

NAHREP[®]

LATINO MORTGAGE ORIGINATORS

A Report by the National Association of Hispanic
Real Estate Professionals[®]



In association with

RADIAN
Ensuring the American Dream[®]

Foreward

The Top 250 Latino Mortgage Originators Award is an annual report by the National Association of Hispanic Real Estate Professionals® (NAHREP®) that recognizes the leading Latino mortgage originators in the U.S. as ranked by the number of mortgages they closed the previous calendar year. NAHREP is proud to recognize these top performing individuals for their contributions toward the association's mission of sustainable Hispanic homeownership.

The Top 250 Mortgage Originators Award was conceived in 2014 after the continued success of the Top 250 Latino Agents Award created a demand for recognition of success in other parts of the industry. This year, mortgage originators from across the country earned distinction as a Top 250 Latino Mortgage Originator from among over 500 mortgage originators nominated for the fourth annual award.

The group of top producers represents a total of 29,338 closed mortgages and \$7.39 billion in mortgage sales. Wells Fargo topped this year's report for the fourth consecutive year with the most individuals recognized on the list, followed by New American Funding and Equity Prime Mortgage. The report includes lists recognizing the Top 100 from among the non-depository lenders nominated for the award and the Top 250 by volume.

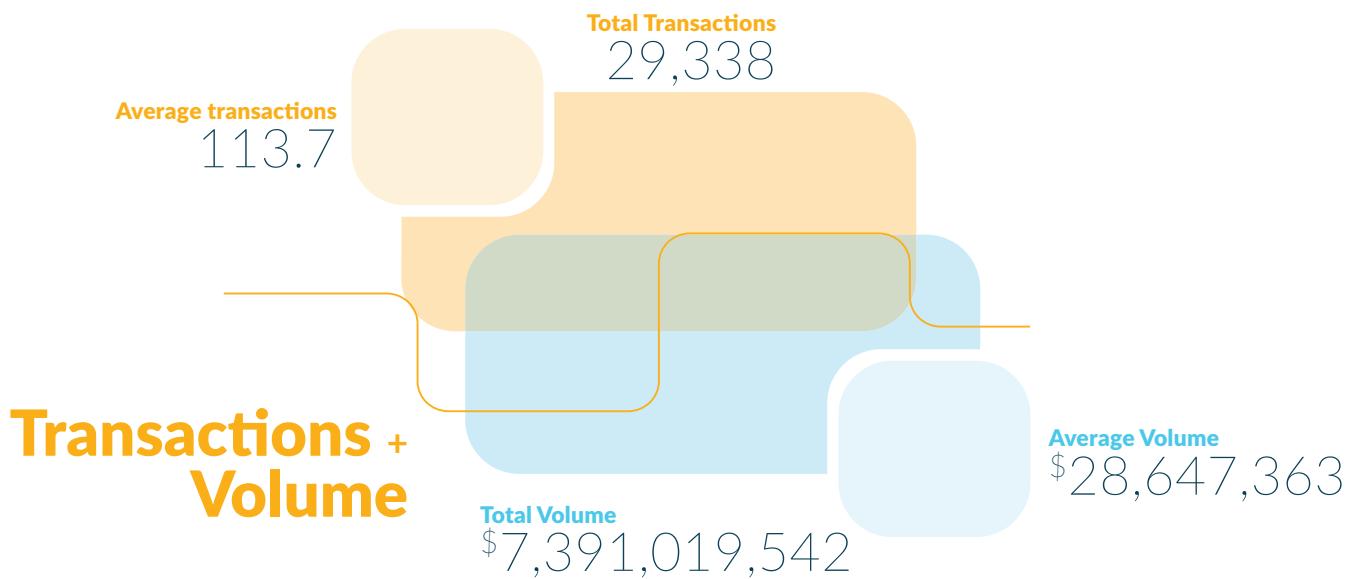
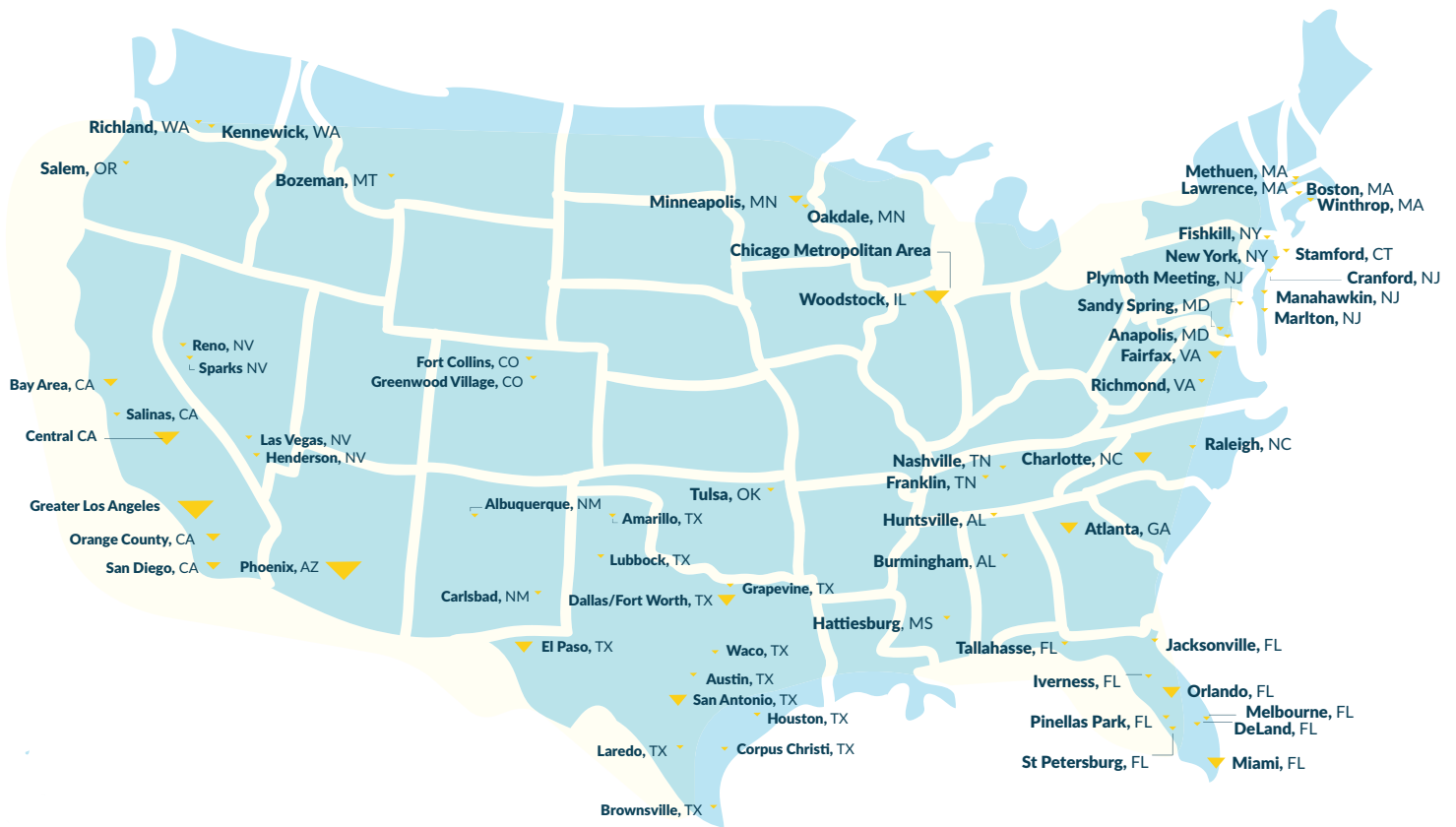
The success of the Top 250 Latino Mortgage Originators is a demonstration of the growing influence Latinos demonstrate in the industry both as a profession as well as in the volume of home buyers driving the housing economy.

Felicidades to the Top 250 and their continued success! Join the conversation on social media and recognize their achievements as well as their Top 250 Latino Agent counterparts. Share comments using #Top250 on social media.

Methodology

The listing of the Top 250 Latino Mortgage Originators in America is compiled through a self-nomination process reflective of transactions closed during the 2017 calendar year. Once received, NAHREP reviews the nomination for accuracy and when necessary seeks validation of data submitted from the respective candidate's company. To be eligible, nominees are required to submit their individual number of closed mortgages to be ranked against other nominees. Nominations may be disqualified or modified where third party validation is not available or consistent. In instances where there is a tie based on number of mortgages closed, higher rank is given to originators with greater sales volume. Ethnic background is confirmed through self-attestation.

Snapshot of the 2018 Honorees





634 **\$139,687,772**
TRANSACTIONS VOLUME

ELIZABETH HOFFER IRVINE has been an advocate, business partner and loan officer to the Hispanic community since starting her mortgage career over 15 years ago. As one of the founding members of the NAHREP chapter in Greater Phoenix, she and her team have spent countless hours serving the Hispanic community through education and dedication to continue adding the hundreds of Hispanic families her team has helped become homeowners. Her team ranks in the 1 percent of mortgage originators in the country, and believes that success is due in part to the synergistic relationships and overall trust she works hard to develop every day with the Hispanic community. Her dedication to them stems from her dedication to professionalism in lending practices.

Lender Name

Transactions

1	Elizabeth Hoeffler Irvine <i>Guild Mortgage</i>	634 Phoenix, AZ
2	Alex Varela <i>PrimeLending</i>	459 Grapevine, TX
3	Norma Guerrero-Cowes <i>DHI Mortgage</i>	415 Austin, TX
4	Jorge Montoya <i>Guild Mortgage</i>	343 Reno, NV
5	Carlos Larrazabal <i>Sandy Spring Bank</i>	330 Fairfax, VA
6	David A. Medrano <i>University Federal Credit Union</i>	284 Austin, TX
7	Armando SanMiguel <i>Ameris Bank</i>	280 Franklin, TN
8	Alfredo Madrid <i>Supreme Lending</i>	278 Tulsa, OK
9	Manuel Corral <i>Golden Empire Mortgage</i>	264 Pomona, CA
10	Claudia Reyes <i>HomeSource Mortgage</i>	257 Corpus Christi, TX
11	Saul Pinela <i>Neighborhood Loans</i>	244 Lombard, IL
12	Roberto Martinez <i>Wells Fargo Bank</i>	236 Corpus Christi, TX
13	Carlos Villalon <i>First Centennial Mortgage</i>	233 Schaumburg, IL
14	Tania Guzman <i>New American Funding</i>	233 Fort Worth, TX
15	Rodrigo Ballon <i>CrossCountry Mortgage</i>	232 San Diego, CA
16	Diego Giraldo <i>Texas Bank Mortgage</i>	228 Fort Worth, TX
17	Maria Salas <i>Texas Bank Mortgage</i>	221 Fort Worth, TX
18	Edward A. Hernandez <i>Wells Fargo Bank</i>	220 Highland Village, TX
19	Michael Carvajal <i>Equity Prime Mortgage</i>	216 Manahawkin, NJ
20	Silverio Garcia <i>Golden Empire Mortgage</i>	214 Oxnard, CA
21	Pablo Estrada <i>Home Bridge Financial</i>	214 Fresno, CA



180 **\$27,212,959**
TRANSACTIONS VOLUME

JOSE RINCON "Working with families across the Chicagoland area is the most gratifying and valuable experience." As a Latino in the mortgage industry, Jose believes that being able to relate to borrowers and answer questions about their communities is what makes him succeed both professionally and personally.

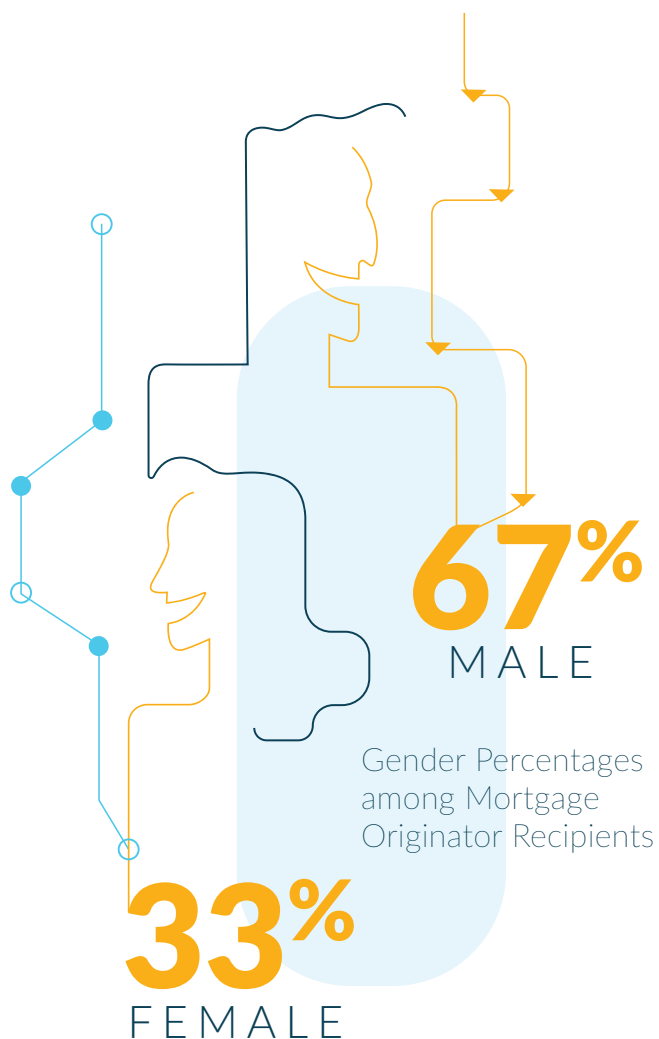
	Lender Name	Transactions
22	Luisa Bedoya MSA Mortgage	203 Winthrop, MA
23	Nancy Mota Castillo Kings Mortgage Services	199 Visalia, CA
24	Diego Ramos Envoy Mortgage	193 Rockford, IL
25	James Driscoll Equity Prime Mortgage	188 Methuen, MA
26	Dina Pierson Supreme Lending	187 Dallas, TX
27	Angie Cansler Kings Mortgage Services	185 Visalia, CA
28	Jose Rincon Fairway Independent Mortgage	180 Naperville, IL
29	Daniel Estrada New American Funding	178 Bakersfield, CA
30	Rudy Benitez Annie Mac Home Mortgage	175 Casa Grande, AZ
31	Gary Rodriguez Legacy Mutual Mortgage	173 San Antonio, TX
32	Eduardo Effio Southern Fidelity Mortgage	171 Las Vegas, NV
33	Adriana Hernandez Wells Fargo Bank	168 Sparks, NV
34	Alfonso Delgadillo Point Mortgage Corporation	166 Chula Vista, CA
35	Rocio Portella Paramount Residential Mortgage	163 Miami, FL
36	Steven Badovinac New American Funding	162 Greenwood Village, CO
37	Jose A. Hernandez Wallick & Volk Mortgage	160 Bonita, CA
38	Ariel Gutierrez Wells Fargo Bank	160 Charlotte, NC
39	Ricky Miles Supreme Lending	158 Phoenix, AZ
40	Joshua Moncivais Wells Fargo Bank	158 Des Moines, IA
41	Ruth Perez SWBC Mortgage	156 Brentwood, TN
42	Melissa Guerra loanDepot	156 Lisle, IL



146 **\$39,570,137**
TRANSACTIONS VOLUME

CHRIS DEMATTEIS has been in the mortgage industry for over 10 years as a mortgage originator and real estate continuing education provider. He is well known for his educational approach to lending and is a valuable source of information for programs, underwriting guidelines and regulations impacting the industry. In his spare time, Chris can be found spending time with his family, surfing, or flying with his commercial pilot license and instrument rating.

	Lender Name	Transactions
43	Andrew Pasillas New American Funding	151 Tustin, CA
44	Diego Bisbal Equity Prime Mortgage	150 Orlando, FL
45	Alison Garcia Right Start Mortgage	148 Amarillo, TX
46	Christopher DeMatteis Equity Prime Mortgage	146 Manahawkin, NJ
47	Dalia Lemus New American Funding	146 West Covina, CA
48	Fernando Arboleda New American Funding	146 Sherman Oaks, CA
49	Joella Benson Town Square Mortgage	145 Dallas, TX
50	Ubaldo Deleon Alterra Home Loans	145 Alpharetta, GA
51	Alex De La Cerdá Eagle Home Mortgage	144 Hoffman Estates, IL
52	Rudy Lopez Envoy Mortgage	142 Dallas, TX
53	Arianny Arias Santander Bank	141 Lawrence, MA
54	Rosy M. King Wells Fargo Bank	140 Dallas, TX
55	Thomas Moronta Wells Fargo Bank	140 Tempe, AZ
56	Karla Mendoza First Community Mortgage	138 El Paso, TX
57	Steven Hernandez Wells Fargo Bank	135 Salem, OR
58	Alejandro Garza Finance of America	132 Riverside, CA
59	JoAnna Sandoval Wells Fargo Bank	131 Watsonville, CA
60	Kevin Garcia New American Funding	130 Tustin, CA
61	Winston Penalosa New American Funding	130 Tustin, CA
62	Chris Roberts Regions Mortgage	129 Raleigh, NC
63	Julio Paneto Caliber Home Loans	129 Melbourne, FL



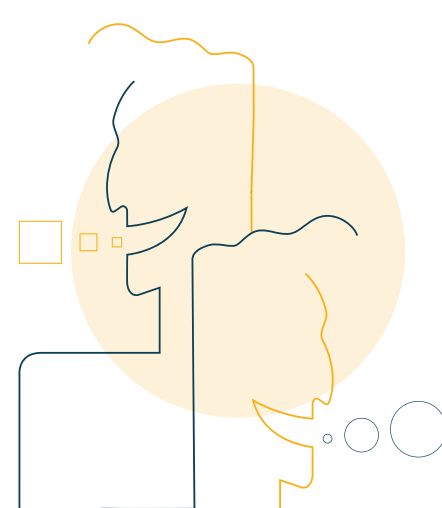
	Lender Name	Transactions
64	Grace Gomez New American Funding	127 Downey, CA
65	Brian Griego Wells Fargo Bank	126 Los Gatos, CA
66	Franky Bonilla Supreme Lending	126 Houston, TX
67	Roberto Delgado Guaranteed Rate	125 Plainfield, IL
68	Daniel Cerruto Jacobs Noble Home Loans	124 Las Vegas, NV
69	Andrew Quezada Prime Equity Mortgage	123 West Covina, CA
70	Monique Sanchez New American Funding	118 Tustin, CA
71	Gabriela Rodriguez First Community Mortgage	118 El Paso, TX
72	Justin Casares New American Funding	117 Santa Ana, CA
73	Angie Mata-Ramirez PrimeLending	117 Woodland, CA
74	Jose Plascencia Equity Prime Mortgage	117 Atlanta, GA
75	Christine Eskina New American Funding	115 Temecula, CA
76	Robert De Contreras Wells Fargo Bank	114 Burlingame, CA
77	Christina Arias Luna PrimeLending	114 Carrollton, TX
78	Eddie Cristerna Caliber Home Loans	113 Gilbert, AZ
79	Natalya Chacon US Mortgage Corporation	113 Atlanta, GA
80	Ludby D. Garcia Wells Fargo Bank	113 Henderson, NV
81	Michael Luna New American Funding	112 Riverside, CA
82	Anna Lucia Medina Wells Fargo Bank	112 Woodland, CA
83	Carolina Moreno Texas Bank Mortgage	112 Fort Worth, TX
84	David Gleiberman II Wells Fargo Bank	111 El Segundo, CA



105 **\$20,234,000**
TRANSACTIONS VOLUME

ROSIE ALCARAZ has been in the mortgage industry for over 25 years and was one of the first fluent Spanish speaking female mortgage originators in her area. She is passionate about serving the Hispanic community not only with financial needs, but their spiritual needs. She is known for her unparalleled skill with creating unique loan solutions for clients and has a high-ranking reputation in her area.

	Lender Name	Transactions
85	Maurice Raya <i>Neighborhood Loans</i>	110 <i>Lombard, IL</i>
86	Albert Franco <i>Wells Fargo Bank</i>	110 <i>Pinellas Park, FL</i>
87	Stephen Tiscione <i>Equity Prime Mortgage</i>	110 <i>Smyrna, GA</i>
88	Ivory D. Contreras <i>New American Funding</i>	110 <i>El Paso, TX</i>
89	Quintin Jacobson <i>Bay Equity Home Loans</i>	109 <i>Oakdale, MN</i>
90	Sandra Keys <i>loanDepot</i>	109 <i>Naperville, IL</i>
91	Robert Nolan Gutierrez <i>Wells Fargo Bank</i>	109 <i>Minneapolis, MN</i>
92	Mirian Iglesias <i>Equity Prime Mortgage</i>	108 <i>Orlando, FL</i>
93	Blake Daniel Carrillo <i>Wells Fargo Bank</i>	107 <i>Richmond, VA</i>
94	Camilo Rodriguez <i>The Federal Savings Bank</i>	107 <i>Chicago, IL</i>
95	Carlos Mendoza <i>Wells Fargo Bank</i>	106 <i>Tempe, AZ</i>
96	Jorge Flores <i>Neighborhood Loans</i>	106 <i>Lombard, IL</i>
97	Romel Meza <i>New American Funding</i>	105 <i>Downey, CA</i>
98	Lucy Gonzales <i>Caliber Home Loans</i>	105 <i>Houston, TX</i>
99	Rosie Alcaraz <i>loanDepot</i>	105 <i>Lancaster, CA</i>
100	Nina Carpenter <i>Peoples Mortgage</i>	105 <i>Mesa, AZ</i>
101	Frank Figueroa <i>Regions Mortgage</i>	104 <i>Miami, FL</i>
102	Johan Alvarez <i>Wells Fargo Bank</i>	104 <i>Raleigh, NC</i>
103	Elsa Tindell <i>Wallick & Volk Mortgage</i>	104 <i>Waco, TX</i>
104	Miguel Davila <i>New American Funding</i>	104 <i>El Paso, TX</i>
105	Cynthia Rodriguez <i>New American Funding</i>	103 <i>Greenwood Village, CO</i>



95% of the Top 250 Originators are bilingual

11+ Years
75%

Industry
Experience

6 - 10 Years
19%

1 - 5 Years
6%

	Lender Name	Transactions
106	Joseph Pacheco Wells Fargo Bank	102 Charlotte, NC
107	David Lee Cooper Wells Fargo Bank	102 Charlotte, NC
108	Liliana Riquer Bay Equity Home Loans	101 San Diego, CA
109	Oscar Valenzuela The Federal Savings Bank	101 Fairfax, VA
110	Daniel Perez New American Funding	100 Anaheim, CA
111	Jay Rodriguez New American Funding	100 Tustin, CA
112	Eduardo Galindo loanDepot	100 Schaumburg, IL
113	Victor Ortiz Midwest Community Bank	100 Woodstock, IL
114	Gustavo Barroso Jr. Wells Fargo Bank	98 Minneapolis, MN
115	Nancy Cabrera New American Funding	98 El Paso, TX
116	Joshua George Rotondo Wells Fargo Bank	97 Charlotte, NC
117	Stephen Carpitella Equity Prime Mortgage	95 Manahawkin, NJ
118	Sammy Lopez New American Funding	95 Tustin, CA
119	George Alexander Altagracia Yunes Wells Fargo Bank	95 Marlton, NJ
120	Ana Tolentino Atlantic Coast Mortgage	94 Fairfax, VA
121	Dago Velasquez Envoy Mortgage	93 Kennewick, WA
122	Brandon Medina Chase Bank	92 Santa Clara, CA
123	Ramon Tamayo Jr. Wells Fargo Bank	92 Tempe, AZ
124	Sergio Rodriguez Alterra Home Loans	92 Goodyear, AZ
125	Claudia Estrada Peoples Mortgage	92 Tempe, AZ
126	Maria D. Madrid Wells Fargo Bank	92 Tempe, AZ



88 **\$20,879,890**
TRANSACTIONS VOLUME

JESSICA M. PORTILLO was taught the importance of hard work and dedication at a young age by seeing her father's passion working day and night as an entrepreneur. This instilled the values that she holds dear and applies every day. Her goal is to always find a solution for each family and to be a resource in her Latino community. She served as president of the NAHREP Central Valley chapter in 2017 and is the co-founder of Alianza Latina Valle Central. Her passion and dedication for the Hispanic community is what drives her to be her best every day.

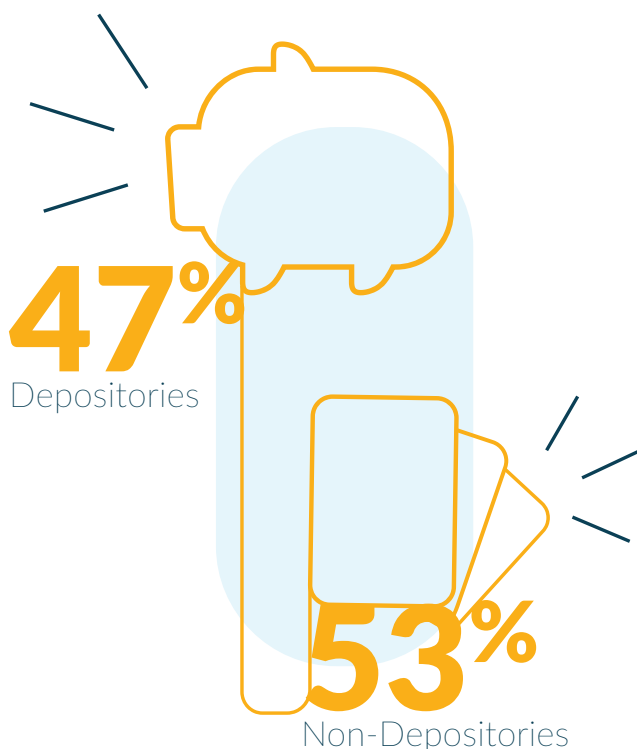
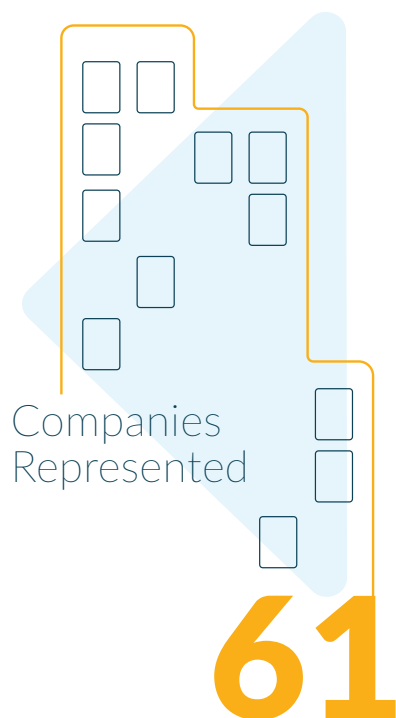
	Lender Name	Transactions
127	Myrna Torres BBVA Compass	91 Birmingham, AL
128	Michelle Aponte Perl Mortgage	91 Chicago, IL
129	Carlos Mata Acopia Home Loans	90 Atlanta, GA
130	Miguel Mouriz New American Funding	90 Orlando, FL
131	Javier Almaguer US Bank	90 Richland, WA
132	Alejandra Cris Rodriguez Wells Fargo Bank	90 Charlotte, NC
133	Mayra Delgado Wells Fargo Bank	90 Fresno, CA
134	Jose Salazar loanDepot	90 Lisle, IL
135	Erica M. Portillo Wells Fargo Bank	89 Manteca, CA
136	Gustavo E. Saballos On Q Financial	89 St. Petersburg, FL
137	Luis Correa Alterra Home Loans	89 Norcross, GA
138	Katherine Lopez Wells Fargo Bank	89 Charlotte, NC
139	Juan Sanchez JP Morgan Chase	88 Saratoga, CA
140	Johan Matus Bay Equity Home Loans	88 Commerce, CA
141	Jessica M. Portillo Wells Fargo Bank	88 Tracy, CA
142	Neil Orozco New American Funding	87 Tustin, CA
143	Andrew Vincent Shurtleff Wells Fargo Bank	87 Tempe, AZ
144	Martin Ortiz Sr. Wells Fargo Bank	87 Tempe, AZ
145	Berta Ramirez New American Funding	87 El Paso, TX
146	Timothy Alan Seeberger Wells Fargo Bank	86 Plymouth Meeting, PA
147	Marcos Sanchez Embrace Home Loans	86 Sandy Spring, MD



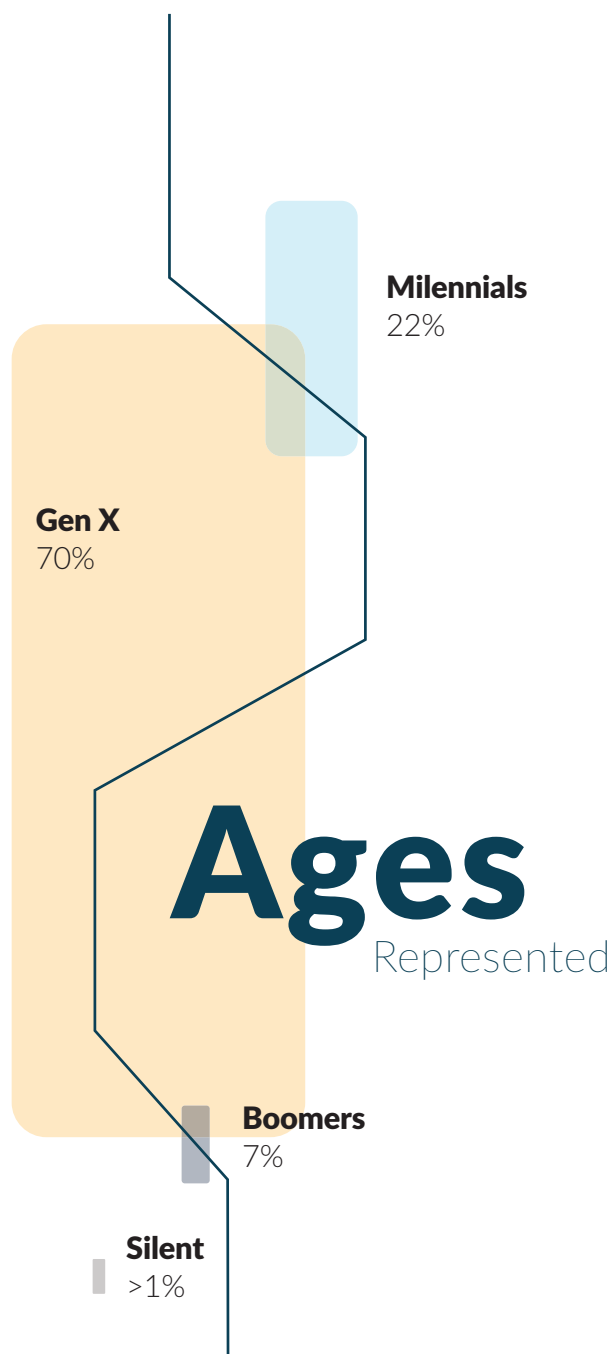
85 **\$59,579,993**
TRANSACTIONS VOLUME

ZACARIAS CERVANTES is heavily involved in NAHREP and BIA. As a top-performing mortgage originator, he has been a U.S. Bank President's Club and President's Circle Winner for the past six years, and earned a Legends of Possible award in 2017. He focuses on luxury real estate finance, builder purchase loans, and residential construction lending. He enjoys the challenges of working with sophisticated financial scenarios, super jumbo construction lending for custom residential projects, and managing in-house lending for builder tracts.

	Lender Name	Transactions
148	Juan Arce Wells Fargo Bank	86 Tempe, AZ
149	Jose Ricardo Calderon Alterra Home Loans	86 Norcross, GA
150	Jesus Neri Alterra Home Loans	86 Chicago, IL
151	Jacqueline Vasquez Wells Fargo Bank	86 Brownsville, TX
152	Zacarias Cervantes US Bank	85 Pasadena, CA
153	Al Perez Jersey Mortgage Company	85 Cranford, NJ
154	Josue Ruiz Wells Fargo Bank	85 Charlotte, NC
155	Kenneth Chavarria Town Square Mortgage	85 Dallas, TX
156	Jeffrey M. Olech Wells Fargo Bank	84 Bozeman, MT
157	Mario Lopez Wells Fargo Bank	84 Salem, OR
158	Nathan Cassidy Equity Prime Mortgage	84 Orlando, FL
159	Lisa Alonzo Wallick & Volk Mortgage	84 San Antonio, TX
160	Jessica Castro New American Funding	84 Temecula, CA
161	Rafael Jackson Regions Mortgage	84 Inverness, FL
162	Migdalia I. Trinidad Wells Fargo Bank	84 Deland, FL
163	Ken Sotelo Wells Fargo Bank	83 Los Gatos, CA
164	Noah Solis Alterra Home Loans	83 Fresno, CA
165	James R. Coca II Wells Fargo Bank	83 Fort Collins, CO
166	Jaqueline McAllister Wells Fargo Bank	83 Goodyear, AZ
167	Myrna Y. Rivera Wells Fargo Bank	82 Chula Vista, CA
168	Michelangelo Manco Wells Fargo Bank	81 Stamford, CT



	Lender Name	Transactions
169	Daniel Lujan Wells Fargo Bank	81 Henderson, NV
170	Rafael Luna LeaderOne Financial Corporation	81 Schaumburg, IL
171	Janet Flores-Castrejon New American Funding	81 El Paso, TX
172	Jaime Tapia Alterra Home Loans	80 Northridge, CA
173	Jennifer Gill Regions Mortgage	80 Hattiesburg, MS
174	Pedro B. Osuna Wells Fargo Bank	79 Albuquerque, NM
175	Salvador Rodriguez Bay Equity Home Loans	78 Berwyn, IL
176	Larry G. Herrera Wells Fargo Bank	78 Tempe, AZ
177	Lester A. Miranda Wells Fargo Bank	78 Phoenix, AZ
178	Jo-Anne Lupo Wallick & Volk Mortgage	77 Bonita, CA
179	David Garcia American Pacific Mortgage	77 Los Angeles, CA
180	Susie Meraz Bay Equity Home Loans	77 Edwards, CO
181	Ben Padilla Wells Fargo Bank	77 Vallejo, CA
182	Janet Song Caliber Home Loans	77 Houston, TX
183	Carol Escobar New American Funding	76 Cerritos, CA
184	Alexandro Carranza US Bank	75 Pasadena, CA
185	Jorge Barraza Wells Fargo Bank	75 Tempe, AZ
186	Edgar Frias US Bank	74 Irvine, CA
187	Rishant Taneja Wells Fargo Bank	74 Huntington Beach, CA
188	Erika Maldonado Homeowners Financial Group	74 Temecula, CA
189	Gabriel Garcia New American Funding	74 Tustin, CA



	Lender Name	Transactions
190	Arturo Pradera Alterra Home Loans	74 Las Vegas, NV
191	Fanny Loyola Alterra Home Loans	74 Mullein, IL
192	Ana Shaw Wells Fargo Bank	73 Frisco, TX
193	Lori Distelcamp Equity Prime Mortgage	73 Manahawkin, NJ
194	Jesus Lazo New American Funding	73 Orlando, FL
195	Rachel Pruneda Gomez Envoy Mortgage	73 Corpus Christi, TX
196	Rogelio Cazares Jr. Wells Fargo Bank	73 Laredo, TX
197	Eddie Garcia Wells Fargo Bank	73 Lubbock, TX
198	Jeffrey P. Mendez Wells Fargo Bank	72 Moreno Valley, CA
199	Leo Roberto PrimeLending	72 Atlanta, GA
200	Oscar E. Girod Wells Fargo Bank	72 Altamonte Springs, FL
201	Mario Noriega Wells Fargo Bank	72 Gilbert, AZ
202	David Rodriguez Wells Fargo Bank	72 Laredo, TX
203	Sylvia Sanders PrimeLending	71 San Diego, CA
204	Frank Slodarz Regions Mortgage	71 Miami, FL
205	Jonathon Volpe Neighborhood Loans	71 Lombard, IL
206	Edgar Jesus Lozada Jr. Equity Prime Mortgage	71 Orlando, FL
207	Robert Nuñez Guild Mortgage	71 Plano, TX
208	Glamiris Sosa Wells Fargo Bank	71 Fort Lauderdale, FL
209	Arturo Ortiz Ancayan Wells Fargo Bank	71 Jacksonville, FL
210	Mercedes Levinia Holte Wells Fargo Bank	71 Huntsville, AL



69 **\$28,829,035**
TRANSACTIONS VOLUME

ALEJANDRO DIAZIBARRA works with the Hispanic community of west Los Angeles and has helped many families achieve their goal of homeownership over the past five years, resulting in a rewarding career for him. Alejandro is involved in his community and is an active member of the local NAHREP MSELA chapter. He finds it a great honor to help people by putting them in homes, and finding ways to help families accomplish the fourth discipline of The NAHREP 10 by assisting them with their financing and lowering their debt.

	Lender Name	Transactions
211	Guillermo Fernando Leon Wells Fargo Bank	71 Tempe, AZ
212	Carlos Moctezuma Wells Fargo Bank	71 Victorville, CA
213	Michael Burgoski Citibank	70 New York, NY
214	Lorenzo Herrera BBVA Compass	70 Scottsdale, AZ
215	Lisa Flores New American Funding	70 Downey, CA
216	Matthew L. Stetson Wells Fargo Bank	70 Tempe, AZ
217	Lollie Figueroa loanDepot	70 Bakersfield, CA
218	Jennifer Caro New American Funding	70 Las Vegas, NV
219	Jorge Alberto Valenzuela Wells Fargo Bank	70 Charlotte, NC
220	Luis Hernandez Stearns Lending	70 Oak Brook, IL
221	Gale Jhaommny Lage Wells Fargo Bank	70 Charlotte, NC
222	Juan Delgado BBVA Compass	70 Birmingham, AL
223	Frank Silva Regions Mortgage	69 Coral Gables, FL
224	Alejandro Diazibarra Wells Fargo Bank	69 Downey, CA
225	Rene Abelardo Mariscal Sr. Wells Fargo Bank	69 Tempe, AZ
226	Jose Matos Wells Fargo Bank	68 Annapolis, MD
227	Maria Contreras Alterra Home Loans	68 Hollywood, FL
228	Joe Berrios Neighborhood Loans	68 Lombard, IL
229	Marilu A. Lorenzo Wells Fargo Bank	68 Phoenix, AZ
230	Jose Montes Wells Fargo Bank	68 Tempe, AZ
231	Alicia Martinez Wells Fargo Bank	68 Henderson, NV



65
TRANSACTIONS

\$23,121,223
VOLUME

STEPHANY PUENTE is a Latina in the mortgage industry and places great value on helping families of varied socio-economic backgrounds understand the down payment assistance programs available to them throughout California. She hosts large free educational lunch & learn classes and her goal is to educate interested home buyers on the available down payment options. She prides herself on integrity and genuine customer service as the foundation for every relationship with both clients and real estate professionals.

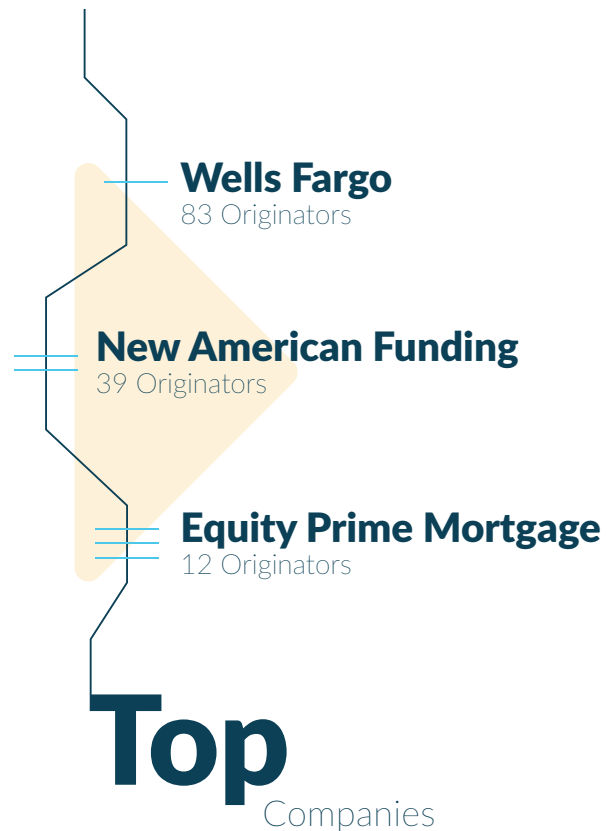
	Lender Name	Transactions
232	Frank Michael Esposito Jr. Wells Fargo Bank	67 Los Gatos, CA
233	Daniel Flores New American Funding	67 Tustin, CA
234	Teresa Del Rosario New American Funding	67 Las Vegas, NV
235	Devin Ryan Wells Fargo Bank	67 Minneapolis, MN
236	Pedro Rios Rangel Wells Fargo Bank	67 Tempe, AZ
237	Candi Lopez New American Funding	67 El Paso, TX
238	Luis Ferrer New American Funding	67 Kissimmee, FL
239	Rob Ramirez Wells Fargo Bank	66 Manhattan Beach, CA
240	Nick Gonchar Wells Fargo Bank	66 Brea, CA
241	Maria Castorena New American Funding	66 Downey, CA
242	Thomas Alec Ramirez Jr. New American Funding	66 Pico Rivera, CA
243	Teresa L. Martinez Wells Fargo Bank	66 Carlsbad, NM
244	Stephany Puente Team Puente at Point Mortgage	65 La Mesa, CA
245	Jose Vallejo New American Funding	65 Glendora, CA
246	Dora Ibarra loanDepot	65 Fort Worth, TX
247	Demetri Charitos Equity Prime Mortgage	65 Manahawkin, NJ
248	Moises Rodriguez Chase Bank	65 Laveen, AZ
249	Gerardo Mendoza Texas Bank Mortgage	65 Fort Worth, TX



64 **\$11,175,600**
TRANSACTIONS VOLUME

JORGE FERNANDEZ helps families reach their financial goals. He enjoys seeing clients in the community because they are appreciative and he strives to make their home buying experience an enjoyable one as it resonates with them and results in additional clients. Jorge believes in wonderful friendships within your real estate network—those bonds will last forever, build trust, and lead to giving back to the community. All these things will expand your network and help grow your business.

	Lender Name	Transactions
250	Jamie Maas Wells Fargo Bank	64 Pleasanton, CA
250	Sebastian Rodriguez Citibank	64 Canyon Country, CA
250	George Uribaz PrimeLending	64 East Boston, MA
250	Kenneth Ufret Wells Fargo Bank	64 Red Bank, NJ
250	Cesar Del Collado Regions Mortgage	64 Miami, FL
250	Lisa Tavarez Wells Fargo Bank	64 Fishkill, NY
250	Jorge Fernandez Alterra Home Loans	64 Porterville, CA
250	Stephanie Perez Wells Fargo Bank	64 Fort Worth, TX
250	Victor Mendoza New American Funding	64 El Paso, TX





Latino Mortgage Originators by

VOLUME

Lender Name	Transactions Volume	Lender Name	Transactions Volume
1 Elizabeth Hoeffler Irvine Guild Mortgage	634 \$139,687,772 Phoenix, AZ	19 Armando SanMiguel Ameris Bank	280 \$73,106,574 Franklin, TN
2 Robert De Contreras Wells Fargo Bank	114 \$139,159,577 Burlingame, CA	20 Ken Sotelo Wells Fargo Bank	83 \$72,774,228 Los Gatos, CA
3 Rosy M. King Wells Fargo Bank	140 \$120,401,691 Dallas, TX	21 Michael Carvajal Equity Prime Mortgage	216 \$62,318,156 Manahawkin, NJ
4 David A. Medrano University Federal Credit Union	284 \$108,812,451 Austin, TX	22 Jose A. Hernandez Wallick & Volk Mortgage	160 \$62,236,442 Bonita, CA
5 Rodrigo Ballon CrossCountry Mortgage	232 \$102,162,262 San Diego, CA	23 Alfonso Delgadillo Point Mortgage Corporation	166 \$60,782,400 Chula Vista, CA
6 Brian Griego Wells Fargo Bank	126 \$100,605,033 Los Gatos, CA	24 Zacarias Cervantes US Bank	85 \$59,579,993 Pasadena, CA
7 David Gleiberman II Wells Fargo Bank	111 \$98,152,579 El Segundo, CA	25 Timothy Alan Seeberger Wells Fargo Bank	86 \$55,568,930 Plymouth Meeting, PA
8 Alex Varela PrimeLending	459 \$95,872,577 Grapevine, TX	26 Rob Ramirez Wells Fargo Bank	66 \$54,036,166 Manhattan Beach, CA
9 Carlos Larrazabal Sandy Spring Bank	330 \$93,662,855 Fairfax, VA	27 James Driscoll Equity Prime Mortgage	188 \$53,912,266 Methuen, MA
10 Norma Guerrero-Cowes DHI Mortgage	415 \$93,206,547 Austin, TX	28 Richard Ozuna JP Morgan Chase	63 \$53,000,000 Fremont, CA
11 Manuel Corral Golden Empire Mortgage	264 \$87,647,984 Pomona, CA	29 Jamie Maas Wells Fargo Bank	64 \$51,893,943 Pleasanton, CA
12 Juan Sanchez JP Morgan Chase	88 \$87,000,000 Saratoga, CA	30 Chris Roberts Regions Mortgage	129 \$51,777,057 Raleigh, NC
13 Silverio Garcia Golden Empire Mortgage	214 \$85,524,109 Oxnard, CA	31 Frank Michael Esposito Jr. Wells Fargo Bank	67 \$51,522,385 Los Gatos, CA
14 Jeffrey M. Olech Wells Fargo Bank	84 \$78,605,454 Bozeman, MT	32 Claudia Reyes HomeSource Mortgage	257 \$51,084,415 Corpus Christi, TX
15 Luisa Bedoya MSA Mortgage	203 \$77,284,805 Winthrop, MA	33 Roberto Martinez Wells Fargo Bank	236 \$47,613,159 Corpus Christi, TX
16 Brandon Medina Chase Bank	92 \$76,000,000 Santa Clara, CA	34 Carlos Villalon First Centennial Mortgage	233 \$44,895,069 Schaumburg, IL
17 Jorge Montoya Guild Mortgage	343 \$75,471,669 Reno, NV	35 Alexandro Carranza US Bank	75 \$44,466,475 Pasadena, CA
18 Edward A. Hernandez Wells Fargo Bank	220 \$74,599,685 Highland Village, TX	36 Nancy Mota Castillo Kings Mortgage Services	199 \$43,416,467 Visalia, CA



Lender Name		Transactions Volume	Lender Name		Transactions Volume
37	Andrew Pasillas New American Funding	151 \$42,581,250 Tustin, CA	55	Frank Figueroa Regions Mortgage	104 \$37,074,676 Miami, FL
38	Arianny Arias Santander Bank	141 \$42,379,537 Lawrence, MA	56	Winston Penalosa New American Funding	130 \$35,926,463 Tustin, CA
39	Andrew Quezada Prime Equity Mortgage	123 \$42,050,848 West Covina, CA	57	Angie Cansler Kings Mortgage Services	185 \$35,151,385 Visalia, CA
40	Alfredo Madrid Supreme Lending	278 \$41,951,219 Tulsa, OK	58	Nick Gonchar Wells Fargo Bank	66 \$34,747,883 Brea, CA
41	Alejandro Garza Finance of America	132 \$41,008,630 Riverside, CA	59	Tania Guzman New American Funding	233 \$34,530,551 Fort Worth, TX
42	Edgar Frias US Bank	74 \$40,589,540 Irvine, CA	60	Jose Angel Valenzuela Wells Fargo Bank	59 \$34,198,167 Oxnard, CA
43	Christopher DeMatteis Equity Prime Mortgage	146 \$39,570,137 Manahawkin, NJ	61	Ricky Miles Supreme Lending	158 \$33,769,710 Phoenix, AZ
44	Dalia Lemus New American Funding	146 \$39,200,120 West Covina, CA	62	Monique Sanchez New American Funding	118 \$33,725,381 Tustin, CA
45	JoAnna Sandoval Wells Fargo Bank	131 \$39,050,992 Watsonville, CA	63	Eduardo Effio Southern Fidelity Mortgage	171 \$33,528,911 Las Vegas, NV
46	Kevin Garcia New American Funding	130 \$38,998,192 Tustin, CA	64	Joshua George Rotondo Wells Fargo Bank	97 \$33,301,536 Charlotte, NC
47	Saul Pinela Neighborhood Loans	244 \$38,858,613 Lombard, IL	65	Justin Casares New American Funding	117 \$33,207,498 Santa Ana, CA
48	Gary Rodriguez Legacy Mutual Mortgage	173 \$38,787,126 San Antonio, TX	66	Michael Burgoski Citibank	70 \$33,000,000 New York, NY
49	Pablo Estrada Home Bridge Financial	214 \$38,682,885 Fresno, CA	67	Gustavo Barroso Jr. Wells Fargo Bank	98 \$32,341,400 Minneapolis, MN
50	Liliana Riquer Bay Equity Home Loans	101 \$38,359,472 San Diego, CA	68	Blake Daniel Carrillo Wells Fargo Bank	107 \$32,026,430 Richmond, VA
51	Rocio Portella Paramount Residential Mortgage	163 \$38,028,082 Miami, FL	69	Diego Giraldo Texas Bank Mortgage	228 \$31,872,189 Fort Worth, TX
52	Steven Badovinac New American Funding	162 \$37,936,260 Greenwood Village, CO	70	Rishant Taneja Wells Fargo Bank	74 \$31,723,306 Huntington Beach, CA
53	Michelangelo Manco Wells Fargo Bank	81 \$37,540,563 Stamford, CT	71	Angie Mata-Ramirez PrimeLending	117 \$31,586,635 Woodland, CA
54	Grace Gomez New American Funding	127 \$37,247,859 Downey, CA	72	Daniel Cerruto Jacobs Noble Home Loans	124 \$31,561,369 Las Vegas, NV



Lender Name		Transactions Volume	Lender Name		Transactions Volume
73	Daniel Perez New American Funding	100 \$31,529,910 Anaheim, CA	91	Ariel Gutierrez Wells Fargo Bank	160 \$27,878,461 Charlotte, NC
74	Christine Eskina New American Funding	115 \$31,103,731 Temecula, CA	92	Jay Rodriguez New American Funding	100 \$27,783,962 Tustin, CA
75	Stephen Carpitella Equity Prime Mortgage	95 \$31,076,275 Manahawkin, NJ	93	Oscar Valenzuela The Federal Savings Bank	101 \$27,517,527 Fairfax, VA
76	Ana Tolentino Atlantic Coast Mortgage	94 \$30,981,876 Fairfax, VA	94	Ruth Perez SWBC Mortgage	156 \$27,503,852 Brentwood, TN
77	Fernando Arboleda New American Funding	146 \$30,873,874 Sherman Oaks, CA	95	Melissa Guerra loanDepot	156 \$27,273,614 Lisle, IL
78	Jo-Anne Lupo Wallick & Volk Mortgage	77 \$30,475,789 Bonita, CA	96	Jose Rincon Fairway Independent Mortgage	180 \$27,212,959 Naperville, IL
79	Adriana Hernandez Wells Fargo Bank	168 \$29,776,782 Sparks, NV	97	Thomas Moronta Wells Fargo Bank	140 \$27,165,508 Tempe, AZ
80	Johan Matus Bay Equity Home Loans	88 \$29,704,858 Commerce, CA	98	Ana Kennedy BBVA Compass	58 \$26,683,850 San Antonio, TX
81	Edras M. Perez Telon Wells Fargo Bank	62 \$29,455,339 La Jolla, CA	99	Maria Salas Texas Bank Mortgage	221 \$26,665,710 Fort Worth, TX
82	David Garcia American Pacific Mortgage	77 \$29,443,893 Los Angeles, CA	100	Steven Hernandez Wells Fargo Bank	135 \$25,953,810 Salem, OR
83	Diego Bisbal Equity Prime Mortgage	150 \$29,111,648 Orlando, FL	101	Jaime Tapia Alterra Home Loans	80 \$25,883,447 Northridge, CA
84	Michael Luna New American Funding	112 \$29,101,589 Riverside, CA	102	Romel Meza New American Funding	105 \$25,672,097 Downey, CA
85	Camilo Rodriguez The Federal Savings Bank	107 \$29,083,357 Chicago, IL	103	Daniel Estrada New American Funding	178 \$25,645,828 Bakersfield, CA
86	Frank Silva Regions Mortgage	69 \$28,829,035 Coral Gables, FL	104	Rosemary Carrillo Wells Fargo Bank	61 \$25,541,750 Newport Beach, CA
87	Dina Pierson Supreme Lending	187 \$28,617,976 Dallas, TX	105	Miguel A. Mendoza Wells Fargo Bank	62 \$25,491,307 Minneapolis, MN
88	Rudy Lopez Envoy Mortgage	142 \$28,560,338 Dallas, TX	106	Alex De La Cerda Eagle Home Mortgage	144 \$25,484,707 Hoffman Estates, IL
89	Joshua Moncivais Wells Fargo Bank	158 \$28,258,277 Des Moines, IA	107	Rudy Benitez Annie Mac Home Mortgage	175 \$25,365,199 Casa Grande, AZ
90	Eric C. Sevilla Wells Fargo Bank	59 \$27,941,750 Pleasanton, CA	108	Sebastian Rodriguez Citibank	64 \$25,111,077 Canyon Country, CA



Lender Name		Transactions Volume	Lender Name		Transactions Volume
109	Neil Orozco New American Funding	87 \$25,030,673 Tustin, CA	127	Michelle Alvarado Citibank	60 \$22,629,962 Alhambra, CA
110	Sammy Lopez New American Funding	95 \$24,992,084 Tustin, CA	128	Franky Bonilla Supreme Lending	126 \$22,430,191 Houston, TX
111	Sylvia Sanders PrimeLending	71 \$24,874,963 San Diego, CA	129	Quintin Jacobson Bay Equity Home Loans	109 \$22,022,683 Oakdale, MN
112	Alison Garcia Right Start Mortgage	148 \$24,784,445 Amarillo, TX	130	Maurice Raya Neighborhood Loans	110 \$22,012,779 Lombard, IL
113	Marcos Sanchez Embrace Home Loans	86 \$24,749,205 Sandy Spring, MD	131	Myrna Torres BBVA Compass	91 \$21,961,651 Birmingham, AL
114	Joella Benson Town Square Mortgage	145 \$24,733,238 Dallas, TX	132	Daniel Carrillo New American Funding	60 \$21,933,771 Whittier, CA
115	Roberto Delgado Guaranteed Rate	125 \$24,535,102 Plainfield, IL	133	Noah Solis Alterra Home Loans	83 \$21,824,103 Fresno, CA
116	Dago Velasquez Envoy Mortgage	93 \$23,964,723 Kennewick, WA	134	Mirian Iglesias Equity Prime Mortgage	108 \$21,788,973 Orlando, FL
117	Myrna Y. Rivera Wells Fargo Bank	82 \$23,789,455 Chula Vista, CA	135	Susie Meraz Bay Equity Home Loans	77 \$21,628,895 Edwards, CO
118	Anna Lucia Medina Wells Fargo Bank	112 \$23,771,766 Woodland, CA	136	Jose Matos Wells Fargo Bank	68 \$21,572,842 Annapolis, MD
119	Ubaldo Deleon Alterra Home Loans	145 \$23,416,391 Alpharetta, GA	137	Erica M. Portillo Wells Fargo Bank	89 \$21,394,012 Manteca, CA
120	Ana Shaw Wells Fargo Bank	73 \$23,309,420 Frisco, TX	138	Andrew Vincent Shurtleff Wells Fargo Bank	87 \$21,218,649 Tempe, AZ
121	Erika Maldonado Homeowners Financial Group	74 \$23,274,231 Temecula, CA	139	James R. Coca II Wells Fargo Bank	83 \$20,894,034 Fort Collins, CO
122	Stephany Puente Team Puente at Point Mortgage	65 \$23,121,223 La Mesa, CA	140	Jessica M. Portillo Wells Fargo Bank	88 \$20,879,890 Tracy, CA
123	Carol Escobar New American Funding	76 \$22,868,517 Cerritos, CA	141	Amparo Eskew loanDepot	59 \$20,865,942 La Mesa, CA
124	George Uribazco PrimeLending	64 \$22,736,531 East Boston, MA	142	Rogelio Castro New American Funding	62 \$20,751,302 Chula Vista, CA
125	Karla Patino Wells Fargo Bank	63 \$22,671,021 Encinitas, CA	143	Gustavo E. Saballos On Q Financial	89 \$20,727,344 St. Petersburg, FL
126	Eddie Cristerna Caliber Home Loans	113 \$22,656,345 Gilbert, AZ	144	Matthew E. Garcia Wells Fargo Bank	60 \$20,664,654 Castle Rock, CO



Lender Name		Transactions Volume	Lender Name		Transactions Volume
145	Natalya Chacon US Mortgage Corporation	113 \$20,538,213 Atlanta, GA	163	Gabriel Garcia New American Funding	74 \$18,781,583 Tustin, CA
146	Frank Slodarz Regions Mortgage	71 \$20,528,149 Miami, FL	164	Oscar Sanchez New American Funding	58 \$18,755,501 Santa Ana, CA
147	Joseph Pacheco Wells Fargo Bank	102 \$20,513,999 Charlotte, NC	165	Mario Lopez Wells Fargo Bank	84 \$18,737,348 Salem, OR
148	Al Perez Jersey Mortgage Company	85 \$20,509,210 Cranford, NJ	166	Johan Alvarez Wells Fargo Bank	104 \$18,712,130 Raleigh, NC
149	Ben Padilla Wells Fargo Bank	77 \$20,313,657 Vallejo, CA	167	Karla Mendoza First Community Mortgage	138 \$18,661,910 El Paso, TX
150	Lucy Gonzales Caliber Home Loans	105 \$20,234,000 Houston, TX	168	Carlos Mata Acopia Home Loans	90 \$18,654,622 Atlanta, GA
151	Sandra Keys loanDepot	109 \$20,074,236 Naperville, IL	169	Michelle Aponte Perl Mortgage	91 \$18,616,289 Chicago, IL
152	Jeffrey P. Mendez Wells Fargo Bank	72 \$20,044,072 Moreno Valley, CA	170	Kenneth Ufret Wells Fargo Bank	64 \$18,439,988 Red Bank, NJ
153	Cynthia Rodriguez New American Funding	103 \$19,995,220 Greenwood Village, CO	171	Ludby D. Garcia Wells Fargo Bank	113 \$18,406,234 Henderson, NV
154	Rosie Alcaraz loanDepot	105 \$19,985,078 Lancaster, CA	172	Veronica Huizar Wells Fargo Bank	60 \$18,215,163 Oxnard, CA
155	Maria Castorena New American Funding	66 \$19,906,760 Downey, CA	173	Miguel Mouriz New American Funding	90 \$18,139,643 Orlando, FL
156	Christina Arias Luna PrimeLending	114 \$19,690,254 Carrollton, TX	174	Jose Plascencia Equity Prime Mortgage	117 \$18,025,600 Atlanta, GA
157	Julio Paneto Caliber Home Loans	129 \$19,520,000 Melbourne, FL	175	Eduardo Galindo loanDepot	100 \$18,000,000 Schaumburg, IL
158	Lorenzo Herrera BBVA Compass	70 \$19,393,080 Scottsdale, AZ	176	Cesar Del Collado Regions Mortgage	64 \$17,937,990 Miami, FL
159	Alejandro Diazibarra Wells Fargo Bank	69 \$19,353,855 Downey, CA	177	Robert Nolan Gutierrez Wells Fargo Bank	109 \$17,876,819 Minneapolis, MN
160	David Lee Cooper Wells Fargo Bank	102 \$19,213,152 Charlotte, NC	178	Nina Carpenter Peoples Mortgage	105 \$17,831,761 Mesa, AZ
161	Luis Riascos PrimeLending	58 \$19,169,703 East Boston, MA	179	Albert Franco Wells Fargo	110 \$17,814,802 Pinellas Park, FL
162	Diego Ramos Envoy Mortgage	193 \$18,982,225 Rockford, IL	180	Carlos Mendoza Wells Fargo Bank	106 \$17,782,641 Tempe, AZ



Lender Name			Transactions Volume	Lender Name			Transactions Volume
181	Nathan Cassidy	Equity Prime Mortgage	84 \$17,458,613 Orlando, FL	199	Luis Correa	Alterra Home Loans	89 \$16,006,899 Norcross, GA
182	Daniel Lujan	Wells Fargo Bank	81 \$17,400,852 Henderson, NV	200	Glamiris Sosa	Wells Fargo Bank	71 \$15,806,041 Fort Lauderdale, FL
183	Daniel Flores	New American Funding	67 \$17,326,131 Tustin, CA	201	Arturo Pradera	Alterra Home Loans	74 \$15,771,625 Las Vegas, NV
184	Anna Marquez	Bay Equity Home Loans	62 \$17,055,888 Salinas, CA	202	Alejandra Cris Rodriguez	Wells Fargo Bank	90 \$15,732,821 Charlotte, NC
185	Thomas Alec Ramirez Jr.	New American Funding	66 \$16,975,199 Pico Rivera, CA	203	Mayra Delgado	Wells Fargo Bank	90 \$15,664,251 Fresno, CA
186	Victor Ortiz	Midwest Community Bank	100 \$16,779,787 Woodstock, IL	204	Claudia Estrada	Peoples Mortgage	92 \$15,655,939 Tempe, AZ
187	Jonathon Volpe	Neighborhood Loans	71 \$16,705,524 Lombard, IL	205	Elsa Tindell	Wallick & Volk Mortgage	104 \$15,621,121 Waco, TX
188	Edgar Jesus Lozada Jr.	Equity Prime Mortgage	71 \$16,546,176 Orlando, FL	206	Salvador Rodriguez	Bay Equity Home Loans	78 \$15,575,343 Berwyn, IL
189	Ramon Tamayo Jr.	Wells Fargo Bank	92 \$16,400,109 Tempe, AZ	207	Katherine Lopez	Wells Fargo Bank	89 \$15,552,864 Charlotte, NC
190	Jorge Flores	Neighborhood Loans	106 \$16,387,589 Lombard, IL	208	Stephen Tiscione	Equity Prime Mortgage	110 \$15,490,064 Smyrna, GA
191	Javier Almaguer	US Bank	90 \$16,387,334 Richland, WA	209	Ada Guerra	Regions Mortgage	60 \$15,487,844 Miami, FL
192	Josue Ruiz	Wells Fargo Bank	85 \$16,291,088 Charlotte, NC	210	Juan Arce	Wells Fargo Bank	86 \$15,483,118 Tempe, AZ
193	Lilia R. Sanchez	Wells Fargo Bank	52 \$16,264,518 Santa Maria, CA	211	Lisa Tavarez	Wells Fargo Bank	64 \$15,412,544 Fishkill, NY
194	Sergio Rodriguez	Alterra Home Loans	92 \$16,145,666 Goodyear, AZ	212	Jorge Barraza	Wells Fargo Bank	75 \$15,311,879 Tempe, AZ
195	Carolina Moreno	Texas Bank Mortgage	112 \$16,133,278 Fort Worth, TX	213	Maria Contreras	Alterra Home Loans	68 \$15,269,105 Hollywood, FL
196	Lisa Alonzo	Wallick & Volk Mortgage	84 \$16,132,557 San Antonio, TX	214	Leo Roberto	PrimeLending	72 \$15,218,192 Atlanta, GA
197	Lisa Flores	New American Funding	70 \$16,128,280 Downey, CA	215	George Alexander Altagracia Yunes	Wells Fargo Bank	95 \$15,202,871 Marlton, NJ
198	Robert Nuñez	Guild Mortgage	71 \$16,051,313 Plano, TX	216	Lori Distelcamp	Equity Prime Mortgage	73 \$15,086,020 Manahawkin, NJ



Lender Name		Transactions Volume	Lender Name		Transactions Volume
217	Rafael Luna LeaderOne Financial Corporation	81 \$14,954,496 Schaumburg, IL	235	Teresa Del Rosario New American Funding	67 \$13,484,497 Las Vegas, NV
218	Jose Ricardo Calderon Alterra Home Loans	86 \$14,886,252 Norcross, GA	236	Delilah Sanchez New American Funding	63 \$13,472,878 Tustin, CA
219	Janet Song Caliber Home Loans	77 \$14,723,781 Houston, TX	237	Jaqueline McAllister Wells Fargo Bank	83 \$13,404,540 Goodyear, AZ
220	Matthew L. Stetson Wells Fargo Bank	70 \$14,661,037 Tempe, AZ	238	Adriana Medina Lopez Wells Fargo Bank	60 \$13,385,886 Woodland, CA
221	Maria D. Madrid Wells Fargo Bank	92 \$14,550,719 Tempe, AZ	239	Jennifer Caro New American Funding	70 \$13,371,943 Las Vegas, NV
222	Jesus Neri Alterra Home Loans	86 \$14,513,332 Chicago, IL	240	Dora Ibarra loanDepot	65 \$13,295,875 Fort Worth, TX
223	Miguel Velasquez Envoy Mortgage	60 \$14,437,219 Kennewick, WA	241	Jessica Castro New American Funding	84 \$13,188,155 Temecula, CA
224	Kenneth Chavarria Town Square Mortgage	85 \$14,404,261 Dallas, TX	242	Gloria I. Romero Wells Fargo Bank	61 \$13,060,296 Lacey, WA
225	Martin Ortiz Sr. Wells Fargo Bank	87 \$14,360,514 Tempe, AZ	243	Devin Ryan Wells Fargo Bank	67 \$12,923,515 Minneapolis, MN
226	Ronald Ramirez Wells Fargo Bank	61 \$14,307,241 Charlotte, NC	244	Jorge Alberto Valenzuela Wells Fargo Bank	70 \$12,899,461 Charlotte, NC
227	Jose Salazar loanDepot	90 \$14,212,713 Lisle, IL	245	Luis Hernandez Stearns Lending	70 \$12,850,000 Oak Brook, IL
228	Jose Vallejo New American Funding	65 \$14,207,524 Glendora, CA	246	Pedro B. Osuna Wells Fargo Bank	79 \$12,717,911 Albuquerque, NM
229	Miguel Davila New American Funding	104 \$14,063,190 El Paso, TX	247	Larry G. Herrera Wells Fargo Bank	78 \$12,385,444 Tempe, AZ
230	Gabriela Rodriguez First Community Mortgage	118 \$14,051,929 El Paso, TX	248	Gale Jhaommny Lage Wells Fargo Bank	70 \$12,260,645 Charlotte, NC
231	Timothy Delmundo New American Funding	59 \$13,720,051 Riverside, CA	249	Demetri Charitos Equity Prime Mortgage	65 \$12,123,419 Manahawkin, NJ
232	Joe Berrios Neighborhood Loans	68 \$13,610,836 Lombard, IL	250	Pedro Rios Rangel Wells Fargo Bank	67 \$12,038,804 Tempe, AZ
233	Arturo Ortiz Ancayan Wells Fargo Bank	71 \$13,598,899 Jacksonville, FL			
234	Lollie Figueroa loanDepot	70 \$13,490,967 Bakersfield, CA			

Latino Mortgage Originators by NON-DEPOSITORY Lenders

Lender Name	Transactions	Lender Name	Transactions
1 Elizabeth Hoeffler Irvine Guild Mortgage	634 Phoenix, AZ	14 Luisa Bedoya MSA Mortgage	203 Winthrop, MA
2 Norma Guerrero-Cowes DHI Mortgage	415 Austin, TX	15 Nancy Mota Castillo Kings Mortgage Services	199 Visalia, CA
3 Jorge Montoya Guild Mortgage	343 Reno, NV	16 Diego Ramos Envoy Mortgage	193 Rockford, IL
4 Alfredo Madrid Supreme Lending	278 Tulsa, OK	17 James Driscoll Equity Prime Mortgage	188 Methuen, MA
5 Manuel Corral Golden Empire Mortgage	264 Pomona, CA	18 Dina Pierson Supreme Lending	187 Dallas, TX
6 Claudia Reyes HomeSource Mortgage	257 Corpus Christi, TX	19 Angie Cansler Kings Mortgage Services	185 Visalia, CA
7 Saul Pinela Neighborhood Loans	244 Lombard, IL	20 Jose Rincon Fairway Independent Mortgage	180 Naperville, IL
8 Carlos Villalon First Centennial Mortgage	233 Schaumburg, IL	21 Daniel Estrada New American Funding	178 Bakersfield, CA
9 Tania Guzman New American Funding	233 Fort Worth, TX	22 Rudy Benitez Annie Mac Home Mortgage	175 Casa Grande, AZ
10 Rodrigo Ballon CrossCountry Mortgage	232 San Diego, CA	23 Eduardo Effio Southern Fidelity Mortgage	171 Las Vegas, NV
11 Michael Carvajal Equity Prime Mortgage	216 Manahawkin, NJ	24 Alfonso Delgadillo Point Mortgage Corporation	166 Chula Vista, CA
12 Silverio Garcia Golden Empire Mortgage	214 Oxnard, CA	25 Rocio Portella Paramount Residential Mortgage	163 Miami, FL
13 Pablo Estrada Home Bridge Financial	214 Fresno, CA	26 Steven Badovinac New American Funding	162 Greenwood Village, CO



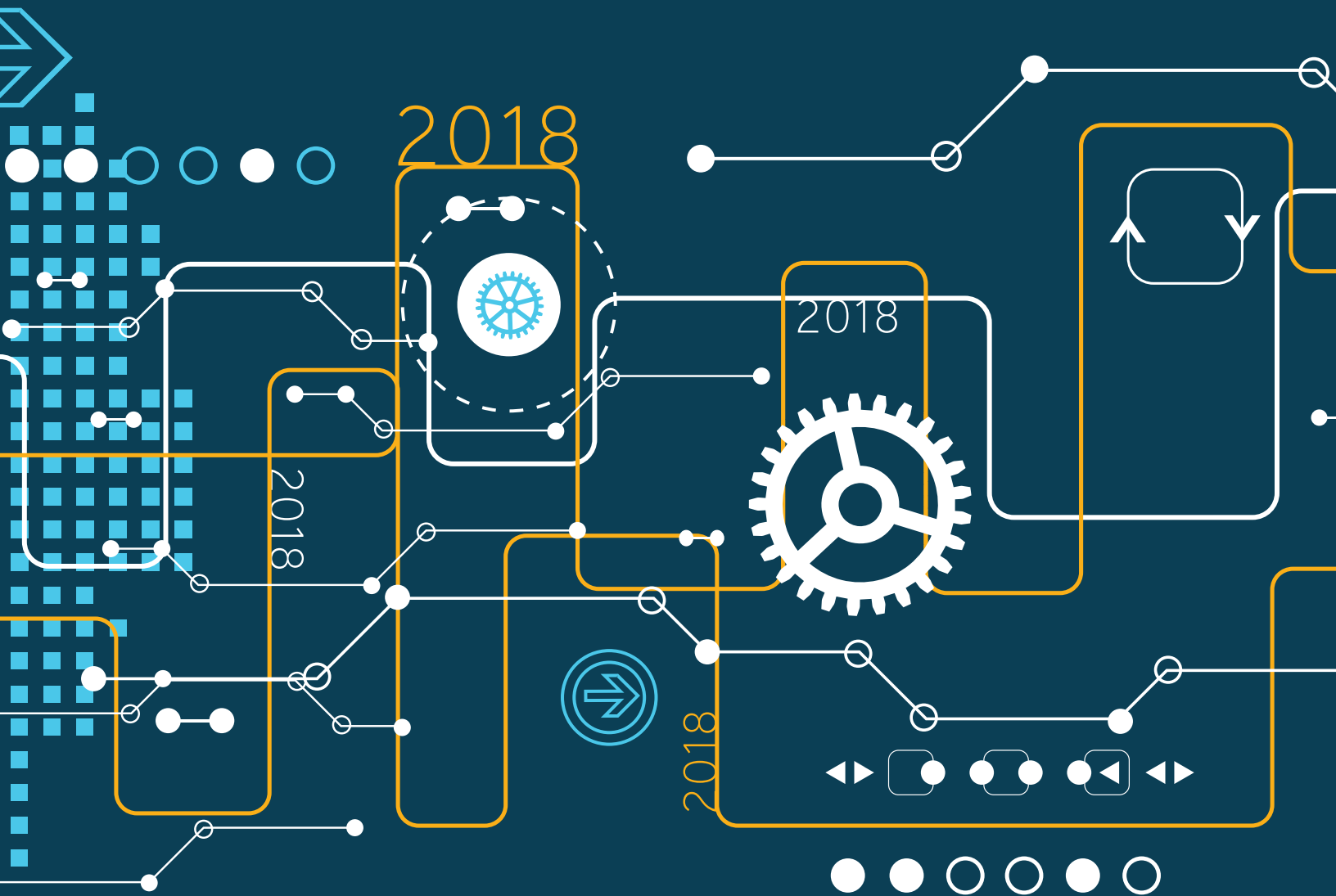
Lender Name	Transactions	Lender Name	Transactions
27 Jose A. Hernandez Wallick & Volk Mortgage	160 Bonita, CA	40 Rudy Lopez Envoy Mortgage	142 Dallas, TX
28 Ricky Miles Supreme Lending	158 Phoenix, AZ	41 Alejandro Garza Finance of America	132 Riverside, CA
29 Ruth Perez SWBC Mortgage	156 Brentwood, TN	42 Kevin Garcia New American Funding	130 Tustin, CA
30 Melissa Guerra loanDepot	156 Lisle, IL	43 Winston Penalosa New American Funding	130 Tustin, CA
31 Andrew Pasillas New American Funding	151 Tustin, CA	44 Julio Paneto Caliber Home Loans	129 Melbourne, FL
32 Diego Bisbal Equity Prime Mortgage	150 Orlando, FL	45 Grace Gomez New American Funding	127 Downey, CA
33 Alison Garcia Right Start Mortgage	148 Amarillo, TX	46 Franky Bonilla Supreme Lending	126 Houston, TX
34 Christopher DeMatteis Equity Prime Mortgage	146 Manahawkin, NJ	47 Roberto Delgado Guaranteed Rate	125 Plainfield, IL
35 Dalia Lemus New American Funding	146 West Covina, CA	48 Daniel Cerruto Jacobs Noble Home Loans	124 Las Vegas, NV
36 Fernando Arboleda New American Funding	146 Sherman Oaks, CA	49 Andrew Quezada Prime Equity Mortgage	123 West Covina, CA
37 Joella Benson Town Square Mortgage	145 Dallas, TX	50 Monique Sanchez New American Funding	118 Tustin, CA
38 Ubaldo Deleon Alterra Home Loans	145 Alpharetta, GA	51 Justin Casares New American Funding	117 Santa Ana, CA
39 Alex De La Cerda Eagle Home Mortgage	144 Hoffman Estates, IL	52 Jose Plascencia Equity Prime Mortgage	117 Atlanta, GA



Lender Name	Transactions	Lender Name	Transactions
53 Christine Eskina New American Funding	115 Temecula, CA	66 Rosie Alcaraz loanDepot	105 Lancaster, CA
54 Eddie Cristerna Caliber Home Loans	113 Gilbert, AZ	67 Elsa Tindell Wallick & Volk Mortgage	104 Waco, TX
55 Natalya Chacon US Mortgage Corporation	113 Atlanta, GA	68 Miguel Davila New American Funding	104 El Paso, TX
56 Michael Luna New American Funding	112 Riverside, CA	69 Cynthia Rodriguez New American Funding	103 Greenwood Village, CO
57 Maurice Raya Neighborhood Loans	110 Lombard, IL	70 Liliana Riquer Bay Equity Home Loans	101 San Diego, CA
58 Stephen Tiscione Equity Prime Mortgage	110 Smyrna, GA	71 Daniel Perez New American Funding	100 Anaheim, CA
59 Ivory D. Contreras New American Funding	110 El Paso, TX	72 Jay Rodriguez New American Funding	100 Tustin, CA
60 Quintin Jacobson Bay Equity Home Loans	109 Oakdale, MN	73 Eduardo Galindo loanDepot	100 Schaumburg, IL
61 Sandra Keys loanDepot	109 Naperville, IL	74 Nancy Cabrera New American Funding	98 El Paso, TX
62 Mirian Iglesias Equity Prime Mortgage	108 Orlando, FL	75 Stephen Carpitella Equity Prime Mortgage	95 Manahawkin, NJ
63 Jorge Flores Neighborhood Loans	106 Lombard, IL	76 Sammy Lopez New American Funding	95 Tustin, CA
64 Romel Meza New American Funding	105 Downey, CA	77 Ana Tolentino Atlantic Coast Mortgage	94 Fairfax, VA
65 Lucy Gonzales Caliber Home Loans	105 Houston, TX	78 Dago Velasquez Envoy Mortgage	93 Kennewick, WA



Lender Name	Transactions	Lender Name	Transactions
79 Sergio Rodriguez Alterra Home Loans	92 Goodyear, AZ	92 Al Perez Jersey Mortgage Company	85 Cranford, NJ
80 Michelle Aponte Perl Mortgage	91 Chicago, IL	93 Kenneth Chavarria Town Square Mortgage	85 Dallas, TX
81 Carlos Mata Acopia Home Loans	90 Atlanta, GA	94 Nathan Cassidy Equity Prime Mortgage	84 Orlando, FL
82 Miguel Mouriz New American Funding	90 Orlando, FL	95 Lisa Alonzo Wallick & Volk Mortgage	84 San Antonio, TX
83 Jose Salazar loanDepot	90 Lisle, IL	96 Jessica Castro New American Funding	84 Temecula, CA
84 Gustavo E. Saballos On Q Financial	89 St. Petersburg, FL	97 Noah Solis Alterra Home Loans	83 Fresno, CA
85 Luis Correa Alterra Home Loans	89 Norcross, GA	98 Rafael Luna LeaderOne Financial Corporation	81 Schaumburg, IL
86 Johan Matus Bay Equity Home Loans	88 Commerce, CA	99 Janet Flores-Castrejon New American Funding	81 El Paso, TX
87 Neil Orozco New American Funding	87 Tustin, CA	100 Jaime Tapia Alterra Home Loans	80 Northridge, CA
88 Berta Ramirez New American Funding	87 El Paso, TX		
89 Marcos Sanchez Embrace Home Loans	86 Sandy Spring, MD		
90 Jose Ricardo Calderon Alterra Home Loans	86 Norcross, GA		
91 Jesus Neri Alterra Home Loans	86 Chicago, IL		



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