



TOP ORIGINATORS 2021

**KEVIN RETCHER
#476 RANKED IN THE NATION
#1 MORTGAGE BROKER LOAN OFFICER IN VIRGINIA**

In stressful times, these mortgage professionals rose to the occasion

The world changed dramatically in 2020 as the COVID-19 pandemic swept across the globe and impacted many aspects of life. Customer foot traffic slowed to a trickle, causing businesses to struggle and some to close permanently. Schools shuttered and moved their educational models online.

Because of the virus, everyday activities once taken for granted — eating out, going to the movies or simply spending time with loved ones — became not so ordinary. As of February 2021, more than 500,000 American lives have been lost to the pandemic.

At the start of the health crisis, the mortgage industry was much like the rest of the world facing an uncertain future. No one knew how lockdown measures would ultimately affect homebuying activities. Consequently, lenders and originators were skeptical about staying profitable or even keeping the lights on. A year later, however, it's clear that residential mortgage companies of all shapes and sizes are doing better than ever. Not only are they doing record amounts of business, they're helping a large swath of people by providing homeownership opportunities and loan refinancings to save precious cash in stressful economic times.

This work is reflected in *Scotsman Guide's* 12th annual Top Originators rankings, the traditional focal point of our April residential magazine. There's a number of astounding accomplishments to mention, but the folks at the front of our Top Dollar Volume list are truly turning heads.

In 2019, the list came close to having its first \$1 billion producer. In 2020, not just one but six originators shattered this mark. Thuan Nguyen, a San Jose-based broker for Loan Factory Inc., closed a shade more than \$2 billion in loans for first place in the 2021 Top Dollar Volume rankings.

Familiar names from past rankings who also cleared the \$1 billion hurdle are Shant Banosian and Ben Cohen of Guaranteed Rate, Chris Gallo of NJ Lenders Corp. and Mike Roberts of City Creek Mortgage. The sixth billion-dollar originator is Indy Johar of Draper and Kramer Mortgage Corp., who quadrupled his volume to catapult himself from 27th place in the 2020 rankings to fifth in 2021.

Scotsman Guide's rankings are one of a kind — the only ones in the mortgage industry verified by an originator's annual production reports. The magazine prints only the top 500 producers, but there were 14,791 individual entries

for Top Originators 2021, a 226% increase over the past two years. In that time, the aggregate loan volume for these submissions has skyrocketed some 440% to \$782.2 billion.

The magazine is taking a different approach with the 2021 rankings, which are based on 2020 production reports: Print subscribers will see them spread out over the course of this year. In the April edition, alongside the Top Dollar Volume list, you'll find our inaugural Top Non-QM rankings. Many people utilize *Scotsman Guide's* vast resources for nonqualified mortgages and these products are growing in stature as originators seek to help an expanding array of outside-the-box borrowers. The top 75 non-QM producers, led by California-based Mark Howard Cohen at \$407.9 million, are on Page 50.

Visit scotsmanguide.com this month if you're interested in the Most Loans Closed category. The aggregate number of closed loans among Top Originators entrants topped 2.4 million, a 398% surge from two years earlier. Historically low interest rates and sky-high demand from borrowers are reflected in these rankings. Two years ago, the 150 people ranked on this list each closed at least 372 loans. Last year, there were 1,037 entrants who reached this mark. Sixty-one people closed at least 1,000 loans in 2020, up from seven in 2019.

In the coming months, *Scotsman Guide* Residential Edition will host its usual feast of rankings content. In May, Top Women Originators returns for a third year. In June, it's the highly popular Top Mortgage Lenders rankings. In July, anyone who entered the Top Originators contest and has served with the U.S. armed forces is automatically eligible for our Top Veteran Originators rankings, which debuted last year.

Specialty rankings such as Top Wholesale Account Executives, Top Mortgage Brokers, Top Purchase Volume, Top Refinance Volume and State Champions will be published over the course of 2021. By the end of this year, the mortgage industry should have a good idea whether the favorable winds are leading to another record period of production. May this be the case for you and your business partners, and without further ado, enjoy the rankings! (NP)

Top Originators Rankings

Top Dollar Volume

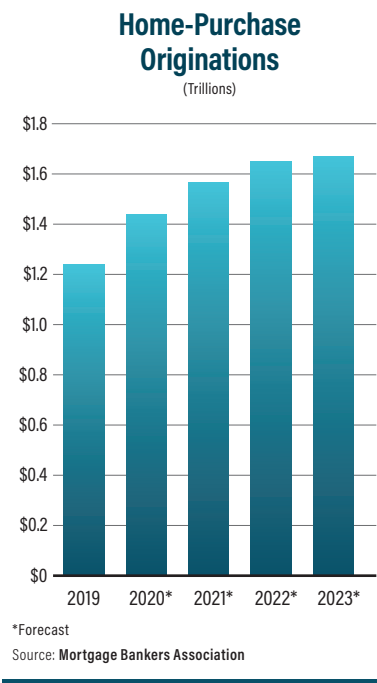
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Top Non-QM Volume

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Contributors: Arnie Aurellano (AA), Jim Davis (JD), Neil Pierson (NP), Victor Whitman (VW)
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Top Dollar Volume



Record year expected for purchase market

Purchase originations are forecast to reach a record high of \$1.57 trillion this year, according to the Mortgage Bankers Association (MBA). That’s about 8.5% higher than 2020’s estimated purchase volume of \$1.42 trillion and would surpass the record of \$1.51 trillion set in 2005.

A number of factors are playing into the growing purchase market, said Joel Kan, MBA’s associate vice president of economic and industry forecasting. Demographics will continue to fuel a rise in purchases for the next several years as the massive millennial generation reaches traditional homebuying ages.

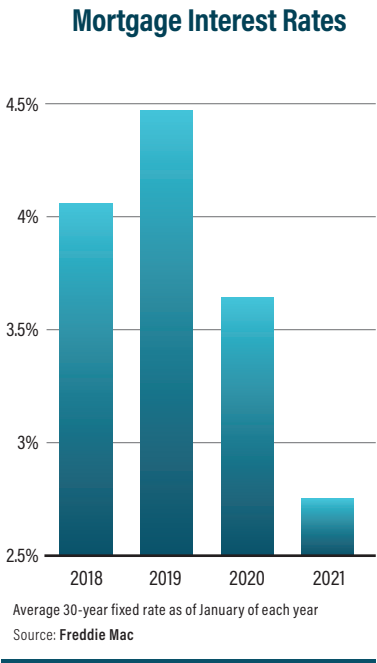
Also, many people who delayed purchasing a home after the onset of the pandemic have now resumed their home search, Kan said. MBA’s purchase origination forecast reflects total dollar volumes, but average loan sizes have been increasing, too, from \$327,000 in 2019 to \$354,000 in 2020. This past January, loan sizes averaged \$386,000.

Purchase originations would be even higher this year but are being hampered by a lack of inventory, Kan said. The pandemic has impacted families differently, he noted, as many lower-income households may have been looking to buy but instead have had to delay a purchase for now. (JD)



#	NAME	COMPANY	STATE	CLOSED LOANS	PURCHASES VS. REFIS	TOTAL VOLUME	BROKER/ BANKER	YRS. IN BIZ
1	Thuan Nguyen	Loan Factory, Inc.	CA	5,216	4%/96%	\$2,007,439,435	Broker	15
2	Shant Banosian	Guaranteed Rate	MA	3,551	43%/57%	\$1,701,002,198	Banker	17
3	Ben Cohen	Guaranteed Rate	IL	2,325	36%/64%	\$1,096,420,132	Banker	17
4	Chris Gallo	NJ Lenders Corp.	NJ	2,532	29%/71%	\$1,019,405,954	Banker	18
5	Indy Johar	Draper and Kramer Mortgage Corp.	MA	2,659	12%/88%	\$1,008,842,069	Banker	23
6	Mike Roberts	City Creek Mortgage	UT	3,472	12%/88%	\$1,003,142,317	Broker	23
7	Mark Howard Cohen	Cohen Financial Group, Inc.	CA	1,050	44%/56%	\$905,242,425	Broker	38
8	Andrew Marquis	Guaranteed Rate	MA	1,741	44%/56%	\$835,963,475	Banker	18
9	Baret Kechian	loanDepot	NJ	1,645	38%/62%	\$824,756,630	Banker	9
10	Michael McClare	Residential First Mortgage	CA	174	0%/100%	\$778,085,700	Banker	30
11	Brian Minkow	Homebridge Financial Services, Inc.	CA	1,443	36%/64%	\$645,572,686	Banker	-
12	Scott Evans	CrossCountry Mortgage, LLC	CA	1,437	46%/54%	\$645,180,656	Banker	15
13	Paul Volpe	NOVA Home Loans	AZ	2,372	33%/67%	\$612,304,129	Banker	20
14	Yinan Sun	Austin First Mortgage	TX	1,866	11%/89%	\$580,628,507	Banker	19
15	Max Leaman	LoanPeople	TX	1,742	59%/41%	\$577,668,091	Banker	20
16	Ryan Scholer	LenderFi	CA	1,577	1%/99%	\$572,685,795	Banker	21
17	Anthony Assi	LenderFi	CA	1,492	0%/100%	\$568,818,840	Banker	12
18	Jason Gosser	Guild Mortgage Co.	WA	1,546	31%/69%	\$544,390,779	Banker	27
19	Risha Kilaru	Guaranteed Rate	CA	780	25%/75%	\$539,625,911	Banker	16
20	Sean Ritter	Better Mortgage Corp.	NY	1,581	4%/96%	\$524,957,318	Banker	2
21	Kory Kavanewsky	CMG Financial	CA	901	36%/64%	\$520,804,988	Banker	15
22	Reginald D. Maddox	McLean Mortgage Corp.	VA	1,153	48%/52%	\$507,192,421	Banker	20
23	Michael Urnecli	LenderFi	CA	1,233	0%/100%	\$494,579,319	Banker	16
24	Thomas Vaughan	Better Mortgage Corp.	CA	1,493	0%/100%	\$491,861,989	Banker	6
25	Ed Currie	Associated Bank	IL	6,59	38%/62%	\$486,986,073	Banker	26
26	Zachary Deal	Better Mortgage Corp.	NY	1,447	3%/97%	\$482,908,254	Banker	2
27	Landon Keeter	Better Mortgage Corp.	CA	1,312	0%/100%	\$474,459,311	Banker	2
28	Andrew Post	Better Mortgage Corp.	NY	1,501	0%/100%	\$472,554,481	Banker	1
29	Robert Oakes	Corporate Investors Mortgage Group, Inc.	NC	1,474	48%/52%	\$466,677,916	Banker	17
30	Mike Meena	Augusta Financial	CA	1,037	40%/60%	\$451,041,326	Banker	29
31	Tom Lavallee	Guaranteed Rate	MI	1,570	12%/88%	\$448,662,544	Banker	32
32	Timothy Potempa	Fairway Independent Mortgage Corp.	AZ	1,213	90%/10%	\$448,147,157	Banker	18
33	Martin Medve	Trident Home Loans	FL	1,045	22%/78%	\$436,750,454	Broker	18
34	Craig Stelzer	CrossCountry Mortgage, LLC	FL	1,289	63%/37%	\$436,558,144	Banker	17
35	Sam Sharp	Guaranteed Rate	IL	1,222	40%/60%	\$420,952,893	Banker	19
36	Wai Ping Tsang	Better Mortgage Corp.	CA	1,200	0%/100%	\$420,066,919	Banker	4
37	Zoey Cigar-Hodge	Better Mortgage Corp.	NY	1,296	0%/100%	\$414,035,148	Banker	2
38	Christopher Butts	Leader Bank, N.A.	MA	974	42%/58%	\$412,090,899	Banker	16
39	Matt Weaver	CrossCountry Mortgage, LLC	FL	1,398	82%/18%	\$408,603,809	Banker	-
40	Nathan Kowarsky	Clear Mortgage Capital, Inc.	CA	992	2%/98%	\$408,562,025	Broker	14
41	Keith Hapenney	Leader Bank, N.A.	MA	877	39%/61%	\$398,060,970	Banker	14
42	Nicolas Ponza	Better Mortgage Corp.	CA	1,233	0%/100%	\$397,980,241	Banker	1
43	Christopher Keelin	Family First Funding LLC	NJ	1,220	51%/49%	\$397,885,784	Banker	15
44	Michael DaCruz	Better Mortgage Corp.	NY	1,256	3%/97%	\$396,912,198	Banker	2
45	Jarret Coleman	U.S. Bank	CT	623	58%/42%	\$395,256,622	Banker	-
46	Aaron Tyler	U.S. Bank	WA	393	64%/36%	\$394,084,733	Banker	16
47	Suren Sampat	Draper and Kramer Mortgage Corp.	IL	1,296	10%/90%	\$387,934,908	Banker	30
48	Dianne Crosby	Guaranteed Rate	CA	565	33%/67%	\$384,858,907	Banker	19
49	Umar Gebril	Academy Mortgage Corp.	WA	706	45%/55%	\$384,681,891	Banker	12
50	Josephine Cardenia	Better Mortgage Corp.	NY	1,200	0%/100%	\$382,155,631	Banker	1
51	Hank Metzger	American Financing	CO	1,345	0%/100%	\$379,076,257	Banker	18
52	Conor O'Riley	Better Mortgage Corp.	NY	1,192	0%/100%	\$377,723,965	Banker	1
53	Gerald Sundt	VIP Mortgage, Inc.	AZ	1,380	28%/72%	\$375,863,449	Banker	19
54	Kelly Malatesta	First United Bank & Trust	TX	672	64%/36%	\$371,817,496	Banker	28
55	Joanna Yu	U.S. Bank	CA	369	46%/54%	\$371,240,047	Banker	33
56	Lance Johnson	Regions Bank	NC	555	46%/54%	\$367,660,928	Banker	18
57	Anthony Musante	PNC Bank	CA	359	5%/95%	\$366,996,336	Banker	30
58	Greg Kingsbury	Vellum Mortgage	MD	724	55%/45%	\$366,061,570	Banker	18
59	Lance Ray	Guaranteed Rate	CA	772	30%/70%	\$365,993,472	Banker	17
60	Julie Long	New Fed Mortgage Corp.	MA	926	4%/96%	\$365,701,085	Banker	10
61	Shashank Shekhar	Arcus Lending Inc.	CA	873	20%/80%	\$364,491,571	Broker	12
62	Matthew Vargochik	Better Mortgage Corp.	NC	829	8%/92%	\$364,296,367	Banker	9
63	Marcus Sohn	Leader Bank, N.A.	MA	799	53%/47%	\$359,653,449	Banker	24
64	Elijah James Hu	Better Mortgage Corp.	CA	811	9%/91%	\$355,003,606	Banker	4
65	Brian Cooke	SunnyHill Financial	CA	1,032	8%/92%	\$352,622,325	Broker	18
66	Brenden Arias	Better Mortgage Corp.	CA	1,038	0%/100%	\$352,432,645	Banker	1
67	Neil Kantor	Homespire Mortgage	MD	806	53%/47%	\$351,893,626	Banker	17
68	Ja'ala Goodman-Robinson	Better Mortgage Corp.	CA	1,065	0%/100%	\$351,170,332	Banker	2
69	Mathieu Lewis	Better Mortgage Corp.	NY	1,114	5%/95%	\$350,430,410	Banker	2
70	Michael Borodinsky	Caliber Home Loans, Inc.	NJ	946	60%/40%	\$349,075,568	Banker	36
71	Dan Gjeldum	Guaranteed Rate	IL	739	38%/62%	\$346,725,283	Banker	24
72	Sam Rosenblatt	Academy Mortgage Corp.	MD	1,063	29%/71%	\$345,251,478	Banker	26
73	Joseph Smith	Guaranteed Rate	MA	718	39%/61%	\$340,099,987	Banker	27
74	Mahkameh Bonakdar	Better Mortgage Corp.	CA	1,034	3%/97%	\$339,246,120	Banker	4
75	Allyson Kreycik	Guaranteed Rate	NH	715	33%/67%	\$337,466,399	Banker	17

Top Dollar Volume



Expect interest rates in 2021 to increase slowly

Interest rates for 30-year fixed mortgages are expected to gradually increase throughout this year, rising from an expected 2.9% average in the first quarter to 3.4% by fourth-quarter 2021, according to the Mortgage Bankers Association (MBA).

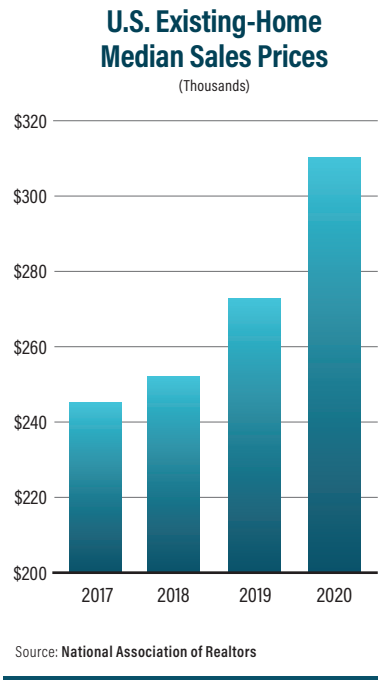
The rise in rates is related to macro-economic reasons, said Joel Kan, MBA's associate vice president of economic and industry forecasting. If the COVID-19 pandemic is contained, more people will be going back to work and spending money on restaurants, travel and other leisure activities. More economic activity means that the cost of goods will go up, and this will put upward pressure on interest rates, Kan said.

Higher interest rates are part of the reason that MBA expects refinances to drop in 2021, Kan said. Homeowners will have less of a reason to refinance.

"I think that's less of a factor for the purchase market," Kan said. Interest rates do play a role in determining whether someone can afford to buy a home, but other factors, such as a move or a change in a domestic situation, also weigh on the decision, he said. (JD)



#	NAME	COMPANY	STATE	CLOSED LOANS	PURCHASES VS. REFIS	TOTAL VOLUME	BROKER/BANKER	YRS. IN BIZ
76	Kobie Dudley	Better Mortgage Corp.	NC	695	8%/92%	\$336,097,108	Banker	11
77	Phil Nguyen	Atlantic Coast Mortgage, LLC	VA	741	59%/41%	\$335,079,363	Banker	19
78	Alyssa Crittenden	Better Mortgage Corp.	CA	992	3%/97%	\$335,047,331	Banker	1
79	Alexander Kim	Home Approvals Direct, Inc. dba HomeFirst Mortgage Bankers	CA	849	24%/76%	\$332,526,960	Banker	16
80	Jon Weisman	Blue Door Mortgage	MA	777	22%/78%	\$331,610,302	Broker	14
81	Jackie Lessard	Better Mortgage Corp.	CA	787	68%/32%	\$330,592,226	Banker	24
82	Joe Polizzi	LendUS	PR	707	29%/71%	\$330,299,413	Banker	29
83	Lysa Catlin	Caliber Home Loans, Inc.	WA	599	68%/32%	\$330,187,871	Banker	26
84	Rachael McGurr	Better Mortgage Corp.	NY	827	88%/12%	\$329,231,792	Banker	4
85	Chris Cox	First Savings Mortgage	DC	518	56%/44%	\$327,992,138	Banker	31
86	Lizy Hoeffler	CrossCountry Mortgage, LLC	AZ	1,167	71%/29%	\$325,272,642	Banker	16
87	Kevin Zhu	MLD Mortgage Inc. dba The Money Store	NJ	844	12%/88%	\$323,604,686	Banker	21
88	Justin Woo	Better Mortgage Corp.	NC	688	8%/92%	\$322,707,771	Banker	8
89	David Edmondson	TD Bank, N.A.	SC	491	93%/7%	\$322,696,530	Banker	7
90	Chelsea Houston	Better Mortgage Corp.	NY	1,021	0%/100%	\$321,774,624	Banker	1
91	Casey Oiness	Guild Mortgage Co.	WA	689	42%/58%	\$319,200,382	Banker	11
92	Jonathan Lamkin	Guaranteed Rate	NJ	636	48%/52%	\$317,911,580	Banker	19
93	Patricia Lopez	Better Mortgage Corp.	CA	782	72%/28%	\$317,772,934	Banker	30
94	Carl Colello	AmRes	PA	919	14%/86%	\$314,558,498	Banker	14
95	David Jaffe	Guaranteed Rate	CA	661	24%/76%	\$314,080,217	Banker	30
96	Chris Furie	Insignia Mortgage Inc.	CA	139	64%/36%	\$311,926,040	Broker	29
97	Elliott Reiss	Better Mortgage Corp.	NC	691	7%/93%	\$311,746,360	Banker	6
98	Damon Germanides	Insignia Mortgage, Inc.	CA	140	37%/63%	\$311,082,150	Broker	16
99	Becca Green	Guild Mortgage Co.	NV	1,244	52%/48%	\$306,935,929	Banker	23
100	Deborah Foley	CF Bank	OH	856	6%/94%	\$306,638,323	Banker	15
101	Zachary Meyers	Better Mortgage Corp.	CA	672	5%/95%	\$306,486,090	Banker	2
102	Miguel Rios Alvarez	Better Mortgage Corp.	CA	956	3%/97%	\$306,048,682	Banker	2
103	Nicole Rueth	Fairway Independent Mortgage Corp.	CO	843	66%/34%	\$305,994,119	Banker	11
104	Daniel Fogg	Semper Home Loans	RI	852	6%/94%	\$304,023,584	Banker	9
105	Michael Bornstein	New Fed Mortgage Corp.	MA	803	14%/86%	\$303,914,561	Banker	12
106	Oleg Tkach	NFM Lending	WA	826	42%/58%	\$302,684,038	Banker	16
107	Angelica Mack	Better Mortgage Corp.	CA	884	0%/100%	\$301,701,780	Banker	1
108	Melissa Bell	McLean Mortgage Corp.	VA	700	58%/42%	\$301,633,077	Banker	20
109	Matt Oliver	Lund Mortgage Team, Inc.	AZ	1,169	13%/87%	\$300,206,532	Broker	14
110	Larry Penland	Better Mortgage Corp.	NC	926	36%/64%	\$298,251,713	Banker	24
111	Jason Knee	TD Bank, N.A.	NJ	525	64%/36%	\$297,289,179	Banker	18
112	Ryan Purpero	U.S. Bank	CA	352	54%/46%	\$297,029,721	Banker	18
113	Christopher Fenoglio	Finance of America Mortgage	CA	551	40%/60%	\$296,206,180	Banker	19
114	Beth Lewis	CrossCountry Mortgage, LLC	IL	883	32%/68%	\$294,679,534	Banker	-
115	Stephanie Machado	GMFS Mortgage LLC	LA	1,108	39%/61%	\$292,116,187	Banker	17
116	Dustin Williams	RSI Financial Services	CA	649	5%/95%	\$291,527,118	Banker	18
117	Ming Chiu Cheung	Homebridge Financial Services, Inc.	NY	579	53%/47%	\$290,271,874	Banker	-
118	Randy Masters	Masters Team Mortgage	CA	751	14%/86%	\$289,442,738	Broker	32
119	Erik Meredith	Better Mortgage Corp.	NC	715	10%/90%	\$287,479,678	Banker	5
120	Hunter Marckwardt	RPM Mortgage, Inc.	CA	432	42%/58%	\$286,606,349	Banker	16
121	Bruce Salik	Guaranteed Rate	NY	725	52%/48%	\$285,801,924	Banker	29
122	Christina Razzi	U.S. Bank	IL	391	42%/58%	\$285,736,390	Banker	19
123	Jason Evans	Guaranteed Rate	MA	728	34%/66%	\$285,596,556	Banker	16
124	Julie Johnson	Guild Mortgage/CrossCountry Mortgage	WA	553	58%/42%	\$285,114,932	Banker	25
125	Chad Baker	CrossCountry Mortgage, LLC	CA	478	51%/49%	\$285,072,386	Banker	-
126	Adam Slack	Guaranteed Rate	NC	1,014	56%/44%	\$284,738,891	Banker	11
127	Ghayan Chhotani	Sovereign Lending Group	CA	898	0%/100%	\$283,778,129	Banker	3
128	Joseph Larr	Fairway Independent Mortgage Corp.	IN	1,317	79%/21%	\$283,400,600	Banker	12
129	Chris Kostoff	Mortgage Direct Corp.	CA	605	5%/95%	\$282,443,624	Broker	25
130	Saleem Ali	Arcus VA Mortgage	TX	876	5%/95%	\$281,272,465	Broker	5
131	Justin Bonura	NJ Lenders Corp.	NJ	689	66%/34%	\$280,641,207	Banker	16
132	Jeffrey Nguyen	Better Mortgage Corp.	CA	764	0%/100%	\$278,086,293	Banker	1
133	Jonathan Okun	Prosperity Home Mortgage, LLC	MD	466	55%/45%	\$277,725,790	Banker	18
134	Pete Zaft	Movement Mortgage	TN	786	54%/46%	\$277,442,118	Banker	23
135	Matt Andre	FBC Mortgage, LLC	FL	951	83%/17%	\$277,345,164	Banker	17
136	Ryan Grant	Neo Home Loans	CA	532	56%/44%	\$276,797,803	Banker	15
137	Duc Pham	Wonder Rates	CA	613	1%/99%	\$276,639,453	Broker	8
138	Sean Condon	First United Bank & Trust	TX	341	71%/29%	\$276,627,335	Banker	15
139	Aaron Stauffer	Elevations Credit Union	CO	739	41%/59%	\$276,409,982	Banker	8
140	Arnold Rodriguez	Better Mortgage Corp.	NY	861	5%/95%	\$275,667,598	Banker	2
141	Julee Felsman	Guaranteed Rate	OR	755	55%/45%	\$275,363,296	Banker	27
142	Stephanie Dombrowski	Ent Credit Union	CO	699	57%/43%	\$274,586,109	Banker	15
143	Carey Ann Cyr	CMG Financial	TN	1,048	81%/19%	\$274,555,095	Banker	13
144	Roger Brasil	Guaranteed Rate	MA	614	39%/61%	\$273,990,550	Banker	15
145	Nicole Santizo	Guaranteed Rate	CA	371	32%/68%	\$273,755,135	Banker	19
146	Casey Lamm	WaterMark Home Loans	CA	703	2%/98%	\$273,347,499	Banker	8
147	Anthony Digiuseppe	Finance of America Mortgage	AZ	576	15%/85%	\$271,480,417	Banker	20
148	Daniel Peck	Caliber Home Loans, Inc.	WA	748	41%/59%	\$269,230,322	Banker	22
149	Jody Eichenblatt	Prosperity Home Mortgage, LLC	VA	559	63%/37%	\$268,991,042	Banker	18
150	Erik Elsasser	ConsumerDirect Mortgage, A Division of FirstBank	NC	744	9%/91%	\$267,503,389	Banker	10



Home-price growth likely to moderate

Last year was one of tremendous (and unexpected) growth for U.S. home prices. Some forecasts at the start of 2020 anticipated sluggish growth of less than 1%. When the COVID-19 pandemic arrived a few months later, many housing-market experts expected things to get worse.

What ensued, of course, was a home-buying and refinancing frenzy that kept mortgage originators and their referral partners busier than ever. A continued scarcity of for-sale supply combined with unquenchable consumer demand meant prices skyrocketed in many markets. According to the National Association of Realtors, the year-over-year increase in the U.S. median home price was nearly 13%.

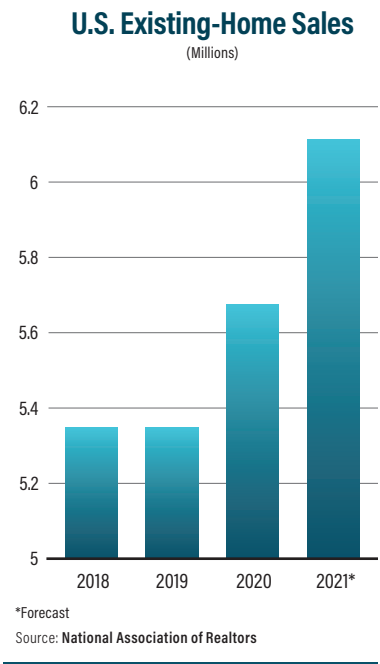
Going into 2021, predictions related to home-price growth were more moderate with Realtor.com expecting an annual rise of 5.7% for existing homes. Price growth may plateau somewhat as supply issues are addressed. Homebuilders are likely to increase activity — especially in suburban and rural markets that buyers are shifting toward — and profitably build more homes in lower price tiers. Redfin expects more renters to become homeowners, causing the U.S. homeownership rate to exceed 69% for the first time in 16 years. (NP)



Top Dollar Volume

#	NAME	COMPANY	STATE	CLOSED LOANS	PURCHASES VS. REFS	TOTAL VOLUME	BROKER/BANKER	YRS. IN BIZ
151	Karen Nielson	Guild Mortgage Co.	UT	1,157	56%/44%	\$267,496,304	Banker	23
152	Derek Evans	Fairway Independent Mortgage Corp.	AZ	924	81%/19%	\$267,129,115	Banker	13
153	Ashley McKenzie	Fairway Independent Mortgage Corp.	NC	1,334	80%/20%	\$266,643,411	Banker	16
154	Michael Dunn	Guild Mortgage Co.	CA	975	1%/99%	\$266,201,318	Banker	12
155	Alex Berger	BBVA USA	CA	240	54%/46%	\$265,785,600	Banker	20
156	Justin Crowley	First Western Trust Bank	CO	752	39%/61%	\$265,738,538	Banker	19
157	Shimmy Braun	Guaranteed Rate	IL	724	30%/70%	\$264,613,434	Banker	21
158	Jacky Vuong	Better Mortgage Corp.	NY	796	36%/64%	\$261,823,590	Banker	3
159	James Pulsipher	Bay Equity Home Loans	CO	944	45%/55%	\$261,688,768	Banker	27
160	Robert Rankin	Fairway Independent Mortgage Corp.	WA	539	36%/64%	\$261,547,822	Banker	-
161	Dean Vlamis	Guaranteed Rate	IL	728	34%/66%	\$260,213,295	Banker	20
162	Ashley Harris-Smith	Atlantic Coast Mortgage, LLC	VA	556	33%/67%	\$259,538,871	Banker	19
163	Brady Thomas	American Pacific Mortgage dba LaSalle Mortgage Services	CA	376	55%/45%	\$257,199,510	Banker	9
164	Lauren Maxwell	CrossCountry Mortgage, LLC	FL	908	78%/22%	\$256,116,241	Banker	-
165	Brandon Brotsky	Reach Home Loans	FL	846	37%/63%	\$255,861,350	Banker	16
166	Chris Channell	Draper and Kramer Mortgage Corp.	VA	609	43%/57%	\$255,116,961	Banker	10
167	Jimmie Arterberry	Better Mortgage Corp.	CA	775	2%/98%	\$254,870,878	Banker	3
168	JD Cortese	Guaranteed Rate	IL	677	41%/59%	\$253,914,871	Banker	28
169	Lawrence Chiusolo	TD Bank, N.A.	NJ	396	42%/58%	\$253,802,696	Banker	21
170	Shelly Logemann	RPM Mortgage, Inc.	CA	512	40%/60%	\$252,773,073	Banker	22
171	Christopher Kobz	Summit Funding, Inc.	CA	786	32%/68%	\$252,660,341	Banker	17
172	Joshua Cilman	Intercoastal Mortgage, LLC	VA	479	25%/75%	\$252,518,580	Banker	-
173	Mike Fagan	Guaranteed Rate Affinity	MD	714	47%/53%	\$252,377,255	Banker	30
174	Tony Lupescu	Fifth Third Bank	IL	426	52%/48%	\$251,756,707	Banker	16
175	Billy Climaco	Better Mortgage Corp.	NY	787	38%/62%	\$251,526,076	Banker	2
176	Michael Stein	McLean Mortgage Corp.	VA	560	33%/67%	\$251,292,702	Banker	22
177	Matthew Miller-Suchet	Better Mortgage Corp.	NY	741	39%/61%	\$251,203,964	Banker	1
178	Jennifer Guidry	First United Bank & Trust	TX	619	65%/35%	\$250,682,901	Banker	25
179	Jacqueline Murphy	Caliber Home Loans, Inc.	WA	498	54%/46%	\$249,558,822	Banker	31
180	Choe Hung	U.S. Bank	CA	345	65%/35%	\$248,607,681	Banker	-
181	Reynaldo Reyes	Sharp Loan, Inc.	CA	623	19%/81%	\$247,401,419	Broker	6
182	Rob Clark	Guaranteed Rate Affinity	VA	476	56%/44%	\$246,407,161	Banker	30
183	Matthew McCarthy	Leader Bank, N.A.	MA	545	33%/67%	\$246,403,932	Banker	12
184	Hanh Dao	Loan Factory, Inc.	CA	1,239	39%/61%	\$245,963,794	Broker	10
185	Robyn LaVassaur	Summit Funding, Inc.	OR	818	61%/39%	\$245,839,322	Banker	15
186	JJ Mazzo	CrossCountry Mortgage, LLC	NC	467	55%/45%	\$245,493,339	Banker	-
187	Sukhvir Pannu	Lighthouse Realty & Mortgage Inc.	CA	533	1%/99%	\$245,298,384	Broker	20
188	Ben Lerner	Flagstar Bank	CA	490	43%/57%	\$244,976,836	Banker	-
189	Rodrigo Ballon	CrossCountry Mortgage, LLC	UT	508	52%/48%	\$244,414,846	Banker	16
190	Hussain Nassar	Better Mortgage Corp.	CA	714	0%/100%	\$244,059,664	Banker	1
191	Austin Lampson	Homeowners Financial Group USA, LLC	CA	440	51%/49%	\$243,627,911	Banker	8
192	Sean Cahan	Cornerstone First Mortgage	CA	519	35%/65%	\$243,421,527	Banker	16
193	Timothy Taylor	Homebridge Financial Services, Inc.	CA	378	36%/64%	\$243,300,855	Banker	-
194	Catherine Haddad	Atlantic Home Loans	NJ	571	52%/48%	\$243,116,077	Banker	17
195	Steve Dellario	Caliber Home Loans, Inc.	WA	569	41%/59%	\$242,557,075	Banker	18
196	John Pyne	Intercoastal Mortgage, LLC	VA	435	46%/54%	\$241,826,299	Banker	-
197	Amanda Sessa	SWBC Mortgage Corp.	CO	573	23%/77%	\$241,535,783	Banker	22
198	Jeremy Forcier	CrossCountry Mortgage, LLC	CA	488	29%/71%	\$240,935,229	Banker	-
199	Francis Snyder	Planet Home Lending, LLC	NJ	885	1%/99%	\$240,875,893	Banker	12
200	Zhi Yu	Better Mortgage Corp.	CA	702	0%/100%	\$240,508,955	Banker	1
201	Artin Babayan	PrimeLending, A PlainsCapital Co.	CA	434	45%/55%	\$239,644,215	Banker	14
202	Brenda Dintino	Total Quality Lending	CA	578	15%/85%	\$239,521,981	Banker	40
203	Cody Touchette	Caliber Home Loans, Inc.	WA	568	51%/49%	\$239,171,934	Banker	20
204	Rick Elmendorf	Movement Mortgage	VA	528	31%/69%	\$239,031,987	Banker	-
205	Ryan Kirk	U.S. Bank	CA	308	31%/69%	\$238,885,701	Banker	21
206	Drew Stacey	Guaranteed Rate	OH	821	31%/69%	\$238,845,960	Banker	13
207	Ayinde White	Better Mortgage Corp.	NY	749	46%/54%	\$238,563,772	Banker	2
208	Minahal Shahid	Better Mortgage Corp.	NY	784	42%/58%	\$237,556,883	Banker	2
209	Robert Caldwell	Better Mortgage Corp.	NY	531	42%/58%	\$237,295,990	Banker	4
210	Nicholas J Barta	Security First Financial	CO	1,246	89%/11%	\$236,876,434	Banker	11
211	James Cokinos	Loanpal, LLC	CA	851	1%/99%	\$236,742,708	Banker	8
212	Shelly Miller	Delmar Mortgage	KS	906	14%/86%	\$236,590,129	Banker	5
213	Travis Meihls	Box Home Loans	UT	850	13%/87%	\$236,411,320	Banker	5
214	Laura Berg	Golden Empire Mortgage, Inc.	CA	544	25%/75%	\$236,076,461	Banker	10
215	Kristi Hardy	Atlantic Coast Mortgage, LLC	VA	577	35%/65%	\$235,693,545	Banker	16
216	Melissa Cohn	William Raveis Mortgage	CT	329	45%/55%	\$235,324,167	Banker	39
217	Ron Erdmann Jr	Guaranteed Rate	OH	816	28%/72%	\$233,599,092	Banker	17
218	Nathan Jones	U.S. Bank	CA	185	23%/77%	\$233,342,437	Banker	17
219	Fadi Kanawi	Better Mortgage Corp.	CA	736	39%/61%	\$232,992,404	Banker	2
220	Joseph Flannery	SElFi, Inc.	CA	511	1%/99%	\$232,870,030	Broker	9
221	Drew Boland	Proper Rate	CO	549	41%/59%	\$232,861,806	Banker	17
222	Mehdi Pirzadeh	EagleBank	MD	472	24%/76%	\$232,316,995	Banker	20
223	Larry Gonzales	American Pacific Mortgage dba Aligned Mortgage	HI	386	38%/62%	\$232,018,001	Banker	4
224	Clint Crebbin	ConsumerDirect Mortgage, A Division of FirstBank	NC	613	2%/98%	\$230,897,892	Banker	21
225	Brad Cohen	Draper and Kramer Mortgage Corp. / Flagstar Bank	VA	419	13%/87%	\$230,409,620	Banker	24

Top Dollar Volume



Sales growth expected as supply constraints loosen

Housing-market experts have reached a general consensus that the dry spell for new-home construction is coming to end. In turn, this should lead to an increase in home sales in 2021 as hungry buyers choose from more inventory.

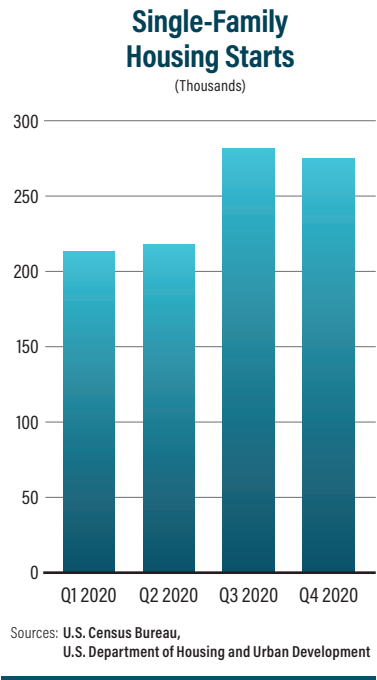
The National Association of Home Builders forecasts 1.046 million single-family home starts this year, which would mark the first time since 2007 that starts top 1 million. The Mortgage Bankers Association projects this number to continue rising and exceed 1.2 million in 2023.

This supply growth is expected to lead to a 21% increase in new-home sales and a 9% jump in existing-home sales in 2021, according to the National Association of Realtors. Meanwhile, Realtor.com anticipates year-over-year home-sales growth of 7%. The typical fall and winter slowdown was not as severe in 2020, which should create a higher base of activity through the first six months of this year. As COVID-19 vaccines become more widely available, this should boost purchase activity in the second half of 2021, Realtor.com reported. (NP)



#	NAME	COMPANY	STATE	CLOSED LOANS	PURCHASES VS. REFIS	TOTAL VOLUME	BROKER/BANKER	YRS. IN BIZ
226	Brandon Wilde	RSI Financial Services	CA	530	1%/99%	\$229,751,334	Broker	18
227	Troy Toureau	McLean Mortgage Corp.	VA	552	31%/69%	\$229,233,715	Banker	27
228	David Scott	The State Bank	MI	816	42%/58%	\$229,175,199	Banker	10
229	Scott Valins	Scott Capital Group	NY	470	26%/74%	\$228,703,315	Broker	18
230	Sandra Frith	Huntington National Bank	MI	423	50%/50%	\$228,215,437	Banker	28
231	Brandon Knapp	RPM Mortgage, Inc.	CA	311	39%/61%	\$228,031,647	Banker	18
232	Brady Spangler	Guaranteed Rate	HI	439	46%/54%	\$227,692,212	Banker	8
233	Christina Longo Trethewey	Guaranteed Rate	MA	450	35%/65%	\$227,056,822	Banker	17
234	Erin Hendricks	InterCap Lending	UT	661	62%/38%	\$226,098,552	Banker	24
235	Michael Murgatroy	Guaranteed Rate	FL	676	37%/63%	\$225,730,733	Banker	22
236	Mike Walsh	Trident Mortgage Co.	PA	634	54%/46%	\$225,505,554	Banker	15
237	Chris Washburn	Caliber Home Loans, Inc.	MD	467	60%/40%	\$224,905,883	Banker	28
238	Kelli Broadbent	SWBC Mortgage Corp.	CO	607	33%/67%	\$224,557,024	Banker	14
239	Giuseppe Battaglioli	Zenith Home Loans, LLC	CO	605	30%/70%	\$223,816,863	Banker	13
240	Alexander Ihler	Fairway Independent Mortgage Corp.	TX	792	74%/26%	\$223,743,215	Banker	-
241	Stuart Crawford	VIP Mortgage, Inc.	AZ	650	43%/57%	\$223,559,641	Banker	17
242	Katherine Early	Better Mortgage Corp.	NC	714	54%/46%	\$223,179,330	Banker	2
243	Craig Andriulli	Bond Street Mortgage, LLC	NJ	563	44%/56%	\$223,156,649	Banker	16
244	Michael Demers	New Fed Mortgage Corp.	MA	561	5%/95%	\$222,965,616	Banker	12
245	Karen Chiu	New American Funding	CA	475	64%/36%	\$222,452,539	Banker	16
246	Garrett Locklear	Movement Mortgage	TN	669	61%/39%	\$221,486,644	Banker	8
247	Peter Galvez	United Wholesale Lending	CA	581	35%/65%	\$221,037,229	Broker	14
248	Belinda Li	Citibank N.A.	CA	161	60%/40%	\$220,757,592	Banker	19
249	Jessica Uphoff	NFM Lending	CO	567	73%/27%	\$220,691,683	Banker	17
250	George Koutsos	CrossCountry Mortgage, LLC	MA	564	32%/68%	\$220,342,854	Banker	30
251	Matthew Adler	Lake Michigan Credit Union	MI	805	53%/47%	\$220,018,953	Banker	16
252	Michael Vautour	Wells Fargo Home Mortgage	MA	300	56%/44%	\$219,768,914	Banker	11
253	Glen Lemeshev	CrossCountry Mortgage, LLC	FL	444	47%/53%	\$219,090,353	Banker	15
254	Phil Scaglia	First State Bank	KS	646	55%/45%	\$218,985,111	Banker	27
255	Paul Zgalich	Guaranteed Rate	PA	674	69%/31%	\$218,844,848	Banker	12
256	Jeremy Engle	Vero Mortgage	CA	834	69%/31%	\$218,092,640	Banker	16
257	Waleed Delawari	Delaware Pacific	CA	353	30%/70%	\$217,290,491	Broker	19
258	Barry Schwartz	CrossCountry Mortgage, LLC	IL	601	26%/74%	\$217,093,898	Banker	21
259	Justin Bayle	New American Funding	CA	329	47%/53%	\$216,929,583	Banker	15
260	Andrew Monticone	Leader Bank, N.A.	MA	490	46%/54%	\$216,676,859	Banker	16
261	Jason Harris	Guaranteed Rate	OH	811	61%/39%	\$216,557,966	Banker	18
262	Jason McDonald	Box Home Loans	UT	744	6%/94%	\$216,491,109	Banker	5
263	Matt Allen	Caliber Home Loans, Inc.	TX	474	26%/74%	\$216,139,919	Banker	16
264	Jared Carucci	CrossCountry Mortgage, LLC	MA	575	16%/84%	\$216,034,506	Banker	-
265	Anna Pangilinan	Better Mortgage Corp.	CA	629	82%/18%	\$215,776,806	Banker	2
266	Matt Beckwith	OVM Financial, Inc.	VA	846	83%/17%	\$215,544,060	Banker	17
267	Lynette Bonnett	Guild Mortgage Co.	NV	753	40%/60%	\$215,309,876	Banker	-
268	Chris Devin	CrossCountry Mortgage, LLC	MA	523	40%/60%	\$215,296,639	Banker	19
269	Justin Purpero	U.S. Bank	CA	262	45%/55%	\$214,886,897	Banker	20
270	Mike Nielsen	Proper Rate	IL	557	38%/62%	\$213,903,605	Banker	17
271	Michelle Bobart	Guaranteed Rate	IL	581	40%/60%	\$213,263,760	Banker	24
272	Andrea Wine	McLean Mortgage Corp.	VA	494	37%/63%	\$213,242,463	Banker	19
273	Neena Vlamis	A & N Mortgage Services, Inc.	IL	669	31%/69%	\$213,102,986	Banker	18
274	Chad Hawker	Synergy One Lending	CA	427	21%/79%	\$213,047,043	Banker	20
275	Tammy Wittren	Guild Mortgage Co.	OR	611	52%/48%	\$212,815,766	Banker	28
276	Rob Berg	Fairway Independent Mortgage Corp.	WA	379	36%/64%	\$212,796,633	Banker	16
277	Ryan Buckholdt	Flagstar Bank	CA	387	42%/58%	\$212,030,948	Banker	-
278	Lina Sampat	Draper and Kramer Mortgage Corp.	IL	631	7%/93%	\$211,717,795	Banker	4
279	Cameron White-Ford	Elevations Credit Union	CO	514	36%/64%	\$211,649,548	Banker	8
280	Nathan Sibbet	loanDepot	CA	551	46%/54%	\$211,355,347	Banker	13
281	John Noldan	Guaranteed Rate	IL	669	41%/59%	\$211,290,492	Banker	20
282	Mark Johnson	Homebridge Financial Services, Inc.	CA	395	46%/54%	\$211,172,781	Banker	-
283	Austin Ingersoll	SecurityNational Mortgage Co.	UT	630	62%/38%	\$211,159,642	Banker	-
284	Erik Hargrave	PrimeLending, A PlainsCapital Co.	TX	536	48%/52%	\$211,055,729	Banker	15
285	Jason Smith	NOVA Home Loans	AZ	782	63%/37%	\$211,018,143	Banker	16
286	Justin Oliver	NOVA Home Loans	AZ	796	30%/70%	\$209,474,021	Banker	18
287	Dana Meadows	Movement Mortgage	NC	798	60%/40%	\$209,288,585	Banker	16
288	Tuan Vo	Providential Mortgage	CA	400	18%/82%	\$209,246,589	Broker	20
289	James Nesbit	Academy Mortgage Corp.	WA	736	43%/57%	\$209,165,413	Banker	25
290	Brandon Cobb	Strong Home Mortgage, LLC	VA	527	9%/91%	\$208,963,683	Banker	13
291	Robert Painter	New American Funding	CA	289	23%/77%	\$208,961,516	Banker	26
292	Kara Whitman	Wyndham Capital Mortgage	NC	642	13%/87%	\$208,932,351	Banker	8
293	Jane Floyd	NFM Lending	FL	662	61%/39%	\$208,878,353	Banker	30
294	Valentina Wilber	Homespire Mortgage	MD	419	71%/29%	\$208,860,227	Banker	8
295	Amit Kaim	George Mason Mortgage, LLC	VA	429	44%/56%	\$208,301,568	Banker	19
296	Tammy Saul	Federal Hill Mortgage	MD	605	28%/72%	\$208,123,807	Broker	15
297	Matthew Nader	First Home Mortgage Corp.	MD	481	55%/45%	\$207,700,212	Banker	15
298	Sarah Welsh	Prosperity Home Mortgage, LLC	VA	393	58%/42%	\$207,664,468	Banker	6
299	James Thamann	CrossCountry Mortgage, LLC	OH	756	10%/90%	\$206,454,804	Banker	15
300	Drew Fisher	Wyndham Capital Mortgage	NC	550	10%/90%	\$205,924,970	Banker	15

Top Dollar Volume



Pandemic fails to derail home starts

The U.S. Census Bureau and U.S. Department of Housing and Urban Development jointly estimated that some 1.38 million housing units were started in 2020, an annual gain of 7%. Single-family starts totaled 991,000, up nearly 12% annually.

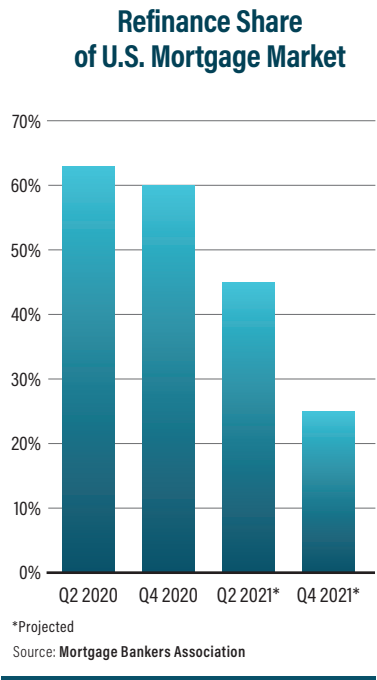
In many ways, these figures can be seen as a victory, considering the fits that the COVID-19 pandemic gave the residential construction industry. In particular, second-quarter 2020 (shortly after the virus first arrived stateside) had a stark reduction in housing starts, but activity gradually recovered to eclipse pre-pandemic numbers by the end of the year. This past December, the seasonally adjusted annual rate of single-family starts (1.34 million) was at its highest pace since September 2006.

Many markets need every one of these units as inventory continues to hover near record lows. But despite strong market confidence from homebuilders, downside risks dot the landscape. Rising material and land costs were a persistent thorn in the sides of builders throughout the latter half of 2020. The National Association of Home Builders' January 2021 sentiment survey suggested that construction numbers could soften with builders wary of an uncertain regulatory climate. (AA)



#	NAME	COMPANY	STATE	CLOSED LOANS	PURCHASES VS. REFIS	TOTAL VOLUME	BROKER/BANKER	YRS. IN BIZ
301	Preston Sims	Homebridge Financial Services, Inc.	HI	333	35%/65%	\$205,490,524	Banker	-
302	Jennifer Beeston	Guaranteed Rate	CA	542	39%/61%	\$205,447,973	Banker	14
303	Matthew Keane	Guaranteed Rate	NJ	433	60%/40%	\$205,415,821	Banker	25
304	Billy Winfree	F&M Bank	TN	595	38%/62%	\$205,267,420	Banker	20
305	Casey Van Winkle	First Class Mortgage V Inc.	MN	727	24%/76%	\$205,243,626	Broker	15
306	Michael Most	Guaranteed Rate	CA	351	45%/55%	\$204,289,210	Banker	21
307	Michael Minter	Strong Home Mortgage, LLC	VA	500	10%/90%	\$204,068,737	Banker	21
308	Chris Hutchens	Guaranteed Rate	NC	649	55%/45%	\$203,916,579	Banker	23
309	Ryan Dennis	Better Mortgage Corp.	CA	572	0%/100%	\$203,734,328	Banker	2
310	Wes Sellow	Renasant Mortgage Lending	SC	554	48%/52%	\$203,726,999	Banker	19
311	Russ Laing	Vista Lending, a division of Network Funding	TX	623	44%/56%	\$202,831,625	Banker	18
312	Matt Tierney	Guaranteed Rate	IL	574	36%/64%	\$201,953,964	Banker	24
313	Madeline Malinovsky	American Pacific Mortgage dba JVM Lending	CA	373	38%/62%	\$201,272,553	Banker	3
314	Jason Catlin	Catlin Capital, Inc.	WA	537	1%/99%	\$200,987,351	Broker	28
315	Brian Morley	Fulton Mortgage Co.	MD	435	45%/55%	\$200,894,965	Banker	13
316	Katie Simmons Hickey	Caliber Home Loans, Inc.	VA	415	39%/61%	\$200,850,377	Banker	16
317	Adam Workman	CrossCountry Mortgage, LLC	NC	812	65%/35%	\$200,821,585	Banker	16
318	Jim Pope	Wintrust Mortgage	WI	576	47%/53%	\$200,694,936	Banker	-
319	William Myers	CrossCountry Mortgage, LLC	OH	644	44%/56%	\$200,468,268	Banker	-
320	Kelly Marsh	Cornerstone Home Lending, Inc.	CA	406	21%/79%	\$200,000,113	Banker	24
321	Gavin Ekstrom	CrossCountry Mortgage, LLC	CO	683	79%/21%	\$199,696,321	Banker	27
322	Chelsea Keyes	Better Mortgage Corp.	NC	438	47%/53%	\$199,603,543	Banker	2
323	Brad L'Engle	Guild Mortgage Co.	CA	537	31%/69%	\$199,246,653	Banker	18
324	Mark Smith	Victoria Capital Mortgage	CA	446	9%/91%	\$198,935,894	Broker	20
325	Carey Meushaw	Atlantic Coast Mortgage, LLC	VA	365	46%/54%	\$198,596,211	Banker	15
326	Robin Beckner	Fairway Independent Mortgage Corp.	WA	361	23%/77%	\$198,469,893	Banker	13
327	Adam Satz	Better Mortgage Corp.	NY	605	0%/100%	\$197,090,477	Banker	1
328	Scott Fleming	PrimeLending, A PlainsCapital Co.	MO	769	58%/42%	\$196,885,907	Banker	15
329	Michael Mann	Fairway Independent Mortgage Corp.	PA	802	76%/24%	\$196,661,636	Banker	18
330	Jessie Pachan	CF Bank	OH	518	3%/97%	\$196,490,833	Banker	15
331	Jay Vogel	Residential Mortgage Services, Inc.	NH	729	58%/42%	\$196,058,670	Banker	-
332	Joel Schaub	Guaranteed Rate	IL	535	44%/56%	\$195,721,711	Banker	17
333	Austin Bates	VIP Mortgage, Inc.	AZ	591	60%/40%	\$194,996,717	Banker	17
334	Joe Parisi	Guaranteed Rate	CA	329	51%/49%	\$194,934,669	Banker	34
335	Randy Szabo	Washington First Mortgage Loan Corp.	WA	586	1%/99%	\$194,788,278	Broker	16
336	Amit Sakhrani	Trans United Financial Services, Inc.	CA	418	32%/68%	\$194,764,844	Broker	14
337	Joseph Shalaby	E Mortgage Capital	CA	492	4%/96%	\$194,295,996	Banker	18
338	Nick Foley	American Pacific Mortgage dba Aligned Mortgage	HI	330	31%/69%	\$193,921,138	Banker	4
339	Brandon Moss	Fairway Independent Mortgage Corp.	CA	331	25%/75%	\$193,862,623	Banker	17
340	Douglas Crouse	UMB Bank, National Association	MO	326	53%/47%	\$193,787,630	Banker	20
341	Tyler Carnahan	Wyndham Capital Mortgage	NC	533	3%/97%	\$193,417,941	Banker	5
342	Michael LiPari	Bond Street Mortgage, LLC	NJ	484	47%/53%	\$193,283,427	Banker	17
343	Craig Strent	Apex Home Loans	MD	398	15%/85%	\$192,758,406	Banker	26
344	Derek Wetzel	On Q Financial, Inc.	WA	355	33%/67%	\$192,632,178	Banker	18
345	Caroline Liu	U.S. Bank	CA	243	29%/71%	\$191,758,610	Banker	20
346	Corbin Claypool	NEXA Mortgage	AZ	348	56%/44%	\$191,692,693	Banker	3
347	Lindsey Goins	Movement Mortgage	NC	717	85%/15%	\$191,454,670	Banker	14
348	Carl Amerine	Keller Mortgage, LLC	OH	670	69%/31%	\$190,800,690	Banker	5
349	James Bell Jr.	Capital Bank N.A.	MD	446	4%/96%	\$190,692,589	Banker	20
350	Steve Siwinski	CrossCountry Mortgage, LLC	IL	794	37%/63%	\$190,541,097	Banker	-
351	Stephen Arsenault	Intercoastal Mortgage, LLC	VA	399	48%/52%	\$190,249,995	Banker	17
352	Peter Fickeisen	Luxury Mortgage Corp.	MA	503	32%/68%	\$190,159,691	Banker	17
353	Matthew Nguyen	Citibank N.A.	CA	170	64%/36%	\$189,956,238	Banker	14
354	Brad Boden	A & N Mortgage Services, Inc.	IL	562	28%/72%	\$189,918,918	Banker	14
355	Jonathan Kulak	Trident Home Loans	FL	486	34%/66%	\$189,850,360	Broker	3
356	Denise Donoghue	Thrive Mortgage	TX	631	63%/37%	\$189,840,582	Banker	9
357	David Bridges	First Heritage Mortgage, LLC	VA	542	48%/52%	\$189,768,099	Banker	17
358	Kimberly Rivas	KD Capital Mortgage Corp.	CA	488	35%/65%	\$189,647,618	Banker	17
359	Lisamarie Nicholas	PrimeLending, A PlainsCapital Co.	CT	653	65%/35%	\$189,628,720	Banker	14
360	David Thomas	Caliber Home Loans, Inc.	CO	553	45%/55%	\$189,516,630	Banker	16
361	Rebecca Staples	Sun American Mortgage	UT	709	57%/43%	\$189,487,744	Banker	8
362	Craig Vogt	LoFiDirect	NJ	537	8%/92%	\$189,025,861	Banker	15
363	Darin Hunter	MortgageRight	GA	571	9%/91%	\$188,955,721	Banker	19
364	David L Crowell	Mortgage Network, Inc.	SC	487	49%/51%	\$188,494,921	Banker	25
365	Jennifer Fairfield	Guaranteed Rate	CO	482	47%/53%	\$188,302,324	Banker	14
366	Robert Ross	Intercoastal Mortgage, LLC	VA	354	40%/60%	\$188,296,019	Banker	17
367	Aaron Simon	Better Mortgage Corp.	NY	618	26%/74%	\$188,138,738	Banker	1
368	Jason Deeb	MSA Mortgage, LLC	MA	455	27%/73%	\$188,069,724	Banker	15
369	Sonnet Mouritsen	Guild Mortgage Co.	UT	642	44%/56%	\$187,802,355	Banker	11
370	Vivian Lin	Citibank N.A.	CA	163	38%/62%	\$186,985,449	Banker	13
371	Peter Accolla	George Mason Mortgage, LLC	VA	403	44%/56%	\$186,931,503	Banker	13
372	Tim Martin	Guaranteed Rate Affinity	CT	421	59%/41%	\$186,264,374	Banker	19
373	Gabe Gifoli	Citibank N.A.	CA	127	55%/45%	\$185,960,487	Banker	18
374	Ben Lemon	Citywide Home Loans	UT	681	53%/47%	\$185,748,152	Banker	9
375	Isaac Tingey	Uniform Services Veterans Mortgage, LLC	UT	508	0%/100%	\$185,579,806	Broker	10

Top Dollar Volume



Refis set to decline in near future

Last year was a banner year for refinancing across the nation as the exceptionally low mortgage rate environment sent droves of borrowers scurrying to reconfigure the rate structure on their loans.

The most recent estimates from the Mortgage Bankers Association (MBA), released this past February, placed 2020 refinance origination volume at \$2.26 trillion. If realized, this would be a whopping 120% improvement over the prior year. The trade group expects this boom to spill over into the first half of 2021 as mortgage rates, while rising, should remain near historic lows.

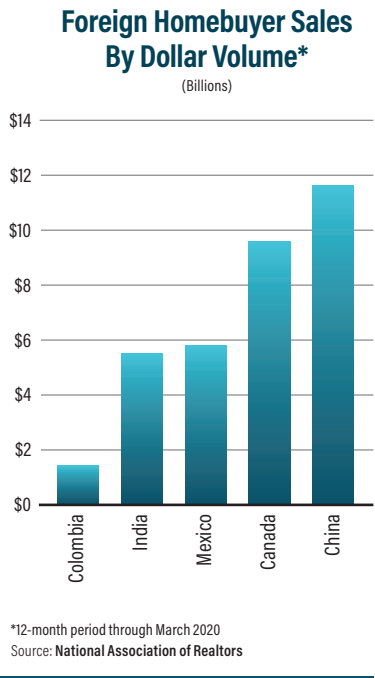
Moreover, large swaths of the home-owner population remain hungry for a refi. Black Knight reported in January 2021 that some 16.7 million borrowers would likely qualify for a refinance while trimming at least 75 basis points from their existing interest rate. Many months into the refi boom, it appears demand remains high.

All good things must come to an end, however. With average rates creeping their way north to 3% and beyond, the MBA anticipates that refinance originations will start to slow in the second half of this year, with its latest forecast calling for refi volume to retreat to \$1.15 trillion in 2021. (AA)



#	NAME	COMPANY	STATE	CLOSED LOANS	PURCHASES VS. REFIS	TOTAL VOLUME	BROKER/BANKER	YRS. IN BIZ
376	Tim Lindsey	CrossCountry Mortgage, LLC	CO	501	26%/74%	\$185,452,212	Banker	17
377	Steve Carter	Intercap Lending	UT	560	73%/27%	\$185,167,071	Banker	14
378	Daniel Halvorsen	Bank of England Mortgage	FL	724	62%/38%	\$184,764,849	Banker	10
379	Amarpreet Chadha	SecurityNational Mortgage Co.	NV	533	76%/24%	\$184,665,405	Banker	-
380	Brady Day	First Class Mortgage V Inc.	MN	732	15%/85%	\$184,653,087	Broker	15
381	Anthony Hicks	ConsumerDirect Mortgage, A Division of FirstBank	NC	492	5%/95%	\$184,612,305	Banker	11
382	Nico Henry	Better Mortgage Corp.	NY	581	0%/100%	\$184,533,808	Banker	1
383	Jordan Dobbs	Intercoastal Mortgage, LLC	MD	360	43%/57%	\$184,468,534	Banker	7
384	Cara Mengali	Guild Mortgage Co.	CA	493	28%/72%	\$184,404,875	Banker	22
385	Dave Venugopal	Residential Mortgage Services, Inc.	VA	392	81%/19%	\$183,819,127	Banker	-
386	Kyle Gillespie	Proper Rate	IL	475	44%/56%	\$183,701,857	Banker	18
387	Scott Story	First Home Mortgage Corp.	MD	448	51%/49%	\$183,520,477	Banker	11
388	Carese Busby	Caliber Home Loans, Inc.	WA	397	52%/48%	\$183,452,306	Banker	24
389	Jawad Hamandi	Intercoastal Mortgage, LLC	VA	390	35%/65%	\$183,266,399	Banker	24
390	Jeff Deutch	Guaranteed Rate	MD	255	3%/97%	\$183,124,315	Banker	30
391	Mark Casamassina	NJ Lenders Corp.	NJ	508	51%/49%	\$182,983,500	Banker	26
392	Ryan Shultz	New American Funding	CA	454	39%/61%	\$182,852,961	Banker	-
393	William Price	Price Mortgage, LLC	AZ	665	36%/64%	\$182,628,171	Broker	19
394	Anish Singla	U.S. Bank	CA	84	15%/85%	\$182,477,850	Banker	17
395	Khalisa Davies	Caliber Home Loans, Inc.	WA	410	27%/73%	\$182,316,323	Banker	13
396	Jason Kimura	Intercap Lending	UT	557	68%/32%	\$181,676,199	Banker	25
397	Ryan Jones	Lund Mortgage Team, Inc.	AZ	744	10%/90%	\$181,581,835	Broker	14
398	Daniel Keller	CrossCountry Mortgage, LLC	WA	402	50%/50%	\$180,686,471	Banker	-
399	Andres Mejia	Better Mortgage Corp.	NY	584	0%/100%	\$180,631,940	Banker	1
400	Danielle Young	Guaranteed Rate	UT	516	57%/43%	\$180,346,678	Banker	29
401	Jason Osenton	loanDepot	CA	306	21%/79%	\$180,321,823	Banker	13
402	Shane Siniard	SWBC Mortgage Corp.	GA	863	53%/47%	\$180,161,331	Banker	16
403	Chad Krober	Academy Mortgage Corp.	OR	517	43%/57%	\$180,154,549	Banker	16
404	Brendan McKay	McKay Mortgage Co.	MD	415	19%/81%	\$180,147,705	Broker	8
405	Jason Le	Loan Factory, Inc.	CA	387	8%/92%	\$180,070,428	Broker	19
406	Rodney Anderson	Supreme Lending	TX	583	19%/81%	\$179,975,794	Banker	27
407	Austin Thomas	Better Mortgage Corp.	CA	502	64%/36%	\$179,953,981	Banker	3
408	Diego Fuentes Gonzalez	Better Mortgage Corp.	CA	521	0%/100%	\$179,842,645	Banker	1
409	Gibran Suffy	Planet Home Lending, LLC	CA	440	22%/78%	\$179,326,065	Banker	19
410	John Musso	Citibank N.A.	CA	134	68%/32%	\$179,265,715	Banker	29
411	Mark Baker	SWBC Mortgage Corp.	GA	679	35%/65%	\$179,259,724	Banker	20
412	Mark Moore	Fairway Independent Mortgage Corp.	FL	575	63%/37%	\$179,207,445	Banker	19
413	Samantha Nitto	Better Mortgage Corp.	NY	510	0%/100%	\$178,893,386	Banker	1
414	Robert Purvis	VIP Mortgage, Inc.	AZ	646	48%/52%	\$178,828,519	Banker	14
415	Caryn Grafton	Atlantic Coast Mortgage, LLC	VA	368	36%/64%	\$178,658,361	Banker	18
416	Brian Jessen	Guaranteed Rate	IL	449	37%/63%	\$178,546,441	Banker	29
417	Steve Novotny	Willamette Valley Bank	ID	624	51%/49%	\$178,473,415	Banker	10
418	Jerilyn Shaw	C2 Financial Corp.	CA	343	29%/71%	\$178,197,731	Broker	21
419	James McKibban	New American Funding	CA	317	35%/65%	\$177,889,098	Banker	15
420	Bob Cooley	Guild Mortgage Co.	CA	403	17%/83%	\$177,863,432	Banker	33
421	Greg Giokas	Residential Mortgage Services, Inc.	MA	417	58%/42%	\$177,763,120	Banker	-
422	Eric Glick	New American Funding	GA	716	69%/31%	\$177,760,645	Banker	15
423	Fif Ghobadian	RPM Mortgage, Inc.	CA	265	29%/71%	\$177,758,616	Banker	17
424	Dave Young	Academy Mortgage Corp.	UT	510	39%/61%	\$177,707,670	Banker	23
425	George Cornell	TD Bank, N.A.	NY	200	37%/63%	\$177,564,122	Banker	33
426	Brett Baird	CrossCountry Mortgage, LLC	CO	627	89%/11%	\$177,303,199	Banker	17
427	Steph Noble	Guild Mortgage Co.	OR	509	42%/58%	\$177,241,826	Banker	18
428	Michael Mor	U.S. Bank	CA	158	14%/86%	\$177,153,817	Banker	-
429	Anthony Dobbert	CrossCountry Mortgage, LLC	OH	854	51%/49%	\$176,796,706	Banker	-
430	Joe Bigelman	John Adams Mortgage	MI	629	43%/57%	\$176,751,534	Banker	22
431	Caleb LeGrand	CL Team - An Apex Home Loans Lender	SC	707	63%/37%	\$176,713,376	Banker	15
432	Andrew Simpson	Better Mortgage Corp.	NC	561	0%/100%	\$176,577,405	Banker	1
433	Fred Nicotra	Better Mortgage Corp.	NY	538	96%/4%	\$176,346,882	Banker	2
434	Justin Perry	loanDepot	NH	479	26%/74%	\$176,345,226	Banker	13
435	Mike Pandazos	Golden Coast Finance, Inc.	CA	374	48%/52%	\$176,232,595	Broker	18
436	Jerry Berry	First Heritage Mortgage, LLC	VA	389	69%/31%	\$176,189,659	Banker	26
437	Sammy Iliopoulos	Guaranteed Rate	MA	428	28%/72%	\$175,855,878	Banker	18
438	Dominic Pomilia	Supreme Lending	CA	319	30%/70%	\$175,591,743	Banker	34
439	Hongmei Wang	U.S. Bank	MA	275	18%/82%	\$175,576,367	Banker	-
440	Dave Slater	Academy Mortgage Corp.	CO	537	61%/39%	\$175,506,708	Banker	20
441	Hannah Nguyen	Loan Factory, Inc.	CA	539	4%/96%	\$175,291,593	Broker	10
442	Steve Thompson	Gateway First Bank	TX	800	63%/37%	\$175,279,242	Banker	4
443	Lorianne Daluz	Citibank N.A.	CA	130	83%/17%	\$174,818,454	Banker	31
444	Jeffrey Zulauf	loanDepot	GA	599	61%/39%	\$174,750,308	Banker	10
445	Miles Rusth	Summit Mortgage Corp.	OR	485	16%/84%	\$174,719,668	Banker	25
446	Mark Maimon	Freedom Mortgage Corp.	CA	345	44%/56%	\$174,684,530	Banker	19
447	Matthew Attaya	Residential Mortgage Services, Inc.	MA	395	58%/42%	\$174,435,450	Banker	-
448	Glenn Harshman	Intercoastal Mortgage, LLC	VA	379	26%/74%	\$174,409,130	Banker	-
449	Judy Huynh	Better Mortgage Corp.	CA	514	0%/100%	\$174,346,737	Banker	1
450	Sean Perkins	TD Bank, N.A.	MA	288	46%/54%	\$174,342,891	Banker	7

Top Dollar Volume



Foreign buyer transactions take a dip

The COVID-19 pandemic has made it more difficult for international buyers to shop for and buy homes in the U.S., the National Association of Realtors (NAR) reported. According to NAR, the share of foreign buyers who purchased second homes in the U.S. represented 0.9% of all second-home purchases in September 2020, down from about 3% only three months earlier.

Before the pandemic struck in March 2020, however, international buyers were already purchasing fewer U.S. homes. In the 12 months through March 2020, foreign buyers spent \$74 billion on U.S. existing-home purchases, down 5% from the previous 12-month period, NAR reported. Foreign-based purchases accounted for a 4% share of the \$1.7 trillion in existing-home sales during this same period, down from 5% during the prior 12 months.

China led all countries with \$11.5 billion in sales volume during this time frame, followed by Canada (\$9.5 billion) and Mexico (\$5.8 billion). Florida, California and Texas were the top destinations for foreign buyers, according to NAR. (VW)

#	NAME	COMPANY	STATE	CLOSED LOANS	PURCHASES VS. REFIS	TOTAL VOLUME	BROKER/BANKER	YRS. IN BIZ
451	Robert Wishnick	Guaranteed Rate	PA	484	63%/37%	\$174,212,100	Banker	18
452	Marcus White	First Citizens Bank	SC	397	51%/49%	\$173,791,892	Banker	10
453	Steven Grossman	NJ Lenders Corp.	NJ	397	38%/62%	\$173,752,427	Banker	26
454	Michele Stanisch	Guaranteed Rate	CA	305	35%/65%	\$173,717,766	Banker	33
455	Mark Steil	U.S. Bank	MN	292	35%/65%	\$173,714,480	Banker	20
456	Aelana Freeman	Better Mortgage Corp.	NY	566	0%/100%	\$172,664,274	Banker	2
457	John Antonelli	Vantage Point Financial Group, Inc.	PA	550	47%/53%	\$172,617,119	Broker	15
458	Rick Scherer	OnTo Mortgage	MA	426	40%/60%	\$172,576,499	Broker	18
459	Jill Bartoletti	Caliber Home Loans, Inc.	WA	386	40%/60%	\$172,488,749	Banker	22
460	Matt McDuffee	FBC Mortgage, LLC	FL	699	74%/26%	\$172,423,790	Banker	22
461	Patrick Holland	Embrace Home Loans	VA	370	31%/69%	\$172,356,935	Banker	15
462	Cody Bertke	CrossCountry Mortgage, LLC	OH	540	47%/53%	\$172,210,118	Banker	-
463	Spencer Dalzell	Better Mortgage Corp.	NC	544	43%/57%	\$171,809,616	Banker	1
464	Ryan Shane	Sammamish Mortgage	WA	406	18%/82%	\$171,583,711	Banker	10
465	Dawn Van Nieuwenhuyzen	Plains Commerce Bank	SD	740	35%/65%	\$171,478,563	Banker	15
466	Vincent Spadea	Truist	GA	313	68%/32%	\$171,459,774	Banker	-
467	Benjamin Moon	CF Bank	OH	404	3%/97%	\$171,441,070	Banker	19
468	David Medrano	First United Bank & Trust	TX	414	82%/18%	\$171,401,426	Banker	14
469	Paula Nirschl	Guild Mortgage Co.	WA	549	41%/59%	\$171,329,076	Banker	17
470	David Holland	Holland Mortgage Advisors	PA	659	49%/51%	\$171,245,258	Banker	21
471	Jonathan White	Blue Door Mortgage	MA	408	14%/86%	\$170,617,720	Broker	28
472	Lorri Hoffman	Movement Mortgage	NC	590	65%/35%	\$170,600,253	Banker	8
473	Bryan Lovern	Prosperity Home Mortgage, LLC	MD	471	74%/26%	\$170,478,826	Banker	7
474	Arman Ghamami	C2 Financial Corp.	CA	379	0%/100%	\$170,416,969	Broker	14
475	Jason Nader	First Home Mortgage Corp.	MD	384	43%/57%	\$170,311,285	Banker	17
476	Kevin Retcher	First Meridian Mortgage Corp.	VA	383	10%/90%	\$170,225,396	Broker	27
477	Corbin Buttleman	Lake Michigan Credit Union	MI	448	44%/56%	\$170,083,537	Banker	19
478	Hani Ali	Guaranteed Rate	IL	502	36%/64%	\$170,042,699	Banker	7
479	Dominic Mancini	Guaranteed Rate	AZ	501	41%/59%	\$169,550,629	Banker	15
480	Erin Halliday	Guaranteed Rate	CA	292	42%/58%	\$169,528,892	Banker	18
481	Lauri Larson	Elevations Credit Union	CO	434	35%/65%	\$169,507,465	Banker	9
482	Michael Stepek	Guaranteed Rate Affinity	NJ	334	54%/46%	\$169,237,088	Banker	22
483	John Farrell	U.S. Bank	CA	214	38%/62%	\$169,194,269	Banker	22
484	Anita Aguilar	Cardinal Financial Co., Limited Partnership	CA	414	36%/64%	\$169,118,025	Banker	16
485	Jasmine Cheng	U.S. Bank	CA	222	73%/27%	\$169,007,614	Banker	31
486	Dan Rogers	Guaranteed Rate	IL	841	63%/37%	\$168,658,741	Banker	34
487	Jake Hardman	Simplify Home Loans	UT	576	1%/99%	\$168,583,035	Broker	13
488	Mason Buckles	Caliber Home Loans, Inc.	WA	389	44%/56%	\$168,126,609	Banker	19
489	Charles Shulman	NJ Lenders Corp.	NJ	373	27%/73%	\$168,042,689	Banker	23
490	Aaron Chapman	SecurityNational Mortgage Co.	AZ	1331	62%/38%	\$167,814,052	Banker	-
491	John Gnisci	Citibank N.A.	NY	192	58%/42%	\$167,579,894	Banker	21
492	Ashish Parekh	Citibank N.A.	CA	161	53%/47%	\$167,482,975	Banker	16
493	April Ye Wang	General Mortgage Capital Corp.	CA	308	15%/85%	\$167,460,624	Banker	19
494	Jeff Miltenberger	NFM Lending	WA	432	47%/53%	\$167,382,921	Banker	27
495	Brian Carson	Certainty Home Loans, LLC	NC	669	52%/48%	\$167,381,062	Banker	27
496	Michael Deery	Citywide Financial Corp.	CA	402	20%/80%	\$167,239,275	Broker	21
497	Laura Witte	Northpointe Bank	GA	509	43%/57%	\$167,197,844	Banker	22
498	Liz McElroy	First Heritage Mortgage, LLC	VA	416	44%/56%	\$167,171,773	Banker	17
499	Dave Pennington	RPM Mortgage, Inc.	CA	358	24%/76%	\$167,145,207	Banker	17
500	Christine Madrid-Wynecoop	Caliber Home Loans, Inc.	WA	349	53%/47%	\$167,027,684	Banker	16



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