

TOP MORTGAGE LENDERS 2012

EVERYONE WORKING IN THE the mortgage industry knows about the success the big banks enjoy. Wells Fargo & Co. closed nearly 30 percent of home loans in 2012 and earned almost \$12 billion from mortgages. JPMorgan Chase & Co., U.S. Bank, Bank of America Corp. and Quicken Loans rounded out the top five in terms of market share. But what about the other mortgage lenders out there? Which lender is originating the most wholesale loans? What retail-branch operation is growing the fastest? What company is tops in the hard-money niche?

We wanted to know the answers to these questions — and more. So we created *Scotsman Guide's* Top Mortgage Lenders rankings to find out what companies — outside of the top five — were making the biggest splash in the mortgage-lending industry. We used our successful Top Originators rankings as our template, and we solicited entries from mortgage lenders around the United States. All loan volume had to be from mortgages on one-to-four-unit residential properties within the U.S. No commercial or international loans were included.

For the first time ever, we're proud to present our rankings of the nation's

top-producing mortgage lenders. On the next few pages, you'll find the top 75 mortgage lenders by overall loan volume, the top 25 lenders by wholesale volume, the top 25 lenders by retail volume, and the top entrants by volume gain from 2011 to 2012. In addition, we've included information on the top hard-money lenders in the nation.

Methodology

So how did the process work? To start, we accepted entries at scotsmanguide.com between February 11 and March 22, 2013.

Next came the verification process. We requested written verification of each company's loan volume from a certified public accountant, the chief financial officer at their company or a similar source. We checked this data against the original submissions and followed up where necessary. Only entrants whose data we could verify in this fashion made it to the final list.

The results

On the next few pages, you'll find mortgage lenders rankings in multiple categories. In addition to their volumes and other loan data, we list each company's:

- **Headquarters:** Location of the company's corporate office;
- **Wholesale vs. Retail:** The percentage of the company's total loan volume (on the overall volume list) that was for wholesale loans compared to retail originations;
- **Originators:** How many originators are employed by the company overall;
- **States:** The number of states in which the company is licensed to originate loans; and
- **Years in Biz:** The number of years the company has been operating.

In some cases, we accepted a company's best estimates for their staffing numbers, although some companies did not wish to include this number because of investor concerns. Otherwise, we have confirmed (and sometimes re-confirmed) all the data that appear in these rankings. For the purposes of our rankings, we included correspondent lending, warehouse facilities and third-party origination volume as wholesale production. Also: Inclusion of any company on this list does not constitute an endorsement of that company by *Scotsman Guide* or Scotsman Guide Media.

Interested in a reprint of our rankings? Visit scotsmanguide.com/TLreprint12 or e-mail toddb@scotsmanguide.com.

— Jennifer E. Garrett, editor

- ▶ Page 21: **Top Overall Volume**
- ▶ Page 22: **Top Wholesale Volume, Top Retail Volume and Top Volume Gain, 2011 to 2012**
Also: **Top hard-money lenders**
- ▶ Searchable online rankings: scotsmanguide.com/TopLenders



More Categories

Online rankings: scotsmanguide.com/TopLenders

Top Wholesale Volume

#	Company	Headquarters	Wholesale Volume	Total Volume	Percent Wholesale Loans	Total Closed Loans	Originators	States	Yrs. in Biz
1	Flagstar Bank	Troy, MI	\$50,145,988,000	\$53,586,827,000	94%	221,237	2,871	50	20
2	Freedom Mortgage Corp.	Mount Laurel, NJ	\$9,719,652,874	\$13,772,356,120	71%	65,163	125	50	23
3	Stearns Lending Inc.	Santa Ana, CA	\$9,675,373,902	\$11,810,814,448	82%	48,655	560	49	23
4	United Wholesale Mortgage	Troy, MI	\$6,207,106,059	\$7,041,740,634	88%	34,091	75	49	27
5	Sierra Pacific Mortgage Co. Inc.	Folsom, CA	\$5,666,975,183	\$7,559,405,058	75%	29,917	368	48	27
6	Cole Taylor Mortgage	Ann Arbor, MI	\$4,214,000,000	\$5,187,000,000	81%	20,617	N/A	41	3
7	Mortgage Services III LLC	Bloomington, IL	\$3,666,570,899	\$4,599,082,172	80%	20,699	122	42	6
8	Caliber Funding LLC	Irving, TX	\$3,555,201,886	\$5,484,274,224	65%	23,068	211	47	5
9	George Mason Mortgage LLC	Fairfax, VA	\$2,507,433,098	\$6,577,775,135	38%	18,617	155	10	26
10	Pinnacle Capital Mortgage Corp.	Roseville, CA	\$2,416,352,556	\$7,647,142,667	32%	29,732	995	13	5
11	Affiliated Mortgage Co.	Monroe, LA	\$2,297,982,611	\$2,687,982,611	85%	13,833	19	29	6
12	New Penn Financial	Plymouth Meeting, PA	\$1,935,912,000	\$4,773,680,000	41%	19,268	468	46	5
13	Fremont Bank	Fremont, CA	\$1,687,914,690	\$7,000,016,431	24%	25,024	33	3	49
14	First Place Bank	Ravenna, OH	\$1,018,609,264	\$3,706,920,789	27%	16,924	137	50	25
15	Premier Nationwide Lending	Flower Mound, TX	\$759,616,133	\$1,994,818,575	38%	11,337	185	12	11
16	Bay Equity LLC	San Francisco, CA	\$754,711,213	\$1,570,868,673	48%	5,159	244	11	6
17	Guild Mortgage Co.	San Diego, CA	\$674,044,207	\$6,441,077,578	10%	31,691	802	37	52
18	Norcom Mortgage	Avon, CT	\$492,053,604	\$674,883,539	73%	3,321	56	14	23
19	Fairway Independent Mortgage Corp.	Sun Prairie, WI	\$491,903,759	\$6,001,390,613	8%	29,377	522	45	16
20	American Pacific Mortgage Corp.	Roseville, CA	\$404,398,277	\$3,369,985,641	12%	13,285	432	17	24
21	First Cal	Petaluma, CA	\$360,406,909	\$1,356,107,784	27%	5,488	195	9	35
22	New American Funding	Tustin, CA	\$243,161,645	\$3,620,560,039	7%	12,339	220	22	10
23	Top One Mortgage	Houston, TX	\$241,036,214	\$241,036,214	100%	1,146	10	1	6
24	American Financial Network Inc.	Chino Hills, CA	\$90,303,699	\$1,473,824,568	6%	5,399	232	16	11
25	Residential Home Funding Corp.	Parsippany, NJ	\$74,179,658	\$887,335,639	8%	3,156	112	16	12

Top Retail Volume

#	Company	Headquarters	Retail Volume	Total Volume	Percent Retail Loans	Total Closed Loans	Originators	States	Yrs. in Biz
1	Guaranteed Rate	Chicago, IL	\$14,710,666,093	\$14,710,666,093	100%	53,411	750	49	12
2	PrimeLending, A PlainsCapital Company	Dallas, TX	\$13,735,022,825	\$13,735,022,825	100%	66,670	1,185	50	27
3	Mortgage Master Inc.	Walpole, MA	\$7,305,861,638	\$7,305,861,638	100%	23,809	250	22	25
4	W.J. Bradley Mortgage Capital LLC	Centennial, CO	\$6,495,740,657	\$6,495,740,657	100%	22,187	440	22	11
5	Guild Mortgage Co.	San Diego, CA	\$5,767,033,371	\$6,441,077,578	90%	31,691	802	37	52
6	Fairway Independent Mortgage Corp.	Sun Prairie, WI	\$5,509,486,854	\$6,001,390,613	92%	29,377	522	45	16
7	Fremont Bank	Fremont, CA	\$5,312,101,740	\$7,000,016,431	76%	25,024	33	3	49
8	Pinnacle Capital Mortgage Corp.	Roseville, CA	\$5,230,790,111	\$7,647,142,667	68%	29,732	995	13	5
9	Primary Residential Mortgage Inc.	Salt Lake City, UT	\$4,990,129,796	\$4,990,129,796	100%	25,715	831	50	14
10	Academy Mortgage	Sandy, UT	\$4,663,752,424	\$4,663,752,424	100%	25,935	705	44	25
11	George Mason Mortgage LLC	Fairfax, VA	\$4,070,342,037	\$6,577,775,135	62%	18,617	155	10	26
12	Freedom Mortgage Corp.	Mount Laurel, NJ	\$4,052,156,327	\$13,772,356,120	29%	65,163	125	50	23
13	Prosperity Mortgage Co.	Chantilly, VA	\$3,569,424,259	\$3,569,424,259	100%	12,384	145	8	19
14	Flagstar Bank	Troy, MI	\$3,440,839,000	\$53,586,827,000	6%	221,237	2,871	50	20
15	First Home Mortgage Corp.	Baltimore, MD	\$3,395,539,764	\$3,395,539,764	100%	11,402	151	18	12
16	New American Funding	Tustin, CA	\$3,377,398,395	\$3,620,560,039	93%	12,339	220	22	10
17	Cobalt Mortgage Inc.	Kirkland, WA	\$3,361,665,706	\$3,361,665,706	100%	12,392	209	17	11
18	American Pacific Mortgage Corp.	Roseville, CA	\$2,965,587,364	\$3,369,985,641	88%	13,285	432	17	24
19	SWBC Mortgage	San Antonio, TX	\$2,842,032,364	\$2,842,032,364	100%	14,662	212	25	25
20	New Penn Financial	Plymouth Meeting, PA	\$2,837,768,000	\$4,773,680,000	59%	19,268	468	46	5
21	First Place Bank	Ravenna, OH	\$2,688,311,525	\$3,706,920,789	73%	16,924	137	50	25
22	Supreme Lending	Dallas, TX	\$2,674,324,795	\$2,674,322,132	100%	14,717	374	34	13
23	Envoy Mortgage Ltd.	Houston, TX	\$2,609,424,659	\$2,609,424,659	100%	12,830	357	48	15
24	NOVA Home Loans	Tucson, AZ	\$2,497,192,461	\$2,497,192,461	100%	13,301	170	18	33
25	Trident Mortgage Co. LP	Devon, PA	\$2,420,254,208	\$2,420,254,208	100%	9,380	53	3	29

Top Volume Gain, 2011 to 2012

#	Company	Headquarters	Volume Gain	2012 Volume	2011 Volume	2012 Closed Loans	2011 Closed Loans	Orig.	Yrs. in Biz
1	Flagstar Bank	Troy, MI	\$26,974,259,096	\$53,586,827,000	\$26,612,567,904	221,237	117,208	2,871	20
2	Freedom Mortgage Corp.	Mount Laurel, NJ	\$10,182,692,636	\$13,772,356,120	\$3,589,663,484	65,163	17,526	125	23
3	Guaranteed Rate	Chicago, IL	\$7,910,666,093	\$14,710,666,093	\$6,800,000,000	53,411	24,446	750	12
4	Stearns Lending Inc.	Santa Ana, CA	\$6,118,010,358	\$11,810,814,448	\$5,692,804,090	48,655	24,408	560	23
5	United Shore Financial Services LLC	Troy, MI	\$5,244,455,895	\$7,041,740,634	\$1,797,284,739	34,091	10,330	75	27
6	PrimeLending, A PlainsCapital Company	Dallas, TX	\$4,947,768,637	\$13,735,022,825	\$8,787,254,188	66,670	45,234	1,185	27
7	Caliber Funding LLC	Irving, TX	\$4,592,767,707	\$5,484,274,224	\$891,506,517	23,068	3,834	211	5
8	W.J. Bradley Mortgage Capital LLC	Centennial, CO	\$4,117,194,356	\$6,495,740,657	\$2,378,546,301	22,187	9,884	440	11
9	Cole Taylor Mortgage	Ann Arbor, MI	\$3,307,000,000	\$5,187,000,000	\$1,880,000,000	20,617	7,471	N/A	3
10	New Penn Financial	Plymouth Meeting, PA	\$3,280,951,187	\$4,773,680,000	\$1,492,728,813	19,268	6,969	468	5

Top 1 HARD MONEY Volume

Val-Chris Investments Inc.

HEADQUARTERS:
Irvine, Calif.

TOTAL 2012 VOLUME:
\$36,250,000

TOTAL 2011 VOLUME:
\$34,500,000

PERCENT HARD-MONEY VOLUME:
100%

YEARS IN BUSINESS:
37

Top 2 HARD MONEY Volume

White Glass Lending LLC

HEADQUARTERS:
Sandy, Utah

TOTAL 2012 VOLUME:
\$31,747,750

TOTAL 2011 VOLUME:
\$13,955,816

VOLUME GAIN, 2011 TO 2012:
\$17,791,934

YEARS IN BUSINESS:
4

FORMERLY KNOWN AS: ACLAIME

Top 3 HARD MONEY Volume

Asset Based Lending LLC

HEADQUARTERS:
Hoboken, N.J.

TOTAL 2012 VOLUME:
\$9,958,653

TOTAL 2011 VOLUME:
\$3,119,012

PERCENT HARD-MONEY VOLUME:
100%

YEARS IN BUSINESS:
3