



Top USDA Volume

Ranking

1

Most Loans Closed

Ranking

36



Stephanie Machado Barto
GMFS Mortgage



Top Dollar Volume

Ranking

95

Scotsman Guide is pleased to present Top Originators 2017, the industry's most comprehensive ranking of the mortgage industry's top producers. Our top originators are listed by loan volume, closed loans, Federal Housing Administration (FHA) volume, U.S. Department of Veterans Affairs (VA) volume, U.S. Department of Agriculture (USDA) volume, purchase volume, refinance volume, home equity line of credit (HELOC) volume and volume gain, 2016 to 2017.

Print rankings: *Scotsman Guide Residential Edition*, April 2018

Online rankings: ScotsmanGuide.com/Top2017



Top USDA Volume

ScotsmanGuide.com/Top2017/USDA

#	Name	Company	State	USDA Volume	Total Volume	Percent USDA Volume	Overall Closed Loans	Broker/ Banker	Staff	Yrs. in Biz
1	Stephanie Machado Barto	GMFS LLC	LA	\$20,297,062	\$119,503,651	17%	542	Banker	2	10
2	Shane Siniard	SWBC Mortgage Corp.	GA	\$15,079,222	\$87,237,105	17%	499	Banker	1	15
3	Natalie Reid-Loudan	PrimeLending	VA	\$13,616,347	\$52,014,011	26%	253	Banker	1	17
4	Lauren Maxwell	LendUS LLC, dba American Eagle Mortgage	FL	\$12,915,158	\$160,229,855	8%	619	Banker	2	30
5	Laura Leonhard	Waterstone Mortgage Corp.	WI	\$11,443,745	\$29,548,596	39%	259	Banker	2	18
6	Sonya Simpson	Prime Mortgage Lending, dba Cornerstone Residential Mortgage	NC	\$10,647,359	\$48,245,649	22%	229	Both	1	20
7	Nick Maddock	Cornerstone Mortgage Inc.	MO	\$10,188,394	\$56,602,191	18%	339	Banker	2	25
8	Jason Moreland	Service First Mortgage	TX	\$9,990,574	\$72,499,052	14%	338	Broker	2	12
9	David Zuckerman	Millennial Home Loans LLC	MD	\$8,742,571	\$15,322,249	57%	70	Broker	0	15
10	Veronica A. Platero	PrimeLending	CA	\$8,447,737	\$25,916,888	33%	126	Banker	1	1
11	Tom Thuss	Certainty Home Loans LLC	NC	\$7,275,189	\$23,234,825	31%	180	Banker	1	19
12	James Moran	First Home Mortgage Corp.	MD	\$7,201,413	\$39,746,415	18%	136	Banker	1	11
13	Joyce F. Smith	PrimeLending	SC	\$7,063,818	\$30,017,375	24%	221	Banker	1	14
14	Jose Ortega	Amerifirst Financial Inc.	AZ	\$6,701,995	\$18,216,407	37%	134	Banker	1	29
15	Bill Thompson	RedRock Mortgage	OK	\$6,589,674	\$37,099,183	18%	248	Banker	2	14
16	Michelle Smekens	Diamond Residential Mortgage Corp.	IN	\$6,576,192	\$32,954,984	20%	188	Banker	1	22
17	Jake Mott	Academy Mortgage	CO	\$6,393,413	\$31,417,467	20%	143	Broker	1	15
18	Christopher Schaller	Diamond Residential Mortgage Corp.	IL	\$6,255,343	\$42,180,665	15%	311	Banker	2	19
19	Mindy Ashdown	Academy Mortgage	UT	\$6,238,566	\$98,954,225	6%	375	Broker	1	22
20	William Dawes	Fairway Independent Mortgage Corp.	OH	\$6,026,691	\$21,924,729	27%	215	Banker	2	17
21	Trenton Peterman	Diamond Residential Mortgage Corp.	IL	\$6,023,214	\$14,981,932	40%	138	Banker	0	8
22	Amanda Eaton	Supreme Lending	AR	\$5,962,762	\$25,153,968	24%	196	Banker	2	19
23	Bryce Bishop	Citywide Home Loans	UT	\$5,919,128	\$23,464,821	25%	112	Broker	3	11
24	Shane Burris	LendUS LLC, dba American Eagle Mortgage	OH	\$5,873,339	\$28,448,424	21%	190	Both	1	21
25	Justin Weikle	Alcova Mortgage LLC	WV	\$5,723,915	\$18,168,995	32%	148	Banker	0	4



GMFS MORTGAGE
CHANGING LIVES



Most Loans Closed

ScotsmanGuide.com/Top2017/Loans

#	Name	Company	State	2017 Closed Loans	Purchases vs. Refi Loans	2017 Total Volume	2016 Closed Loans	Broker/ Banker	Staff	Yrs. in Biz
1	Shant Banosian	Guaranteed Rate	MA	1,129	81%/19%	\$457,938,692	1,136	Both	3	9
2	Max Leaman	New American Funding	TX	1,029	86%/14%	\$286,038,106	1,202	Banker	4	17
3	Paul Volpe	NOVA Home Loans	AZ	1,019	81%/19%	\$220,572,506	1,440	Both	7	17
4	Austin Larr	Fairway Independent Mortgage Corp.	IN	903	98%/2%	\$159,936,690	939	Banker	2	7
5	Mike Roberts	City Creek Mortgage Corp.	UT	892	50%/50%	\$238,882,357	1,133	Both	6	21
6	Shawn Huss	Chemical Bank	OH	888	87%/13%	\$99,403,660	902	Banker	3	25
7	Julie Long	Commonwealth Mortgage LLC	MA	870	35%/65%	\$237,997,029	998	Banker	1	6
8	Matt Andre	FBC Mortgage LLC	FL	784	95%/5%	\$194,021,726	709	Banker	3	14
9	Brian Minkow	HomeBridge Financial Services	CA	760	66%/34%	\$325,301,274	1,251	Banker	4	20
10	Jon Tobias	Fairway Independent Mortgage Corp.	AZ	754	87%/13%	\$169,173,722	773	Banker	6	9
11	Jason Gosser	Guild Mortgage Co.	WA	708	78%/22%	\$202,696,488	876	Banker	0	24
12	Aaron Chapman	Security National Mortgage Co.	AZ	676	87%/13%	\$57,824,033	321	Both	9	20
13	Brian Scott Cohen	Wells Fargo Home Mortgage	NY	666	81%/19%	\$532,968,694	766	Banker	4	14
14	Andrew Marquis	Guaranteed Rate	MA	646	86%/14%	\$278,529,031	668	Both	1	14
15	Joe McBreen	Guaranteed Rate/bemortgage	IL	636	90%/10%	\$93,605,918	611	Banker	1	16
16	Lizy Hoeffer Irvine	Guild Mortgage Co.	AZ	634	93%/7%	\$139,687,772	529	Banker	0	10
17	Carey Ann Cyr	CMG Financial	TN	631	93%/7%	\$142,815,163	602	Both	4	17
18	Erik Elsasser	ConsumerDirect Mortgage, a division of FirstBank	NC	627	36%/64%	\$164,334,654	955	Banker	0	9
19	Lauren Maxwell	LendUS LLC, dba American Eagle Mortgage	FL	619	93%/7%	\$160,229,855	533	Banker	2	30
20	Ramon Von Walker	Mount Diablo Lending	CA	610	0%/100%	\$243,191,511	577	Broker	3	6
21	Kevin Polakovich	Treadstone Funding	MI	601	91%/9%	\$106,650,398	544	Banker	6	15
22	David Herrera	Provident Funding Associates LP	CA	588	26%/74%	\$154,049,300	1,121	Broker	0	7
23	Sam Sharp	Guaranteed Rate	IL	587	89%/11%	\$181,000,976	633	Both	1	16
24	Brian Decker	Guaranteed Rate/loanDepot	CA	581	74%/26%	\$203,693,011	586	Both	4	13
25	Becca Green	Guild Mortgage Co.	NV	576	90%/10%	\$127,609,184	504	Banker	0	20
26	Daniel Horanyi	Caliber Home Loans	CA	574	70%/30%	\$275,769,874	874	Banker	20	8
26	Ryan Sawyer	Low VA Rates	UT	574	0%/100%	\$116,668,176	740	Both	13	5
28	Ben Cohen	Guaranteed Rate	IL	569	63%/37%	\$271,143,617	719	Both	2	12
29	Jeremy Durkin	Trident Mortgage Co.	PA	568	90%/10%	\$162,976,020	467	Banker	3	16
30	Chawki M. Hage	PrimeLending	MI	566	82%/18%	\$95,686,796	527	Banker	1	23
31	Ashley McKenzie	Fairway Independent Mortgage Corp.	NC	561	92%/8%	\$95,097,143	543	Banker	1	13
32	Robert Oakes	Corporate Investors Mortgage Group Inc.	NC	556	92%/8%	\$154,945,878	587	Banker	2	14
32	Lisamarie Nicholas	PrimeLending	CT	556	88%/12%	\$139,547,807	619	Banker	4	18
34	Karen Nielson	Guild Mortgage Co.	UT	555	85%/15%	\$93,972,947	577	Banker	3	20
35	Billi West	Network Funding LP	FL	549	96%/4%	\$125,982,442	632	Both	1	18
36	Stephanie Machado Barto	GMFS Mortgage	LA	542	84%/16%	\$119,503,651	612	Banker	2	10
37	Mark Cohen	Cohen Financial Group	CA	541	67%/33%	\$579,577,758	638	Broker	8	31
38	Rodney Anderson	Supreme Lending	TX	529	35%/65%	\$135,185,605	659	Banker	3	33
39	Yinan Nancy Sun	AAXY LLC, dba Austin First Mortgage	TX	523	72%/28%	\$136,940,096	696	Broker	2	15
40	Michael Borodinsky	Caliber Home Loans	NJ	522	85%/15%	\$169,267,900	638	Banker	11	33
41	John Noldan	Guaranteed Rate	IL	518	85%/15%	\$143,505,220	630	Both	1	15
42	Craig Stelzer	Guaranteed Rate/CrossCountry Mortgage	FL	517	86%/14%	\$157,814,994	471	Both	3	14
42	Marylee Gilchrist	Citywide Home Loans	UT	517	95%/5%	\$131,298,108	447	Broker	6	11
44	Oleg Tkach	Guild Mortgage Co.	WA	509	70%/30%	\$156,667,534	627	Banker	0	13
45	Steve Siwinski	Draper and Kramer Mortgage Corp.	IL	505	84%/16%	\$97,038,038	666	Both	1	24
46	Daniel McCoy	MVB Mortgage	NC	504	63%/37%	\$133,166,596	365	Banker	2	11
47	Shane Siniard	SWBC Mortgage Corp.	GA	499	91%/9%	\$87,237,105	425	Banker	1	15
48	Joe Caltabiano	Guaranteed Rate/bemortgage	IL	496	74%/26%	\$180,324,574	720	Banker	3	17
49	James Pulsipher	Bay Equity Home Loans	CO	495	82%/18%	\$106,009,076	521	Banker	3	24
50	Mike Meena	Augusta Financial	CA	492	65%/35%	\$198,179,620	717	Both	5	23



Top Dollar Volume (continued)

ScotsmanGuide.com/Top2017/Volume

#	Name	Company	State	2017 Total Volume	Purchases vs. Refs	2017 Closed Loans	2016 Volume	2016 Loans	Broker/ Banker	Staff	Yrs. in Biz
51	John Noldan	Guaranteed Rate	IL	\$143,505,220	80%/20%	518	\$168,724,337	630	Both	1	15
52	Carey Ann Cyr	CMG Financial	TN	\$142,815,163	93%/7%	631	\$131,092,036	602	Both	4	17
53	Keith Hapenney	Leader Bank	MA	\$140,759,714	75%/25%	317	\$191,686,909	476	Both	1	9
54	Tim Smith	Chemical Bank	MI	\$140,208,824	83%/17%	321	\$113,136,417	385	Banker	2	33
55	Lizy Hoeffer Irvine	Guild Mortgage Co.	AZ	\$139,687,772	94%/6%	634	\$111,308,234	529	Banker	0	10
56	Lisamarie Nicholas	PrimeLending	CT	\$139,547,807	89%/11%	556	\$154,711,094	619	Banker	4	18
57	Quoc Do	EverBank	CA	\$139,098,550	76%/24%	209	\$152,758,552	286	Banker	3	16
58	Yinan Nancy Sun	AAXY LLC, dba Austin First Mortgage	TX	\$136,940,096	71%/29%	523	\$177,071,109	696	Broker	2	15
59	Ryan Shane	Sammamish Mortgage	WA	\$136,640,497	53%/47%	405	\$62,046,313	187	Both	4	8
60	Bruce Salik	HomeBridge Financial Services	NY	\$136,570,062	85%/15%	391	\$151,287,995	475	Banker	1	26
61	Jeffrey Starcher	Sandy Spring Bank	MD	\$135,964,652	85%/15%	175	\$126,556,884	190	Banker	1	15
62	Rodney Anderson	Supreme Lending	TX	\$135,185,605	39%/61%	529	\$164,671,844	659	Banker	3	33
63	Sean Cahan	Cornerstone Mortgage Group	CA	\$134,415,500	74%/26%	283	\$125,909,233	296	Banker	4	13
64	Indy Johar	Draper and Kramer Mortgage Corp.	MA	\$134,400,130	71%/29%	354	\$264,653,625	763	Both	0	18
65	Ryan Mecum	Guaranteed Rate	IL	\$134,202,230	73%/27%	325	\$132,427,548	346	Both	2	17
66	Julie Johnson	Guild Mortgage Co.	WA	\$134,024,800	94%/6%	329	\$77,851,501	229	Banker	8	20
67	Chris Cox	First Savings Mortgage Corp.	DC	\$133,285,831	88%/12%	226	\$141,643,613	283	Both	2	28
68	Daniel McCoy	MVB Mortgage	NC	\$133,166,596	65%/35%	504	\$91,777,545	365	Banker	2	11
69	J.J. Mazzo	Summit Funding Inc.	CA	\$132,993,479	84%/16%	305	\$128,257,881	282	Banker	5	20
70	Hunter Marckwardt	LendUS LLC, dba RPM Mortgage	CA	\$132,349,246	78%/22%	217	\$135,079,021	233	Both	4	13
71	Umar Gebiril	Academy Mortgage	WA	\$132,009,730	74%/26%	265	\$79,205,066	179	Broker	2	9
72	Marylee Gilchrist	Citywide Home Loans	UT	\$131,298,108	93%/7%	517	\$111,949,406	447	Broker	6	11
73	Marcus Sohn	Leader Bank	MA	\$129,618,909	92%/8%	332	\$196,226,777	516	Banker	1	21
74	Waleed Delawari	Delaware Pacific	CA	\$128,175,750	63%/37%	210	\$137,525,000	229	Both	2	14
75	Steven Grossman	NJ Lenders Corp.	NJ	\$127,780,800	78%/22%	251	\$151,325,107	315	Banker	3	26
76	Becca Green	Guild Mortgage Co.	NV	\$127,609,184	90%/10%	576	\$103,210,024	504	Banker	0	20
77	Artin S. Babayan	PrimeLending	CA	\$127,011,239	79%/21%	260	\$116,201,943	256	Both	1	12
78	Joshua Jablonski	Wells Fargo Home Mortgage	VA	\$126,908,642	67%/33%	139	\$129,556,443	131	Banker	2	14
79	Michael Wagner	BBVA Compass	TX	\$126,560,414	85%/15%	174	\$118,766,873	184	Banker	2	6
80	Sean Fritts	McLean Mortgage Corp.	VA	\$126,010,080	95%/5%	295	\$105,863,468	242	Banker	3	17
81	Billi West	Network Funding LP	FL	\$125,982,442	97%/3%	549	\$143,104,360	632	Both	1	18
82	Glen Lemeshev	Vanguard Funding LLC/CrossCountry Mortgage Inc.	NJ	\$124,514,850	91%/9%	310	\$154,215,224	294	Both	4	12
83	Shimmy Braun	Guaranteed Rate	IL	\$124,358,341	67%/33%	359	\$231,889,891	706	Both	3	18
84	Thuan Nguyen	Loan Factory Inc.	CA	\$124,145,678	26%/74%	345	\$364,937,322	1,053	Broker	0	10
85	Casey Oiness	Guild Mortgage Co.	WA	\$123,722,121	84%/16%	260	\$80,608,538	203	Banker	6	8
86	Jennifer Smith Anderson	Sofi Lending	CA	\$123,403,929	85%/15%	121	\$198,420,187	221	Banker	1	19
87	Mike Hartunian	HomeBridge Financial Services	CA	\$122,860,197	70%/30%	211	\$141,710,142	280	Banker	2	31
88	Stephanie Dombrowski	Ent Credit Union	CO	\$122,700,949	82%/18%	435	\$121,282,361	473	Banker	1	12
89	Shayla Gifford	Guild Mortgage Co.	NV	\$122,386,436	80%/20%	469	\$132,663,503	530	Banker	12	13
90	Kory Kavanewsky	CMG Financial	CA	\$122,276,927	65%/35%	243	\$149,039,535	315	Both	1	13
91	Angela Liu	Citibank NA	CA	\$122,014,655	97%/3%	128	\$85,962,855	110	Banker	1	16
92	Joseph Smith	Guaranteed Rate	MA	\$121,889,148	83%/17%	263	\$142,810,718	319	Both	2	24
93	Reynaldo Reyes	Sharpline Brokers	CA	\$121,571,434	6%/94%	404	\$94,037,097	308	Broker	5	3
94	Sam Rosenblatt	Academy Mortgage	MD	\$120,723,584	82%/18%	394	\$154,563,299	525	Broker	2	23
95	Stephanie Machado Barto	GMFS Mortgage	LA	\$119,503,651	82%/18%	542	\$131,182,683	612	Banker	2	10
96	Justin Purpero	U.S. Bank	CA	\$119,248,271	38%/62%	176	\$86,795,885	125	Banker	3	18
97	Lysa Catlin	Caliber Home Loans	WA	\$118,478,600	84%/16%	212	\$89,595,003	193	Banker	4	23
98	Brad Cullipher	BBMC Mortgage, a division of Bridgeview Bank Group	TX	\$118,438,580	89%/11%	443	\$90,147,838	336	Banker	2	15
99	Shelly Logemann	LendUS LLC, dba RPM Mortgage	CA	\$117,978,009	63%/37%	182	\$181,669,136	290	Both	1	18
100	Lance Johnson	Regions Mortgage	NC	\$117,747,674	71%/29%	225	\$133,040,486	236	Banker	1	14