

THE ORIGINATOR'S TOOL FOR SALES & MANAGEMENT EXCELLENCE™

APRIL 2003

Mortgage Originator®

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NOW SHOWING

TOP LOAN ORIGINATORS

STARRING:
200 SUPERSTAR ORIGINATORS

CO-STARRING:
FHA/VA & ROOKIE ORIGINATORS

★ TOP ORIGINATOR LISTS ★ SUPERSTAR PROFILES ★ THE FUTURE ★ CUSTOMER SERVICE

TOP ORIGINATORS

2000 SET RECORDS



Based on last year's record-breaking production in the mortgage lending industry, we expected *Mortgage Originator's* seventh annual Top Originators list to include significantly higher numbers than the previous year's list and we weren't disappointed.

Fueled by last year's explosive refinance boom, hundreds of originators experienced a SuperStar year, which is reflected on this year's list. The 2002 top originators' volume ranged from a staggering \$1 billion to \$95 million and from 2,758 loans to 446 loans.

This year's number one originator on the dollar volume list was Melissa Cohn, who closed an incredible \$1,055,526,332 and 2,099 loans in 2002 (see profile on page 47.)

Number one on the list for number of loans was Tom Lavallee, with 2,758 loans and \$545,189,583 (see page 49).

Criteria

The criteria for the Top Originator list were similar to that used in previous years. To be eligible for consideration, loan originators had to personally close at least \$30 million and/or 140 loans of personal, residential volume in 2002.

We emphasized that although originators may have one or more assistants, as long as they are responsible for originating their business (the loans are generated as a result of their referral network and related marketing efforts), the volume is considered theirs. Originators were not allowed to combine their production figures with those of another originator.

The list indicates the number of assistants our top producers have, so that readers can better understand the support that is usually involved. Obviously, there are different operational models involved in achieving SuperStar production. For example, 82 percent of the originators on the Top Originator list have at least one assistant, in addition to processing support, to help them handle the volume. Certainly some originators have more assistance than others, but in most cases, it's because they have made the investment, or sought the financial assistance elsewhere, to develop this support structure.

In addition, we have included a new listing of the percentage of applications that individual loan originators take themselves.

1,000 Entries

We made a major effort to include all qualified originators. In addition to announcing the list in several issues of the magazine, we contacted those who appeared on previous lists and other previous SuperStars. We also provided entry forms to a number of other firms and the form was available on *M.O.M.*'s Web site.

We received initial information from approximately 1,000 loan originators from small and large firms throughout the country. Nearly 350 originators submitted information for the first time.

This year we've again featured a Top Rookie Originator list, as well as a separate ranking of top FHA/VA originators.

2002 Statistics

The 2002 list includes 80 originators who were not on the previous year's list. Other notable statistics include:

- ★ Average loan volume for the top 100 originators: \$226,368,061
- ★ Average loan volume for top 200: \$168,628,675
- ★ Most experience as an originator: 37 years
- ★ Least experience as an originator: 1 year
- ★ Average number of loans for top 200: 595
- ★ Five states with most top producers: California, Illinois, New York, Michigan, Massachusetts
- ★ Average number of years as originator: 12.5
- ★ Average number of assistants (ranging from 0 to 8): 1.5

Overall, we're confident that *M.O.M.*'s Top 200 Originators list represents the industry's most successful loan originators.

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

—*M.O.M.*

Verification Process

M.O.M. continues to enhance the verification process of the Top 200 Originator listing. To be considered for inclusion on this year's list, originators first submitted the entry form confirming their personal loan volume, which was also signed by the originator and branch manager, president, or other responsible party.

After meeting the basic criteria, the top 200 were asked to provide a copy of their 2002 production report—detailing the number and amounts of loans closed last year—along with a letter from the company CPA or their CFO at company headquarters (if multi-branch company), which confirmed their numbers were reliable. The criteria stated, "No other loan originator was paid commission on these loans." The letter and the production report were reviewed and compared to the numbers submitted with the initial entry form. Our goal was to ensure that the list was as accurate as possible.

Top 200 - Dollar Volume

#	Name	Company	State	\$ VOLUME	Loans	Last Yr.	#	Name	Company	State	\$ VOLUME	Loans	Last Yr.
1	Melissa L. Cohn*	The Manhattan Mortgage Co.	NY	\$1,055,526,332	2099	2	51	Michael Prime	Wells Fargo Home Mortgage	CA	\$179,041,249	296	-
2	David Soleymani	First Capital Mortgage	CA	\$1,043,900,000	1127	1	52	Rod Flowers	SunTrust Mortgage	MD	\$178,724,790	1484	38
3	Mark Cohen*	Cohen Financial	CA	\$864,859,559	2318	3	53	Brian T. Comer	Mortgage Financial Services	MA	\$177,883,203	804	53
4	Tom Lavallee	Mortgage Bancorp Services	IL	\$545,189,583	2758	8	54	John Holmgren	Holmgren & Associates	CA	\$176,188,850	566	54
5	Richard Maize	Americorp Funding	CA	\$467,284,185	667	5	55	James Pope	Marshall & Isley Bank	WI	\$175,621,846	932	-
6	Diana MacFarlane*	Wells Fargo Home Mortgage	CA	\$462,788,335	954	6	56	Ray Cohen	Revere Mortgage	IL	\$174,674,500	656	35
7	Alex Venneri	Real Estate Mortgage Exchange	CA	\$398,970,000	851	15	57	Richard Jones*	Cal Pacific Mortgage Consultants	CA	\$173,617,476	419	60
8	Jeffrey Appel	The Manhattan Mortgage Co.	NY	\$396,889,910	798	12	58	Steven Grossman	NJ Lenders Corp.	NJ	\$170,542,000	617	90
9	Brad Sarvak*	Emery Financial	CA	\$354,131,810	1079	13	59	Dennis Duncan*	Chase Manhattan Mortgage	VA	\$167,819,000	1266	61
10	Anthony Musante	Wells Fargo Home Mortgage	CA	\$328,743,721	507	28	60	Sharla J. Ellis	Chase Manhattan Mortgage	UT	\$165,179,000	521	94
11	Joseph Polizzi	Valley Financial	CA	\$323,732,884	954	-	61	Steve Sarvak	Emery Financial	CA	\$160,312,650	530	154
12	Tom Digan	Mortgage Master	MA	\$309,651,960	1046	11	62	Bob Eakin	Loan Solutions	CA	\$159,798,745	521	40
13	Jeffrey Lake*	First Home Mortgage	IL	\$309,266,066	1491	7	63	D.C. Aiken*	HomeBanc Mortgage Corp.	GA	\$158,949,154	710	34
14	Jan Volpe	Nova Home Loans	AZ	\$306,473,073	2011	9	64	Ken Thayer	Residential First Mortgage	CA	\$158,705,424	601	121
15	John Bianchi	Countrywide Home Loans	CA	\$287,277,000	1158	18	65	Ito Rodi	Mortgage Master	MA	\$155,821,900	600	-
16	Laura Ryan	Washington Mutual	CA	\$267,500,000	909	-	66	Tom Lewis*	Huntington Mortgage	OH	\$153,770,714	501	62
17	Michael J. Hott	Prime Lending, Inc.	TX	\$265,529,483	2201	-	67	John Fearon	Equitable Mortgage Corp.	OH	\$153,272,471	545	86
18	Ron Banks	Pacific Coast Mortgage Brokers	CA	\$261,352,000	652	21	68	Dean Coney	Diversified Capital Funding	CA	\$152,495,013	487	142
19	Daniel Milstein*	Golden Rule Mortgage	MI	\$258,370,816	1408	27	69	Michael Bischof*	Biltmore Financial Bancorp	IL	\$152,157,600	630	74
20	Penny Hill*	Chase Manhattan Mortgage	FL	\$256,003,000	652	19	70	Janna Kohl	First Financial	CA	\$152,043,710	265	135
21	Michael Brown*	Atlantic National Mortgage	CT	\$253,298,000	657	44	71	Mark Buchanan	First Capital Mortgage	CA	\$151,333,387	655	146
22	Lenny Gordon	National City Mortgage	MD	\$251,023,404	802	30	72	Craig Bramlett	Cal Pacific Mortgage Consultants	CA	\$151,332,269	497	105
23	Kathy Fathi	HBC Financial	CA	\$249,732,223	651	25	73	Bill Mansy	San Diego Cornerstone Mortgage Corp.	CA	\$150,312,885	601	-
24	Jim Sargent	Mortgage Management Systems	CA	\$243,713,169	359	29	74	Bruce Salik*	American Home Mortgage	NY	\$149,090,220	630	84
25	Dave Cusano	Chase Manhattan Mortgage	CA	\$243,610,000	790	37	75	William Grant	Biltmore Financial Bancorp	IL	\$147,799,005	563	82
26	Scott McCarter	Emery Financial	CA	\$233,380,428	679	112	76	James Brennan	New American Financial	CA	\$146,661,000	159	194
27	Janis Bronstein	The Manhattan Mortgage Co.	NY	\$227,772,245	392	17	77	Bruce Pratt	Mortgage Management Systems	CA	\$145,866,600	206	97
28	Jacob Neuschul	Wells Fargo Home Mortgage	CA	\$225,478,874	452	-	78	Charles Shulman	NJ Lenders Corp.	NJ	\$145,385,000	570	123
29	David Jaffe*	Chase Manhattan Mortgage	CA	\$224,912,155	777	32	79	Brad Johnson	Pacific Coast Mortgage Brokers	CA	\$145,056,000	323	95
30	Jan Levin*	Residential First Mortgage	CA	\$220,888,086	583	64	80	Joel Spolin	Absolute Mortgage Banking	CA	\$142,923,747	265	131
31	David Gibbs	Mortgage Master	MA	\$218,188,875	947	22	81	Bruce M. Engel	Mortgage Master	MA	\$142,540,800	504	109
32	John Kalin	Mortgage Master	MA	\$216,589,859	874	45	82	Jim Cover	National City Mortgage	VA	\$142,086,018	595	81
33	James Ladd	Ladd Financial Center	CT	\$215,645,370	516	46	83	John Olbrich	American Security Mortgage	CA	\$141,610,920	624	119
34	Theodore M. Rossi, Jr.	Sage Financial Services, Inc.	CA	\$214,967,450	486	-	84	Richie Wheatley, Jr.	Chase Manhattan Mortgage	MD	\$139,700,000	749	-
35	Michael Trombley	IPI Skyscraper	NY	\$210,700,000	390	53	85	Greg Frost*	1st Home Mortgage	NM	\$139,482,234	1268	47
36	Steven Marshall*	Bellevue Mutual Mortgage	WA	\$209,070,255	503	16	86	Nick Florez	Silver State Mortgage	NV	\$139,363,835	910	-
37	Larry Day	RBC Mortgage	CO	\$207,756,349	579	-	87	John Peszek	Mortgage Bancorp Services	IL	\$139,135,794	609	80
38	Tim Braheem*	First Rate Financial	CA	\$200,700,000	579	23	88	Jack D. Terrell, Jr.	California Mortgage Advisors, Inc.	CA	\$139,006,215	283	-
39	Brian Sarvak*	Castlerock Lending	CA	\$198,809,900	533	43	89	Shelly Talbott	Emery Financial	CA	\$138,205,791	414	-
40	Al W. Hensling*	United American Mortgage Corp.	CA	\$196,167,387	553	26	90	S. John Murray	Mortgage Financial Services	MA	\$138,195,680	552	83
41	Beth Divney	The Manhattan Mortgage Co.	NY	\$194,251,195	363	69	91	Mark Casamassina	NJ Lenders Corp.	NJ	\$137,912,000	861	92
42	Zachary Griffin*	Holmgren & Associates	CA	\$191,599,570	639	76	92	John A. Willis	Mortgage Master	MA	\$137,321,420	624	105
43	Gerald McCarthy	Mortgage Master	MA	\$191,572,650	735	55	93	Larry Cohen	Trident Mortgage Co.	PA	\$137,289,088	647	-
44	Michael Daversa	Atlantic National Mortgage	CT	\$191,452,000	507	99	94	Steve Cline	Preferred Financial	CA	\$136,879,400	513	63
45	Kim Nelson*	Sun America Mortgage	GA	\$189,644,185	1246	14	95	Amanda Sessa*	CTX Mortgage	CO	\$136,340,499	657	65
46	Cindy Ertman	Platinum Capital Group	CA	\$188,818,097	460	39	96	Rajeev Rajpal*	Wells Fargo Home Mortgage	NY	\$135,022,871	619	107
47	Darran Anthony	National City Mortgage	VA	\$187,283,890	856	42	97	Bill Slobin*	Mutual Financial Services	MI	\$134,266,330	624	57
48	Julie Teitel	IPI Skyscraper	NY	\$186,785,000	376	111	98	Steven Siwinski	Bancgroup Mortgage Corp.	IL	\$132,720,287	752	103
49	Jody Cooper*	Wells Fargo Home Mortgage	CO	\$184,796,053	564	24	99	Greg Parker	First Capital	CA	\$132,412,540	311	-
50	Mark Klein	Pacific Coast Lending	CA	\$182,133,578	498	-	100	Vikas Chaddah	Wells Fargo Home Mortgage	CA	\$130,575,800	253	-

Top 200 - Dollar Volume

#	Name	Company	State	\$ VOLUME	Loans	Last Yr.	#	Name	Company	State	\$ VOLUME	Loans	Last Yr.
101	Rick Stern	Stern Mortgage Co.	CA	\$130,214,390	474	-	151	Ken Perlmutter	Perl Mortgage	IL	\$107,583,405	354	108
102	Anthony Bilich	Preferred Financial	CA	\$129,845,000	382	100	152	Ron Black*	Referral Financial, Inc.	WA	\$107,406,065	525	124
103	J. Mark Heppard	Mutual Financial Services	MI	\$129,829,632	698	50	153	Wendy Hewitt	Dearborn Federal Credit Union	MI	\$107,389,160	729	-
104	Shawn Portmann*	Citybank	WA	\$129,732,965	763	68	154	Ruth Katz*	IPI Skyscraper Mortgage	NY	\$106,836,465	331	169
105	James C. Chubb	Pacific Inland Financial	CA	\$129,701,330	525	91	155	Kathy A. Shaw	First Place Bank	OH	\$106,722,976	613	-
106	Barton Welles	Pacific Capital Mortgage	CA	\$129,679,375	235	113	156	David O'Connor	Oak Funding	IL	\$106,417,492	553	157
107	Mike Pfefferman	First Rate Financial	CA	\$129,591,580	516	126	157	Donna Bomarito	Valley Financial	CA	\$106,287,557	437	-
108	Matt Dill	Acceptance Financial Services	CA	\$129,306,622	348	-	158	Brian D. Flood	Strada Financial	CA	\$106,050,220	182	-
109	Cathy Fernandes*	National City Mortgage	NJ	\$128,372,128	742	155	159	Jim McMahan*	CTX Mortgage	TX	\$106,037,993	288	78
110	Michael Dunskey	Shelter Mortgage Co.	MA	\$127,594,135	627	-	160	Linda Herrera*	Jacinto Mortgage Group	CA	\$105,478,978	499	49
111	Steve Peterson	Partners Mortgage	CA	\$127,363,000	341	88	161	John Abraham*	National City Mortgage	IL	\$105,420,703	631	145
112	Jim Rademann	R & R Mortgage, Inc.	CA	\$126,387,000	453	-	162	Adam Cohen	Mortgage Master	MA	\$105,371,591	409	-
113	Shawn Huss	National City Mortgage	OH	\$125,254,890	986	132	163	Robert Sinohue	California Mortgage Advisors, Inc.	CA	\$105,334,410	197	-
114	Allycyn Bennett	First Capital Mortgage	CA	\$124,205,765	351	151	164	Rick Southern	Adamarc Financial Co.	CA	\$105,226,600	258	-
115	Bruce Maasbach	The Manhattan Mortgage Co.	NY	\$123,924,000	245	70	165	Tim Hake	San Francisco Funding, Inc.	CA	\$104,867,250	374	162
116	Robert Moulton	Americana Mortgage Group	NY	\$123,658,294	340	101	166	Daniel MacKenzie	Republic Bank	MI	\$104,798,686	541	96
117	James G. Nuesslein	Mortgage Bancorp Services	IL	\$123,505,300	341	134	167	Tony Struyk	Cal Pacific Mortgage Consultants	CA	\$104,773,285	485	-
118	Edward H. Solter III	Presidential Mortgage	TX	\$123,455,442	541	-	168	David Weiser	Mortgage Master	MA	\$104,684,875	505	-
119	Ed Currie	Biltmore Financial Bancorp	IL	\$122,922,500	447	173	169	William B. Worthy	SunTrust Mortgage	MD	\$104,433,000	373	-
120	Rodney Anderson	CTX Mortgage	TX	\$121,957,055	662	106	170	Sandra Tupurins	American Financial	CA	\$103,830,324	428	-
121	Robert Lee	California Mortgage Advisors, Inc.	CA	\$121,759,710	330	-	171	Nancy J. Smith	Wells Fargo Home Mortgage	CO	\$103,756,982	557	41
122	Marcus N. Zavattaro	Pinnacle Financial	CT	\$121,677,416	209	56	172	Rick Miller	CTX Mortgage	VA	\$103,093,624	386	149
123	Marc Sokobin	The Manhattan Mortgage Co.	NY	\$120,059,000	346	161	173	Matt Walther	Mortgage Bancorp Services	IL	\$102,757,946	448	-
124	Rick Geary	Emery Financial	CA	\$119,199,141	424	159	174	Denise Mortenson	National City Mortgage	OH	\$102,485,050	427	118
125	Li Li	Poli Mortgage	MA	\$118,235,540	500	-	175	Pattie Romanzi*	Par East Mortgage Co.	NY	\$102,309,969	369	193
126	Craig Strent	Apex Home Loans	MD	\$118,007,345	667	-	176	Muriel Holland	BancMortgage Financial Corp.	GA	\$102,185,300	208	191
127	John Johnson	Guaranteed Rate, Inc.	IL	\$117,364,970	496	71	177	David Walling	National City Mortgage	CA	\$101,978,657	487	166
128	Mark Simon	First Capital Mortgage	CA	\$117,336,730	272	125	178	Kent Martinson	National City Mortgage	AZ	\$101,856,488	542	-
129	Michael Taormino	Republic Bank	MI	\$116,975,866	512	75	179	Kurt Branstetter	San Francisco Funding, Inc.	CA	\$101,761,114	404	168
130	Pete de Best	Windsor Capital Mortgage Corp.	CA	\$116,606,136	532	158	180	Dave Homuth	AmSouth Bank	FL	\$101,748,476	191	-
131	Richard Elmendorf	North American Mortgage	VA	\$116,256,281	699	147	181	Derek Bamonte	Mountain Crest Mortgage	CO	\$101,222,514	408	200
132	Gina Jackson	Cornerstone Mortgage	TX	\$115,699,716	406	115	182	Gannon Tidwell	TD Financial, Inc.	CA	\$101,211,252	247	-
133	Greg Clements	HomeBanc Mortgage Corp.	GA	\$115,268,038	916	77	183	Tim Roach	Trident Mortgage Co.	PA	\$101,061,390	542	-
134	Jeffrey Slater*	BancGroup Mortgage Corp.	IL	\$115,160,109	629	130	184	Katherine L. Neal	HSBC Mortgage	NY	\$100,881,000	372	-
135	Kevin Gentry	Gentry Capital Services	CT	\$114,825,300	223	129	185	David Kuiper	Republic Bank	MI	\$100,703,161	680	114
136	Roberto Ferra	NJ Lenders Corp.	NJ	\$114,159,000	885	-	186	Michael McClare	Residential First Mortgage	CA	\$100,680,205	334	-
137	Kimberly A. Hornuth	AmSouth Bank	FL	\$113,957,278	310	-	187	Mark Meader	Cendant Mortgage	MN	\$100,430,314	674	120
138	Don Zender	Evergreen Moneysource Mortgage Co.	WA	\$113,913,258	545	-	188	Bryan Wallpe	Pacific Guarantee Mortgage	NV	\$100,334,081	282	122
139	Susan M. Cabrera	Pacific Guarantee Mortgage	CA	\$113,904,987	441	-	189	Grant Norris	Platinum Capital Group	CA	\$100,193,250	285	163
140	Jill A. Shaver	BB&T Mortgage	NC	\$113,827,655	574	-	190	Dan Burke	Capital Mortgage Funding	MI	\$100,053,450	417	98
141	Daniel Lado	HSBC Mortgage	NY	\$112,880,000	188	148	191	Robert Fudge	Mortgage Loan Specialists	CA	\$98,774,860	240	-
142	Steve Laner	Perl Mortgage	IL	\$112,148,282	372	152	192	David Baca	SunTrust Mortgage	MD	\$98,680,000	533	-
143	Chris Washburn	National City Mortgage	MD	\$111,814,643	636	140	193	Scott Miller	National City Mortgage	OH	\$98,471,507	421	-
144	Mary Dinkins*	Cornerstone Mortgage	TX	\$111,482,342	424	117	194	Mark Goodwin	First Horizon Home Loans	TX	\$97,760,347	473	-
145	John Hicks	National City Mortgage	AZ	\$110,825,222	471	87	195	Mark Shippie	Mortgage Master	MA	\$97,381,823	442	-
146	Todd Beal*	Trident Mortgage Co.	PA	\$108,672,016	532	182	196	Sarah Middleton*	Pacific Republic Mortgage	CO	\$97,381,689	481	31
147	Richard Kilfoil	HSBC Mortgage	NY	\$108,173,000	460	-	197	Rene A. Gonzalez	Family Home Finance Corp.	NY	\$96,518,844	466	116
148	Dan Runge	National City Mortgage	IN	\$107,963,789	398	184	198	Dean Rizzi	Pacific Guarantee Mortgage	CA	\$96,164,190	331	-
149	Carl Nielsen	King Mortgage Corp.	NJ	\$107,946,534	341	136	199	Scott Mazur	Professional Mortgage Partners	IL	\$95,395,834	447	-
150	Steve Rammel	Valley Financial	CA	\$107,890,236	247	-	200	Lance Dickson	Nova Home Loans	AZ	\$95,271,081	641	156