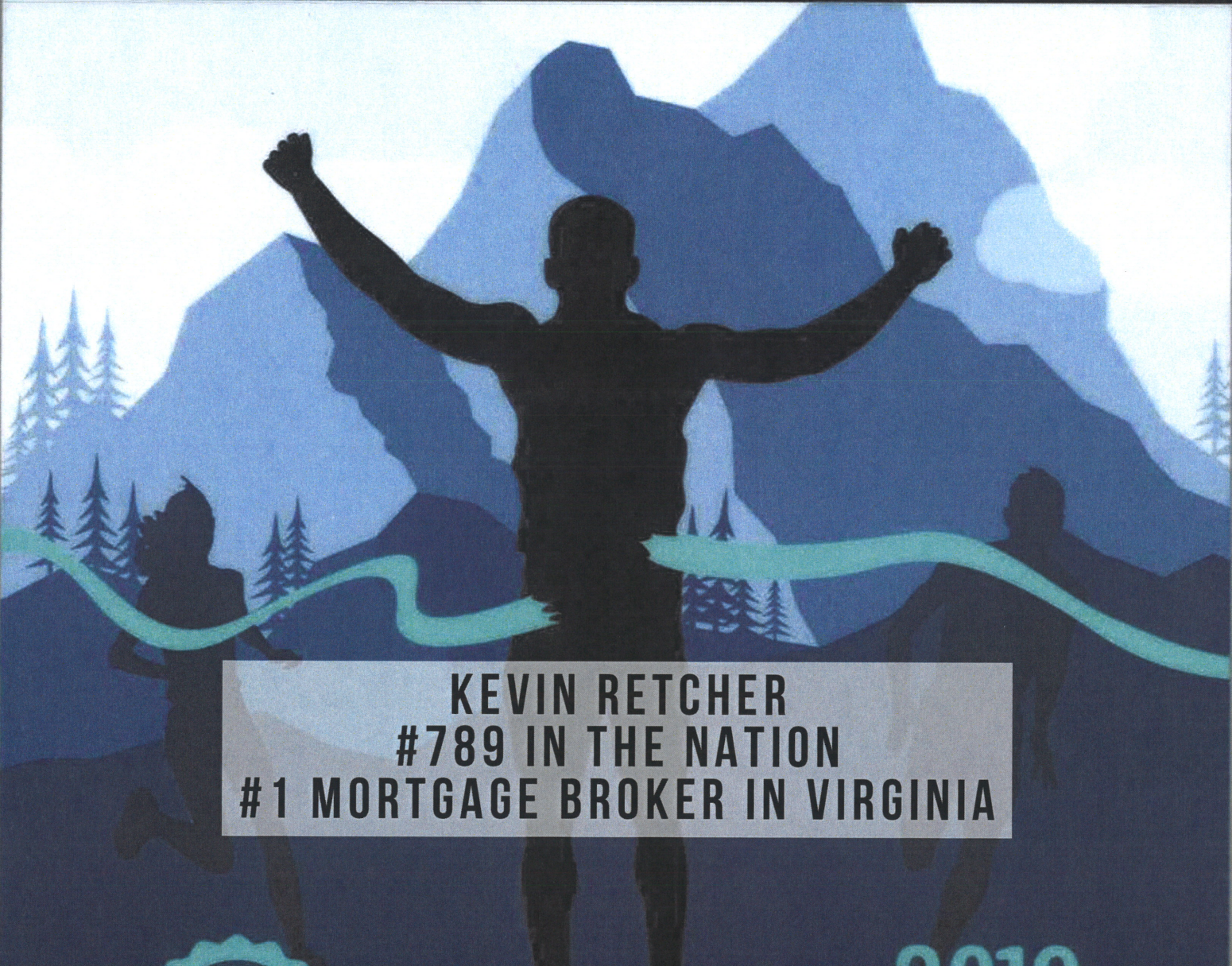




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April 2020 | Residential Edition



KEVIN RETCHER
#789 IN THE NATION
#1 MORTGAGE BROKER IN VIRGINIA



SCOTSMAN GUIDE MEDIA

2019 Top Originators

Ranking the Nation's Top Mortgage Producers

Kevin Retcher

#1 Top Producing Mortgage Broker in Virginia

#789 Over all in Production for Banker or Broker in the Nation

#41st Top Producer in all of Virginia Banker or Broker

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Top Originators 2019

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Rank	First Name	Last Name	Company	State	Volume	% Purchases	% Refis	Closed Loans	Broker/Banker	Yrs. in Biz
789	Kevin	Retcher	First Meridian Mortgage Corporation	VA	\$73,083,761	31%	69%	172	Broker	26
1370	Imran	Bagwan	United 1 Mortgage Corporation	VA	\$57,032,048	72%	28%	152	Broker	6
1508	Richard	Wallace	Priority Financial, LLC	VA	\$54,642,865	58%	42%	140	Broker	30

Top Dollar Volume

■ Card View

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	Rank	First Name	Last Name	Company	State	Volume	% Purchases	% Refis	Closed Loans	Broker/Banker	Yrs. in Biz
1	34	Reginald	Maddox	McLean Mortgage Corporation	VA	\$227,305,632	69%	31%	552	Banker	20
2	85	Joshua	Jablonski	Wells Fargo Home Mortgage	VA	\$174,135,022	79%	21%	215	Banker	17
3	120	Jody	Eichenblatt	Prosperity Home Mortgage, LLC	VA	\$155,476,706	77%	23%	307	Banker	17
4	158	Gina	Myers	Intercoastal Mortgage Company	VA	\$140,780,893	67%	33%	267	Banker	8
5	164	Rick	Elmendorf	Caliber Home Loans	VA	\$138,810,992	47%	53%	319	Banker	20
6	201	John	Pyne	Intercoastal Mortgage Company	VA	\$126,312,292	55%	45%	235	Banker	15
7	223	Rob	Clark	Guaranteed Rate Affinity	VA	\$121,081,898	77%	23%	249	Banker	30
8	225	Phil	Nguyen	Atlantic Coast Mortgage, LLC	VA	\$120,203,239	83%	17%	279	Banker	18
9	232	Matthew	Beckwith	OVM Financial Inc	VA	\$119,060,323	92%	8%	505	Banker	15
10	243	Melissa	Bell	McLean Mortgage Corporation	VA	\$116,536,469	75%	25%	298	Banker	20
11	286	Amit	Kaim	George Mason Mortgage, LLC	VA	\$110,488,388	78%	22%	224	Banker	18
12	309	Ashley	Harris-Smith	Atlantic Coast Mortgage, LLC	VA	\$107,052,998	90%	10%	229	Banker	18
13	329	Sean	Fritts	Direct Mortgage Loans	VA	\$105,020,961	74%	26%	236	Banker	17
14	347	Sarah	Welsh	Prosperity Home Mortgage, LLC	VA	\$103,100,711	79%	21%	204	Banker	5
15	369	Andrea	Wine	McLean Mortgage Corporation	VA	\$101,841,992	58%	42%	244	Banker	17
16	376	Kristi	Hardy	Atlantic Coast Mortgage, LLC	VA	\$101,477,307	91%	9%	262	Banker	15
17	379	Robert	Louie	Truist	VA	\$101,348,331	63%	37%	204	Banker	9
18	417	Peter	Accolla	George Mason Mortgage, LLC	VA	\$97,250,708	72%	28%	206	Banker	12
19	427	Troy	Toureau	McLean Mortgage Corporation	VA	\$95,718,403	57%	43%	237	Banker	25
20	447	Mike	Sanchez	Guaranteed Rate	VA	\$93,927,331	60%	40%	205	Banker	19
21	460	Jeffrey	Novotny, Jr.	George Mason Mortgage, LLC	VA	\$92,332,045	79%	21%	219	Banker	4
22	463	Carey	Meushaw	Atlantic Coast Mortgage, LLC	VA	\$92,207,049	79%	21%	176	Banker	14
23	468	Brandon	Cobb	Strong Home Mortgage LLC	VA	\$91,673,446	32%	68%	244	Banker	12
24	494	Lindsay	Simmons Beale	Caliber Home Loans	VA	\$89,998,020	51%	49%	203	Banker	11
25	512	Allison	Davis	George Mason Mortgage,	VA	\$88,090,686	78%	22%	397	Banker	6



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26	525	Jawad	Hamandi	MVB Mortgage	VA	\$87,236,098	43%	57%	199	Banker	23
27	583	Michael	Stein	McLean Mortgage Corporation	VA	\$83,975,430	63%	37%	183	Banker	21
28	584	Chris	Channell	Draper and Kramer Mortgage Corp.	VA	\$83,945,118	58%	42%	224	Banker	10
29	636	Scott	Silverstein	Caliber Home Loans	VA	\$80,455,664	64%	36%	182	Banker	1
30	639	Josh	Burruss	MVB Mortgage	VA	\$80,366,489	62%	38%	151	Banker	11
31	640	Dave	Venugopal	Residential Mortgage Services, Inc.	VA	\$80,363,101	71%	29%	183	Banker	16
32	641	Heather	Devoto	First Home Mortgage Corporation	VA	\$80,337,729	80%	20%	135	Banker	15
33	688	Glenn	Harshman	Intercoastal Mortgage Company	VA	\$78,383,650	55%	45%	163	Banker	34
34	714	Carlos	Larrazabal	Vellum Mortgage	VA	\$76,845,610	80%	20%	259	Banker	21
35	719	Mark	Ferguson	MVB Mortgage	VA	\$76,364,090	65%	35%	133	Banker	20
36	727	Sebastian	Rivera	MVB Mortgage	VA	\$75,975,834	57%	43%	193	Banker	13
37	733	Chad	Loube	George Mason Mortgage, LLC	VA	\$75,802,681	82%	18%	146	Banker	23
38	739	Mya	Tran-Harter	MVB Mortgage	VA	\$75,524,792	54%	46%	121	Banker	23
39	743	Michael	Westbrook	Intercoastal Mortgage Company	VA	\$75,294,794	51%	49%	160	Banker	17
40	752	Katie	Simmons Hickey	Caliber Home Loans	VA	\$74,789,670	47%	53%	156	Banker	15
41	789	Kevin	Retcher	First Meridian Mortgage Corporation	VA	\$73,083,761	31%	69%	172	Broker	26
42	795	Patrick	Holland	Embrace Home Loans	VA	\$72,844,750	60%	40%	166	Banker	13
43	831	Dwayne	Smith	George Mason Mortgage, LLC	VA	\$71,769,148	79%	21%	226	Banker	26
44	832	Dwight	Taylor	George Mason Mortgage, LLC	VA	\$71,735,418	74%	26%	138	Banker	20
45	834	Robert	Rudd III	McLean Mortgage Corporation	VA	\$71,640,945	62%	38%	143	Banker	16
46	853	Sean	Johnson	loanDepot	VA	\$70,776,234	65%	35%	174	Banker	1
47	872	Josh	Cilman	Intercoastal Mortgage Company	VA	\$70,205,509	41%	59%	135	Banker	18
48	891	Fernando	Marquez	George Mason Mortgage, LLC	VA	\$69,525,978	82%	18%	163	Banker	18
49	902	Sam	Atapour	Embrace Home Loans	VA	\$69,278,876	57%	43%	165	Banker	18
50	919	Carleton	Chambers	Prosperity Home Mortgage, LLC	VA	\$68,817,846	68%	32%	180	Banker	11



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51	920	Jolene	Moore	Intercoastal Mortgage Company	VA	\$68,816,640	61%	39%	162	Banker	17
52	935	Mayur	Shah	Truist	VA	\$68,360,472	70%	30%	139	Banker	1
53	939	Derek	Alverson	Prosperity Home Mortgage, LLC	VA	\$68,239,010	82%	18%	215	Banker	14
54	999	Marianne	Pfisterer	DHI Mortgage Company	VA	\$66,391,299	100%	0%	209	Banker	8
55	1005	Christian	Searle	MVB Mortgage	VA	\$66,162,936	67%	33%	170	Banker	10
56	1021	Caryn	Grafton	Atlantic Coast Mortgage, LLC	VA	\$65,713,170	80%	20%	133	Banker	17
57	1040	Skip	Templeton	NewTowne Mortgage	VA	\$65,191,918	76%	24%	189	Banker	23
58	1061	Brian	Kempf	George Mason Mortgage, LLC	VA	\$64,497,509	84%	16%	125	Banker	10
59	1098	Jonathan P.	Haug	Prosperity Home Mortgage, LLC	VA	\$63,122,780	87%	13%	253	Banker	12
60	1104	Eric	Boutcher	Atlantic Coast Mortgage, LLC	VA	\$62,976,492	74%	26%	116	Banker	7
61	1134	Leo	Anzoleaga	Draper and Kramer Mortgage Corp.	VA	\$62,233,182	77%	23%	128	Banker	13
62	1137	Todd	Bradley	Truist	VA	\$62,175,885	86%	14%	107	Banker	1
63	1156	Jeffrey	Divack	Intercoastal Mortgage Company	VA	\$61,871,664	74%	26%	160	Banker	21
64	1168	Carol	O'Connell	McLean Mortgage Corporation	VA	\$61,738,689	87%	13%	135	Banker	35
65	1175	Jason	Andrzejewski	Prosperity Home Mortgage, LLC	VA	\$61,620,374	80%	20%	160	Banker	20
66	1187	Michael	Ullmann	First Heritage Mortgage	VA	\$61,121,685	92%	8%	165	Banker	7
67	1193	Greg	Protiva	Intercoastal Mortgage Company	VA	\$60,875,850	72%	28%	112	Banker	22
68	1214	Brad	Stevenson	Prosperity Home Mortgage, LLC	VA	\$60,224,998	70%	30%	210	Banker	13
69	1215	Natalie	Reid-Loudan	PrimeLending, A PlainsCapital Company	VA	\$60,214,326	74%	26%	277	Banker	19
70	1230	Mark	Bragaw	McLean Mortgage Corporation	VA	\$59,931,833	63%	37%	120	Banker	16
71	1245	Michael	McBride	Caliber Home Loans	VA	\$59,711,861	69%	31%	132	Banker	21
72	1252	Larry	Justice	McLean Mortgage Corporation	VA	\$59,603,343	82%	18%	127	Banker	34
73	1281	Jenny	Kim Larsen	George Mason Mortgage, LLC	VA	\$58,824,210	81%	19%	170	Banker	19
74	1326	Stephen	Arsenault	MVB Mortgage	VA	\$57,902,223	97%	3%	204	Banker	16
75	1370	Imran	Bagwan	United 1 Mortgage Corporation	VA	\$57,032,048	72%	28%	152	Broker	6



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76	1383	Gregory	Cowart	NFM Lending	VA	\$56,824,659	83%	17%	211	Banker	18
77	1413	Steve	Peranski	Truist	VA	\$56,350,705	71%	29%	101	Banker	1
78	1451	Jeremy	Johnson	McLean Mortgage Corporation	VA	\$55,607,230	67%	33%	146	Banker	20
79	1464	Kathy	Neal	Truist	VA	\$55,416,810	60%	40%	95	Banker	1
80	1476	Jacqueline	Sommer	Vellum Mortgage	VA	\$55,153,588	81%	19%	152	Banker	18
81	1480	Jenna	Stiltner	Atlantic Coast Mortgage, LLC	VA	\$55,009,819	82%	18%	218	Banker	4
82	1508	Richard	Wallace	Priority Financial, LLC	VA	\$54,642,865	58%	42%	140	Broker	30
83	1559	Javier	Gonzalez	EagleBank	VA	\$53,590,138	87%	13%	185	Banker	20
84	1586	Chip	Riggs	Truist	VA	\$53,097,350	63%	37%	132	Banker	1
85	1612	Ben	Fox	George Mason Mortgage, LLC	VA	\$52,644,311	59%	41%	99	Banker	23
86	1616	Russell	Kesterson	Movement Mortgage	VA	\$52,593,056	98%	2%	229	Banker	18
87	1628	Charles	Temple	OVM Financial Inc	VA	\$52,431,593	95%	5%	212	Banker	17
88	1634	Greg	Mullan	George Mason Mortgage, LLC	VA	\$52,355,735	72%	28%	163	Banker	14
89	1681	Pete	Griffin	Movement Mortgage	VA	\$51,522,421	72%	28%	152	Banker	6
90	1684	Nick	Russo	Towne Mortgage	VA	\$51,441,868	90%	10%	178	Banker	14
91	1706	James	Gaudiosi	Atlantic Coast Mortgage, LLC	VA	\$51,148,092	79%	21%	110	Banker	18
92	1711	Ronnie	Collins	OVM Financial Inc	VA	\$51,081,578	95%	5%	228	Banker	10
93	1757	Greg	Nosar	Truist	VA	\$50,413,622	30%	70%	98	Banker	22
94	1825	Glen	Bralley	McLean Mortgage Corporation	VA	\$49,580,502	77%	23%	120	Banker	31
95	1832	Russell	Nash	George Mason Mortgage, LLC	VA	\$49,463,994	78%	22%	183	Banker	21
96	1871	Andy	Zemon	Waterstone Mortgage	VA	\$49,036,165	66%	34%	172	Banker	19
97	1893	Paula	White	McLean Mortgage Corporation	VA	\$48,685,219	83%	17%	123	Banker	19
98	1895	Joe	Dunn	George Mason Mortgage, LLC	VA	\$48,643,655	80%	20%	138	Banker	27
99	1903	Scott	Brookshire	Finance of America Mortgage	VA	\$48,501,145	73%	27%	217	Banker	1
100	1930	Nick	Bohn	Movement Mortgage	VA	\$48,030,090	86%	14%	169	Banker	5



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101	1944	John	Ragano	SWBC Mortgage Corp.	VA	\$47,876,261	87%	13%	116	Banker	26
102	1953	Justin	Exner	Fairway Independent Mortgage Corporation	VA	\$47,807,454	64%	36%	122	Banker	13
103	1956	Jolayne	Craig	Atlantic Coast Mortgage, LLC	VA	\$47,792,381	91%	9%	151	Banker	22
104	1965	Ana	Tolentino	Atlantic Coast Mortgage, LLC	VA	\$47,726,981	85%	15%	150	Banker	15
105	1967	Leslie	Wish	McLean Mortgage Corporation	VA	\$47,699,729	73%	27%	102	Banker	33
106	1987	James	Oaks	OVM Financial Inc	VA	\$47,461,138	97%	3%	219	Banker	16
107	2014	Steve	Rockefeller	George Mason Mortgage, LLC	VA	\$47,086,251	90%	10%	128	Banker	30
108	2019	Richard	Hearn	Atlantic Coast Mortgage, LLC	VA	\$47,012,526	75%	25%	106	Banker	11
109	2062	Sarah	Pichardo	George Mason Mortgage, LLC	VA	\$46,451,416	79%	21%	133	Banker	16
110	2122	Stephen	Walker	McLean Mortgage Corporation	VA	\$45,554,039	47%	53%	121	Banker	16
111	2134	David	Black	Guaranteed Rate	VA	\$45,396,161	63%	37%	99	Banker	17
112	2145	Ann	Flaherty	First Home Mortgage Corporation	VA	\$45,149,634	78%	22%	94	Banker	20
113	2171	William	Woodfin	Prosperity Home Mortgage, LLC	VA	\$44,786,288	85%	15%	167	Banker	9
114	2177	Scott	Brown	OVM Financial Inc	VA	\$44,731,423	92%	8%	169	Banker	19
115	2183	Shannon	Leydig	Vellum Mortgage	VA	\$44,636,802	66%	34%	122	Banker	15
116	2194	Babita	Vashist	Truist	VA	\$44,497,906	60%	40%	101	Banker	1
117	2220	Brian	Bonnet	Atlantic Coast Mortgage, LLC	VA	\$44,034,463	66%	34%	80	Banker	26
118	2248	Brandon	Colletti	Movement Mortgage	VA	\$43,668,082	73%	27%	149	Banker	4
119	2266	Mac	Church	Atlantic Coast Mortgage, LLC	VA	\$43,395,971	77%	23%	151	Banker	16
120	2298	Connor	McNulty	CrossCountry Mortgage, LLC	VA	\$43,083,158	90%	10%	186	Banker	11
121	2387	Peter	Conto	George Mason Mortgage, LLC	VA	\$42,223,526	70%	30%	81	Banker	2
122	2390	Christopher	Donavin	FitzGerald Financial	VA	\$42,194,188	59%	41%	82	Banker	21
123	2393	Loretta	Flynn	McLean Mortgage Corporation	VA	\$42,170,627	72%	28%	116	Banker	25
124	2397	Chris	Parks	McLean Mortgage Corporation	VA	\$42,117,834	83%	17%	194	Banker	7
125	2481	Lonnie	Joyce	Truist	VA	\$41,337,161	89%	11%	126	Banker	1

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124	2530	Nick	Pakulla	George Mason Mortgage, LLC	VA	\$40,881,032	68%	32%	92	Banker	9
127	2562	Mike	Farrell	Main Street Home Loans	VA	\$40,541,477	51%	49%	86	Banker	19
128	2570	Steve	Miller	Embrace Home Loans	VA	\$40,494,217	46%	54%	90	Banker	16
129	2573	Lisa	Nichols	Atlantic Coast Mortgage, LLC	VA	\$40,462,788	73%	27%	130	Banker	18
130	2577	Bob	Rosenbaum	Sandy Spring Bank	VA	\$40,413,176	70%	30%	95	Banker	15
131	2600	Blane	Stewart	NFM Lending	VA	\$40,236,907	86%	14%	151	Banker	18
132	2601	Derek	Evans	Main Street Home Loans	VA	\$40,231,612	90%	10%	161	Banker	15
133	2621	Andrew	Siddon	George Mason Mortgage, LLC	VA	\$40,023,508	59%	41%	79	Banker	17

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