL	$124,339,154	413	Both	43	57	3	98	9
16	Michelle Kim	HSBC Mortgage Corporation	CA	$122,756,000	174	Banker	64	36	0	100	6
17	Al Hensling	United American Mortgage	CA	$119,967,075	216	Both	64	36	2	5	25
18	Kevin Lyons	Anchor Funding Inc	CA	$119,636,051	366	Both	15	85	2	100	11
19	David Jaffe	Chase	CA	$118,866,000	222	Both	55	45	2	50	18
20	Norma Nelson-Wiberg	Wells Fargo Private Mortgage Banking	CA	$118,840,704	118	Banker	40	60	0	100	11
21	Larry Cohen	Trident Mortgage Company	PA	$117,427,681	363	Banker	82	18	1	100	15
22	Tim Roach	Trident Mortgage Company	PA	$115,171,708	335	Banker	74	26	2	100	14
23	Jeff Ihrig	HSBC Mortgage Corporation	NY	$114,901,000	237	Banker	63	37	0	100	4.5
24	Joseph Caltabiano	Guaranteed Rate	IL	$112,783,853	359	Both	50	50	3	75	7
25	Tom Lewis	Huntington Mortgage Group	OH	$109,223,043	222	Banker	60	40	1	100	30
26	Sean Barry	Wells Fargo Home Mortgage	CA	$107,183,709	104	Banker	40	60	1	100	6
27	Beth Divney	The Manhattan Mortgage Company	NY	$105,805,002	138	Broker	67	33	1	100	22
28	Jim Rademann	R and R Mortgage	CA	$104,567,000	306	Broker	55	45	0	100	17
29	Steve Grossman	NJ Lenders Corp.	NJ	$104,162,877	209	Both	46	54	1	90	15
30	Mike Meena	Augusta Financial	CA	$103,874,194	345	Broker	76	24	4	100	18
31	Joe Phalen	Wintrust Mortgage	IL	$102,620,279	410	Both	49	51	2	65	16
32	Lloyd Streisand	Sterling National Mortgage	NY	$101,737,317	89	Both	29	71	4	0	16
33	Victor Angel	The Manhattan Mortgage Company	NY	$98,711,684	225	Broker	75	25	1	90	12
34	David Woldman	SunTrust Mortgage, Inc.	NC	$96,155,713	111	Banker	82	18	1	90	22
35	Brian Wada	Chase Home Loans	CA	$94,873,147	99	Banker	61	39	2	0	20
36	Michael Bischof	Biltmore Financial Bancorp, Inc.	IL	$94,615,645	272	Both	35	65	1	90	17
37	Gerald McCarthy	Mortgage Master, Inc.	MA	$93,885,905	259	Both	27	73	0	100	12
38	Jeff Crothers	National City Mortgage	CA	$90,571,527	392	Banker	67	33	1	100	19
39	Paul Volpe	NOVA Home Loans	AZ	$89,376,892	415	Both	55	45	1	100	14
40	James Nesbit	National City Mortgage	WA	$89,152,229	418	Banker	30	70	1	95	12
41	Rick Richter	Gold Star Financial	MI	$89,091,845	386	Broker	41	59	1	100	5
42	Angela Deaton	PrimeLending	TX	$87,328,027	256	Banker	90	10	1	100	5
43	Jerry Sundt	Sundt Mortgage Group	AZ	$86,222,600	400	Broker	70	30	1	95	7
44	Don Zender	Evergreen Home Loans	WA	$86,117,222	278	Both	62	38	3	100	15
45	Jorden Brok	Guaranteed Rate	IL	$85,496,605	241	Both	26	74	1	100	13
46	Liz McElroy	SunTrust Mortgage, Inc.	VA	$84,691,046	285	Banker	77	23	1	100	24
47	Mickey Parseghian	Countrywide	CA	$84,322,822	249	Banker	44	56	6	30	17
48	Tammy Colangelo	Wells Fargo Home Mortgage	CA	$84,163,939	294	Banker	40	55	0	100	25
49	Brad Cohen	Mason Dixon Funding	MD	$83,700,094	195	Banker	55	45	1	100	11.5
50	Norman Calvo	Universal Mortgage Inc	NY	$83,385,972	187	Broker	90	10	1	100	27

** Can include online/other apps that customers complete, but then reviewed by LO.