

WASHINGTON BUSINESS JOURNAL

Book of Lists 2007

November, 10 2006

Largest home mortgage lenders Ranked by 2005 loan volume

RANK	LAST YEAR'S RANK	COMPANY/ADDRESS/PHONE/FAX/WEB SITE	2005 LOAN VOLUME	AVERAGE LOAN AMOUNT	NUMBER OF LOANS	HEADQUARTERS YEAR ESTABLISHED	SENIOR LOCAL EXECUTIVE TITLE
1	-	WELLS FARGO MORTGAGE 12701 Fair Lakes Circle, Suite 275 Fairfax, Va. 22033 wellsfargo.com/mortgage (703) 803-3500 fax: (703) 803-3508	\$6.64 billion	\$307,596	21,572	Des Moines, Iowa 1976	John Goulding Regional sales manager
2	2	GEORGE MASON MORTGAGE 4100 Monument Corner Drive, Suite 100 Fairfax, Va. 22030 gmmlc.com (703) 273-2600 fax: (703) 934-9414	\$4.24 billion	\$277,960	15,256	Fairfax 2001	D. Gene Merrill Chairman and CEO
3	7	BANK OF AMERICA 730 15th St. NW Washington, D.C. 20005 bankofamerica.com (202) 624-5652 fax: wnd	\$3.66 billion	\$281,028	13,032	Charlotte, N.C. wnd	William Couper Market president
4	1	SUNTRUST MORTGAGE 1445 Research Blvd., Suite 400 Rockville, Md. 20852 suntrustmortgage.com (301) 517-5401 fax: (301) 762-6157	\$3.5 billion	\$220,001	15,905	Richmond 1970	Patrick J. Casey Senior vice president
5	5	FIRST SAVINGS MORTGAGE 8444 Westpark Drive McLean, Va. 22102 firstsavingsmortgage.com (703) 883-9010 fax: (703) 883-0441	\$3.4 billion	\$344,803	9,857	McLean 1988	Larry F. Pratt President and CEO
6	4	FIRST HORIZON HOME LOANS 12150 Monument Drive, Suite 300 Fairfax, Va. 22033 firsthorizon.com (703) 818-7800 fax: wnd	\$3.3 billion	\$245,353	13,450	Dallas 1864	Larry A. Rice President
7	6	PROSPERITY MORTGAGE 11351 Random Hills Road Fairfax, Va. 22030 prosperitymortgage.com (703) 359-1940 fax: (703) 359-0036	\$2.58 billion	\$323,425	7,969	Fairfax 1993	Herb Engler President
8	3	B.F. SAUL MORTGAGE 7501 Wisconsin Ave. Bethesda, Md. 20814 bfsaulmortgage.com (240) 497-8050 fax: (240) 497-8301	\$1.79 billion	\$312,074	5,750	Bethesda 1892	Robert Broeksmit President
9	8	EAST WEST MORTGAGE 1568 Spring Hill Road McLean, Va. 22102 ewmortgage.com (703) 442-0150 fax: (703) 442-0156	\$1.57 billion	\$286,215	5,476	McLean 1986	Doug Bui CEO and president
10	-	WASHINGTON MUTUAL BANK 1301 Second Ave. Seattle, Wash. 98101 wamuhome loans.com (206) 500-4208 fax: (206) 377-3720	\$1.3 billion	\$300,023	4,333	Seattle 1985	Andrew Secosky Acting regional sales manager
11	11	WACHOVIA MORTGAGE 1753 Pinnacle Drive McLean, Va. 22102 wachovia.com (703) 760-6700 fax: (703) 760-6360	\$1.19 billion	\$307,872	3,866	Charlotte, N.C. 1970	Janet Demas-Criley Mortgage banking director
12	9	ACCESS NATIONAL MORTGAGE 1800 Robert Fulton Drive Reston, Va. 20191 accessnational.com (703) 871-1300 fax: (703) 766-3395	\$995 million	\$174,073	5,716	Reston 1985	Dean Hackemer President
13	10	MASON DIXON FUNDING 800 King Farm Blvd., Suite 210 Rockville, Md. 20850 masondixon.com (301) 921-0070 fax: (301) 354-2840	\$865 million	\$245,042	3,530	Rockville 1996	Walter H. Magruder Jr. President
14	-	VISION MORTGAGE 9715 Key West Ave., Second Fl Rockville, Md. 20850 visionmortgage.com (301) 721-0900 fax: (301) 721-0800	\$759.72 million	\$289,196	2,627	Rockville 2000	Glenn Schwartz Managing member
15	-	SANDY SPRING BANK 17801 Georgia Ave. Sandy Spring, Md. 20832 sandy springbank.com (301) 774-6400 fax: (301) 260-0638	\$728.87 million	\$344,943	2,113	Olney 1868	Hunter R. Hollar President and CEO
16	-	PRESIDENTIAL BANK MORTGAGE 4600 East West Highway Bethesda, Md. 20814 presidentbankmortgage.com (301) 652-1616 fax: (301) 951-3513	\$609.65 million	\$227,905	2,675	Bethesda 1985	Bruce Cleveland President and CEO
17	16	NATIONWIDE HOME MORTGAGE 1803 Research Blvd., Suite 101 Rockville, Md. 20850 nhm.biz (301) 610-9600 fax: (301) 610-9375	\$355.47 million	\$242,976	1,463	Rockville 1996	Michael C. Parsons President
18	12	HOME MORTGAGE RESOURCES 11350 Random Hills Road, Suite 650 Fairfax, Va. 22030 hmtgr.com (703) 259-0850 fax: (703) 934-4370	\$354.18 million	\$350,673	1,010	Fairfax 2002	William S. Landon President
19	14	ACACIA FEDERAL SAVINGS BANK 7600 Leesburg Pike, Suite 200 E. Falls Church, Va. 22043 afsb.com (703) 506-8100 fax: (703) 506-8163	\$350 million	\$286,182	1,223	Falls Church 1985	Weller Meyer President
20	-	MARKET STREET MORTGAGE 7700 Leesburg Pike, Suite 108. Falls Church, Va. 22043 marketstreetmortgage.com (703) 790-1550 fax: (703) 790-1617	\$313.29 million	\$194,833	1,608	Clearwater, Fla. 1986	Randall C. Johnson Chairman, president and CEO
21	-	M.POINT MORTGAGE SERVICES 1655 Crofton Blvd., Suite 301 Crofton, Md. 21114 mpointmortgageservices.com (410) 451-0124 fax: (410) 451-6590	\$251.87 million	\$283,000	890	Crofton, Md. 1909	Robert Davis President
22	18	THE COLUMBIA BANK 7168 Columbia Gateway Drive Columbia, Md. 21048 thecolumbiabank.com (410) 423-8216 fax: (410) 423-8217	\$204.87 million	\$294,347	696	Columbia 1988	John Bond Jr. President and CEO
23	19	VIRGINIA COMMERCE BANK 5350 Lee Highway Arlington, Va. 22207 vcbonline.com (703) 534-0700 fax: (703) 961-0175	\$202.34 million	\$328,481	616	Arlington 1988	Peter A. Converse CEO

Sources: the companies wnd - would not disclose Research by Adam Brecher

The ranked companies have provided information to researchers upon request. The List does not endorse the participants or suggest the quality of products and services. Please send correction on company letterhead to Research Director, Washington Business Journal, 1555 Wilson Blvd., Suite 400, Arlington, Va. 22209. To submit your company for future surveys, please visit bizjournals.com/washington/bol_survey.