



TOP PRODUCERS

The Top Producers of 2021: The complete list

By Brad Finkelstein April 12, 2021, 6:30 p.m. EDT 20 Min Read



Given that the mortgage industry had its best year ever for originations in 2020, it would naturally follow that individual loan officer production for the year would break some records. For the first time in the 23-year history of the Top Producers survey, there is a billion dollar producer at the top of the list.

Christopher Gallo, a senior loan officer at NJ Lenders Corp. in Ho-Ho-Kus, N.J., did slightly under \$1.02 billion for 2020. In the prior year, Gallo was our No. 2 originator with \$346.6 million in volume.

Overall, 204 originators produced over \$100 million, compared with 85 [one year ago](#).

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when the person with that ranking originated nearly \$36 million.

Flood compliance: Preparing for change

Flood Compliance: Overcoming Challenges by Preparing for Change

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The latest data from Fannie Mae has mortgage lenders total volume in 2020 at \$4.5 trillion, while the Mortgage Bankers Association has \$3.8 trillion. In either case, that beats 2003's \$3.7 trillion as the best year ever.

The rankings are open to mortgage loan officers and mortgage brokers who work at depository, nonbank and mortgage brokerage firms in the United States.

Some of the changes the pandemic forced on the industry are a good thing, said Michael Rodriguez, the broker and owner of Platinum Capital Mortgage, Salinas, Calif., who finished second in the rankings.

For example, video conferencing platforms, such as Zoom, have become ubiquitous for meeting with clients and referral partners.

"This allowed us to expand our mortgage reach geographically and tap into outside markets that would otherwise not have been reached," Rodriguez said. "We plan to continue to use this medium in the future."

At least one producing branch manager said his office is prepared for the expected lower loan volumes in 2021.

Todd Struyk, who heads up a Bay Equity Home Loans office in San Diego said that his office, like many others all across the industry, had to increase the number of team members last

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“But now we have the right team on board to continue with the market demands and I believe we are so efficient we can stick with the team we have if the market goes up or down,” Struyk said.

In the 2021 Top Producers survey, just over one-quarter of the respondents completely agreed that the housing market was moving in the right direction, with the same share of people being neutral. Another 36% generally agreed with the statement. But one year prior, 35% completely agreed with that statement, while just 18% were neutral and 46% gave responses in between.

While a small percentage, 9% in this year’s survey, provided a negative response to that question, it’s triple the share that was bearish on housing in the 2020 survey.

Among those who think 2021 will be a good year for the housing business was Chad Cantrell, branch manager for Certainty Home Loan’s Huntsville, Ala. location. He expects increased demand for both purchase and refinance loans this year.

“Low rates inspire first-time homebuyers to enter the market,” he added.

On the other hand, Lee Utley a mortgage loan originator at FBC Mortgage’s Jacksonville, Fla. location, said that plans for 2021 included preparing for sales growth this year “while being mindful of a possible future cooling off in the housing market.”

Respondents were also slightly more pessimistic when it came to the U.S. economy, compared with the prepandemic environment when the 2020 survey was taken.

In this year’s survey, 38% were neutral in their responses about the statement that the American economy was moving in the right direction.

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side.

But when the 2020 survey was taken, 81% felt the economy was moving in the right direction, with 38% saying they completely agreed. Another 16% were neutral and just 4% disagreed.

Rhonda Faulk, senior loan officer for Certainty in Niceville, Fla., plans to focus on purchases and new construction. Niceville is near the Elgin Air Force Base in the Florida Panhandle.

“The strong economy secured by large military presence is projected to increase demand in 2021,” Faulk said. “The military further assures that the housing marketing keeps moving with frequent reassignments.”

If anything, refi loans are not a big part of her business plan.

“My refinance focus is primarily for my past customers, to nurture that relationship by checking in with them to see if I can save them money or help them achieve their goals,” Faulk said.

No.	Name	Company	Volume in dollars	No. of loans originated
1	Christopher Gallo	NJ Lenders	\$1,019,405,954	2,532
2	Michael Rodriguez	Platinum Capital Mortgage	\$676,243,368	1,264
3	Paul Volpe	Nova Home Loans	\$611,155,206	2,374
4	Max Leaman	LoanPeople	\$577,668,091	1,742
5	Sean Ritter	Better Mortgage	\$524,957,318	1,581
6	Kory Kavanewsky	CMG Mortgage	\$520,804,988	901
7	Thomas Vaughan	Better Mortgage	\$491,861,989	1,493
8	Zachary Deal	Better Mortgage	\$482,908,254	1,447
9	Landon Keeter	Better Mortgage	\$474,459,311	1,312
10	Andrew Post	Better Mortgage	\$472,554,481	1,501
11	Robby Oakes	CIMG Residential Mortgage	\$466,677,916	1,474
12	Craig Stelzer	CrossCountry Mortgage	\$436,558,144	1,289
13	Wai Ping Tsang	Better Mortgage	\$420,066,919	1,200
14	Zoey Cigar-Hodge	Better Mortgage	\$414,035,148	1,296
15	Christopher	Family First Funding	\$399,548,937	1,220

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17	Michael DaCruz	Better Mortgage	\$396,912,198	1,256
18	Josephine Cardenia	Better Mortgage	\$382,155,631	1,200
19	Lance Johnson	Regions Mortgage	\$367,660,928	555
20	Michael Borodinsky	Caliber Home Loans	\$349,075,568	946
21	Samuel Rosenblatt	Academy Mortgage	\$345,504,401	1,066
22	Neil Kantor	Homespire Mortgage	\$342,145,222	809
23	Jeremy Durkin	Trident Mortgage	\$337,290,669	1,065
24	Alexander Kim	HomeFirst Mortgage Bankers	\$332,526,960	849
25	Lizy Hoeffler	CrossCountry Mortgage	\$325,272,642	1,167
26	Justin Bonura	NJ Lenders	\$280,641,207	689
27	Matt Andre	FBC Mortgage	\$277,345,164	951
28	Ryan Grant	Neo Home Loans	\$276,797,803	532
29	Stephanie Dombrowski	Ent Credit Union	\$274,586,109	699
30	Carey Cyr	CMG Financial	\$274,555,095	1,048
31	Michael DeRaspe	KeyBank Mortgage	\$273,590,000	363
32	Karen Nielson	Guild Mortgage	\$267,496,304	1,157
33	James Pulsipher	Bay Equity Home Loans	\$261,688,768	944
34	Lauren Maxwell	CrossCountry Mortgage	\$256,116,241	908
35	Brandon Brostsky	Reach Home Loans	\$255,865,350	846
36	Jennifer Guidry	First United Bank	\$250,682,901	619
37	Michael Brown	Churchill Mortgage	\$248,249,956	840
38	Amanda Sessa	SWBC Mortgage	\$241,535,783	573
39	Brenda Dintino	Total Quality Lending	\$240,754,602	577
40	Matthew Adler	Lake Michigan Credit Union	\$220,018,953	805
41	Jason Smith	Nova Home Loans	\$211,018,143	432
42	Amit Kaim	George Mason Mortgage	\$209,834,280	431
43	James Nesbit	Academy Mortgage	\$209,165,413	736
44	Tammy Saul	Federal Hill Mortgage	\$208,223,807	608
45	Jennifer Beeston	Guaranteed Rate	\$205,447,973	542
46	Brian Morley	Fulton Mortgage	\$200,894,965	435
47	Chris Murphy	M2 Lending Solutions	\$196,987,411	568
48	Derek Wetzal	On Q Financial	\$191,700,017	353
49	James Bell Jr.	Capital Bank	\$190,692,589	448
50	Peter Accolla	George Mason Mortgage	\$189,193,648	406
51	Shane Siniard	SWBC Mortgage	\$180,161,331	863
52	Stephen Novotny	Willamette Valley Bank	\$178,473,415	624

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54	Joe Bigelman	John Adams Mortgage	\$176,751,534	629
55	Steve Thompson	Gateway Mortgage Group	\$175,005,044	800
56	Miles Rusth	Summit Mortgage	\$174,719,668	485
57	Matthew Attaya	Residential Mortgage Services	\$174,435,450	395
58	Patrick Holland	Embrace Home Loans	\$172,356,956	370
59	Ryan Shane	Sammamish Mortgage	\$172,093,968	408
60	Joseph Chacko	C2 Financial	\$171,589,892	364
61	Kevin Retcher	First Meridian Mortgage	\$170,225,396	383
62	April Ye Wang	Fairway Financial	\$167,460,624	308
63	Brian Carson	Certainty Home Loans	\$167,431,062	669
64	Laura Witte	Northpointe Bank	\$167,197,844	509
65	Christopher Minjarez	CMG Financial	\$166,247,668	666
66	Josh Moody	Goldwater Bank	\$166,196,565	724
67	Kurt Branstetter	Nova Home Loans	\$165,759,407	320
68	Sebastian Rivera	Intercoastal Mortgage	\$165,396,744	376
69	Jake Hardman	Simplify Home Loans	\$164,691,552	561
70	Brandon Burks	FirstBank Mortgage	\$163,246,114	636
71	Brett Foster	Northpointe Bank	\$163,047,707	526
72	Jill Lyons	CMG Financial	\$162,181,554	371
73	Ryan Morgan	Mortgage Corp East	\$161,870,708	390
74	Wes Kleckley	Interlinc Mortgage	\$160,578,258	584
75	Greg Mullan	George Mason Mortgage	\$158,235,730	372
76	Trevor Shane	Sammamish Mortgage	\$158,200,678	395
77	Tyler Bahnsen	Homebridge Financial Services	\$156,248,098	537
78	Reed Hazard	CMG Financial	\$156,017,145	386
79	Andrew Lane	CMG Financial	\$154,955,775	499
80	Eric Jorgensen	Simplify Home Loans	\$154,649,940	487
81	James Collins	CMG Financial	\$154,584,507	495
82	Mark Charlton	Academy Mortgage	\$154,391,400	409
83	Marylee Gilchrist	Cardinal Financial	\$151,941,782	468
84	Jason Lerner	George Mason Mortgage	\$151,129,788	453
85	Kelly Zitlow	Cornerstone Home Lending	\$151,043,721	496
86	Todd Rego	Nova Home Loans	\$151,000,000	398
87	Nathan Blair	Simplify Home Loans	\$150,475,676	424
88	Walter Gorman	NJ Lenders	\$150,353,848	427
89	Michael Picore	Bay Equity	\$150,343,841	425
90	Jennifer Pitcher	FBC Mortgage	\$150,306,282	505
91	Mona Edick	Bay Equity Home Loans	\$150,136,981	585

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94	Greg Gale	Nova Home Loans	\$148,509,745	502
95	Nathan Walker	Simplify Home Loans	\$148,435,696	480
96	Anthony Raby	Residential Mortgage Services	\$147,994,426	445
97	Wesley Ryan Grubbs	Mid America Mortgage	\$147,818,070	521
98	Gina Allman	Ent Credit Union	\$146,094,751	548
99	Al Rodriguez	CMG Financial	\$145,895,396	267
100	Chris Leon	Nova Home Loans	\$144,724,747	666
101	Ryan Barry	NJ Lenders	\$144,687,899	318
102	Nick Maddock	Guild Mortgage	\$144,598,685	694
103	Joshua Jensen	Simplify Home Loans	\$143,357,214	457
104	Dwight Taylor	George Mason Mortgage	\$143,137,028	414
105	Allison Davis	George Mason Mortgage	\$141,518,402	587
106	Nicholas Onstad-Hawes	Sammamish Mortgage	\$141,076,530	356
107	Sarah Kohut	Guaranteed Rate	\$140,745,622	258
108	Sofia Aerakis Travayiakis	Mortgage Network	\$138,937,118	295
109	Sam Atapour	Embrace Home Loans	\$138,661,726	291
110	Jenny Pierce	Simplify Home Loans	\$138,653,610	434
111	Brian Kempf	George Mason Mortgage	\$137,770,324	256
112	Charadie Finkle	Academy Mortgage	\$137,582,562	438
113	Teresa Milchuck	FirstBank	\$137,380,412	442
114	Joseph Cipollo	CMG Financial	\$137,156,841	484
115	Angela Kakos	1st Securities Mortgage	\$137,049,559	566
116	Benjamin Zitting	Bay Equity Home Loans	\$136,901,102	463
117	Alexander Jaffe	First Home Mortgage	\$135,758,553	307
118	Joseph Harry	Simplify Home Loans	\$135,456,620	422
119	David King	SWBC Mortgage	\$134,875,638	412
120	Daniel Bello	Residential Mortgage Services	\$134,700,685	328
121	Brian Woltman	Embrace Home Loans	\$134,183,504	319
122	Judy Philips	J Philips Mortgage	\$134,020,478	423
123	Debra Secord	Guild Mortgage	\$132,749,203	439
124	Todd Struyk	Bay Equity Home Loans	\$131,964,066	272
125	Anwer Mangrio	UIF Corp.	\$131,743,213	327
126	Spiro Hishmeh	Premier Lending	\$131,678,636	247
127	April Janas	Bay Equity Home Loans	\$131,000,000	358
128	Adam Hammond	FirstBank Mortgage	\$129,961,553	500
129	Kim Crea	Nova Home Loans	\$129,750,445	380
130	Eric Vavere	Neo Home Loans	\$129,613,423	201

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		Services		
133	Michael Bovaird	NJ Lenders	\$129,035,562	303
134	April Reichert	Guild Mortgage	\$127,263,394	379
135	Jaclyn Litton	Litton Mortgage	\$127,211,697	563
136	Clint Hammond	Mortgage Network	\$126,930,503	477
137	Joe Massey	Castle & Cooke Mortgage	\$125,133,624	390
138	Kathryn Pedersen	Bay Equity	\$124,997,860	381
139	Andrew Augustyniak	Peoples Mortgage	\$124,349,769	491
140	Andy Burton	Waterstone Mortgage	\$124,098,629	413
141	Mark Veech	NJ Lenders	\$123,481,803	317
142	Joshua Rubin	First Securities Mortgage	\$122,390,250	451
143	Michael Richardson	Bay Equity Home Loans	\$120,979,587	369
144	Chris Magnotta	Guild Mortgage	\$120,000,000	355
145	David Hosterman	Citywide Home Loans	\$118,948,543	435
146	Amy Goss	Residential Mortgage	\$118,354,891	582
		Services		
147	Michael Bush	Residential Mortgage	\$118,055,000	350
		Services		
148	Tom Bechtel	Ent Credit Union	\$117,189,053	407
149	Meghan Merrill	CMG Financial	\$117,162,974	489
150	Andrew Harris	Vantage Mortgage Group	\$116,956,870	330
151	Ryan Gilliam	Waterstone Mortgage	\$116,423,483	463
152	Steve Rockefeller	George Mason Mortgage	\$115,937,352	340
153	Jasmine Krnjetin	Waterstone Mortgage	\$115,881,564	382
154	David Pressel	Bayshore Mortgage	\$115,732,547	332
		Funding		
155	Curtis Kravitz	Bay Equity Home Loans	\$115,404,165	268
156	Silverio Garcia	Golden Empire Mortgage	\$114,928,328	263
157	Shelby Weston	InterLinc Mortgage	\$114,804,912	568
158	Travis Garlick	Simplify Home Loans	\$114,618,360	354
159	Michelle Bruto da Costa	Homebridge Financial	\$114,337,916	330
		Services		
160	Paddi Bailey	Gateway Mortgage	\$113,011,478	434
161	Eric Newman	Movement Mortgage	\$112,602,607	348
162	Ian McLellan	Northpointe Bank	\$112,470,444	365
163	Scott Stinson	FBC Mortgage	\$112,361,683	422
164	Shirley Stange	Ent Credit Union	\$111,584,948	403
165	Jim King	Willamette Valley Bank	\$111,494,946	345
166	Debra Zentner	CMG Mortgage	\$111,132,078	220
167	Tim Barbieri	Oceanside Mortgage	\$110,661,427	580

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169	Ryan Parker	Bay Equity Home Loans	\$110,644,193	338
170	David Timmerman	American Financial Lending	\$110,518,547	334
171	Michael Dewitt	Highlands Residential Mortgage	\$109,993,905	391
172	Todd Binkley	Gateway Mortgage Group	\$109,867,571	433
173	Richard Holsman	Bay Equity Home Loans	\$109,836,290	262
174	Jason Smith	Northpointe Bank	\$109,615,489	348
175	Jerry DeMaio	Family First Funding	\$109,549,757	350
176	Sarah Engstrom	Priority Mortgage Corp	\$109,515,168	456
177	Michael Trejo	Bridgepoint Funding	\$109,304,161	237
178	Mike Rafii	Bay Equity Home Loans	\$109,093,408	208
179	Ashley Ortega	CMG Mortgage	\$107,714,564	224
180	Jack Little	Gateway Mortgage	\$106,817,534	407
181	Celina Tominna	Point Mortgage	\$105,805,254	261
182	Jim Koops	Northpointe Bank	\$105,498,543	335
183	Kyle Murata	CMG Financial	\$105,286,427	199
184	Sandra Potterfield	Intercoastal Mortgage	\$104,722,789	232
185	Niket Patankar	Predian Mortgage	\$104,448,552	187
186	Molly Nadeau-Peterson	Waterstone Mortgage	\$104,174,853	438
187	Enzo Morales	C2 Financial	\$104,147,836	244
188	Katherine Rice	Guild Mortgage	\$104,026,764	277
189	Mary Greenwood	Ent Credit Union	\$103,976,322	392
190	Pranav Sahai	Jumbo Loan Experts	\$103,457,048	292
191	Randy Ernst	Guaranteed Rate	\$103,273,340	327
192	Tom McMurray	Karbon Financial	\$103,263,037	232
193	Trevor McFarland	Residential Mortgage Services	\$102,999,519	398
194	Suzi Gradisar	Ent Credit Union	\$102,145,675	448
195	John Olbrich	American Security Mortgage	\$102,123,802	221
196	Richard Alashaian	NJ Lenders	\$101,943,262	231
197	Christopher Granger	Bay Equity Home Loans	\$101,894,910	177
198	Vick Bedi	SD Capital Funding	\$101,443,839	239
199	John Aragon	Highlands Residential Mortgage	\$101,394,148	327
200	Michelle Castle	Guild Mortgage	\$101,054,235	491
201	Jeffrey Novotny	George Mason Mortgage	\$100,564,727	254
202	Eric Parsons	Capital Bank Home Loans	\$100,518,703	250
203	Raul Espinoza	Bay Equity Home Loans	\$100,431,503	207
204	Jonathan Libman	Residential Mortgage	\$100,090,766	300

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206	David Robbins	Golden Lenders	\$97,683,687	286
207	Andrew Oliva	Oceanside Mortgage	\$97,490,967	537
208	Christine Farrington	Bay Equity Home Loans	\$96,829,951	341
209	Timothy Weber	M2 Lending Solutions	\$95,042,948	287
210	Lindsey Waldron	Guild Mortgage	\$94,970,538	302
211	Michael Smalley	Waterstone Mortgage	\$94,653,798	362
212	Scott James	Bay Equity Home Loans	\$94,413,927	235
213	Josh Campbell	CMG Financial	\$94,070,650	373
214	Anthony VanDyke	ALV Mortgage	\$93,330,518	301
215	Andrew Byrd	Willamette Valley Bank	\$93,046,484	329
216	Matt Schwartz	Southlake Mortgage	\$93,046,461	381
217	Michael Wright	Summit Mortgage	\$92,896,926	281
218	Allen Coombs	Bay Equity Home Loans	\$92,509,411	363
219	Andrew Siddon	George Mason Mortgage	\$92,488,844	190
220	Gerald Zapol	HomeSpire Mortgage	\$92,301,962	216
221	Rachelle Coffey	Homeowners Financial Group	\$92,070,669	344
222	Jared Read	Simplify Home Loans	\$91,838,632	294
223	Kelly Taylor	FBC Mortgage	\$91,744,018	335
224	Carlo Colantonio	CMG Financial	\$91,676,802	417
225	Stephen Seidler	Homebridge Financial Services	\$91,592,208	169
226	Ron Haddad	Key Mortgage Services	\$91,529,052	304
227	Lillian Xiaoyang Luo	Googain	\$90,553,050	191
228	Kathy Stypula	Bay Equity Home Loans	\$90,550,979	222
229	Brian Neumann	Mortgage Network	\$90,425,431	288
230	Katherine Osborn	CMG Mortgage	\$90,369,412	165
231	Carter Campbell	ALV Mortgage	\$90,148,917	264
232	Joel Van Asch	Homebridge Financial Services	\$89,893,469	270
233	Jannie Gong	EON Mortgage Group	\$89,836,419	311
234	Kevin Long	CMG Financial	\$89,808,245	304
235	Kimberly England	Point Mortgage	\$89,324,092	286
236	Jennifer Genter	Golden Empire Mortgage	\$89,303,415	181
237	Ann Fisher	Towne Bank	\$88,884,506	260
238	Laurie Kleissler	Oceanside Mortgage	\$88,405,976	504
239	Anthony Marone	NJ Lenders	\$88,209,722	260
240	Eric Steenstra	Residential Mortgage Services	\$88,195,175	262
241	Gavin Brayce	Guild Mortgage	\$88,139,718	179

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244	Mike Hardy	Churchill Mortgage	\$86,608,986	202
245	Randy Lipp	Certainty Home Loans	\$85,948,255	311
246	Michael Kelly	NJ Lenders	\$85,074,751	224
247	Sandy L. Davis	NJ Lenders	\$84,938,707	264
248	Adam Boles	Bay Equity Home Loans	\$83,699,177	233
249	Crista Lowrie	Huntingdon Valley Bank	\$83,460,274	316
250	Julie Whalen	Guild Mortgage	\$82,633,118	240
251	Michael James Bedell	FBC Mortgage	\$82,472,975	279
252	Russell Nash	George Mason Mortgage	\$82,451,699	298
253	Michael Quin	Northpointe Bank	\$82,442,932	274
254	Meinoh Kim	LoanDepot	\$82,296,002	177
255	David Kuiper	Northpointe Bank	\$81,882,219	360
256	Martin Yapur	Homebridge	\$81,759,585	219
257	Jeffrey Blaxland	HomeFirst Mortgage Bankers	\$81,667,780	207
258	Kevin Greene	Highlands Residential Mortgage	\$81,492,477	229
259	Paul Knopf Jr.	InterLinc Mortgage Services	\$81,285,939	320
260	Molly Meeker	Bay Equity Home Loans	\$81,166,139	273
261	Michael James Kiley	Oceanside Mortgage	\$80,868,136	382
262	Boyce Williams	Homebridge Financial Services	\$80,852,752	249
263	Gary Konkel	FBC Mortgage	\$80,826,732	198
264	Dean Riddell	SWBC Mortgage	\$80,794,440	364
265	Ryan Bird	Northpointe Bank	\$80,491,691	256
266	Kurt McClearen	Nova Home Loans	\$80,485,208	316
267	Jeremy Wallis	Willamette Valley Bank	\$80,065,671	261
268	Michael Haigh	Supreme Lending	\$80,000,000	100
269	Frank Perna Jr.	Intercoastal Mortgage	\$80,000,000	120
270	Lynsey Camp	Highlands Residential Mortgage	\$79,955,630	372
271	Michael Ullmann	First Heritage Mortgage	\$79,913,933	220
272	Scott Fosgate	FBC Mortgage	\$79,549,293	233
273	Michael Colagrossi	Bay Equity Home Loans	\$79,300,045	156
274	Robert Oliver	Oceanside Mortgage	\$78,980,967	397
275	Kevin Seinfeld	Residential Mortgage Services	\$78,951,254	184
276	Kimberly Bean	Summit Mortgage	\$78,943,270	248

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279	Josh Barnes	Certainty Home Loans	\$78,565,751	369
280	Kelley Sanders	Guild Mortgage	\$78,147,207	393
281	Ray Ferguson	Bay Equity Home Loans	\$77,436,977	183
282	Peter Conto	George Mason Mortgage, LLC	\$77,366,912	156
283	Chad Wilhelm	SWBC Mortgage	\$77,260,939	303
284	Augustus Bukowski	Bay Equity Home Loans	\$77,256,267	164
285	Chad Hayes	Residential Mortgage Services	\$76,942,464	259
286	Brett Benedetti	Ent Credit Union	\$76,573,594	222
287	Jill Sheldon	CMG Financial	\$76,368,685	277
288	Angelo Lefer	NJ Lenders	\$75,979,466	192
289	Brian Fullmer	Willamette Valley Bank	\$75,590,109	272
290	Chad Cantrell	Certainty Home Loans	\$75,492,940	385
291	Jason Pike	Waterstone Mortgage	\$74,248,657	249
292	Fidel Dorado	Golden Empire Mortgage	\$73,840,120	432
293	Kevin Patrick	Homespire Mortgage	\$73,716,968	334
294	Kunal Khanna	Fairfax Mortgage Investments	\$73,620,973	175
295	Greg Balawajder	FBC Mortgage	\$73,572,749	178
296	Bobby Kurpinsky	Northpointe Bank	\$72,655,453	196
297	Gwen Swain	Waterstone Mortgage	\$72,530,726	302
298	John Fosgate	FBC Mortgage	\$72,214,992	250
299	Jeff Nicola	Bay Equity Home Loans	\$72,047,251	125
300	Danielle Boote	Highlands Residential Mortgage	\$72,029,357	322
301	Chris Doke	Gateway First Bank	\$71,802,220	312
302	Michael Encarnacion	loanDepot	\$71,768,015	138
303	Greg Sands	Ent Credit Union	\$71,579,693	239
304	Dan Patty	Solcosta Home Loans	\$70,945,484	177
305	David Goldberg	First Federal Bank	\$70,739,584	193
306	Douglas Bateman	Gold Financial Services	\$70,135,568	243
307	Jennifer Mericle	Bay Equity Home Loans	\$70,059,855	209
308	Lisa Capicchioni	Residential Mortgage Services	\$70,029,007	244
309	Bart Eyler	Bay Equity Homes Loans	\$69,688,634	168
310	Katie Esrickson	Bay Equity Homes Loans	\$69,471,161	181
311	Andrew Hannah	R and R Loans	\$69,430,160	202
312	Jindra Faulkner	Bay Equity Homes Loans	\$68,724,378	302
313	Andy Wright	Summit Mortgage	\$68,396,375	226

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316	Jay White	Bay Equity Home Loans	\$67,850,666	270
317	Travis Wright	Mortgage Network	\$67,842,985	306
318	Ralph Tancredi	Manasquan Bank	\$67,619,167	139
319	Ashley Borden	Residential Mortgage Services	\$67,252,896	254
320	Shawn Barsness	Embrace Home Loans	\$67,155,982	145
321	Kevin Rojas	Ent Credit Union	\$66,870,031	194
322	Mike David	Waterstone Mortgage	\$66,774,944	294
323	Anthony Nicholas	Hudson United Mortgage	\$66,751,000	188
324	Chris Schoenthal	Homebridge Financial Services	\$66,643,257	227
325	Brent Bourdeau	Highlands Residential Mortgage	\$66,580,677	152
326	Victor Bals	Highlands Residential Mortgage	\$66,287,893	279
327	Jamie Hughes	Bay Equity Home Loans	\$66,056,208	133
328	Philip Chavez	CB&T Mortgage	\$66,052,740	201
329	Rylan Maddox	Homebridge Financial Services	\$65,969,363	100
330	Bill Duff	Highlands Residential Mortgage	\$65,819,678	199
331	Paul Cazalas	SWBC Mortgage	\$65,518,792	209
332	Kevin Grampp	Bay Equity Home Loans	\$65,485,346	283
333	Rudy Ferrante	Residential Mortgage Services	\$65,364,670	238
334	Tom Thuss	Certainty Home Loans	\$65,340,242	401
335	Lynn Chenaur-Bridges	Bay Equity Home Loans	\$65,113,275	133
336	Alex McMaster	Metro Credit Union	\$64,796,127	176
337	Kathy Sirkis	C2 Financial Corporation	\$64,680,392	133
338	Otmane Laassel	Homespire Mortgage	\$64,603,770	205
339	Lee Utle	FBC Mortgage	\$64,592,048	239
340	Chip Thompson	SWBC Mortgage	\$64,580,159	238
341	Jim Juergens	Certainty Home Loans	\$64,281,734	208
342	Will Luper	Movement Mortgage	\$64,213,312	349
343	Buddy Greene	Bay Equity Home Loans	\$64,090,745	145
344	Toby Tollack	Bay Equity Home Loans	\$64,044,078	134
345	Darren Soodak	BancStar Mortgage	\$64,000,000	175
346	Loren Uber	First California Funding	\$63,959,108	111
347	Chris Goodman	SWBC Mortgage	\$63,955,450	209
348	Cody Unger	On Q Financial	\$63,198,656	232
349	Kim Bryant	Bay Equity Home Loans	\$63,095,921	172

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352	Jason Yourofsky	Atlantis Mortgage	\$62,401,905	196
353	Travis Howard	Waterstone Mortgage	\$62,256,085	192
354	Bart Swan	Certainty Home Loans	\$62,073,782	208
355	Sheri Keene	Point Mortgage	\$62,062,700	184
356	Jarad Brown	Certainty Home Loans	\$61,417,942	260
357	Amy Remington	Guild Mortgage	\$61,374,182	181
358	Chad Rankin	Residential Mortgage Services	\$60,658,288	244
359	Michael McElroy	Gateway Mortgage Group	\$60,385,105	335
360	Jake Golembiewski	Peoples Mortgage	\$60,338,898	225
361	Jennifer Zherebilov	Guild Mortgage	\$60,209,066	166
362	Michael McDermott	Bay Equity Home Loans	\$60,173,822	233
363	Brian Beecraft	Fidelity Mortgage	\$60,170,919	254
364	Todd Swanson	C2 Financial	\$59,975,423	149
365	John Gabaldon Jr.	Waterstone Mortgage	\$59,960,354	323
366	Tanya Bonilla	Park Square Home Mortgage	\$59,682,288	216
367	Tim R Smith	CrossCountry Mortgage	\$59,682,036	272
368	Doug Salzman	George Mason Mortgage	\$59,604,709	163
369	Mike Harms	Bay Equity Home Loans	\$59,354,187	206
370	Shawn Sidhu	C2 Financial	\$59,260,835	127
371	Wesley Whitehead	FirstBank Mortgage	\$59,196,914	203
372	Brian Farasy	SWBC Mortgage	\$59,052,085	141
373	Jim Blackburn	CrossCountry Mortgage	\$58,929,089	190
374	Tom Heath	Nova Home Loans	\$58,772,162	270
375	Trever Kerr	Gateway Mortgage	\$58,264,482	254
376	Zach Larichiuta	Homebridge Financial Services	\$58,125,686	174
377	Danny Tyroch	Movement Mortgage	\$58,010,003	181
378	Gretchen Curtice	George Mason Mortgage	\$57,500,253	183
379	Lloyd White Jr.	Summit Mortgage	\$57,456,761	193
380	Marleen Paquette	Residential Mortgage Services	\$57,428,856	230
381	Matthew Davidson	Ent Credit Union	\$57,232,672	230
382	Fernando Perez	Certainty Home Loans	\$57,090,186	208
383	Dean Hayes	Bay Equity Home Loans	\$57,012,438	187
384	Gianni Cerretani	Homebridge Financial	\$56,946,269	201

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386	Krista Ellis	George Mason Mortgage	\$56,566,143	119
387	Daniel Perez	Golden Empire Mortgage	\$56,263,665	137
388	Laura Besler	Bay Equity Home Loans	\$55,969,931	256
389	Eric Putt	Waterstone Mortgage	\$55,676,906	209
390	Joseph Batten	CMG Financial	\$55,673,787	195
391	Jared Varitek	FBC Mortgage	\$55,381,217	205
392	Audra Martin	Wescom Credit Union	\$55,168,918	114
393	Robert Adams	FBC Mortgage	\$54,985,033	269
394	Laura Edwards Iverson	Bay Equity Home Loans	\$54,858,884	239
395	Tony Ferrari	Mid America Mortgage	\$54,446,119	194
396	Mike Wall	Willamette Valley Bank	\$54,352,549	215
397	Julie Scott	Movement Mortgage	\$53,849,826	234
398	Michael Bogar	Mid America Mortgage	\$53,783,868	200
399	Charlie Beagle	Bay Equity Home Loans	\$53,776,088	225
400	Craig O'Neil	Mortgage & Realty Professionals	\$53,321,906	110

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