



Top USDA Volume

Ranking

1

Most Loans Closed

Ranking

45

Top Dollar Volume

Ranking

114



Stephanie Machado Barto
GMFS Mortgage

Scotsman Guide is pleased to present Top Originators 2016, 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, 2015 to 2016.

Print rankings: *Scotsman Guide* Residential Edition, April 2017

Online rankings: ScotsmanGuide.com/Top2016



Top USDA Volume

ScotsmanGuide.com/Top2016/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	\$22,640,596	\$131,182,683	17%	612	Banker	1	10
2	Lauren Maxwell	American Eagle Mortgage Co. LLC	FL	\$16,822,700	\$129,938,045	13%	533	Banker	2	29
3	Jason Moreland	Service First Mortgage Co.	TX	\$13,097,563	\$68,733,094	19%	326	Broker	2	10
4	David Zuckerman	Millennial Home Loans LLC	MD	\$11,513,825	\$15,937,296	72%	78	Broker	1	14
5	Coley Rau	Amerifirst Home Mortgage	OH	\$10,455,676	\$28,010,671	37%	250	Banker	3	15
6	Shane Siniard	SWBC Mortgage Corp.	GA	\$10,260,862	\$74,345,943	14%	425	Banker	1	13
7	Chris Schaller	Diamond Residential Mortgage	IL	\$8,899,932	\$51,879,994	17%	417	Banker	1	13
8	Tom Thuss	Starkey Mortgage	NC	\$8,758,946	\$26,963,766	32%	210	Banker	1	18
9	Joyce Smith	PrimeLending	SC	\$7,858,844	\$30,120,077	26%	241	Banker	1	13
10	Karen Nielson	Guild Mortgage Co.	UT	\$7,669,642	\$94,617,254	8%	577	Banker	3	19
11	Natalie Reid-Loudan	PrimeLending	VA	\$7,624,364	\$30,065,646	25%	136	Banker	2	16
12	James Moran	First Home Mortgage	MD	\$7,495,966	\$52,247,626	14%	191	Banker	0	10
13	Keith Wilcox	1st American Home Loans LLC	CT	\$7,238,262	\$30,210,745	24%	157	Broker	0	26
14	Robert Fillyaw	FBT Mortgage LLC	FL	\$7,119,562	\$37,361,248	19%	217	Banker	1	15
15	William Dawes	Fairway Independent Mortgage Corp.	OH	\$7,107,813	\$28,371,773	25%	299	Banker	3	16
16	Scott Brookshire	Finance of America Mortgage	VA	\$7,024,240	\$39,806,948	18%	185	Banker	2	12
17	Jason Helmintoller	Alcova Mortgage LLC	VA	\$6,932,297	\$24,284,892	29%	200	Banker	1	13
18	Timothy Weldy	GVC Mortgage, dba Hometown Mortgage	IN	\$6,841,504	\$28,296,639	24%	208	Banker	0	17
19	Jake Mott	Academy Mortgage	CO	\$6,643,003	\$26,634,479	25%	131	Broker	1	13
20	Elizabeth Hucks	Home Solution Lenders Inc.	FL	\$6,637,813	\$40,629,931	16%	221	Both	1	2
21	Ashley McKenzie	Fairway Independent Mortgage Corp.	NC	\$6,322,150	\$85,733,881	7%	543	Banker	1	11
22	Dianne Beale	Alcova Mortgage LLC	WV	\$6,317,248	\$18,968,901	33%	147	Banker	1	15
23	Christy Solar	Fairway Independent Mortgage Corp.	LA	\$6,266,855	\$29,525,774	21%	169	Banker	2	5
24	Laura Edwards	Bay Equity Home Loans	WY	\$6,070,840	\$28,150,435	22%	130	Banker	1	21
25	Barb McHenry	Fairway Independent Mortgage Corp.	VT	\$5,891,745	\$60,581,900	10%	283	Banker	1	25



GMFS MORTGAGE
CHANGING LIVES



Most Loans Closed

ScotsmanGuide.com/Top2016/Loans

#	Name	Company	State	2016 Closed Loans	Purchases vs. Refi Loans	2016 Total Volume	2015 Closed Loans	Broker/Banker	Staff	Yrs. in Biz
1	Paul Volpe	NOVA Home Loans	AZ	1,440	65%/35%	\$302,145,318	1,051	Both	5	16
2	Woodrow Roberts	Fairfax County Federal Credit Union	VA	1,333	N/A	\$159,504,148	785	Banker	3	8
3	Brian Minkow	HomeBridge Financial Services	CA	1,251	52%/48%	\$502,588,943	1,068	Banker	4	19
4	Max Leaman	PrimeLending	TX	1,202	78%/22%	\$308,251,382	1,100	Banker	4	16
5	Shant Banosian	Guaranteed Rate	MA	1,136	66%/34%	\$434,493,053	890	Both	3	8
6	Mike Roberts	City Creek Mortgage	UT	1,133	28%/72%	\$284,086,755	971	Broker	7	20
7	David Herrera	Provident Funding Associates LP	CA	1,121	6%/94%	\$277,165,400	881	Banker	0	6
8	Thuan Nguyen	Loan Factory Inc.	CA	1,053	7%/93%	\$364,937,322	575	Broker	0	9
9	Julie Long	Commonwealth Mortgage LLC	MA	998	10%/90%	\$304,548,068	886	Banker	1	6
10	Erik Elsasser	Consumer Direct Mortgage, a division of FirstBank	NC	955	19%/81%	\$255,103,032	599	Banker	0	6
11	Austin Larr	Fairway Independent Mortgage Corp.	IN	939	97%/3%	\$158,319,657	483	Banker	5	7
12	Douglas Dvorak	Provident Funding Associates LP	IL	921	9%/91%	\$221,496,200	650	Broker	1	3
13	Shawn Huss	Chemical Bank	OH	902	85%/15%	\$100,886,145	640	Banker	2	24
14	Ric Jason Gosser	Guild Mortgage Co.	WA	876	72%/28%	\$202,320,738	678	Banker	12	24
15	Daniel Horanyi	Caliber Home Loans	CA	874	51%/49%	\$391,029,000	430	Banker	9	7
16	Josh Bhatia	Citibank NA	TX	799	1%/99%	\$127,526,820	765	Banker	0	11
17	Jon Tobias	Fairway Independent Mortgage Corp.	AZ	773	82%/18%	\$167,158,327	573	Banker	5	9
18	Tony Adkins	Alliance Home Loans LLC	CA	768	0%/100%	\$239,588,680	495	Banker	1	15
19	Brian Scott Cohen	Wells Fargo Home Mortgage	NY	766	70%/30%	\$508,547,609	643	Banker	3	13
20	Indy Johar	Guaranteed Rate	MA	763	38%/62%	\$264,653,625	534	Both	0	17
21	Ryan Sawyer	Low VA Rates	UT	740	0%/100%	\$165,766,463	472	Both	13	4
22	Stanislav Dvornitsyn	Provident Funding Associates LP	IL	730	18%/82%	\$177,123,400	321	Broker	0	6
23	Brooks Grassel	Provident Funding Associates LP	PA	721	25%/75%	\$178,615,600	367	Broker	0	5
24	Joe Caltabiano	Guaranteed Rate	IL	720	47%/53%	\$289,803,352	562	Both	3	15
25	Ben Cohen	Guaranteed Rate	IL	719	47%/53%	\$337,272,668	517	Both	2	11
25	Tom Lavallee	Guaranteed Rate	IL	719	22%/78%	\$195,863,238	508	Both	3	28
27	Mike Meena	Augusta Financial	CA	717	47%/53%	\$274,242,503	648	Both	5	22
28	Matt Andre	FBC Mortgage LLC	FL	709	84%/16%	\$179,580,000	647	Both	3	13
29	Shimmy Braun	Guaranteed Rate	IL	706	34%/66%	\$231,889,891	575	Both	3	17
30	Yinan Nancy Sun	AAXY LLC, dba Austin First Mortgage	TX	696	44%/56%	\$177,071,109	693	Broker	2	14
31	Andrew Marquis	Guaranteed Rate	MA	668	69%/31%	\$251,818,360	566	Both	1	13
31	Daniel Alvarez	Home Point Financial Corp.	CA	668	0%/100%	\$158,299,503	166	Banker	0	3
33	Steve Siwinski	Draper and Kramer Mortgage Corp.	IL	666	76%/24%	\$131,141,454	545	Both	1	23
34	Rodney Anderson	Supreme Lending	TX	659	40%/60%	\$164,671,844	659	Banker	1	28
35	Mark Cohen	Cohen Financial Group	CA	638	57%/43%	\$631,584,254	561	Both	10	30
35	Michael Borodinsky	Caliber Home Loans	NJ	638	71%/29%	\$197,088,500	526	Banker	2	32
37	Sam Sharp	Guaranteed Rate	IL	633	72%/28%	\$188,359,837	492	Both	1	16
37	Michael Caporale	Home Point Financial Corp.	CA	633	0%/100%	\$148,385,591	500	Banker	2	4
39	Billi West	Network Funding LP	FL	632	95%/5%	\$143,104,360	399	Both	2	17
40	John Noldan	Guaranteed Rate	IL	630	72%/28%	\$168,724,337	556	Both	1	14
41	Baret Kechian	loanDepot	NJ	627	59%/41%	\$273,299,802	521	Both	2	21
41	Oleg Tkach	Guild Mortgage Co.	WA	627	52%/48%	\$157,597,713	368	Banker	9	12
43	Lisamarie Nicholas	PrimeLending	CT	619	83%/17%	\$154,711,094	501	Banker	4	17
44	Andana Loebis	Provident Funding Associates LP	CO	616	4%/96%	\$149,937,050	469	Broker	0	4
45	Stephanie Machado Barto	GMFS LLC	LA	612	74%/26%	\$131,182,683	524	Banker	1	10
46	Joe McBreen	Guaranteed Rate	IL	611	78%/22%	\$109,845,373	353	Both	4	14
47	Carey Ann Cyr	CMG Financial	TN	602	87%/13%	\$131,092,036	437	Both	4	14
48	Deborah Foley	Smarter Mortgages	OH	600	11%/89%	\$274,206,514	609	Banker	2	11
49	Robby Oakes	Corporate Investors Mortgage Group	NC	587	69%/31%	\$168,549,123	520	Banker	2	14
50	Brian Decker	Guaranteed Rate	CA	586	71%/29%	\$204,720,452	382	Both	0	12



Top Dollar Volume (continued)

ScotsmanGuide.com/Top2016/Volume

#	Name	Company	State	2016 Total Volume	Purchases vs. Refis	2016 Closed Loans	2015 Volume	2015 Loans	Broker/Banker	Staff	Yrs. in Biz
101	Michael Addison	Cornerstone Home Lending Inc.	TX	\$135,549,079	71%/29%	404	\$116,832,897	347	Broker	4	17
102	Jeremy Forcier	Peoples Home Equity	TN	\$135,109,021	44%/56%	290	\$99,947,761	246	Both	3	12
103	Hunter Marckwardt	RPM Mortgage Inc.	CA	\$135,079,021	62%/38%	233	\$119,315,633	209	Both	6	12
104	Dan Gjeldum	Guaranteed Rate	IL	\$133,268,445	38%/62%	285	\$129,208,241	313	Both	1	20
105	Lance Johnson	Regions Mortgage	NC	\$133,010,486	60%/40%	236	\$95,735,025	176	Banker	1	13
106	Aron Rofer	Power Choice Mortgage	CA	\$132,863,080	0%/100%	322	\$37,596,714	92	Banker	0	4
107	Shayla Gifford	Guild Mortgage Co.	NV	\$132,663,503	71%/29%	530	\$131,802,882	561	Banker	10	12
108	Christopher Washburn	Caliber Home Loans	MD	\$132,549,200	80%/20%	296	\$113,208,204	254	Banker	2	23
109	Ryan Mecum	Guaranteed Rate	IL	\$132,427,548	54%/46%	346	\$107,764,260	271	Both	2	16
110	Phil Nguyen	George Mason Mortgage LLC	VA	\$132,099,358	84%/16%	317	\$131,608,778	305	Banker	1	14
111	Barry Schwartz	Perl Mortgage Inc.	IL	\$132,081,397	48%/52%	367	\$113,685,729	296	Banker	1	19
112	Gregg Busch	First Savings Mortgage Corp.	DC	\$132,008,112	72%/28%	182	\$131,426,872	228	Banker	1	27
113	Chris Butts	Leader Bank	MA	\$131,479,356	46%/54%	386	\$87,312,021	248	Banker	0	12
114	Stephanie Machado Barto	GMFS LLC	LA	\$131,182,683	71%/29%	612	\$105,330,348	524	Banker	1	10
115	Steve Siwinski	Draper and Kramer Mortgage Corp.	IL	\$131,141,454	69%/31%	666	\$104,279,933	545	Both	1	23
116	Carey Ann Cyr	CMG Financial	TN	\$131,092,036	87%/13%	602	\$93,889,791	437	Both	4	14
117	Linda Lynn Rodriguez	CashCall Mortgage	CA	\$130,317,344	4%/96%	413	\$107,325,900	344	Broker	1	15
118	Brandon Moss	PrimeLending	CA	\$130,145,093	47%/53%	256	\$101,291,980	206	Banker	1	14
119	Lauren Maxwell	American Eagle Mortgage Co. LLC	FL	\$129,938,045	91%/9%	533	\$92,120,192	410	Banker	2	29
120	Diane Clark	PrimeLending	TX	\$129,911,022	91%/9%	377	\$143,238,638	465	Banker	3	34
121	Anthony Musante	Citibank NA/PNC Bank	CA	\$129,509,818	9%/91%	124	\$302,751,320	284	Banker	3	25
122	Neena Vlamis	A and N Mortgage Services Inc.	IL	\$129,369,413	55%/45%	378	\$121,992,514	373	Banker	2	14
123	Alex Berger	BBVA Compass	CA	\$129,328,512	65%/35%	155	\$131,980,000	155	Banker	0	15
124	Jeremy Durkin	Trident Mortgage Co.	PA	\$128,413,908	82%/18%	467	\$79,869,754	291	Banker	2	15
125	Joseph Mazzo	Summit Funding Inc.	CA	\$128,257,881	80%/20%	282	\$137,996,295	319	Banker	3	20
126	Bradley Sarvak	Home Point Financial Corp.	CA	\$128,172,601	13%/87%	303	\$66,895,434	175	Both	4	36
127	Christin Luckman	Guaranteed Rate	IL	\$128,117,383	48%/52%	349	\$72,105,068	213	Both	0	12
128	Mark Maimon	Sterling National Bank/Freedom Mortgage	CA	\$127,857,425	78%/22%	241	\$135,139,779	273	Both	4	13
129	Josh Bhatia	Citibank NA	TX	\$127,526,820	1%/99%	799	\$123,835,637	765	Banker	0	11
130	Sean Tate	Home Point Financial Corp.	CA	\$126,506,858	0%/100%	513	\$40,095,325	20	Banker	2	4
131	Chien-Ming Pi-Young	Top One Mortgage	TX	\$125,982,360	63%/37%	502	\$87,303,741	339	Broker	2	11
132	Rodrigo Ballon	CrossCountry Mortgage	CA	\$125,938,925	76%/24%	298	\$133,113,648	319	Banker	3	11
133	Sean Cahan	Cornerstone Mortgage Group	CA	\$125,909,233	58%/42%	296	\$75,667,720	197	Banker	2	12
134	Brian R. Jessen	Guaranteed Rate	IL	\$125,864,101	46%/54%	297	\$135,936,725	299	Both	0	28
135	Drew Boland	Guaranteed Rate	IL	\$125,799,576	50%/50%	340	\$94,909,283	263	Both	1	12
136	Kelly Marsh	Broadview Mortgage	CA	\$125,725,738	40%/60%	276	\$140,763,249	314	Banker	6	20
137	Michael Dunn	Guild Mortgage Co.	CA	\$125,664,992	0%/100%	543	\$78,347,649	370	Banker	1	7
138	Dean Vlamis	Guaranteed Rate	IL	\$125,168,540	42%/58%	372	\$133,540,077	351	Both	0	15
139	Anthony Umholtz	SunTrust Mortgage	FL	\$125,034,885	56%/44%	237	\$107,179,536	230	Banker	3	14
140	Jody Eichenblatt	Prosperity Home Mortgage LLC	VA	\$124,809,152	90%/10%	269	\$68,638,978	156	Banker	1	14
141	Mike Nielsen	Guaranteed Rate	IL	\$124,087,747	44%/56%	335	\$87,690,677	235	Both	1	14
142	Patricia Kyonghi Lopez	SoFi Lending	CA	\$123,915,442	65%/35%	166	\$42,497,132	68	Banker	1	26
143	Michael Tanionos	Wells Fargo Home Mortgage	MA	\$123,836,290	47%/53%	211	\$131,207,924	229	Banker	2	15
144	Joshua Paul Sigman	Legacy Mutual Mortgage	TX	\$123,720,680	82%/18%	520	\$102,517,311	446	Banker	14	14
145	Nathan Lindsey	Wells Fargo Home Mortgage	CA	\$123,578,682	40%/60%	183	\$90,019,294	130	Banker	1	16
146	Carl Nielsen	loanDepot	NJ	\$122,749,263	46%/54%	281	\$98,586,329	261	Both	2	24
147	Chad Baker	Home Point Financial Corp.	CA	\$122,598,000	57%/43%	266	\$77,180,479	168	Both	3	13
148	Kelly Malatesta	First United Bank	TX	\$122,526,909	65%/35%	344	\$117,428,488	346	Banker	2	24
149	JD Cortese	Guaranteed Rate	IL	\$122,467,430	45%/55%	358	\$104,204,912	293	Both	1	23
150	Mehdi Pirzadeh	EagleBank	MD	\$122,099,910	45%/55%	250	\$105,651,717	210	Banker	1	14