

A REPORT BY THE NATIONAL
ASSOCIATION OF HISPANIC
REAL ESTATE PROFESSIONALS

nahrep[®]

LATINO MORTGAGE ORIGINATORS

TOP 250

2023

IN ASSOCIATION WITH

Freddie Mac
We make home possible[®]

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FOREWARD

The National Association of Hispanic Real Estate Professionals® (NAHREP®) is proud to showcase the eighth installment of the Top 250 Latino Mortgage Originators Award, an annual publication that recognizes leading Latino mortgage originators based on the number of closed mortgages during the previous calendar year. NAHREP recognizes these top-performing individuals for their contributions toward the association's mission of advancing sustainable Hispanic homeownership. Over 1,100 Latino mortgage originators were nominated from across the U.S., including Puerto Rico.

This year's distinguished candidates closed 37,326 mortgages and \$12.5 billion in mortgage volume in 2022. In addition, DHI Mortgage led this year's report with the highest number of individuals recognized on the list, followed by CrossCountry Mortgage, loanDepot, Guaranteed Rate, and NOVA Home Loans. NAHREP also highlights the Top 100 Latino Mortgage Originators in mortgage volume, the Top 50 Latino Telesales Consultants, and the top producers in their respective geographic regions. The success of the Top 250 Latino Mortgage Originators demonstrates their impact on the profession and in increasing the number of homeowners.

Felicidades to the Top 250 on their continued success! Celebrate these fantastic originators and their counterparts, the Top 250 Latino Agents, by joining the conversation on social media. Use #Top250 to comment and share their achievements.

METHODOLOGY

The Top 250 Latino Mortgage Originators list is compiled through a self-nomination process reflective of transactions closed during the 2022 calendar year. Nominees are required to submit their individual number of closed mortgages to be ranked against other nominees. Once received, NAHREP reviews the nomination data for accuracy and when necessary seeks validation from the respective candidate's company. Nominations may be disqualified or modified when third-party validation is unavailable or inconsistent. In instances where there is a tie based on the number of closed mortgages, a higher rank is given to the originator with a greater mortgage volume. Ethnic background is confirmed through self-attestation.

TRANSACTIONS & VOLUME

TOTAL TRANSACTIONS
37,326

AVERAGE TRANSACTIONS
146

TOTAL VOLUME
\$12,542,502,775

AVERAGE VOLUME
\$48,994,151

Lizy was born and raised in Nogales, AZ.

She started in the industry as a receptionist, and 18 years later, has helped so many people achieve their dream of homeownership. From her personal experience, she knows how hard it is to reach that dream.

Lizy firmly believes in sustainable homeownership, not just getting people into mortgages, and sees education as a huge part of that. She is very passionate about educating individuals and families about home finance, specifically practical money tips that help achieve purchasing a home. It is important to her to educate consumers on how they can purchase a home within their budget and not feel constricted with money. Fast forward to today, she has helped thousands achieve this goal and truly hopes she can help thousands more.

Lizy Hoeffler

488 Transactions

\$177,647,122
Volume

Phoenix, AZ



LIZY HOFFLER

1

488 TRANSACTIONS
CrossCountry Mortgage
Phoenix, AZ

2 PATRICIA MARTINEZ
435 TRANSACTIONS
DHI Mortgage
San Antonio, TX

3 ARMANDO SANMIGUEL
431 TRANSACTIONS
Ameris Bank
Franklin, TN

4 NORMA GUERRERO-COWES
423 TRANSACTIONS
DHI Mortgage
Austin, TX

5 MEGAN CLOUD
361 TRANSACTIONS
VIP Independent Mortgage
San Antonio, TX

6 ALEXANDER VARELA
341 TRANSACTIONS
Neighborhood Loans
Southlake, TX

7 DAVID MEDRANO
340 TRANSACTIONS
First United Bank
Austin, TX

8 SAUL PINELA
340 TRANSACTIONS
Neighborhood Loans
Chicago, IL

9 RENE ACOSTA
335 TRANSACTIONS
NOVA Home Loans
Tucson, AZ

10 ADRIAN GASTELUM
325 TRANSACTIONS
NOVA Home Loans
Peoria, AZ

11 CARLOS MARTINEZ
315 TRANSACTIONS
Homespire Mortgage
Rockville, MD

12 TERRI SANTIAGO-PARKER
299 TRANSACTIONS
CrossCountry Mortgage
Philadelphia, PA

13 ALFREDO MADRID
294 TRANSACTIONS
Supreme Lending
Tulsa, OK

14 PEDRO GARCIA JR
288 TRANSACTIONS
DHI Mortgage
Richmond, TX

15 CARLOS VILLALON
281 TRANSACTIONS
First Centennial Mortgage
St Charles, IL

16 SALVADOR A RENTERIA
268 TRANSACTIONS
DHI Mortgage
Austin, TX

17 IVAN PASTOR
262 TRANSACTIONS
Interlinc Mortgage Services LLC
Katy, TX

18 DIEGO GIRALDO
259 TRANSACTIONS
Texas Bank Mortgage Company
Dallas, TX

My passion is affording homeownership opportunities to change families generational wealth trajectories!

Tania Murray

253 Transactions

\$64,983,740

Volume

El Paso, TX



19

TANIA MURRAY
253 TRANSACTIONS
Cardinal Financial
El Paso, TX

20 MARIA SALAS
248 TRANSACTIONS
Texas Bank Mortgage Company
Fort Worth, TX

21 ALFREDO LUJAN
247 TRANSACTIONS
 DHI Mortgage
 Rowlett, TX

22 LUCAS N. JOHNSON
247 TRANSACTIONS
 Movement Mortgage, LLC
 Indian Land, SC

23 JUAN MANUEL DUENAS
246 TRANSACTIONS
 DHI Mortgage
 San Antonio, TX

24 VICTORIA E GUEDEZ
245 TRANSACTIONS
 DHI Mortgage
 Richmond, TX

25 BRYANT DELGADO
243 TRANSACTIONS
 Revolution Mortgage
 Spring, TX

It inspires me to help others succeed in home ownership just as I have.

Jorge Montoya

232 Transactions

\$76,452,270
 Volume

Reno, NV



26

JORGE MONTOYA
232 TRANSACTIONS
 Guild Mortgage Company
 Reno, NV

27 LUISA BEDOYA
230 TRANSACTIONS
 MSA Mortgage, LLC
 Revere, MA

28 JULIE VELASCO
230 TRANSACTIONS
 Network Funding, LP
 San Antonio, TX

29 JESSICA FUNES
227 TRANSACTIONS
 DHI Mortgage
 Conroe, TX

30 GABE REYES
225 TRANSACTIONS
 Texas Bank Mortgage Company
 Fort Worth, TX

31 JOELLA BENSON
223 TRANSACTIONS
 Town Square Mortgage &
 Investments, Inc.
 Dallas, TX

32 JESSE ORTIZ
221 TRANSACTIONS
 NOVA Home Loans
 Yuma, AZ

33 MELISSA GUERRA
221 TRANSACTIONS
 loanDepot
 Lisle, IL

34 MICHELLE ROBINSON
217 TRANSACTIONS
 Lake Area Mortgage division
 of Royal Credit Union
 Arden Hills., MN

35 LORENA MARTINEZ
211 TRANSACTIONS
 DHI Mortgage
 San Antonio, TX

36 REYNALDO REYES
209 TRANSACTIONS
 Sharp Loan, Inc.
 Orange, CA

37 SUSIE HEMENWAY
209 TRANSACTIONS
 DHI Mortgage
 Temple, TX

38 JOANNA CAMPOSANO
208 TRANSACTIONS
 Fairway Independent
 Mortgage Corporation
 Del Rio, TX

39 CARLOS LARRAZABAL
204 TRANSACTIONS
 Vellum Mortgage
 Fairfax, VA

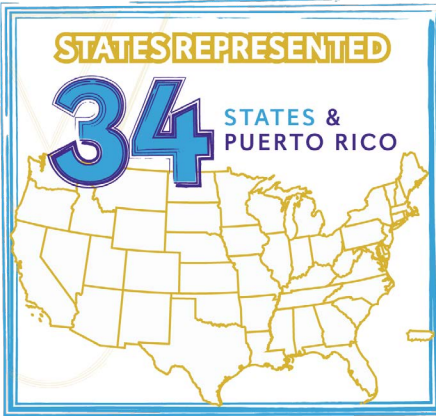
40 JESUS FERNANDEZ
201 TRANSACTIONS
 DHI Mortgage
 San Marcos, TX

41 RODRIGO BALLON
200 TRANSACTIONS
 CrossCountry Mortgage
 Heber City, UT

42 DOUG BENAVIDES
199 TRANSACTIONS
 CrossCountry Mortgage
 St. Charles, IL

43 DIEGO RAMOS
197 TRANSACTIONS
 Envoy Mortgage
 Rockford, IL

44 MIGUEL MOURIZ
193 TRANSACTIONS
 New American Funding
 Orlando, FL



45 ANGELITO ORTIZ
192 TRANSACTIONS
 Cornerstone Home Lending
 San Antonio, TX

46 LUIS LOPEZ
192 TRANSACTIONS
 NOVA Home Loans
 Tucson, AZ

47 JOHN M GAGLIARDO JR
190 TRANSACTIONS
 DHI Mortgage
 Melbourne, FL

48 FERMIN BARRERA
189 TRANSACTIONS
 DHI Mortgage
 Richmond, TX

49 JORGE DE LA ROSA
186 TRANSACTIONS
 Caliber Home Loans
 Austin, TX

49 ERIK MAYA
180 TRANSACTIONS
 Cherry Creek Mortgage
 Houston, TX

50 CHARLES BALDON
175 TRANSACTIONS
 NOVA Home Loans
 Peoria, AZ

51 JOSE IRAHETA
175 TRANSACTIONS
 DHI Mortgage
 Fort Worth, TX

52 MANUEL CORRAL
174 TRANSACTIONS
 Golden Empire Mortgage, Inc.
 Chino, CA

53 GIOVANNA RAMON
174 TRANSACTIONS
 DHI Mortgage
 Fort Worth, TX

54 NATALYA CHACON
172 TRANSACTIONS
 US Mortgage Corporation
 Duluth, GA

54 ADLEMEDIS SOSA CROSS
170 TRANSACTIONS
 DHI Mortgage
 Knoxville, TN

My roots are from Jalisco, Mexico. Since I was a young girl, I knew that I wanted to work in the community. Shortly after college, I was given the opportunity to work in the mortgage industry. I soon realized the need in our community and the satisfaction of changing lives one family at a time. My team personally educates and helps our clients in every step of the way, from credit building to the closing of the home, we have many resources available and make the process as easy, and proficient as possible for every client.

Claudia Rios

168 Transactions
\$45,165,844
 Volume
 Franklin, TN



55 CLAUDIA RIOS
168 TRANSACTIONS
 First Community Mortgage
 Franklin, TN

56 KATERINA SAVIGNANO
167 TRANSACTIONS
 DHI Mortgage
 Fort Worth, TX

57 JORGE BECERRA
166 TRANSACTIONS
 U.S. Bank
 Ft Collins, CO

58 ALEXIS JARA
166 TRANSACTIONS
 DHI Mortgage
 Draper, UT

59 NANCY MOTA CASTILLO
164 TRANSACTIONS
 Kings Mortgage Services, Inc.
 Visalia, CA

60 ANGELA RIOS
164 TRANSACTIONS
 DHI Mortgage
 Midland, TX

61 HECTOR REYES
164 TRANSACTIONS
 MoneyTree Lending Group LLC
 Orlando, FL

62 SANTIAGO MEJIA
164 TRANSACTIONS
 Community Mortgage Co
 Cordova, TN

63 CANDY BUZAN
163 TRANSACTIONS
 LoanPeople
 Austin, TX

64 ANA SHAW
160 TRANSACTIONS
 Wells Fargo Home Mortgage
 Frisco, TX

Born in Havana, Cuba, I started my banking career in early 2011 as a teller after immigrating to the U.S. and continued to grow and progress through the bank holding various positions.

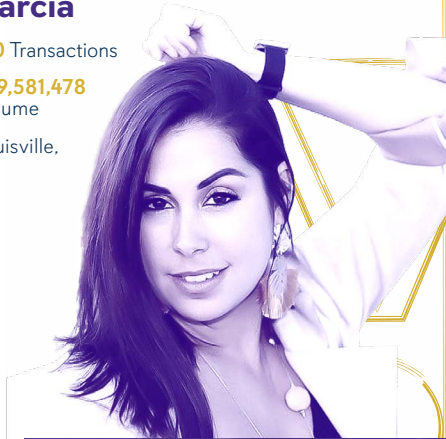
I met so many clients/new friends growing my base in this new world. In 2017, I joined U.S. Bank, which has the product mix I need to give me the best opportunity to help my client base achieve home ownership here in the U.S. Most of them for the first time ever are not only allowed to own but given the chance to own and control where they live. My job is my passion. The feeling I get when I help families own their first home is truly a blessing.

Joanna Garcia

160 Transactions

\$29,581,478
Volume

Louisville,
KY



65

JOANNA GARCIA

160 TRANSACTIONS

U.S. Bank
Louisville, KY

I am passionate about building relationships for life lasting clients who in the process can become friends. I am fluent in Spanish, this helps me reach the Hispanic community in the areas I cover. I will always work as hard as I can to make sure my customers get the best service and products available to them.

Edwin Franklin Navas

155 Transactions

\$68,110,867
Volume

San Ramon,
CA



70

EDWIN FRANKLIN NAVAS

155 TRANSACTIONS

DHI Mortgage
San Ramon, CA

66 OSCAR RETO

159 TRANSACTIONS

New American Funding
Charlotte, NC

67 MARIA D. CERVANTES

159 TRANSACTIONS

Movement Mortgage, LLC
Indian Land, SC

68 ARTURO PENALVER

158 TRANSACTIONS

Cardinal Financial Company
Syosset, NY

69 YAUVAN KUMAR

157 TRANSACTIONS

CrossCountry Mortgage
Irvine, CA

71 ALEJANDRA A RIVERA

153 TRANSACTIONS

DHI Mortgage
Orlando, FL

72 JENNIFER HERNANDEZ

151 TRANSACTIONS

loanDepot
Bolingbrook, IL

73 MATTHEW ATTAYA

149 TRANSACTIONS

Guild Mortgage Company
Braintree, MA

73 JAHN RAMIREZ

149 TRANSACTIONS

Madison Mortgage
Lake Success, NY

74 JESSE ESQUEDA

149 TRANSACTIONS

Ameris Bank
Lawrenceville, GA

75 CAROLINA MORENO

149 TRANSACTIONS

Texas Bank Mortgage Company
Dallas, TX

76 MONICA JONES

148 TRANSACTIONS

CrossCountry Mortgage
Benicia, CA

77 JEROD GUY MONTANEZ

148 TRANSACTIONS

DHI Mortgage
Englewood, CO

78 BRANDON ALLEN MOWER

148 TRANSACTIONS

DHI Mortgage
Salt Lake City, UT

79 ALISON GARCIA

148 TRANSACTIONS

Providence Home Loans
Amarillo, TX

80 CARLOS HERNANDEZ

147 TRANSACTIONS

CMG Financial
Bristol, PA

81 ANDRES GARCIA

146 TRANSACTIONS

UFCU Mortgage Services
Austin, TX

82 JESSICA CELIA

146 TRANSACTIONS

loanDepot
Hanover, MA

83 FIDEL DORADO

146 TRANSACTIONS

Golden Empire Mortgage, Inc.
Madera, CA

84 SALMA MANAA
145 TRANSACTIONS
 Fairway Independent Mortgage Corporation
 Palos Heights, IL

85 HUGO ORTIZ
144 TRANSACTIONS
 Neighborhood Loans
 Ft Worth, TX

86 KENNETH CHAVARRIA
144 TRANSACTIONS
 Town Square Mortgage & Investments, Inc.
 Dallas, TX

87 ALLYSSA CAMACHO
143 TRANSACTIONS
 DHI Mortgage
 Scottsdale, AZ

88 IVETH GUZMAN
143 TRANSACTIONS
 Texas Bank Mortgage Company
 Fort Worth, TX

89 MARY FELICIA GARZA
140 TRANSACTIONS
 DHI Mortgage
 Conroe, TX

Originally from Venezuela, I am bilingual and can offer special attention to Spanish-speaking customers in the community. At GreenState Credit Union we have taken leadership in many unique programs to help the Latino Community, we are delivering our promise of inclusion and diversity to really high standards.

Javier Valdez

140 Transactions
 \$31,454,485 Volume
 Des Moines, IA



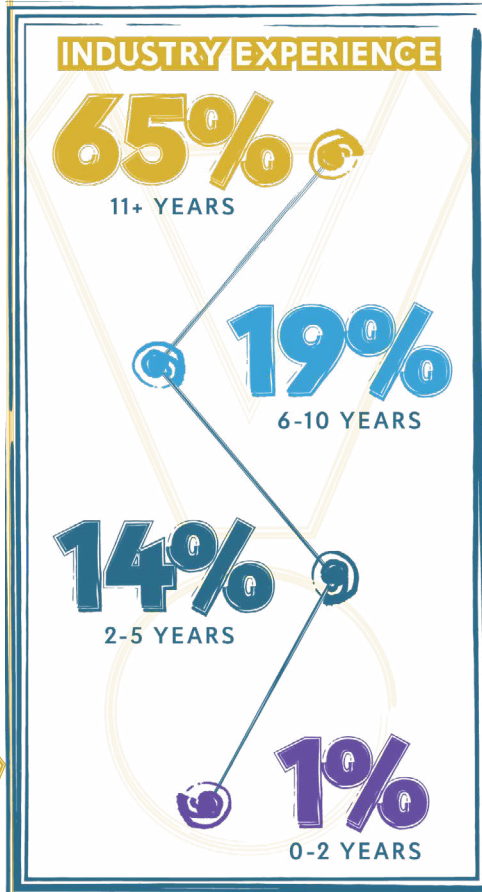
JAVIER VALDEZ

90 140 TRANSACTIONS
 GreenState Credit Union
 Des Moines, IA

91 ANGELA SEMINARIO
139 TRANSACTIONS
 Guaranteed Rate
 Walnut Creek, CA

92 BLAKE CARRILLO
139 TRANSACTIONS
 Wells Fargo Home Mortgage
 Richmond, VA

93 JOSE ALVAREZ
139 TRANSACTIONS
 Clear Choice Home Loans
 Houston, TX



94 CARMEN LUPERCIO
139 TRANSACTIONS
 Texas Bank Mortgage Company
 Fort Worth, TX

I am from North Mexico, Matamoros Tamaulipas, I am very passionate about helping the under-served communities. I like offering a wide variety of loans to help as many families as possible. I have been very active with the community with many events throughout the year, I started in the mortgage business when I was 20 and it's been an amazing career, I am now a Mortgage Broker of my own Company. I am very proud to be the First Latina Mortgage Broker in Oregon.

Veronica Castillo

138 Transactions
 \$76,950,000 Volume
 Beaverton, OR



95

VERONICA CASTILLO
138 TRANSACTIONS
 Prestige Residential Loans
 Beaverton, OR

96 LESLIE BLACK
137 TRANSACTIONS
 Fairway Independent Mortgage Corporation
 Pasadena, CA

97 LORENA ESTORGA
137 TRANSACTIONS
 DHI Mortgage
 San Antonio, TX

98 SERGIO SOTO
137 TRANSACTIONS
 Caliber Home Loans
 Chicago, IL

99 JORGE A. FLORES
137 TRANSACTIONS
 Neighborhood Loans
 Chicago, IL

100 CHRISTINE MADRID
136 TRANSACTIONS
 Movement Mortgage, LLC
 Bellevue, WA

101 MARCOS MORENO
136 TRANSACTIONS
 CrossCountry Mortgage
 Phoenix, AZ

102 JOE SOTO
135 TRANSACTIONS
 CrossCountry Mortgage, LLC
 Cypress, CA

103 VERONICA BARRAGAN
135 TRANSACTIONS
 Kings Mortgage Services, Inc.
 Reedley, CA

104 MICHELLE HIGDON
134 TRANSACTIONS
 UFCU Mortgage Services
 Austin, TX

105 FLAVIA PORTAL
134 TRANSACTIONS
 LendUS/CrossCountry
 Bradenton, FL

106 JESSICA DIEGO
133 TRANSACTIONS
 The Lending Pros
 Mission Hills, CA

107 ANDRES MOYA
133 TRANSACTIONS
 UFCU Mortgage Services
 Austin, TX

108 OZIEL SALINAS
132 TRANSACTIONS
 Mortgage Pros at
 Directions Equity, LLC
 McAllen, TX

109 AINDREA WILDER
132 TRANSACTIONS
 CrossCountry Mortgage
 Columbus, OH

110 DAGOBERTO VELASQUEZ
131 TRANSACTIONS
 Envoy Mortgage
 Kennewick, WA

111 MARIANO BELAUNDE
131 TRANSACTIONS
 Town Square Mortgage &
 Investments, Inc.
 Dallas, TX

112 PAMELA STEPHENS
130 TRANSACTIONS
 Paramount Residential Mortgage
 Group, Inc.
 Nashville, TN

113 DIEGO LONDOÑO
129 TRANSACTIONS
 American Portfolio Mortgage
 Coral Gables, FL

Carlos is first and foremost an advocate for his clients, often working around the clock to ensure they are getting the best loan product that fits their financial situation.

"I live for that feeling when we get a call from a customer thanking us for making their dream of homeownership come true." As a FNMA, FHA and Jumbo lending specialist, Carlos is highly skilled handling even the most challenging of loan situations.

Carlos Coloma

129 Transactions

\$44,213,500
 Volume

Coral Gables, FL



114

CARLOS COLOMA

129 TRANSACTIONS

loanDepot
 Coral Gables, FL

115 ERICA PARADISE
129 TRANSACTIONS
 NJ Lenders dba SilverBayLending
 Tampa, FL

116 LEO ROBERTO
129 TRANSACTIONS
 PrimeLending, A PlainsCapital
 Company
 Marietta, GA

117 ANGIE CANSLER
129 TRANSACTIONS
 Kings Mortgage Services, Inc.
 Hanford, CA

118 PABLO ESTRADA
128 TRANSACTIONS
 Core Home Loans
 Fresno, CA

119 MAURICE RAYA
128 TRANSACTIONS
 US Mortgage Funding, Inc
 Oak Brook, IL

120 MICHAEL SANCHEZ
127 TRANSACTIONS
 Guaranteed Rate
 Stafford, VA

121 EDDIE CRISTERNA
127 TRANSACTIONS
 Barrett Financial Group
 Gilbert, AZ

122 JULIO VILLALOBOS
126 TRANSACTIONS
 SecurityNational Mortgage
 Company
 South Jordan, UT

123 KAREN FRANCO FABELA
126 TRANSACTIONS
 DHI Mortgage
 Midland, TX

124 MARIO GOMEZ
124 TRANSACTIONS
 UFCU Mortgage Services
 Austin, TX

125 DENICE CERECERES
124 TRANSACTIONS
 NOVA Home Loans
 Peoria, AZ

126 EDUARDO GALINDO
123 TRANSACTIONS
 Fairway Independent Mortgage
 Corporation
 Elgin, IL

I began my banking career over 18 years ago at Wells Fargo while in college and worked my way up through the retail and wealth management channels. Prior to moving to mortgage exclusively I was a private wealth advisor on the wealth management division of the bank where I primarily focused my practice on financial planning focusing my practice on estate planning. In 2005 I switched my practice to mortgage and lending as my specialty was always on debt management and underwriting and wanted my skills to align with one another. In the last 8 years, I have grown a robust business still focusing on my wealth management connections by providing value and expertise on how real estate ownership and debt management can work hand in hand with ones estate plans and legacy planning.

Melissa Velasquez

122 Transactions
 \$166,999,379
 Volume
 Beverly Hills, CA



127 MELISSA VELASQUEZ
122 TRANSACTIONS
 Wells Fargo Home Mortgage
 Beverly Hills, CA

128 LARRY GONZALES
123 TRANSACTIONS
 American Pacific Mortgage
 Honolulu, HI

129 ANGIE EWAH
122 TRANSACTIONS
 JPMorgan Chase
 The Woodlands, TX

130 DENISE ABARCA
122 TRANSACTIONS
 NOVA Home Loans
 Peoria, AZ

131 GEORGE ALTAGRACIA YUNES
122 TRANSACTIONS
 Wells Fargo Home Mortgage
 Marlton, NJ

132 JULIE CONDELARIO
122 TRANSACTIONS
 Wallick & Volk Mortgage
 Bankers
 Casper, WY

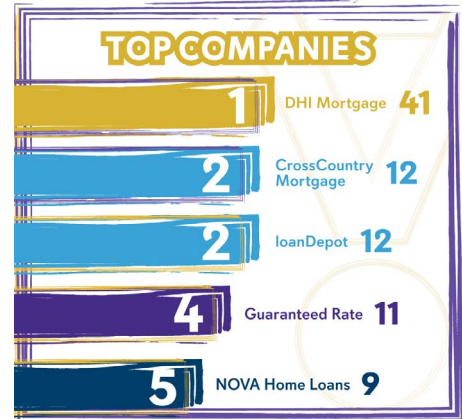
133 CAROLINA VERGARA
121 TRANSACTIONS
 Vision
 Suwanee, GA

134 JUAN GIRALDO
121 TRANSACTIONS
 loanDepot
 Huntersville, NC

135 PATRICIA GONGORA
120 TRANSACTIONS
 DHI Mortgage
 Temecula, CA

136 NICOLE GRANADOS
119 TRANSACTIONS
 DHI Mortgage
 Henderson, NV

137 LUCIANO SCALA
119 TRANSACTIONS
 Pinnacle Financial Partners
 Nashville, TN



138 JOSE RICARDO CALDERON
119 TRANSACTIONS
 First Option Mortgage
 Atlanta, GA

139 LILLIE IGARTUA
119 TRANSACTIONS
 DHI Mortgage
 Temple, TX

140 ROBERTO DELGADO
119 TRANSACTIONS
 Guaranteed Rate
 Chicago, IL

Originally from Argentina, I love helping people and educating immigrants on how they can have a better life in the United States and build wealth for their families. I am motivated to be a loan officer because I believe that home ownership is the best way for me to assist my clients with those things. I have the unique experience of working with Immigration Attorneys and other professionals to assist new immigrants with the process of work status, finances, and homeownership. We love helping the immigrant community by letting them know exactly what to do to build a good life here. My major accomplishments are being the #1 loan officer for 2022 at my company and ranking in the Top 250 for NAHREP for the last three years. Also, I am one of the top five LOs for Utah Housing.

Paula De Santi

118 Transactions
 \$47,927,271
 Volume
 Midvale, UT



141 PAULA DE SANTI
118 TRANSACTIONS
 Veritas Funding, LLC
 Midvale, UT

142 JOHNNY NORIEGA
118 TRANSACTIONS
 Neighborhood Loans
 Downers Grove, IL

143 CHRISTOFER ROBERTS
117 TRANSACTIONS
 Truist
 Raleigh, NC

144 JUAN F. SANTANA
115 TRANSACTIONS
 Movement Mortgage, LLC
 Bronx, NY

145 TONY ORTEGA
115 TRANSACTIONS
 Neighborhood Loans
 Yuma, AZ

146 DANIEL ESTRADA
115 TRANSACTIONS
 CrossCountry Mortgage
 Bakersfield, CA

147 FERNANDO OSPINA
114 TRANSACTIONS
 Alterra Home Loans
 Parsippany, NJ

148 MARIA VERONICA PITTS
114 TRANSACTIONS
 DHI Mortgage
 Sandy Springs, GA



149 MARIO CERRATO
114 TRANSACTIONS
 loanDepot
 Pembroke Pines, FL

150 EDDIE CISNEROS
113 TRANSACTIONS
 Guaranteed Rate
 Tampa, FL

151 GREGORY DEMARS
112 TRANSACTIONS
 loanDepot
 Chattanooga, TN

152 MAURICIO BENAVENTE
111 TRANSACTIONS
 Huntington Bank
 Chicago, IL

153 CARL WYMAN
111 TRANSACTIONS
 Caliber Home Loans
 Dallas, TX

154 ANITA AGUILAR
110 TRANSACTIONS
 Cardinal Financial Company,
 Limited Partnership
 San Diego, CA

155 ROBERTO CASTILLO
110 TRANSACTIONS
 UFCU Mortgage Services
 Sparks, NV

156 ALEX MICHAEL GARCIA
110 TRANSACTIONS
 DHI Mortgage
 San Antonio, TX

157 YESENIA CASTANEDA
110 TRANSACTIONS
 Town Square Mortgage &
 Investments, Inc.
 Fort Worth, TX

Since I arrived in the U.S. from Mexico 28 years ago, I worked different jobs to provide for myself and my family. A REALTOR®, who later became my mentor, introduced me to the business. I focused and worked my way up, managing to become very successful. My focus is not on units or loan amounts, but on the families that I needed to help. I work mostly in the Hispanic community, educating my clients on how this process works so they can achieve the American Dream. I take pride in helping those that were told they wouldn't be able to own a home. Knowing that what we do makes a difference and changes people's lives, makes it all worth it.

Fabian Viera Pillado

110 Transactions

\$26,587,915 Volume

Chicago, IL



158

FABIAN VIERA PILLADO

110 TRANSACTIONS

Caliber Home Loans
 Chicago, IL

159 MAURICIO VIECCO
109 TRANSACTIONS
 Paramount Residential
 Mortgage Group, Inc.
 North Bergen, NJ

160 MIGUEL VELASQUEZ
109 TRANSACTIONS
 Envoy Mortgage
 Kennewick, WA

161 ALBERTO LAGARDA
109 TRANSACTIONS
 DHI Mortgage
 Tucson, AZ

162 SANDRA KEYS
109 TRANSACTIONS
 loanDepot
 Lisle, IL

163 ADRIAN CIARAMELLANO
108 TRANSACTIONS
 Homespire Mortgage
 Rockville, MD

164 MATTHEW HOFFMAN
109 TRANSACTIONS
 New American Funding
 Novi, MI

165 MAUI PARRA
108 TRANSACTIONS
 New American Funding
 Duluth, GA

166 NANCY AGUIRRE
108 TRANSACTIONS
 Fairway Independent
 Mortgage Corporation
 Miami Lakes, FL

167 PAMELA ISTRATE
107 TRANSACTIONS
 loanDepot
 Hurricane, WV

168 MARIA LOONEY
107 TRANSACTIONS
 Elite One Mortgage
 Los Alamitos, CA

169 JOSE PLASCENCIA
107 TRANSACTIONS
 Cardinal Financial Company,
 Limited Partnership
 Marietta, GA

170 JONATHON VOLPE
107 TRANSACTIONS
 Neighborhood Loans
 Downers Grove, IL

171 ROXANNE LOPEZ
107 TRANSACTIONS
 NOVA Home Loans
 Green Valley, AZ

172 MICHAEL TREJO
106 TRANSACTIONS
 Bridgepoint Funding
 Pleasant Hill, CA

173 ROSA MARTINEZ
106 TRANSACTIONS
 Caliber Home Loans
 Sarasota, FL

174 RAUL PEREZ
106 TRANSACTIONS
 JPMorgan Chase
 Addison, IL

175 SOSIMO AVILA, JR.
104 TRANSACTIONS
 NEO Home Loans
 Irvine, CA

With over two decades in the mortgage industry, Stephen and his team have helped over 10,000 families with their financing needs, lending an estimated 3 billion in loan volume. His ability to analyze complex tax returns and financial situations creates a niche with self-employed borrowers. In his own words, "With a strong background in finance and accounting and the mentality that a relationship is more important than a loan, I always knew I could level the playing field for the consumer in a world where there is a lack of education about managing our finances."

Stephen Carpitella

105 Transactions

\$42,086,168
 Volume

West Creek, NJ



176

STEPHEN CARPITELLA

105 TRANSACTIONS

EPM
 West Creek, NJ

177 LOVA GOMEZ
105 TRANSACTIONS
 CrossCountry Mortgage
 Naples, FL

178 CLAUDIA GUTIERREZ
105 TRANSACTIONS
 Atlantic Coast Mortgage
 Charlotte, NC

179 ANDRES BENITEZ
104 TRANSACTIONS
 Guaranteed Rate
 Boston, MA

180 MARIANO RODOLFO FIALLOS
104 TRANSACTIONS
 DHI Mortgage
 Sarasota, FL

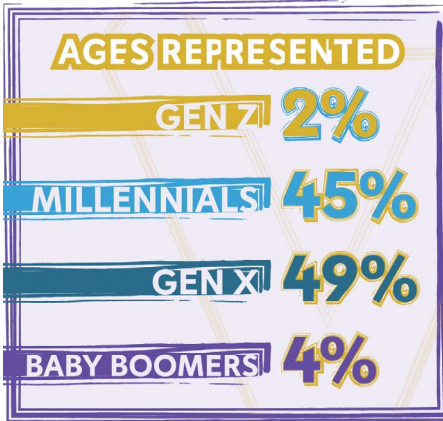
181 ALEJANDRO OTERO
104 TRANSACTIONS
 Paramount Residential
 Mortgage Group, Inc.
 Pembroke Pines, FL

182 CHARLES JIMENEZ
104 TRANSACTIONS
 New American Funding
 Evans, GA

183 MAGGIE MARTINEZ
104 TRANSACTIONS
 Guaranteed Rate
 Forest Park, IL

184 FANNIE LOYOLA
104 TRANSACTIONS
 Paramount Residential
 Mortgage Group, Inc.
 Mundelein, IL

185 MELISSA RICH
103 TRANSACTIONS
 Draper and Kramer
 Mortgage Corp
 Washington, DC



186 BRENDA CASAS
103 TRANSACTIONS
 All Western Mortgage
 Henderson, NV

187 ALEJANDRO CAPDEVIELLE
103 TRANSACTIONS
 DHI Mortgage
 Tallahassee, FL

188 CARLOS ADORNO
103 TRANSACTIONS
 Ameris Bank
 Lawrenceville, GA

189 DONNA MARIE LARA
103 TRANSACTIONS
 DHI Mortgage
 Fort Worth, TX

190 VERONICA PLATERO
103 TRANSACTIONS
 PrimeLending, A PlainsCapital
 Company
 El Centro, CA

191 SUCY NIEVES NIEVES
103 TRANSACTIONS
 Tower Community Mortgage
 Nolensville, TN

192 DENISE LUCERO
103 TRANSACTIONS
 DHI Mortgage
 Albuquerque, NM

193 LILI KOUNLAVONG
103 TRANSACTIONS
 First Community Mortgage
 Nashville, TN

194 MAGALY MARTINEZ DE LA CRUZ
103 TRANSACTIONS
 Guaranteed Rate
 Chicago, IL

195 WILLIAM GOMEZ
103 TRANSACTIONS
 Supreme Lending
 Tulsa, OK

I grew up on the Southside of San Antonio and was the eldest of 13 children. My parents instilled in us the importance of family and always doing the honorable thing with people. My father was my Zig Ziglar who pushed me to achieve any goal that I set my mind to. As a result, I have won a lot of awards throughout my life. I am very proud of what I have accomplished in the mortgage business, and I love helping to instill homeownership in the Hispanic community through education. Helping the consumer realize the American Dream is my goal and my passion.

Dianne Ayala Steffey

102 Transactions

\$31,375,715
 Volume

San Antonio,
 TX



196 DIANNE AYALA STEFFEY
102 TRANSACTIONS
 Guaranteed Rate
 San Antonio, TX

197 MARCOS SANCHEZ
101 TRANSACTIONS
 Embrace Home Loans
 Sandy Spring, MD

198 LUIS BAEZ
101 TRANSACTIONS
 DHI Mortgage
 Coconut Creek, FL

199 BILL SAUNDERS
101 TRANSACTIONS
 Caliber Home Loans
 Dunkirk, MD

200 CARLOS MATA
101 TRANSACTIONS
 Acopia Home Loans
 Atlanta, GA

201 KENOL CADET
100 TRANSACTIONS
 New American Funding
 Kissimmee, FL

202 ELYIN PEREZ
100 TRANSACTIONS
 ACE Lending Group, LLC
 Orlando, FL

203 JAMES NICHOLS
100 TRANSACTIONS
 Verified Mortgage, LLC
 Indianapolis, IN

204 JOHANNA ARIAS
100 TRANSACTIONS
 CrossCountry Mortgage
 Allentown, PA

205 MARK ACOSTA
99 TRANSACTIONS
 DHI Mortgage
 Temecula, CA

Dedicated and honest, Joel believes educating "nuestra gente" is crucial, that through the growth of knowledge in our communities "our people" can grow and make wiser and safer financial decisions. This is just one of the reasons he joined and helped lead NAHREP's New York Metro Chapter. He gives solid advice and options to all of his clients and prides himself in helping first-time homebuyers.

Joel Fana

99 Transactions

\$38,599,701
Volume

Bayside, NY



JOEL FANA

206

99 TRANSACTIONS
JPMorgan Chase
Bayside, NY

207 ELIAS DELGADO

99 TRANSACTIONS
Guaranteed Rate
Fresno, CA

208 JAVIER ARRIZ

99 TRANSACTIONS
loanDepot
Fort Myers, FL

209 CRYSTAL VILLANUEVA

99 TRANSACTIONS
Movement Mortgage, LLC
San Antonio, TX

210 JULIA CHIQUITO

99 TRANSACTIONS
Caliber Home Loans
Chicago, IL

211 CRISTINA PAYERO

98 TRANSACTIONS
New American Funding
Naples, FL

212 KAYLA BUTLER

98 TRANSACTIONS
loanDepot
Katy, TX

213 LAURA PONCE

98 TRANSACTIONS
NOVA Home Loans
Tucson, AZ

214 JOE LUISI

98 TRANSACTIONS
Guild Mortgage Company
Mechanicsburg, PA

214 MICHAEL CARVAJAL

97 TRANSACTIONS
EPM
West Creek, NJ

215 ANDRE LACOUNT

97 TRANSACTIONS
Guaranteed Rate
Chicago, IL

216 OMAR MEJIA

97 TRANSACTIONS
Arvest Bank
Rogers, AR

217 ANDRES MUNAR

97 TRANSACTIONS
Co/LAB Lending
San Juan, PR

218 MICHAEL BURGOSKI

96 TRANSACTIONS
Citibank
New York, NY

219 TIMOTHY SEEBERGER

96 TRANSACTIONS
Wells Fargo Home Mortgage
Plymouth Meeting, PA

220 CHRIS CORREIA

96 TRANSACTIONS
Fairway Independent
Mortgage Corporation
West Long Branch, NJ

221 JOSUE RUIZ

96 TRANSACTIONS
DHI Mortgage
Coconut Creek, FL

Maria R Correa is a driven Latina entrepreneur who is making waves in the mortgage industry.

With a passion for her work and a determination to succeed, she has built a successful business that embodies her values of hard work, creativity, and innovation. Maria is an inspiration to young women everywhere who aspire to be their own bosses and make a positive impact on the world.

Maria R. Correa

96 Transactions

\$24,187,797

Volume

Chicago,
IL



MARIA R. CORREA

222

96 TRANSACTIONS
Fairway Independent
Mortgage Corporation
Chicago, IL

223 FLOR ARAUJO

95 TRANSACTIONS
US Mortgage Corporation
Atlanta, GA

224 LUCERO ROSE

94 TRANSACTIONS
CMG Home Loans
Franklin, TN

225 LISBETH NAJARRO

94 TRANSACTIONS
Embrace Home Loans
Fairfax, VA

226 BERNALINO
94 TRANSACTIONS
 Wellby Financial Credit Union
 Houston, TX

227 RODRIGO SALAZAR
94 TRANSACTIONS
 Fairway Independent
 Mortgage Corporation
 Oak Brook, IL

228 DIANA MILENA MONTOYA
94 TRANSACTIONS
 Sunwest Mortgage
 Ponce, PR

229 JANET PAREDES
93 TRANSACTIONS
 IET Capital
 Downey, CA

230 WILLIAM POLACK
93 TRANSACTIONS
 First Option Mortgage LLC
 Suwanee, GA

231 ANABEL LINO
93 TRANSACTIONS
 Apex Bank
 Knoxville, TN

232 PAOLA SCOTT
92 TRANSACTIONS
 First Option Mortgage
 Atlanta, GA

233 TANIA MCRAE
92 TRANSACTIONS
 Guaranteed Rate
 St. Marys, GA

234 KARLA MENDOZA
92 TRANSACTIONS
 First Community Mortgage
 El Paso, TX

I enjoy helping families achieve the goal of homeownership. I am especially satisfied when other lenders have turned them away and I have worked with them to achieve this goal.

Federico Montoya

91 Transactions
\$39,047,221
 Volume
 Westminster,
 CO



235 FEDERICO MONTOYA
91 TRANSACTIONS
 Synergy One Lending
 Westminster, CO

236 WILLIAM JOSEPH RUSHFORTH III
91 TRANSACTIONS
 DHI Mortgage
 Tampa, FL

237 ANA GARCIA
91 TRANSACTIONS
 JPMorgan Chase
 Berwyn, IL

238 DAISY PEREZ
90 TRANSACTIONS
 On Tap Credit Union
 Golden, CO

239 ARIANNY ARIAS
90 TRANSACTIONS
 PrimeLending, A PlainsCapital
 Company
 Methuen, MA

240 PRENTICE RIOS
90 TRANSACTIONS
 Universal Lending
 Clovis, CA

241 JORGE MADRID
90 TRANSACTIONS
 Supreme Lending
 Dallas, TX

242 CHRISTOPHER VALENZUELA
90 TRANSACTIONS
 Movement Mortgage, LLC
 Indian Land, SC

243 JULIA ADAME
90 TRANSACTIONS
 Town Square Mortgage &
 Investments, Inc.
 Yukon, OK

244 PAULA MARIN
90 TRANSACTIONS
 Sunwest Mortgage
 San Juan, PR

245 CESAR DEL COLLADO
89 TRANSACTIONS
 Caliber Home Loans
 Coral Gable, FL

246 SANDRA KOURAKIS
89 TRANSACTIONS
 The Mortgage Firm
 Duluth, GA

247 JUSTIN RODRIGUEZ
89 TRANSACTIONS
 Neighborhood Loans
 Chicago, IL

248 TITO RODRIGUEZ
89 TRANSACTIONS
 Caliber Home Loans
 Detroit, MI

249 RYAN DELIA
88 TRANSACTIONS
 loanDepot
 Paramus, NJ

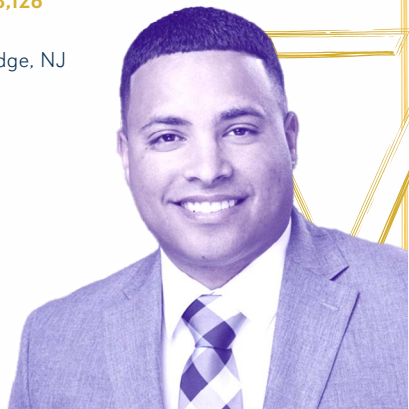
My motivation comes from seeing those who trust in me succeed and reach their goals. I'm competitive at heart and every day wake up to be better than yesterday. I'm not competing against those around me, just myself. I love to educate those around me about the "why". Things become simple when we know the "why" behind the things we do.

Huascar Sime

88 Transactions

\$31,968,126
Volume

Old Bridge, NJ



250

HUASCAR SIME

88 TRANSACTIONS

Alterra Home Loans
Old Bridge, NJ

250 HECTOR RODRIGUEZ

88 TRANSACTIONS

JPMorgan Chase
Bronx, NY

250 SALVADOR RODRIGUEZ

88 TRANSACTIONS

Bay Equity Home Loans
Berwyn, IL

250 VANESSA GONZALES

88 TRANSACTIONS

Gateway Mortgage
San Antonio, TX

250 YESSENIA ALFARO

88 TRANSACTIONS

Residential Mortgage Services
Las Vegas, NV

250 MARINA MORENO

88 TRANSACTIONS

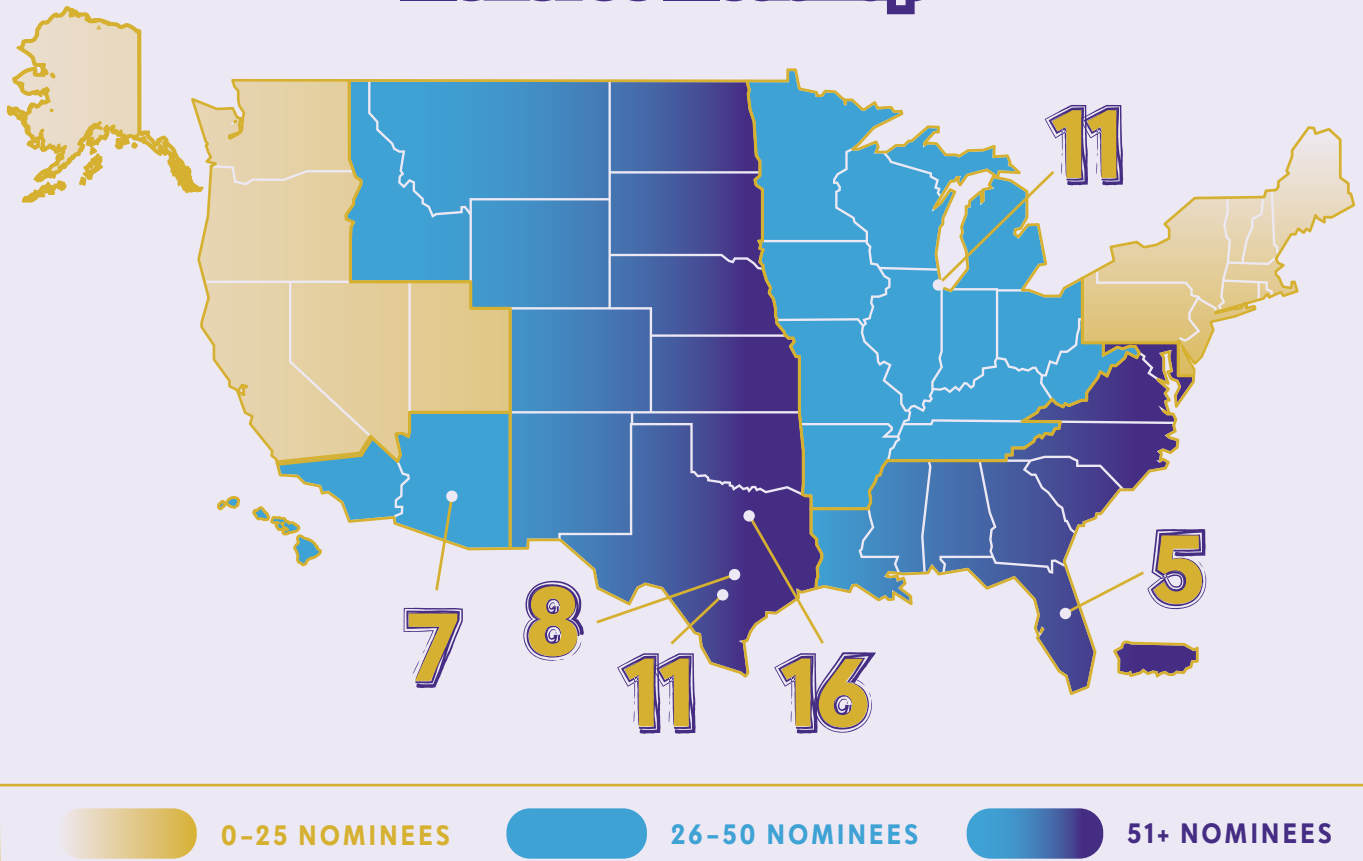
Northpointe Bank
Charlotte, NC

250 MARIA MANCIA

88 TRANSACTIONS

Wells Fargo Home Mortgage
Philadelphia, PA

TOP 5 Metropolitan Statistical Areas+ Honoree Heatmap



1 DALLAS-FORTH WORTH-ARLINGTON, TX
HOMEOWNERSHIP RATE: 59.6%
HISPANIC HOMEOWNERSHIP RATE: 53.7%

3 AUSTIN-ROUND ROCK-GEORGETOWN, TX
HOMEOWNERSHIP RATE: 59.2%
HISPANIC HOMEOWNERSHIP RATE: 52.4%

2 CHICAGO-NAPERVILLE-ELGIN, IL
HOMEOWNERSHIP RATE: 65.9%
HISPANIC HOMEOWNERSHIP RATE: 57.9%

4 PHOENIX-MESA-CHANDLER, AZ
HOMEOWNERSHIP RATE: 67.1%
HISPANIC HOMEOWNERSHIP RATE: 58.1%

2 SAN ANTONIO-NEW BRAUNFELS, TX
HOMEOWNERSHIP RATE: 62.6%
HISPANIC HOMEOWNERSHIP RATE: 58.3%

5 ORLANDO-KISSIMMEE-SANFORD, FL
HOMEOWNERSHIP RATE: 65.0%
HISPANIC HOMEOWNERSHIP RATE: 51.8%



LATINO MORTGAGE ORIGINATORS BY

VOLUME

TOP 100 LATINO MORTGAGE ORIGINATORS

VOLUME

Born and raised in the Rio Grande Valley in Texas which is on the border of Mexico. Reason I do what I do is the same reason why I got into the business: I want to help people as much as I can to be financially responsible and obtain homeownership for their family.

David Medrano

340 Transactions
 \$243,569,133 Volume
 Austin, TX



DAVID MEDRANO

1

340 TRANSACTIONS
 First United Bank
 Austin, TX

2 LIZY HOFFER
 \$177,647,122.00 VOL.
 488 TRXN
 CrossCountry Mortgage
 Phoenix, AZ

3 MELISSA VELASQUEZ
 \$166,999,379.00 VOL.
 122 TRXN
 Wells Fargo Home Mortgage
 Beverly Hills, CA

4 ARMANDO SANMIGUEL
 \$164,226,297.00 VOL.
 431 TRXN
 Ameris Bank
 Franklin, TN

5 FRANK SILVA
 \$146,608,068.00 VOL.
 65 TRXN
 City National Bank of Florida
 Miami, FL

6 NORMA GUERRERO-COWES
 \$144,035,794.00 VOL.
 423 TRXN
 DHI Mortgage
 Austin, TX

7 LESLIE BLACK
 \$126,000,000.00 VOL.
 137 TRXN
 Fairway Independent
 Mortgage Corporation
 Pasadena, CA

8 PATRICIA MARTINEZ
 \$124,111,041.00 VOL.
 435 TRXN
 DHI Mortgage
 San Antonio, TX

9 RODRIGO BALLON
 \$120,044,542.00 VOL.
 200 TRXN
 CrossCountry Mortgage
 Heber City, UT

10 LUISA BEDOYA
 \$119,236,313.99 VOL.
 230 TRXN
 MSA Mortgage, LLC
 Revere, MA

11 CARLOS MARTINEZ
 \$111,916,278.00 VOL.
 315 TRXN
 Homespire Mortgage
 Rockville, MD

12 MICHAEL BURGOSKI
 \$111,737,222.00 VOL.
 96 TRXN
 Citibank
 New York, NY

13 ALEXANDER VARELA
 \$111,006,322.00 VOL.
 341 TRXN
 Neighborhood Loans
 Southlake, TX

14 JORGE BECERRA
 \$110,730,537.00 VOL.
 166 TRXN
 U.S. Bank
 Ft Collins, CO

15 ADRIAN GASTELUM
 \$108,956,753.00 VOL.
 325 TRXN
 NOVA Home Loans
 Peoria, AZ

16 REYNALDO REYES
 \$103,568,889.00 VOL.
 209 TRXN
 Sharp Loan, Inc.
 Orange, CA

I am a Southern California native. Being a loan officer allows me to help fulfill my client's dream of homeownership and provides me a great life. The motivation is winning - winning the relationship over the next person.

Zacarias Cervantes

87 Transactions
 \$103,230,322
 Volume
 Pasadena, CA



ZACARIAS CERVANTES

17

87 TRANSACTIONS
 U.S. Bank
 Pasadena, CA

TOP 100 LATINO MORTGAGE ORIGINATORS

VOLUME

18 MEGAN CLOUD
\$102,766,368.00 VOL.
361 TRXN
 VIP Independent Mortgage
 San Antonio, TX

19 PEDRO GARCIA JR
\$98,761,475.00 VOL.
288 TRXN
 DHI Mortgage
 Richmond, TX

20 SALVADOR A RENTERIA
\$93,603,512.00 VOL.
268 TRXN
 DHI Mortgage
 Austin, TX

21 LARRY GONZALES
\$90,899,170.00 VOL.
123 TRXN
 American Pacific Mortgage
 Honolulu, HI

22 VICTORIA E GUEDEZ
\$84,317,653.00 VOL.
245 TRXN
 DHI Mortgage
 Richmond, TX

23 EDWIN VELASCO BONILLA
\$84,048,000.00 VOL.
67 TRXN
 Prosperity Home Mortgage
 Silver Springs, MD

24 TIMOTHY SEEBERGER
\$82,353,679.00 VOL.
96 TRXN
 Wells Fargo Home Mortgage
 Plymouth Meeting, PA

25 RENE ACOSTA
\$81,547,494.00 VOL.
335 TRXN
 NOVA Home Loans
 Tucson, AZ

26 MANUEL CORRAL
\$79,980,051.00 VOL.
174 TRXN
 Golden Empire Mortgage, Inc.
 Chino, CA

27 MONICA JONES
\$79,462,312.00 VOL.
148 TRXN
 CrossCountry Mortgage
 Benicia, CA

28 SAUL PINELA
\$78,803,878.00 VOL.
340 TRXN
 Neighborhood Loans
 Chicago, IL

29 ANGELITO ORTIZ
\$78,662,106.00 VOL.
192 TRXN
 Cornerstone Home Lending
 San Antonio, TX

30 TERRI SANTIAGO-PARKER
\$77,947,883.00 VOL.
299 TRXN
 CrossCountry Mortgage
 Philadelphia, PA

31 BONNIE JEAN DESIMONE
\$77,567,350.00 VOL.
78 TRXN
 Citibank
 New York, NY



32 VERONICA CASTILLO
\$76,950,000.61 VOL.
138 TRXN
 Prestige Residential Loans
 Beaverton, OR

33 JORGE MONTOYA
\$76,452,270.00 VOL.
232 TRXN
 Guild Mortgage Company
 Reno, NV

34 MATTHEW ATTAYA
\$76,324,240.00 VOL.
149 TRXN
 Guild Mortgage Company
 Braintree, MA

34 IVAN PASTOR
\$75,453,361.00 VOL.
262 TRXN
 Interlinc Mortgage Services LLC
 Katy, TX

35 JUAN MANUEL DUENAS
\$75,284,600.00 VOL.
246 TRXN
 DHI Mortgage
 San Antonio, TX

TOP 100 LATINO MORTGAGE ORIGINATORS

VOLUME

36 CHRISTINE MADRID
\$74,156,299.00 VOL.
136 TRXN
 Movement Mortgage, LLC
 Bellevue, WA

37 JAHN RAMIREZ
\$72,324,562.00 VOL.
149 TRXN
 Madison Mortgage
 Lake Success, NY

38 MICHAEL TREJO
\$71,531,018.00 VOL.
106 TRXN
 Bridgepoint Funding
 Pleasant Hill, CA

39 ALFREDO LUJAN
\$71,063,257.00 VOL.
247 TRXN
 DHI Mortgage
 Rowlett, TX

Originally from Chihuahua, Mexico, I started my career as a loan officer

working for a joint venture with a national builder. Today I continue to do business with builders, that's my specialty and passion! I love helping people and walking with them through their journey of becoming a homeowner. I believe in consulting and educating my customers. Customer service is what separates me from the rest.

Ana Shaw
 160 Transactions
\$70,872,570
 Volume
 Frisco, TX



ANASHAW

40

160 TRANSACTIONS
 Wells Fargo Home Mortgage
 Frisco, TX

41 YAUVAN KUMAR
\$70,766,196.00 VOL.
157 TRXN
 CrossCountry Mortgage
 Irvine, CA

42 SANZIO GARCIA
\$70,567,382.00 VOL.
74 TRXN
 U.S. Bank
 Mill Valley, CA

43 ANDRES GARCIA
\$70,172,744.00 VOL.
146 TRXN
 UFCU Mortgage Services
 Austin, TX

44 JOE SOTO
\$70,070,401.00 VOL.
135 TRXN
 CrossCountry Mortgage, LLC
 Cypress, CA

45 CARLOS VILLALON
\$69,945,939.00 VOL.
281 TRXN
 First Centennial Mortgage
 St Charles, IL

46 MICHAEL SANCHEZ
\$69,776,627.00 VOL.
127 TRXN
 Guaranteed Rate
 Stafford, VA

47 ALEXIS JARA
\$68,523,225.00 VOL.
166 TRXN
 DHI Mortgage
 Draper, UT

48 CARLOS LARRAZABAL
\$68,433,093.00 VOL.
204 TRXN
 Vellum Mortgage
 Fairfax, VA

49 EDWIN FRANKLIN NAVAS
\$68,110,867.00 VOL.
155 TRXN
 DHI Mortgage
 San Ramon, CA

50 ARTURO PENALVER
\$67,876,229.00 VOL.
158 TRXN
 Cardinal Financial Company
 Syosset, NY

51 JESSICA FUNES
\$67,474,557.00 VOL.
227 TRXN
 DHI Mortgage
 Conroe, TX

52 JESSICA DIEGO
\$67,464,354.00 VOL.
133 TRXN
 The Lending Pros
 Mission Hills, CA

53 JEROD GUY MONTANEZ
\$67,223,307.00 VOL.
148 TRXN
 DHI Mortgage
 Englewood, CO

54 MAURICIO BENAVENTE
\$67,002,201.00 VOL.
111 TRXN
 Huntington Bank
 Chicago, IL

TOP 100 LATINO MORTGAGE ORIGINATORS

VOLUME

55 JULIE VELASCO
\$66,693,849.00 VOL.
230 TRXN
 Network Funding, LP
 San Antonio, TX

56 MELISSA RICH
\$66,577,420.00 VOL.
103 TRXN
 Draper and Kramer Mortgage Corp
 Washington, DC

57 ANGELA SEMINARIO
\$66,208,167.00 VOL.
139 TRXN
 Guaranteed Rate
 Walnut Creek, CA

58 SUSIE HEMENWAY
\$66,130,585.00 VOL.
209 TRXN
 DHI Mortgage
 Temple, TX

59 ALFREDO MADRID
\$65,861,195.00 VOL.
294 TRXN
 Supreme Lending
 Tulsa, OK

60 JESUS FERNANDEZ
\$65,395,416.00 VOL.
201 TRXN
 DHI Mortgage
 San Marcos, TX

61 SOSIMO AVILA, JR.
\$65,262,991.00 VOL.
105 TRXN
 NEO Home Loans
 Irvine, CA

62 TANIA MURRAY
\$64,983,740.00 VOL.
253 TRXN
 Cardinal Financial
 El Paso, TX

63 ALLYSSA CAMACHO
\$64,853,866.00 VOL.
143 TRXN
 DHI Mortgage
 Scottsdale, AZ

I never have stopped learning in this business and have never stopped trying to improve my system and the experience of my clients. My goal is and always has been to be of the best service to the most people possible. I happily work with everyone from a first-time home buyer to an experienced real estate investor. And I treat everyone the way I would want to be treated. My motto is, I treat your loan and loan process as if it were my own. This means educating clients so they know what program fits best and exactly what to expect every step of the way.

Miguel Mouriz

193 Transactions
\$63,921,868
 Volume
 Orlando, FL



64

MIGUEL MOURIZ
193 TRANSACTIONS
 New American Funding
 Orlando, FL

65 CANDY BUZAN
\$63,624,562.00 VOL.
163 TRXN
 LoanPeople
 Austin, TX

66 JOELLA BENSON
\$63,276,416.00 VOL.
223 TRXN
 Town Square Mortgage & Investments, Inc.
 Dallas, TX

67 ANITA AGUILAR
\$63,121,008.00 VOL.
110 TRXN
 Cardinal Financial Company, Limited Partnership
 San Diego, CA

68 BRYANT DELGADO
\$63,048,444.00 VOL.
243 TRXN
 Revolution Mortgage
 Spring, TX, TX

69 JESSICA CELIA
\$62,710,261.00 VOL.
146 TRXN
 loanDepot
 Hanover, MA

70 PATRICIA GONGORA
\$62,335,368.00 VOL.
120 TRXN
 DHI Mortgage
 Temecula, CA

71 CHARLES BALDON
\$61,988,665.00 VOL.
175 TRXN
 NOVA Home Loans
 Peoria, AZ

72 MICHELLE ROBINSON
\$60,821,793.00 VOL.
217 TRXN
 Lake Area Mortgage division of Royal Credit Union
 Arden Hills, MN

TOP 100 LATINO MORTGAGE ORIGINATORS

VOLUME

73 FERMIN BARRERA
\$60,375,639.00 VOL.
189 TRXN
 DHI Mortgage
 Richmond, TX

74 DIEGO GIRALDO
\$59,130,574.00 VOL.
259 TRXN
 Texas Bank Mortgage Company
 Dallas, TX

75 JOHN M GAGLIARDO JR
\$58,560,515.00 VOL.
190 TRXN
 DHI Mortgage
 Melbourne, FL

76 CHRISTOFER ROBERTS
\$58,000,241.00 VOL.
117 TRXN
 Truist
 Raleigh, NC

77 KATERINA SAVIGNANO
\$57,860,414.00 VOL.
167 TRXN
 DHI Mortgage
 Fort Worth, TX

78 LORENA MARTINEZ
\$57,758,391.00 VOL.
211 TRXN
 DHI Mortgage
 San Antonio, TX

79 DAGOBERTO VELASQUEZ
\$57,119,606.00 VOL.
131 TRXN
 Envoy Mortgage
 Kennewick, WA

80 JOSE IRAHETA
\$57,118,525.00 VOL.
175 TRXN
 DHI Mortgage
 Fort Worth, TX

81 LUCAS N. JOHNSON
\$56,391,434.00 VOL.
247 TRXN
 Movement Mortgage, LLC
 Indian Land, SC

82 JORGE DE LA ROSA
\$56,339,389.00 VOL.
186 TRXN
 Caliber Home Loans
 Austin, TX

82 NANCY MOTA CASTILLO
\$56,273,746.00 VOL.
164 TRXN
 Kings Mortgage Services, Inc.
 Visalia, CA

83 NATALYA CHACON
\$56,273,746.00 VOL.
172 TRANSACTIONS
 US Mortgage Corporation
 Duluth, GA

83 JULIO VILLALOBOS
\$54,943,051.00 VOL.
126 TRXN
 SecurityNational Mortgage
 Company
 South Jordan, UT

84 GIOVANNA RAMON
\$54,830,020.00 VOL.
174 TRXN
 DHI Mortgage
 Fort Worth, TX

85 ANGIE EWAH
\$54,700,000.00 VOL.
122 TRXN
 JPMorgan Chase
 The Woodlands, TX

86 DIEGO LONDOÑO
\$54,360,774.00 VOL.
129 TRXN
 American Portfolio Mortgage
 Coral Gables, FL

My passion is in helping people realize their dreams of homeownership. Over the past 30+ years, my key focus remains on the amount of people I can help accomplish this by finding them the perfect loan program that fits their exact financial circumstance. By opening my own broker office over 18 years ago, I have relationships with multiple lenders enabling me to have access to a variety of loan programs. I foster a lead-by-example atmosphere in my office and only sponsor like-minded loan originators to concentrate on helping our clients and their complete satisfaction. I treat my loan officers and our clients like family and I'm so happy that in turn we have been blessed to have their repeat business and their generous referrals. This and my faith inspires me to continue doing what I love.

Maria Looney

107 Transactions

\$54,219,350

Volume

Los Alamitos, CA



87

MARIA LOONEY

107 TRANSACTIONS

Elite One Mortgage

Los Alamitos, CA

88 MARIO GOMEZ
\$54,081,554.00 VOL.
124 TRXN
 UFCU Mortgage Services
 Austin, TX

TOP 100 LATINO MORTGAGE ORIGINATORS

VOLUME

89 MARK ACOSTA
\$53,992,966.00 VOL.
99 TRXN
 DHI Mortgage
 Temecula, CA

90 MICHELLE HIGDON
\$53,929,694.00 VOL.
134 TRXN
 UFCU Mortgage Services
 Austin, TX

91 MIGUEL MENDOZA
\$52,766,945.00 VOL.
76 TRXN
 Wells Fargo Home Mortgage
 Minneapolis, MN

92 LARRY MEJIA
\$52,536,794.00 VOL.
57 TRXN
 U.S. Bank
 Orange, CA

93 SEGUNDO O. JARRIN
\$52,036,933.00 VOL.
87 TRXN
 MortgageDepot
 Kew Gardens, NY

94 MARIA SALAS
\$51,827,418.00 VOL.
248 TRXN
 Texas Bank Mortgage Company
 Fort Worth, TX

95 LUIS LOPEZ
\$51,600,986.00 VOL.
192 TRXN
 NOVA Home Loans
 Tucson, AZ

96 FRANK BLAKELEY
\$51,026,253.00 VOL.
76 TRXN
 Bay Equity Home Loans
 Mission Viejo, CA

97 BRANDON ALLEN MOWER
\$50,658,675.00 VOL.
148 TRXN
 DHI Mortgage
 Salt Lake City, UT

I was born and raised in Odessa, Texas. I attended Permian High School and graduated with my Master's degree in Finance from the University of Texas at the Permian Basin in 2018. I truly believe in treating others as you would have them treat you. Every family should be treated with kindness, respect, integrity and be given the very best support. I love knowing that I can make a difference in a family's life by helping to guide them to become a homeowner.

Angela Rios

164 Transactions

\$50,365,638

Volume

Midland, TX



98

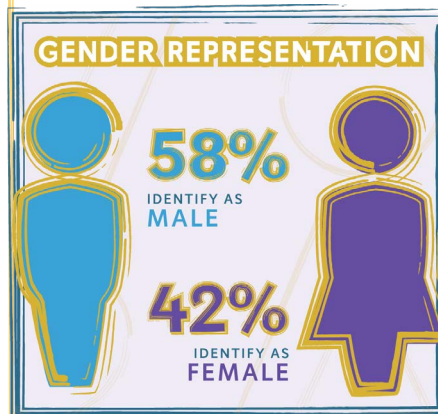
ANGELA RIOS

164 TRANSACTIONS

DHI Mortgage
 Midland, TX

99 ADRIAN INTRIAGO
\$50,200,306.00 VOL.
61 TRXN
 Citibank
 New York, NY

100 DAVID RODRIGUEZ
\$49,926,081.00 VOL.
73 TRXN
 loanDepot
 New York, NY





LATINO MORTGAGE ORIGINATORS BY

TELESALES MORTGAGE CONSULTANTS

TOP 50 LATINO MORTGAGE ORIGINATORS

TELESALES MORTGAGE
CONSULTANTS

1 CHRISTOPHER STARK
183 TRANSACTIONS
Planet Home Lending
Melville, NY

2 GABRIEL GOMEZ
143 TRANSACTIONS
JP Morgan Chase Bank
Chicago, IL

3 DARLENE MONTES
137 TRANSACTIONS
The Money House PR
San Juan, PR

4 HOLLY CARTER
124 TRANSACTIONS
Wells Fargo Home Mortgage
Tempe, AZ

5 RUTH PEREZ
122 TRANSACTIONS
SWBC Mortgage Co
Brentwood, TN

6 KENNETH LUADANTE
121 TRANSACTIONS
Planet Home Lending
Melville, NY

7 ARIEL GUTIERREZ
119 TRANSACTIONS
Wells Fargo Home Mortgage
Charlotte, NC

8 WENDI ATENCIO
114 TRANSACTIONS
Movement Mortgage
Bellevue, WA

9 CHRISTOPHER WEIHE
109 TRANSACTIONS
Wells Fargo Home Mortgage
Des Moines, IA

10 LORENA COLIN
107 TRANSACTIONS
Fidelity Mortgage Brokers
Tampa, FL

11 TREVOR VEGA
102 TRANSACTIONS
JP Morgan Chase Bank
Jacksonville, FL

12 DANIEL RODRIGUEZ
100 TRANSACTIONS
JP Morgan Chase Bank
Tempe, AZ

13 ESTEBAN GAMBOA
95 TRANSACTIONS
Planet Home Lending
Marlton, NJ

14 XAVIER VELASCO
94 TRANSACTIONS
Guild Mortgage Company
San Diego, CA

15 DANIEL FLORES
91 TRANSACTIONS
Supreme Lending
Tulsa, OK

16 KARLA WILHELM
80 TRANSACTIONS
Truist Bank
Greensboro, NC

17 JOSUE CARBAJAL
80 TRANSACTIONS
Truist Bank
Greensboro, NC

18 ROSANLLY "ANGIE" LOPEZ VELIZ
77 TRANSACTIONS
Guaranteed Rate
Concord, CA

19 CLAUDYA GUTIERREZ
76 TRANSACTIONS
Gateway Mortgage Bank
San Antonio, TX

20 DAVID PENA
74 TRANSACTIONS
JP Morgan Chase Bank
Columbus, OH

21 BRYAN LANDMAN
72 TRANSACTIONS
The Federal Savings Bank
Miami, FL

TOP 50 LATINO MORTGAGE ORIGINATORS

TELESALES MORTGAGE
CONSULTANTS

22 DANIEL EGUIGUREN
70 TRANSACTIONS
American Portfolio Mortgage
Coral Gables, FL

23 FERNANDO CHAVES
62 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Miami, FL

24 MICHELLE SWEENEY
61 TRANSACTIONS
New American Funding
Irvine, CA

25 MARC FLORES
61 TRANSACTIONS
Wells Fargo Home Mortgage
Tempe, AZ

26 JOSE GUZMAN
61 TRANSACTIONS
JP Morgan Chase Bank
Lockport, IL

27 ROBERT RAMIREZ
56 TRANSACTIONS
Citi Bank
Manhattan Beach, CA

28 ERIKA SANTIN
56 TRANSACTIONS
JP Morgan Chase Bank
Chicago, IL

29 MAYRA HENRIQUEZ
55 TRANSACTIONS
Caliber Home Loans
Orlando, FL

30 CINDY LOPEZ CONNELLY
52 TRANSACTIONS
Wells Fargo Home Mortgage
Frisco, TX

31 ENRIQUE LIRA
52 TRANSACTIONS
Lira Home Loans
San Antonio, TX

32 ORASIO SALDANA
51 TRANSACTIONS
JP Morgan Chase Bank
Rockford, IL

33 ED C. DE LA CRUZ
50 TRANSACTIONS
Wells Fargo Home Mortgage
Charlotte, NC

34 MIRIAM MOYENO-DELGADO
49 TRANSACTIONS
JP Morgan Chase Bank
Chicago, IL

35 CAROLINA CRUZ
49 TRANSACTIONS
Truist Bank
Greensboro, NC

36 CAROLINA CASTRO
47 TRANSACTIONS
Premier Members Credit Union
Boulder, CO

37 MIGUEL ALCACIO
46 TRANSACTIONS
JP Morgan Chase Bank
Chicago, IL

38 ERNESTO DEL REAL
46 TRANSACTIONS
JP Morgan Chase Bank
Chicago, IL

39 ANDREW PEREZ
44 TRANSACTIONS
JP Morgan Chase Bank
Vernon Hills, IL

40 ALEXIS GONZALEZ
43 TRANSACTIONS
JP Morgan Chase Bank
Chicago, IL

41 DONNA GLAASER
41 TRANSACTIONS
JP Morgan Chase Bank
Skokie, IL

42 SYLVIA HERNANDEZ
41 TRANSACTIONS
JP Morgan Chase Bank
Park Ridge, IL

TOP 50 LATINO MORTGAGE ORIGINATORS

TELESALES MORTGAGE CONSULTANTS

43 BETHANN ERICSON
40 TRANSACTIONS
 JP Morgan Chase Bank
 Deerfield, IL

44 DANIEL TORRES
39 TRANSACTIONS
 JP Morgan Chase Bank
 Chicago, IL

45 IVAN MURIEL
35 TRANSACTIONS
 Wells Fargo Home Mortgage
 Charlotte, NC

46 MIGUEL PIÑA
34 TRANSACTIONS
 LoanPeople
 Austin, TX

47 JUAN ROSAS
32 TRANSACTIONS
 Truist Bank
 Greensboro, NC

48 ALFREDO PULIDO
30 TRANSACTIONS
 Wells Fargo Home Mortgage
 Charlotte, NC

49 JENNIE ASTUDILLO
24 TRANSACTIONS
 Wells Fargo Home Mortgage
 San Antonio, TX

50 OLGA DRESSNER
22 TRANSACTIONS
 Wells Fargo Home Mortgage
 Anchorage, AK





ALASKA
NEVADA
NORTHERN CALIFORNIA
OREGON
UTAH
WASHINGTON

TOP 75 LATINO MORTGAGE ORIGINATORS

NAHREP REGION

NORTHWEST

TOP 75 LATINO MORTGAGE ORIGINATORS

NORTHWEST

1 JORGE MONTOYA

232 TRANSACTIONS
Guild Mortgage Company
Reno, NV

2 RODRIGO BALLON

200 TRANSACTIONS
CrossCountry Mortgage
Heber City, UT

3 ALEXIS JARA

166 TRANSACTIONS
DHI Mortgage
Draper, UT

4 NANCY MOTA CASTILLO

164 TRANSACTIONS
Kings Mortgage Services, Inc.
Visalia, CA

5 EDWIN FRANKLIN NAVAS

155 TRANSACTIONS
DHI Mortgage
San Ramon, CA

6 MONICA JONES

148 TRANSACTIONS
CrossCountry Mortgage
Benicia, CA

7 BRANDON ALLEN MOWER

148 TRANSACTIONS
DHI Mortgage
Salt Lake City, UT

8 FIDEL DORADO

146 TRANSACTIONS
Golden Empire Mortgage, Inc.
Madera, CA

9 ANGELA SEMINARIO

139 TRANSACTIONS
Guaranteed Rate
Walnut Creek, CA

10 VERONICA CASTILLO

138 TRANSACTIONS
Prestige Residential Loans
Beaverton, OR

11 CHRISTINE MADRID

136 TRANSACTIONS
Movement Mortgage
Bellevue, WA

12 VERONICA BARRAGAN

135 TRANSACTIONS
Kings Mortgage Services, Inc.
Reedley, CA

13 DAGOBERTO VELASQUEZ

131 TRANSACTIONS
Envoy Mortgage
Kennewick, WA

14 ANGIE CANSLER

129 TRANSACTIONS
Kings Mortgage Services, Inc.
Hanford, CA

15 PABLO ESTRADA

128 TRANSACTIONS
Core Home Loans
Fresno, CA

16 JULIO VILLALOBOS

126 TRANSACTIONS
SecurityNational
Mortgage Company
South Jordan, UT

17 NICOLE GRANADOS

119 TRANSACTIONS
DHI Mortgage
Henderson, NV

18 PAULA DE SANTI

118 TRANSACTIONS
Veritas Funding, LLC
Midvale, UT

19 DANIEL ESTRADA

115 TRANSACTIONS
CrossCountry Mortgage
Bakersfield, CA

20 ROBERTO CASTILLO

110 TRANSACTIONS
UFCU Mortgage Services
Sparks, NV

21 MIGUEL VELASQUEZ

109 TRANSACTIONS
Envoy Mortgage
Kennewick, WA

TOP 75 LATINO MORTGAGE ORIGINATORS

NORTHWEST

22 MICHAEL TREJO**106 TRANSACTIONS**Bridgepoint Funding
Pleasant Hill, CA**29** MARIO LOPEZ**79 TRANSACTIONS**Wells Fargo Home Mortgage
McMinnville, OR**35** GEORGINA SANCHEZ**70 TRANSACTIONS**CrossCountry Mortgage
Visalia, CA**23** BRENDA CASAS**103 TRANSACTIONS**All Western Mortgage
Henderson, NV**30** SANZIO GARCIA**74 TRANSACTIONS**U.S. Bank
Mill Valley, CA**36** MIGUEL GOMEZ**68 TRANSACTIONS**Top Level Home Loans
Taylorsville, UT**24** ELIAS DELGADO**99 TRANSACTIONS**Guaranteed Rate
Fresno, CA**31** JOANNA SANDOVAL**74 TRANSACTIONS**Wells Fargo Home Mortgage
Watsonville, CA**37** ANDREA FERNANDEZ**67 TRANSACTIONS**Planet Home Lending
Las Vegas, NV**25** PRENTICE RIOS**90 TRANSACTIONS**Universal Lending
Clovis, CA**32** ESMERALDA RUIZ**74 TRANSACTIONS**Kings Mortgage Services, Inc.
Visalia, CA**38** LUIS GALINDO**66 TRANSACTIONS**Luminate Home Loans
Las Vegas, NV**26** YESSENIA ALFARO**88 TRANSACTIONS**Residential Mortgage Services
Las Vegas, NV**33** SARA LEE**71 TRANSACTIONS**Guild Mortgage Company
Sacramento, CA**39** JAIME QUEVEDO SANTOS**64 TRANSACTIONS**Guild Mortgage Company
Anchorage, AK**27** MARLON FLORES**87 TRANSACTIONS**UFCU Mortgage Services
Carson City, NV**33** WENDY RIVERA-LLANES**71 TRANSACTIONS**U.S. Bank
Reno, NV**39** ROSANLLY LOPEZ-VELIZ**61 TRANSACTIONS**Guaranteed Rate
Concord, CA**28** JUAN AGUIRRE**82 TRANSACTIONS**Americana Home Loans
Henderson, NV**34** LORENA DIXON**70 TRANSACTIONS**Citywide Home Loans
Sandy, UT**40** VERONICA MORALES**61 TRANSACTIONS**Point Mortgage
Bakersfield, CA

TOP 75 LATINO MORTGAGE ORIGINATORS

NORTHWEST

41 DAISY MEDINA
60 TRANSACTIONS
 New Gen Home Lending
 Bakersfield, CA

42 FRANKIE TISCARENO
60 TRANSACTIONS
 American Pacific Mortgage
 Fresno, CA

43 DIANA LEGASPI
59 TRANSACTIONS
 Guild Mortgage Company
 Morgan Hill, CA

43 FLAVIO MUÑOZ
56 TRANSACTIONS
 U.S. Bank
 Portland, OR

44 JAVIER JURADO
56 TRANSACTIONS
 Home Trust Financial
 Kirkland, WA

45 YESENIA CELESTINO
54 TRANSACTIONS
 New American Funding
 Seattle, WA

46 ANGELINA CASIELLO
54 TRANSACTIONS
 Neighborhood Loans
 Las Vegas, NV

47 ANA IVETTE MORALES
53 TRANSACTIONS
 Anova Mortgage
 Las Vegas, NV

48 SPENCER VALERIO
53 TRANSACTIONS
 Guild Mortgage Company
 Las Vegas, NV

48 BACILIO MACIEL
51 TRANSACTIONS
 DHI Mortgage
 Fresno, CA

49 VICTOR ROMERO
49 TRANSACTIONS
 Mason McDuffie Mortgage
 Corp.
 Soquel, CA

50 SANDRA ALVAREZ GONZALEZ
48 TRANSACTIONS
 CrossCountry Mortgage
 Las Vegas, NV

51 REYES RUIZ
48 TRANSACTIONS
 U.S. Bank
 Fresno, CA

52 NATHAN (NATE) NELSON
47 TRANSACTIONS
 New American Funding
 Los Gatos, CA

53 DAVID SENIOR VISBAL
47 TRANSACTIONS
 Panorama Home Group
 Salt Lake City, UT

54 JOE VILLEGAS
47 TRANSACTIONS
 CrossCountry Mortgage
 Manteca, CA

55 ERNESTO TORRES GUERRERO
47 TRANSACTIONS
 Wells Fargo Home Mortgage
 Salem, OR

56 CHRISTINA FLORES
45 TRANSACTIONS
 Alterra Home Loans
 Vacaville, CA

57 JOEL PADURO
45 TRANSACTIONS
 loanDepot
 Las Vegas, NV

57 ALMA PEREZ
45 TRANSACTIONS
 New American Funding
 Las Vegas, NV

58 BRIAN BORDER
44 TRANSACTIONS
 loanDepot
 Santa Clarita, CA

TOP 75 LATINO MORTGAGE ORIGINATORS

NORTHWEST

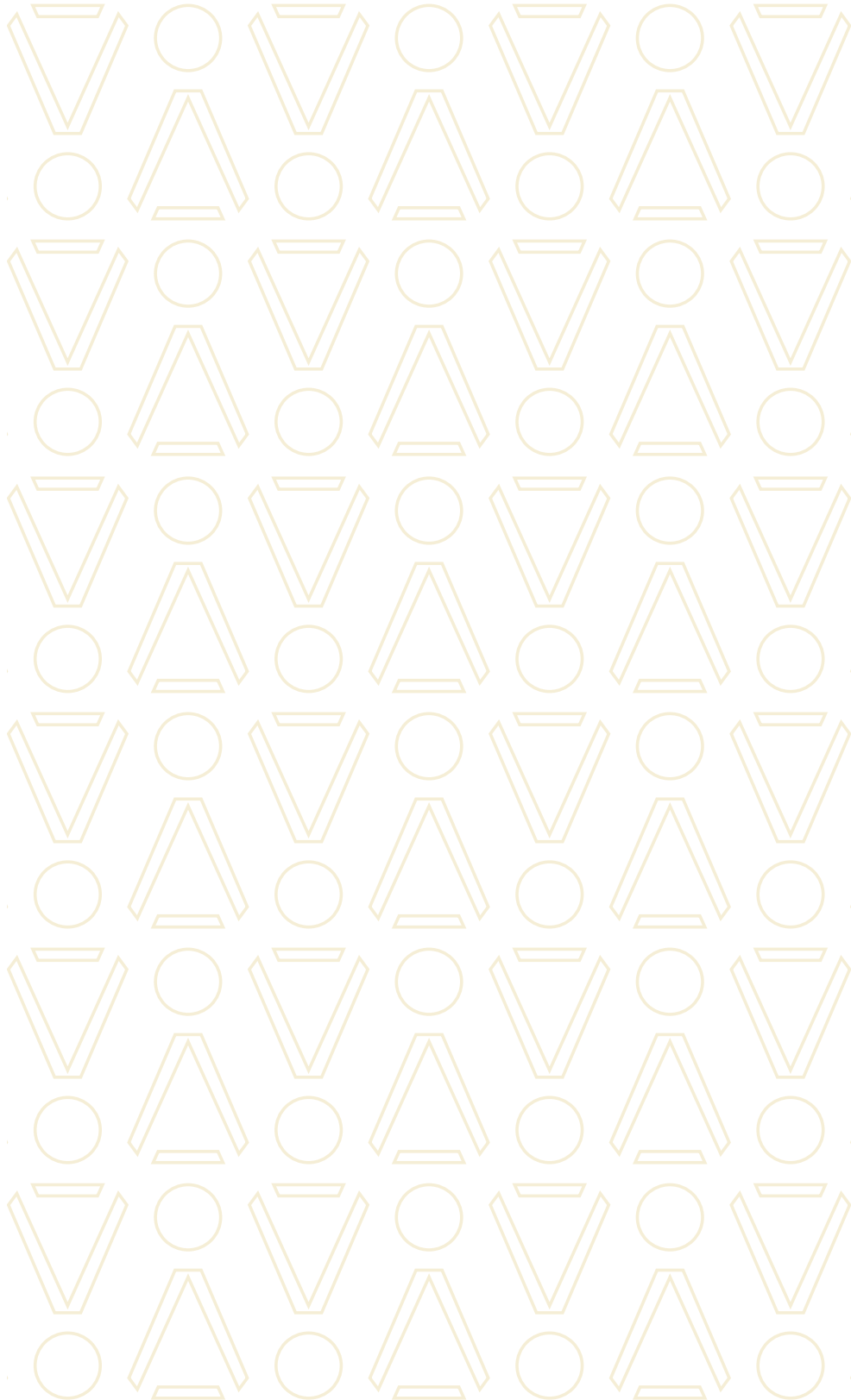
59 VERENICE LEON-HURTADO**44 TRANSACTIONS**Advantis Credit Union
Portland, OR**65 ARMANDO SERRANO****42 TRANSACTIONS**Paramount Residential Mortgage
Group, Inc.
Tualatin, OR**72 ROSITA MARTINEZ****38 TRANSACTIONS**U.S. Bank
Sunnyside, WA**60 JORGE GONZALES****44 TRANSACTIONS**Wells Fargo Home Mortgage
Salinas, CA**66 LEONARD BRIONES****40 TRANSACTIONS**Guaranteed Rate
Brentwood, CA**73 JAVIER GIRON****37 TRANSACTIONS**Wells Fargo Home Mortgage
San Francisco, CA**61 FRANCISCO DE GUZMAN****43 TRANSACTIONS**loanDepot
Stockton, CA**67 RICK VALDEZ****39 TRANSACTIONS**Mortgage Express, LLC
Portland, OR**74 DORIS RAMOS****37 TRANSACTIONS**Umpqua Bank
Modesto, CA**62 CONRADO PEREZ****43 TRANSACTIONS**loanDepot
San Bruno, CA**68 DNIRO MEJIA****39 TRANSACTIONS**loanDepot
Sacramento, CA**75 REBECCA BUSTAMANTE****36 TRANSACTIONS**Guild Mortgage Company
Vancouver, WA**63 MICHAEL CONVEY****43 TRANSACTIONS**DHI Mortgage
Fresno, CA**69 DANNY VELASQUEZ****39 TRANSACTIONS**GFL Capital Mortgage
Henderson, NV**75 EMMA GUZMAN****36 TRANSACTIONS**Guild Mortgage Company
Reno, NV**64 EDUARDO BULLER****43 TRANSACTIONS**Planet Home Lending
Henderson, NV**70 NICHOLE RENTERIA****39 TRANSACTIONS**loanDepot
Las Vegas, NV**75 PATTY GRISSOM****35 TRANSACTIONS**Guild Mortgage Company
Fresno, CA**65 ESPY DOMINGUEZ****42 TRANSACTIONS**Guild Mortgage Company
Santa Maria, CA**71 LEILANI MEDINA****38 TRANSACTIONS**CrossCountry Mortgage
Manteca, CA**75 KAT ALVAREZ-PENA****34 TRANSACTIONS**Fairway Independent
Mortgage Corporation
Las Vegas, NV

TOP 75 LATINO MORTGAGE ORIGINATORS

NORTHWEST

75 **ERICA PORTILLO**
34 TRANSACTIONS
CrossCountry Mortgage
Manteca, CA

75 **DARLYN GARCIA**
34 TRANSACTIONS
Wells Fargo Home Mortgage
Henderson, NV





ARIZONA

HAWAII

SOUTHERN CALIFORNIA

TOP 100 LATINO MORTGAGE ORIGINATORS

NAHREP REGION

SOUTHWEST

TOP 100 LATINO MORTGAGE ORIGINATORS

SOUTHWEST

**1 LIZY
HOEFFER****488 TRANSACTIONS**CrossCountry Mortgage
Phoenix, AZ**2 RENE
ACOSTA****335 TRANSACTIONS**NOVA Home Loans
Tucson, AZ**3 ADRIAN
GASTELUM****325 TRANSACTIONS**NOVA Home Loans
Peoria, AZ**4 JESSE
ORTIZ****221 TRANSACTIONS**NOVA Home Loans
Yuma, AZ**5 REYNALDO
REYES****209 TRANSACTIONS**Sharp Loan, Inc.
Orange, CA**6 LUIS
LOPEZ****192 TRANSACTIONS**NOVA Home Loans
Tucson, AZ**7 CHARLES
BALDON****175 TRANSACTIONS**NOVA Home Loans
Peoria, AZ**8 MANUEL
CORRAL****174 TRANSACTIONS**Golden Empire Mortgage, Inc.
Chino, CA**9 YAUVAN
KUMAR****157 TRANSACTIONS**CrossCountry Mortgage
Irvine, CA**10 ALLYSSA
CAMACHO****143 TRANSACTIONS**DHI Mortgage
Scottsdale, AZ**11 LESLIE
BLACK****137 TRANSACTIONS**Fairway Independent
Mortgage Corporation
Pasadena, CA**12 MARCOS
MORENO****136 TRANSACTIONS**CrossCountry Mortgage
Phoenix, AZ**13 JOE
SOTO****135 TRANSACTIONS**CrossCountry Mortgage, LLC
Cypress, CA**14 JESSICA
DIEGO****133 TRANSACTIONS**The Lending Pros
Mission Hills, CA**15 EDDIE
CRISTERNA****127 TRANSACTIONS**Barrett Financial Group
Gilbert, AZ**16 DENICE
CERECERES****124 TRANSACTIONS**NOVA Home Loans
Peoria, AZ**17 LARRY
GONZALES****123 TRANSACTIONS**American Pacific Mortgage
Honolulu, HI**18 MELISSA
VELASQUEZ****122 TRANSACTIONS**Wells Fargo Home Mortgage
Beverly Hills, CA**19 DENISE
ABARCA****122 TRANSACTIONS**NOVA Home Loans
Peoria, AZ**20 PATRICIA
GONGORA****120 TRANSACTIONS**DHI Mortgage
Temecula, CA**21 TONY
ORTEGA****115 TRANSACTIONS**Neighborhood Loans
Yuma, AZ

TOP 100 LATINO MORTGAGE ORIGINATORS



22 ANITA AGUILAR
110 TRANSACTIONS
 Cardinal Financial Company,
 Limited Partnership
 San Diego, CA

23 ALBERTO LAGARDA
109 TRANSACTIONS
 DHI Mortgage
 Tucson, AZ

24 MARIA LOONEY
107 TRANSACTIONS
 Elite One Mortgage
 Los Alamitos, CA

25 ROXANNE LOPEZ
107 TRANSACTIONS
 NOVA Home Loans
 Green Valley, AZ

26 SOSIMO AVILA, JR.
105 TRANSACTIONS
 NEO Home Loans
 Irvine, CA

27 VERONICA PLATERO
103 TRANSACTIONS
 PrimeLending, A PlainsCapital
 Company
 El Centro, CA

28 MARK ACOSTA
99 TRANSACTIONS
 DHI Mortgage
 Temecula, CA

29 LAURA PONCE
98 TRANSACTIONS
 NOVA Home Loans
 Tucson, AZ

30 JANET PAREDES
93 TRANSACTIONS
 IET Capital
 Downey, CA

31 ZACARIAS CERVANTES
87 TRANSACTIONS
 U.S. Bank
 Pasadena, CA

32 SERGIO RODRIGUEZ CONTRERAS
87 TRANSACTIONS
 Guaranteed Rate
 Goodyear, AZ

33 MELISSA SEVILLA
87 TRANSACTIONS
 New American Funding
 Tustin, CA

34 MARTIN JOSE VALLES
85 TRANSACTIONS
 DHI Mortgage
 Tucson, AZ

35 RAUL ESPINOZA
84 TRANSACTIONS
 Bay Equity Home Loans
 Los Angeles, CA

36 JOHAN MATUS
83 TRANSACTIONS
 Bay Equity Home Loans
 Commerce, CA

37 DEBBIE CALIXTO
83 TRANSACTIONS
 loanDepot
 Palm Springs, CA

38 ROSIE ALCARAZ
80 TRANSACTIONS
 loanDepot
 Lancaster, CA

39 ROBERTO SANCHEZ
79 TRANSACTIONS
 Guaranteed Rate
 Green Valley, AZ

40 ALEJANDRO GONZALEZ
77 TRANSACTIONS
 New American Funding
 Corona, CA

41 FRANK BLAKELEY
76 TRANSACTIONS
 Bay Equity Home Loans
 Mission Viejo, CA

42 MARTIN YAPUR
76 TRANSACTIONS
 Guaranteed Rate
 Rancho Cucamonga, CA

TOP 100 LATINO MORTGAGE ORIGINATORS

SOUTHWEST

- 43** **OMEGA VARGAS**
76 TRANSACTIONS
Sunwest Mortgage Company
Phoenix, AZ
- 44** **ALISON RENEE DOSEK**
76 TRANSACTIONS
DHI Mortgage
Chandler, AZ
- 45** **NIC KEEP**
76 TRANSACTIONS
New American Funding
San Juan Capistrano, CA
- 46** **CESAR MUNOZ**
73 TRANSACTIONS
Peoples Mortgage
Tempe, AZ
- 47** **MARIA MADRID**
72 TRANSACTIONS
Neighborhood Loans
Glendale, AZ
- 48** **NATHAN CADENA**
72 TRANSACTIONS
New American Funding
Tustin, CA
- 49** **FRANCISCO SALAZAR**
71 TRANSACTIONS
Golden Empire Mortgage, Inc.
Oxnard, CA
- 50** **TODD PANKRATZ**
70 TRANSACTIONS
Wallick & Volk
Mortgage Bankers
El Centro, CA
- 51** **CRYSTAL OCHOA**
68 TRANSACTIONS
loanDepot
Yorba Linda, CA
- 52** **SANDRO DUARDO**
68 TRANSACTIONS
Paramount Residential
Mortgage Group, Inc.
Hesperia, CA
- 53** **FERNANDO ARBOLEDA**
68 TRANSACTIONS
loanDepot
Encino, CA
- 54** **ENRIQUE CORONA**
68 TRANSACTIONS
New American Funding
Tustin, CA
- 55** **VILMA HERNANDEZ**
66 TRANSACTIONS
Paramount Residential
Mortgage Group, Inc.
Hesperia, CA
- 56** **EDWIN MIRANDA**
66 TRANSACTIONS
New American Funding
Tustin, CA
- 57** **MARTI MOLLER-KNIGHT**
65 TRANSACTIONS
New American Funding
Tustin, CA
- 58** **DRUSO CECCHET RAMIREZ**
64 TRANSACTIONS
U.S. Bank
Coronado, CA
- 59** **LUIS CAZARES**
64 TRANSACTIONS
JPMorgan Chase
Glendale, AZ
- 60** **VICTORIA MENDEZ**
63 TRANSACTIONS
Downtown Financial Group
Los Angeles, CA
- 61** **LILY NAVARRO**
63 TRANSACTIONS
Guild Mortgage Company
Chula Vista, CA
- 61** **JAIME TAPIA**
63 TRANSACTIONS
Alterra Home Loans
Northridge, CA
- 62** **GABRIEL GARCIA**
62 TRANSACTIONS
New American Funding
Tustin, CA

TOP 100 LATINO MORTGAGE ORIGINATORS

SOUTHWEST

63 AMELIA OLVERA**62 TRANSACTIONS**
NOVA Home Loans
Yuma, AZ**64 FAUSTO VALLADARES****59 TRANSACTIONS**
Elite Mortgage Pros
Downey, CA**65 VICTOR FUENTES****59 TRANSACTIONS**
Guild Mortgage Company
West Covina, CA**65 SANDRA ESTRELLA****59 TRANSACTIONS**
Alterra Home Loans
Commerce, CA**66 JAVIER RAMOS****58 TRANSACTIONS**
EPiQ lending
Goodyear, AZ**67 BENJAMIN CHMELNIK****58 TRANSACTIONS**
JPMorgan Chase
Phoenix, AZ**68 LARRY MEJIA****57 TRANSACTIONS**
U.S. Bank
Orange, CA**69 CHRISTINE ESKINA****57 TRANSACTIONS**
Guaranteed Rate
Oceanside, CA**70 MARIE BARRON****57 TRANSACTIONS**
Guaranteed Rate
Phoenix, AZ**71 JUAN PANIAGUA****55 TRANSACTIONS**
Option 1 Home Loans
Palmdale, CA**72 GREGORY MESTAS****55 TRANSACTIONS**
New American Funding
Tustin, CA**73 ARNOLD MONTIEL****55 TRANSACTIONS**
NOVA Home Loans
Tucson, AZ**74 ADAM PAGE****54 TRANSACTIONS**
U.S. Bank
Los Angeles, CA**75 RON SEQUEIRA****54 TRANSACTIONS**
New American Funding
Pasadena, CA**76 DAVID GARCIA****54 TRANSACTIONS**
American Pacific Mortgage
Los Angeles, CA**77 SILVERIO GARCIA****54 TRANSACTIONS**
Golden Empire Mortgage, Inc.
Camarillo, CA**78 SEANNALISA CORMIER****53 TRANSACTIONS**
Guild Mortgage Company
Tucson, AZ**78 CESAR HERNANDEZ****53 TRANSACTIONS**
Neighborhood Loans
El Centro, CA**79 OSCAR SANCHEZ****51 TRANSACTIONS**
New American Funding
Santa Ana, CA**80 JOSEPH VILLA****51 TRANSACTIONS**
New American Funding
Tustin, CA**81 MARGARET TAYLOR****51 TRANSACTIONS**
NOVA Home Loans
Tucson, AZ

TOP 100 LATINO MORTGAGE ORIGINATORS

SOUTHWEST

82 CINTHIA PEDRAZA
49 TRANSACTIONS
 New American Funding
 Tustin, CA

83 MARITZA CAMARENA
47 TRANSACTIONS
 loanDepot
 Newport Beach, CA

84 MOSES RODRIGUEZ
47 TRANSACTIONS
 JPMorgan Chase
 Phoenix, AZ

85 JACKIE MCALLISTER
47 TRANSACTIONS
 Wells Fargo Home Mortgage
 Goodyear, AZ

86 ABRAHAM PINA
47 TRANSACTIONS
 Paramount Residential
 Mortgage Group, Inc.
 Corona, CA

87 WES ONTIVEROS
47 TRANSACTIONS
 Wells Fargo Home Mortgage
 Tempe, AZ

88 RALPH FUNES
46 TRANSACTIONS
 loanDepot
 Newport Beach, CA

89 ALMA C PULIDO
46 TRANSACTIONS
 New American Funding
 Van Nuys, CA

90 IVANIA MORALES
46 TRANSACTIONS
 Paramount Residential
 Mortgage Group, Inc.
 Downey, CA

91 ARNOLD ESPARZA-GARCIA
46 TRANSACTIONS
 New American Funding
 Placentia, CA

92 CECILIA WITTRICK
44 TRANSACTIONS
 JPMorgan Chase
 Chandler, AZ

93 ROGELIO CASTRO
43 TRANSACTIONS
 New American Funding
 Chula Vista, CA

94 RANDY SAVALA
43 TRANSACTIONS
 loanDepot
 Irvine, CA

95 JOSE MONTES
42 TRANSACTIONS
 Neighborhood Loans
 Chandler, AZ

96 JESUS (JESSE) VALENZUELA
42 TRANSACTIONS
 New American Funding
 Scottsdale, AZ

97 SAL RIOS
41 TRANSACTIONS
 U.S. Bank
 Anaheim, CA

98 ERIC SEVILLA
41 TRANSACTIONS
 Wells Fargo Home Mortgage
 Oxnard, Ca, CA

99 LAURA E GONZALEZ
41 TRANSACTIONS
 New American Funding
 Downey, CA

100 JUAN ADRIAN TORRES
41 TRANSACTIONS
 JP Morgan Chase
 Los Angeles, CA

100 GABRIELLA GODDE
41 TRANSACTIONS
 Groves Capital Inc
 San Diego, CA

100 EDWARD ARRIOLA
41 TRANSACTIONS
 Prosperity Home Mortgage
 Tucson, AZ



COLORADO
IDAHO
KANSAS
MONTANA
NEBRASKA
NEW MEXICO
NORTH DAKOTA
OKLAHOMA
SOUTH DAKOTA
TEXAS
WYOMING

TOP 100 LATINO MORTGAGE ORIGINATORS

NAHREP REGION

MOUNTAIN

TOP 100 LATINO MORTGAGE ORIGINATORS

MOUNTAIN

- | | | |
|--|--|--|
| <p>1 PATRICIA MARTINEZ
435 TRANSACTIONS
DHI Mortgage
San Antonio, TX</p> | <p>8 SALVADOR A. RENTERIA
268 TRANSACTIONS
DHI Mortgage
Austin, TX</p> | <p>15 VICTORIA E. GUEDEZ
245 TRANSACTIONS
DHI Mortgage
Richmond, TX</p> |
| <p>2 NORMA GUERRERO-COWES
423 TRANSACTIONS
DHI Mortgage
Austin, TX</p> | <p>9 IVAN PASTOR
262 TRANSACTIONS
Interlinc Mortgage
Services LLC
Katy, TX</p> | <p>16 BRYANT DELGADO
243 TRANSACTIONS
Revolution Mortgage
Spring, TX, TX</p> |
| <p>3 MEGAN CLOUD
361 TRANSACTIONS
VIP Independent Mortgage
San Antonio, TX</p> | <p>10 DIEGO GIRALDO
259 TRANSACTIONS
Texas Bank Mortgage Company
Dallas, TX</p> | <p>17 JULIE VELASCO
230 TRANSACTIONS
Network Funding, LP
San Antonio, TX</p> |
| <p>4 ALEXANDER VARELA
341 TRANSACTIONS
Neighborhood Loans
Southlake, TX</p> | <p>11 TANIA MURRAY
253 TRANSACTIONS
Cardinal Financial
El Paso, TX</p> | <p>18 JESSICA FUNES
227 TRANSACTIONS
DHI Mortgage
Conroe, TX</p> |
| <p>5 DAVID MEDRANO
340 TRANSACTIONS
First United Bank
Austin, TX</p> | <p>12 MARIA SALAS
248 TRANSACTIONS
Texas Bank Mortgage Company
Fort Worth, TX</p> | <p>19 GABE REYES
225 TRANSACTIONS
Texas Bank Mortgage Company
Fort Worth, TX</p> |
| <p>6 ALFREDO MADRID
294 TRANSACTIONS
Supreme Lending
Tulsa, OK</p> | <p>13 ALFREDO LUJAN
247 TRANSACTIONS
DHI Mortgage
Rowlett, TX</p> | <p>20 JOELLA BENSON
223 TRANSACTIONS
Town Square Mortgage &
Investments, Inc.
Dallas, TX</p> |
| <p>7 PEDRO GARCIA JR
288 TRANSACTIONS
DHI Mortgage
Richmond, TX</p> | <p>14 JUAN MANUEL DUENAS
246 TRANSACTIONS
DHI Mortgage
San Antonio, TX</p> | <p>21 LORENA MARTINEZ
211 TRANSACTIONS
DHI Mortgage
San Antonio, TX</p> |

TOP 100 LATINO MORTGAGE ORIGINATORS

MOUNTAIN

22 SUSIE HEMENWAY**209 TRANSACTIONS**DHI Mortgage
Temple, TX**23 JOANNA CAMPOSANO****208 TRANSACTIONS**Fairway Independent
Mortgage Corporation
Del Rio, TX**24 JESUS FERNANDEZ****201 TRANSACTIONS**DHI Mortgage
San Marcos, TX**25 ANGELITO ORTIZ****192 TRANSACTIONS**Cornerstone Home Lending
San Antonio, TX**26 FERMIN BARRERA****189 TRANSACTIONS**DHI Mortgage
Richmond, TX**27 ERIK MAYA****180 TRANSACTIONS**Cherry Creek Mortgage
Houston, TX**28 JOSE IRAHETA****175 TRANSACTIONS**DHI Mortgage
Fort Worth, TX**29 GIOVANNA RAMON****174 TRANSACTIONS**DHI Mortgage
Fort Worth, TX**30 KATERINA SAVIGNANO****167 TRANSACTIONS**DHI Mortgage
Fort Worth, TX**31 JORGE BECERRA****166 TRANSACTIONS**U.S. Bank
Ft Collins, CO**32 ANGELA RIOS****164 TRANSACTIONS**DHI Mortgage
Midland, TX**33 CANDY BUZAN****163 TRANSACTIONS**LoanPeople
Austin, TX**34 ANA SHAW****160 TRANSACTIONS**Wells Fargo Home Mortgage
Frisco, TX**35 CAROLINA MORENO****149 TRANSACTIONS**Texas Bank Mortgage Company
Dallas, TX**36 JEROD GUY MONTANEZ****148 TRANSACTIONS**DHI Mortgage
Englewood, CO**37 ALISON GARCIA****148 TRANSACTIONS**Providence Home Loans
Amarillo, TX**38 ANDRES GARCIA****146 TRANSACTIONS**UFCU Mortgage Services
Austin, TX**39 HUGO ORTIZ****144 TRANSACTIONS**Neighborhood Loans
Ft Worth, TX**40 KENNETH CHAVARRIA****144 TRANSACTIONS**Town Square Mortgage &
Investments, Inc.
Dallas, TX**41 IVETH GUZMAN****143 TRANSACTIONS**Texas Bank Mortgage Company
Fort Worth, TX**42 MARY FELICIA GARZA****140 TRANSACTIONS**DHI Mortgage
Conroe, TX

TOP 100 LATINO MORTGAGE ORIGINATORS

MOUNTAIN

- 43 JOSE ALVAREZ**
139 TRANSACTIONS
Clear Choice Home Loans
HOUSTON, TX
- 44 CARMEN LUPERCIO**
139 TRANSACTIONS
Texas Bank Mortgage Company
Fort Worth, TX
- 45 LORENA ESTORGA**
137 TRANSACTIONS
DHI Mortgage
San Antonio, TX
- 46 MICHELLE HIGDON**
134 TRANSACTIONS
UFCU Mortgage Services
Austin, TX
- 47 ANDRES MOYA**
133 TRANSACTIONS
UFCU Mortgage Services
Austin, TX
- 48 OZIEL SALINAS**
132 TRANSACTIONS
Mortgage Pros at
Directions Equity, LLC
McAllen, TX
- 49 MARIANO BELAUNDE**
131 TRANSACTIONS
Town Square Mortgage &
Investments, Inc.
Dallas, TX
- 50 KAREN FRANCO FABELA**
126 TRANSACTIONS
DHI Mortgage
Midland, TX
- 51 MARIO GOMEZ**
124 TRANSACTIONS
UFCU Mortgage Services
Austin, TX
- 52 ANGIE EWAH**
122 TRANSACTIONS
JPMorgan Chase
The Woodlands, TX
- 53 JULIE CONDELARIO**
122 TRANSACTIONS
Wallick & Volk Mortgage
Bankers
Casper, WY
- 54 LILLIE IGARTUA**
119 TRANSACTIONS
DHI Mortgage
Temple, TX
- 55 CARL WYMAN**
111 TRANSACTIONS
Caliber Home Loans
Dallas, TX
- 56 ALEX MICHAEL GARCIA**
110 TRANSACTIONS
DHI Mortgage
San Antonio, TX
- 57 YESENIA CASTANEDA**
110 TRANSACTIONS
Town Square Mortgage &
Investments, Inc.
Fort worth, TX
- 58 DONNA MARIE LARA**
103 TRANSACTIONS
DHI Mortgage
Fort Worth, TX
- 59 DENISE LUCERO**
103 TRANSACTIONS
DHI Mortgage
Albuquerque, NM
- 60 WILLIAM GOMEZ**
103 TRANSACTIONS
Supreme Lending
Tulsa, OK
- 61 DIANNE AYALA STEFFEY**
102 TRANSACTIONS
Guaranteed Rate
San Antonio, TX
- 62 CRYSTAL VILLANUEVA**
99 TRANSACTIONS
Movement Mortgage, LLC
San Antonio, TX
- 63 KAYLA BUTLER**
98 TRANSACTIONS
loanDepot
Katy, TX

TOP 100 LATINO MORTGAGE ORIGINATORS

MOUNTAIN

64 **BERNA LINO**
94 TRANSACTIONS
 Wellby Financial Credit Union
 Houston, TX

65 **KARLA MENDOZA**
92 TRANSACTIONS
 First Community Mortgage
 El Paso, TX

66 **FEDERICO MONTOYA**
91 TRANSACTIONS
 Synergy One Lending
 Westminster, CO

67 **DAISY PEREZ**
90 TRANSACTIONS
 On Tap Credit Union
 Golden, CO

68 **JORGE MADRID**
90 TRANSACTIONS
 Supreme Lending
 Dallas, TX

69 **JULIA ADAME**
90 TRANSACTIONS
 Town Square Mortgage &
 Investments, Inc.
 Yukon, OK

70 **VANESSA GONZLAES**
88 TRANSACTIONS
 Gateway Mortgage
 San Antonio, TX

71 **SONIA DAVID**
86 TRANSACTIONS
 UFCU Mortgage Services
 Austin, TX

72 **EVELYN MORGAN**
86 TRANSACTIONS
 Guaranteed Rate
 Colleyville, TX

73 **GILBERT MADRID**
85 TRANSACTIONS
 Home Plate Mortgage
 El Paso, TX

74 **EDDIE HERNANDEZ**
83 TRANSACTIONS
 Thrive Mortgage
 San Antonio, TX

75 **JAY CRUZ**
83 TRANSACTIONS
 Southwest Funding
 Mesquite, TX

76 **JOEL MADRID**
82 TRANSACTIONS
 Supreme Lending
 Corinth, TX

77 **RAMON GARZA**
82 TRANSACTIONS
 Texas Bank Mortgage Company
 Brownwood, TX

78 **PRISCILLA PEREZ**
82 TRANSACTIONS
 CMG Home Loans
 El Paso, TX

79 **ANGELA CANTU BENEVICH**
80 TRANSACTIONS
 Thrive Mortgage
 Spring, TX

80 **VICTOR ALMENDARIZ**
76 TRANSACTIONS
 Town Square Mortgage &
 Investments, Inc.
 Dallas, TX

81 **ALEJANDRO JUAREZ**
74 TRANSACTIONS
 LoanPeople
 Austin, TX

82 **RAYMUNDO FUENTES**
74 TRANSACTIONS
 Alterra Home Loans
 San Antonio, TX

83 **ELIOT RODRIGUEZ**
74 TRANSACTIONS
 loanDepot
 Roswell, NM

84 **ERIK VALENCIA**
71 TRANSACTIONS
 Movement Mortgage, LLC
 Meridian, ID

TOP 100 LATINO MORTGAGE ORIGINATORS

MOUNTAIN

85 **STEPHANIE PEREZ**
70 TRANSACTIONS
 Wells Fargo Home Mortgage
 Arlington, TX

86 **VANESSA ZMOLIK**
69 TRANSACTIONS
 Guild Mortgage Company
 Ennis, TX

86 **ARCELIA LOERA**
68 TRANSACTIONS
 Guild Mortgage Company
 Nampa, ID

87 **BURGANDY CASIAS**
67 TRANSACTIONS
 loanDepot
 Albuquerque, NM

88 **ELSA TINDELL**
66 TRANSACTIONS
 Wallick & Volk
 Mortgage Bankers
 Waco, TX

89 **SONYA CARUSO**
64 TRANSACTIONS
 JPMorgan Chase
 Houston, TX

90 **LAURA ZAVALA**
64 TRANSACTIONS
 Movement Mortgage, LLC
 Longmont, CO

91 **NIDIA (KARINA) RAMOS**
64 TRANSACTIONS
 JPMorgan Chase
 San Antonio, TX

92 **JOHN TATUM**
64 TRANSACTIONS
 SWBC Mortgage Corp.
 Dallas, TX

93 **JORGE ARANDA**
64 TRANSACTIONS
 Click n' Close Inc.
 Addison, TX

94 **LINDA COREA**
63 TRANSACTIONS
 loanDepot
 North Richland Hills, TX

95 **MYRIAM FLORES BLANCO**
63 TRANSACTIONS
 Fairway Independent
 Mortgage Corporation
 Little Elm, TX

96 **DANIEL J. VILLAGRANA**
62 TRANSACTIONS
 New American Funding
 San Antonio, TX

97 **JUAN MARTINEZ**
61 TRANSACTIONS
 Wells Fargo Home Mortgage
 Omaha, NE

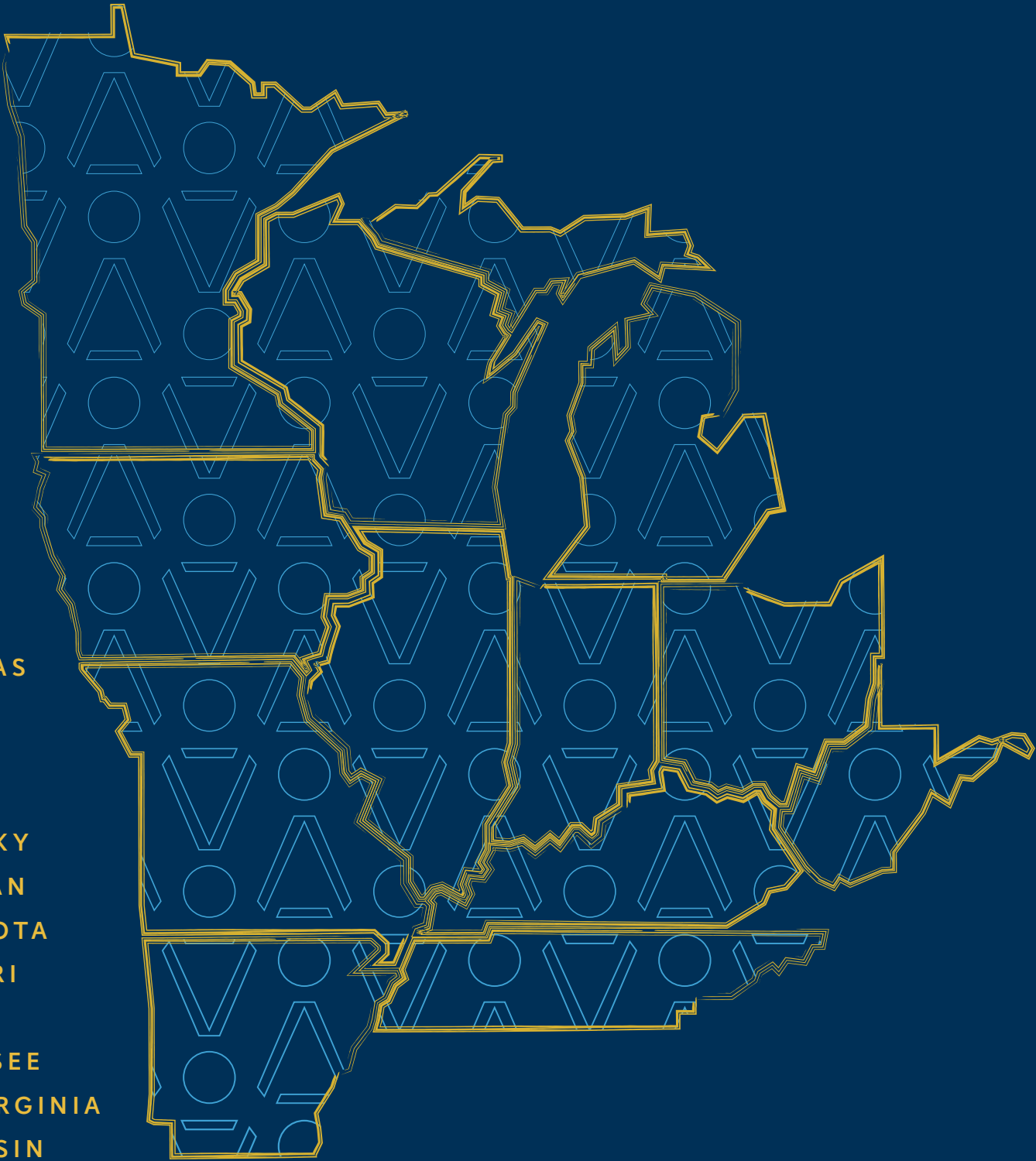
98 **MICHELLE MAGANA**
60 TRANSACTIONS
 Fairway Independent
 Mortgage Corporation
 Lakeway, TX

99 **IVAN GARCIA**
59 TRANSACTIONS
 JPMorgan Chase
 Austin, TX

100 **JAMES FINCH**
59 TRANSACTIONS
 Guild Mortgage Company
 Overland Park, KS

100 **ELIZABETH SALAZAR**
57 TRANSACTIONS
 Clarity Mortgage LLC
 San Antonio, TX





ARKANSAS
ILLINOIS
INDIANA
IOWA
KENTUCKY
MICHIGAN
MINNESOTA
MISSOURI
OHIO
TENNESSEE
WEST VIRGINIA
WISCONSIN

TOP 75 LATINO MORTGAGE ORIGINATORS

NAHREP REGION

MIDWEST

TOP 75 LATINO MORTGAGE ORIGINATORS

MIDWEST

1 ARMANDO SANMIGUEL**431 TRANSACTIONS**Ameris Bank
Franklin, TN**2 SAUL PINELA****340 TRANSACTIONS**Neighborhood Loans
Chicago, IL**3 CARLOS VILLALON****281 TRANSACTIONS**First Centennial Mortgage
St Charles, IL**4 MELISSA GUERRA****221 TRANSACTIONS**loanDepot
Lisle, IL**5 MICHELLE ROBINSON****217 TRANSACTIONS**Lake Area Mortgage division
of Royal Credit Union
Arden Hills, MN**6 DOUG BENAVIDES****199 TRANSACTIONS**CrossCountry Mortgage
St. Charles, IL**7 DIEGO RAMOS****197 TRANSACTIONS**Envoy Mortgage
Rockford, IL**8 ADLEMEDIS SOSA CROSS****170 TRANSACTIONS**DHI Mortgage
Knoxville, TN**9 CLAUDIA RIOS****168 TRANSACTIONS**First Community Mortgage
Franklin, TN**10 SANTIAGO MEJIA****164 TRANSACTIONS**Community Mortgage Co
Cordova, TN**11 JOANNA GARCIA****160 TRANSACTIONS**U.S. Bank
Louisville, KY**12 JENNIFER HERNANDEZ****151 TRANSACTIONS**loanDepot
Bolingbrook, IL**13 SALMA MANAA****145 TRANSACTIONS**Fairway Independent
Mortgage Corporation
Palos Heights, IL**14 JAVIER VALDEZ****140 TRANSACTIONS**GreenState Credit Union
Des Moines, IA**15 SERGIO SOTO****137 TRANSACTIONS**Caliber Home Loans
Chicago, IL**16 JORGE A. FLORES****137 TRANSACTIONS**Neighborhood Loans
Chicago, IL**17 AINDREA WILDER****132 TRANSACTIONS**CrossCountry Mortgage
Columbus, OH**18 PAMELA STEPHENS****130 TRANSACTIONS**Paramount Residential
Mortgage Group, Inc.
Nashville, TN**19 MAURICE RAYA****128 TRANSACTIONS**US Mortgage Funding, Inc
Oak Brook, IL**20 EDUARDO GALINDO****123 TRANSACTIONS**Fairway Independent
Mortgage Corporation
Elgin, IL**21 LUCIANO SCALA****119 TRANSACTIONS**Pinnacle Financial Partners
Nashville, TN

TOP 75 LATINO MORTGAGE ORIGINATORS

MIDWEST

22 **ROBERTO DELGADO****119 TRANSACTIONS**
Guaranteed Rate
Chicago, IL**23** **JOHNNY NORIEGA****118 TRANSACTIONS**
Neighborhood Loans
Downers Grove, IL**24** **GREGORY DEMARS****112 TRANSACTIONS**
loanDepot
Chattanooga, TN**25** **MAURICIO BENAVENTE****111 TRANSACTIONS**
Huntington Bank
Chicago, IL**26** **FABIAN VIERA PILLADO****110 TRANSACTIONS**
Caliber Home Loans
Chicago, IL**27** **SANDRA KEYS****109 TRANSACTIONS**
loanDepot
Lisle, IL**28** **MATTHEW HOFFMAN****109 TRANSACTIONS**
New American Funding
Novi, MI**29** **JONATHON VOLPE****107 TRANSACTIONS**
Neighborhood Loans
Downers Grove, IL**30** **PAMELA ISTRATE****107 TRANSACTIONS**
loanDepot
Hurricane, WV**31** **RAUL PEREZ****106 TRANSACTIONS**
JPMorgan Chase
Addison, IL**32** **MAGGIE MARTINEZ****104 TRANSACTIONS**
Guaranteed Rate
Forest Park, IL**33** **FANNIE LOYOLA****104 TRANSACTIONS**
Paramount Residential
Mortgage Group, Inc.
Mundelein, IL**34** **SUCY NIEVES NIEVES****103 TRANSACTIONS**
Tower Community Mortgage
Nolensville, TN**35** **LILI KOUNLAVONG****103 TRANSACTIONS**
First Community Mortgage
Nashville, TN**36** **MAGALY MARTINEZ DE LA CRUZ****103 TRANSACTIONS**
Guaranteed Rate
Chicago, IL**37** **JAMES NICHOLS****100 TRANSACTIONS**
Verified Mortgage, LLC
Indianapolis, IN**38** **JULIA CHIQUITO****99 TRANSACTIONS**
Caliber Home Loans
Chicago, IL**39** **ANDRE LACOUNT****97 TRANSACTIONS**
Guaranteed Rate
Chicago, IL**40** **OMAR MEJIA****97 TRANSACTIONS**
Arvest Bank
Rogers, AR**41** **MARIA R. CORREA****96 TRANSACTIONS**
Fairway Independent
Mortgage Corporation
Chicago, IL**42** **LUCERO ROSE****94 TRANSACTIONS**
CMG Home Loans
Franklin, TN

TOP 75 LATINO MORTGAGE ORIGINATORS

MIDWEST

43 RODRIGO SALAZAR
94 TRANSACTIONS
 Fairway Independent
 Mortgage Corporation
 Oak Brook, IL

44 ANABEL LINO
93 TRANSACTIONS
 Apex Bank
 Knoxville, TN

45 ANA GARCIA
91 TRANSACTIONS
 JPMorgan Chase
 Berwyn, IL

46 JUSTIN RODRIGUEZ
89 TRANSACTIONS
 Neighborhood Loans
 Chicago, IL

47 TITO RODRIGUEZ
89 TRANSACTIONS
 Caliber Home Loans
 Detroit, MI

48 SALVADOR RODRIGUEZ
88 TRANSACTIONS
 Bay Equity Home Loans
 Berwyn, IL

49 GLENDA PENAHERRERA
84 TRANSACTIONS
 Golden City Mortgage Corp
 Chicago, IL

50 JOHN MANGLARDI
83 TRANSACTIONS
 CrossCountry Mortgage
 Chicago, IL

51 JOSE MACIAS
83 TRANSACTIONS
 Guaranteed Rate
 Chicago, IL

52 QUINTIN JACOBSON
83 TRANSACTIONS
 Bay Equity Home Loans
 Oakdale, MN

53 MARLEN MADDUX
82 TRANSACTIONS
 American Pacific Mortgage
 Urbandale, IA

54 JORGE GARCIA
81 TRANSACTIONS
 Direct Mortgage Investors
 Oaklawn, IL

55 OLGA BASILIO
78 TRANSACTIONS
 Midland States Bank
 St. Louis, MO

56 MIGUEL MENDOZA
76 TRANSACTIONS
 Wells Fargo Home Mortgage
 Minneapolis, MN

57 MICHELLE APONTE BOKSA
76 TRANSACTIONS
 CrossCountry Mortgage
 Park Ridge, IL

58 ARACELY PALOMINO
75 TRANSACTIONS
 Guaranteed Rate
 Chicago, IL

59 EDWIN RIVERA
75 TRANSACTIONS
 loanDepot
 Perrysburg, OH

60 DWIGHT MARROQUIN
74 TRANSACTIONS
 Neighborhood Loans
 Chicago, IL

61 NINA GONZALEZ
74 TRANSACTIONS
 Guaranteed Rate Affinity
 Chicago, IL

62 JIM FIGUEROA
72 TRANSACTIONS
 JPMorgan Chase
 Naperville, IL

63 CARLOS LUGO
72 TRANSACTIONS
 CrossCountry Mortgage
 Cleveland, OH

TOP 75 LATINO MORTGAGE ORIGINATORS

MIDWEST

64 **JUAN AGUSTIN FLEITAS**
69 TRANSACTIONS
 CrossCountry Mortgage
 Berwyn, IL

65 **ANDRES ORTIZ ORTIZ**
68 TRANSACTIONS
 GreenState Credit Union
 Woodstock, IL

66 **VICTOR ORTIZ**
66 TRANSACTIONS
 GreenState Credit Union
 Woodstock, IL

67 **SALLY SERNA**
66 TRANSACTIONS
 loanDepot
 Rochester, MN

68 **HENRY GOMEZ**
61 TRANSACTIONS
 Guaranteed Rate
 Chicago, IL

69 **ANNA MARTIN**
61 TRANSACTIONS
 JPMorgan Chase
 Kentwood, MI

70 **JOE GUZMAN**
61 TRANSACTIONS
 JPMorgan Chase
 Lockport, IL

71 **WENDY AQUINO**
60 TRANSACTIONS
 Neighborhood Loans
 Chicago, IL

72 **JOSE SALAZAR**
60 TRANSACTIONS
 Fairway Independent
 Mortgage Corporation
 Oak Brook, IL

73 **DONNERSSON PENNA**
59 TRANSACTIONS
 Preferred Rate
 Northbrook, IL

74 **JAMES MADAI**
58 TRANSACTIONS
 JPMorgan Chase
 Oswego, IL

75 **GRACE WILLIAMS**
57 TRANSACTIONS
 Edge Home Finance
 Minnetonka, MN

75 **HENRY RICO**
57 TRANSACTIONS
 Neighborhood Loans
 Downers Grove, IL





CONNECTICUT

DELAWARE

MAINE

MASSACHUSETTS

NEW HAMPSHIRE

NEW JERSEY

NEW YORK

PENNSYLVANIA

RHODE ISLAND

VERMONT

TOP 50 LATINO MORTGAGE ORIGINATORS

NAHREP REGION

NORTHEAST

TOP 50 LATINO MORTGAGE ORIGINATORS

NORTHEAST

1 TERRI SANTIAGO-PARKER
299 TRANSACTIONS
 CrossCountry Mortgage
 Philadelphia, PA

2 LUISA BEDOYA
230 TRANSACTIONS
 MSA Mortgage, LLC
 Revere, MA

3 ARTURO PENALVER
158 TRANSACTIONS
 Cardinal Financial Company
 Syosset, NY

4 MATTHEW ATTAYA
149 TRANSACTIONS
 Guild Mortgage Company
 Braintree, MA

4 JAHN RAMIREZ
149 TRANSACTIONS
 Madison Mortgage
 Lake Success, NY

5 CARLOS HERNANDEZ
147 TRANSACTIONS
 CMG Financial
 Bristol, PA

6 JESSICA CELIA
146 TRANSACTIONS
 loanDepot
 Hanover, MA

7 GEORGE ALTAGRACIA YUNES
122 TRANSACTIONS
 Wells Fargo Home Mortgage
 Marlton, NJ

8 JUAN F. SANTANA
115 TRANSACTIONS
 Movement Mortgage, LLC
 Bronx, NY

9 FERNANDO OSPINA
114 TRANSACTIONS
 Alterra Home Loans
 Parsippany, NJ

10 MAURICIO VIECCO
109 TRANSACTIONS
 Paramount Residential
 Mortgage Group, Inc.
 North Bergen, NJ

11 STEPHEN CARPITELLA
105 TRANSACTIONS
 EPM
 West Creek, NJ

12 ANDRES BENITEZ
104 TRANSACTIONS
 Guaranteed Rate
 Boston, MA

13 JOHANNA ARIAS
100 TRANSACTIONS
 CrossCountry Mortgage
 Allentown, PA

14 JOEL FANA
99 TRANSACTIONS
 JPMorgan Chase
 Bayside, NY

15 JOE LUISI
98 TRANSACTIONS
 Guild Mortgage Company
 Mechanicsburg, PA

15 MICHAEL CARVAJAL
97 TRANSACTIONS
 EPM
 West Creek, NJ

16 MICHAEL BURGOSKI
96 TRANSACTIONS
 Citibank
 New York, NY

17 TIMOTHY SEEBERGER
96 TRANSACTIONS
 Wells Fargo Home Mortgage
 Plymouth Meeting, PA

18 CHRIS CORREIA
96 TRANSACTIONS
 Fairway Independent
 Mortgage Corporation
 West Long Branch, NJ

19 ARIANNY ARIAS
90 TRANSACTIONS
 PrimeLending, A PlainsCapital
 Company
 Methuen, MA

TOP 50 LATINO MORTGAGE ORIGINATORS

NORTHEAST

- | | | |
|---|---|--|
| <p>20 RYAN DELIA
88 TRANSACTIONS
loanDepot
Paramus, NJ</p> | <p>27 CHAYA SARA EDELMAN
84 TRANSACTIONS
loanDepot
Garden City, NY</p> | <p>34 ISOLINA FERNANDEZ-KIRCHNER
78 TRANSACTIONS
NJ Lenders Corp
Little Falls, NJ</p> |
| <p>21 HUASCAR SIME
88 TRANSACTIONS
Alterra Home Loans
Old Bridge, NJ</p> | <p>28 JUAN VALERIO
83 TRANSACTIONS
Equity Prime Mortgage
Methuen, MA</p> | <p>35 WALDY RIPOLL
78 TRANSACTIONS
Movement Mortgage
Cranston, RI</p> |
| <p>22 HECTOR RODRIGUEZ
88 TRANSACTIONS
JPMorgan Chase
Bronx, NY</p> | <p>29 RAMON FELIZ
81 TRANSACTIONS
Main Street Home Loans
Providence, RI</p> | <p>36 WILLIAM CALZADILLA
77 TRANSACTIONS
Guaranteed Rate
Union, NJ</p> |
| <p>23 MARIA MANCIA
88 TRANSACTIONS
Wells Fargo Home Mortgage
Philadelphia, PA</p> | <p>30 MICHAEL PLATA
81 TRANSACTIONS
loanDepot
Tarrytown, NY</p> | <p>37 GENARO ROJAS
75 TRANSACTIONS
Ameridream Home Loans LLC
Rutherford, NJ</p> |
| <p>24 SEGUNDO O. JARRIN
87 TRANSACTIONS
MortgageDepot
Kew Gardens, NY</p> | <p>31 WILLIAM TURANO
79 TRANSACTIONS
loanDepot
Wall Township, NJ</p> | <p>38 CARLOS LARA
74 TRANSACTIONS
Fairway Independent
Mortgage Corporation
Fairfield, CT</p> |
| <p>25 JUAN MUNOZ
87 TRANSACTIONS
CrossCountry Mortgage
Melville, NY</p> | <p>32 DEBORA VALDES
79 TRANSACTIONS
loanDepot
Shelton, CT</p> | <p>39 DAVID RODRIGUEZ
73 TRANSACTIONS
loanDepot
New York, NY</p> |
| <p>26 PATRICIA VARGAS
86 TRANSACTIONS
NFM Lending
Providence, RI</p> | <p>33 BONNIE JEAN DESIMONE
78 TRANSACTIONS
Citibank
New York, NY</p> | <p>40 JAVIER BERMUDEZ
71 TRANSACTIONS
WarCap Home Loans
Stamford, CT</p> |

TOP 50 LATINO MORTGAGE ORIGINATORS

NORTHEAST

41 ALEXANDER A. RIVERA
67 TRANSACTIONS
 Movement Mortgage, LLC
 Bridgewater, NJ

42 LUIS RIASCOS CABALLERO
64 TRANSACTIONS
 PrimeLending, A PlainsCapital
 Company
 East Boston, MA

43 JULIE AVELINO
64 TRANSACTIONS
 CrossCountry Mortgage
 Burlington, MA

44 MAURICIO ROJAS
63 TRANSACTIONS
 JPMorgan Chase
 Jersey City, NJ

45 ADRIAN INTRIAGO
61 TRANSACTIONS
 Citibank
 New York, NY

46 ARTUR SAGANDA
60 TRANSACTIONS
 loanDepot
 Hoboken, NJ

47 ADRIAN MARTINEZ
59 TRANSACTIONS
 Guaranteed Rate
 Nutley, NJ

48 ALDRYN TANGUI
57 TRANSACTIONS
 Homespire Mortgage
 Providence, RI

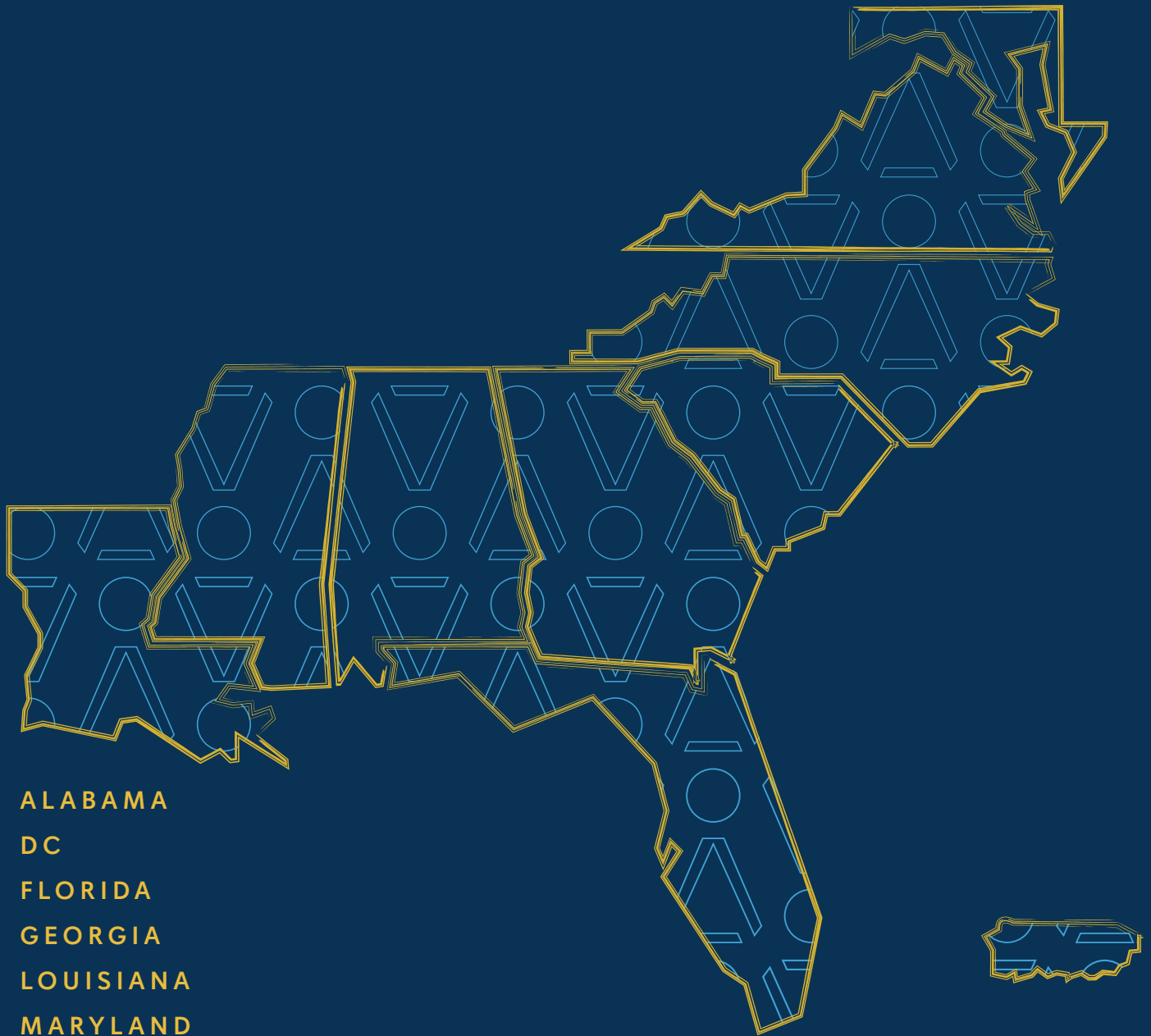
49 JOSE DEL SOL
56 TRANSACTIONS
 Paramount Residential
 Mortgage Group, Inc.
 Union, NJ

50 ROGELIO MEDRANO
53 TRANSACTIONS
 JPMorgan Chase
 Kew Gardens, NY

50 SERGIO HIDALGO
53 TRANSACTIONS
 CrossCountry Mortgage
 North Bergen, NJ

50 WALDRY MARTE
53 TRANSACTIONS
 CrossCountry Mortgage
 Cranford, NJ





ALABAMA
DC
FLORIDA
GEORGIA
LOUISIANA
MARYLAND
MISSISSIPPI
NORTH CAROLINA
PUERTO RICO
SOUTH CAROLINA
VIRGINIA

TOP 100 LATINO MORTGAGE ORIGINATORS

NAHREP REGION

SOUTHEAST

TOP 100 LATINO MORTGAGE ORIGINATORS

SOUTHEAST

1 CARLOS MARTINEZ

315 TRANSACTIONS
Homespire Mortgage
Rockville, MD

2 LUCAS N. JOHNSON

247 TRANSACTIONS
Movement Mortgage, LLC
Indian Land, SC

3 CARLOS LARRAZABAL

204 TRANSACTIONS
Vellum Mortgage
Fairfax, VA

4 MIGUEL MOURIZ

193 TRANSACTIONS
New American Funding
Orlando, FL

5 JOHN M GAGLIARDO JR

190 TRANSACTIONS
DHI Mortgage
Melbourne, FL

6 NATALYA CHACON

172 TRANSACTIONS
US Mortgage Corporation
Duluth, GA

6 HECTOR REYES

164 TRANSACTIONS
MoneyTree Lending Group LLC
Orlando, FL

7 OSCAR RETO

159 TRANSACTIONS
New American Funding
Charlotte, NC

8 MARIA D. CERVANTES

159 TRANSACTIONS
Movement Mortgage, LLC
Indian Land, SC

9 ALEJANDRA A RIVERA

153 TRANSACTIONS
DHI Mortgage
Orlando, FL

10 JESSE ESQUEDA

149 TRANSACTIONS
Ameris Bank
Lawrenceville, GA

11 BLAKE CARRILLO

139 TRANSACTIONS
Wells Fargo Home Mortgage
Richmond, VA

12 FLAVIA PORTAL

134 TRANSACTIONS
LendUS/CrossCountry
Bradenton, FL

13 DIEGO LONDOÑO

129 TRANSACTIONS
American Portfolio Mortgage
Coral Gables, FL

14 CARLOS COLOMA

129 TRANSACTIONS
loanDepot
Coral Gables, FL

15 ERICA PARADISE

129 TRANSACTIONS
NJ Lenders dba SilverBayLending
Tampa, FL

16 LEO ROBERTO

129 TRANSACTIONS
PrimeLending, A PlainsCapital
Company
Marietta, GA

17 MICHAEL SANCHEZ

127 TRANSACTIONS
Guaranteed Rate
Stafford, VA

18 CAROLINA VERGARA

121 TRANSACTIONS
Vision
Suwanee, GA

19 JUAN GIRALDO

121 TRANSACTIONS
loanDepot
Huntersville, NC

20 JOSE RICARDO CALDERON

119 TRANSACTIONS
First Option Mortgage
Atlanta, GA

TOP 100 LATINO MORTGAGE ORIGINATORS

SOUTHEAST

21 **CHRISTOFER ROBERTS**
117 TRANSACTIONS
 Truist
 Raleigh, NC

22 **MARIA VERONICA PITTS**
114 TRANSACTIONS
 DHI Mortgage
 Sandy Springs, GA

23 **MARIO CERRATO**
114 TRANSACTIONS
 loanDepot
 Pembroke Pines, FL

24 **EDDIE CISNEROS**
113 TRANSACTIONS
 Guaranteed Rate
 Tampa, FL

25 **ADRIAN CIARAMELLANO**
108 TRANSACTIONS
 Homespire Mortgage
 Rockville, MD

26 **MAUI PARRA**
108 TRANSACTIONS
 New American Funding
 Duluth, GA

27 **NANCY AGUIRRE**
108 TRANSACTIONS
 Fairway Independent
 Mortgage Corporation
 Miami Lakes, FL

28 **JOSE PLASCENCIA**
107 TRANSACTIONS
 Cardinal Financial Company,
 Limited Partnership
 Marietta, GA

29 **ROSA MARTINEZ**
106 TRANSACTIONS
 Caliber Home Loans
 Sarasota, FL

30 **LOVA GOMEZ**
105 TRANSACTIONS
 CrossCountry Mortgage
 Naples, FL

31 **CLAUDIA GUTIERREZ**
105 TRANSACTIONS
 Atlantic Coast Mortgage
 Charlotte, NC

32 **MARIANO RODOLFO FIALLOS**
104 TRANSACTIONS
 DHI Mortgage
 Sarasota, FL

33 **ALEJANDRO OTERO**
104 TRANSACTIONS
 Paramount Residential
 Mortgage Group, Inc.
 Pembroke Pines, FL

34 **CHARLES JIMENEZ**
104 TRANSACTIONS
 New American Funding
 Evans, GA

35 **MELISSA RICH**
103 TRANSACTIONS
 Draper and Kramer
 Mortgage Corp
 Washington, DC

36 **ALEJANDRO CAPDEVIELLE**
103 TRANSACTIONS
 DHI Mortgage
 Tallahassee, FL

37 **CARLOS ADORNO**
103 TRANSACTIONS
 Ameris Bank
 Lawrenceville, GA

38 **MARCOS SANCHEZ**
101 TRANSACTIONS
 Embrace Home Loans
 Sandy Spring, MD

39 **LUIS BAEZ**
101 TRANSACTIONS
 DHI Mortgage
 Coconut Creek, FL

40 **BILL SAUNDERS**
101 TRANSACTIONS
 Caliber Home Loans
 Dunkirk, MD

41 **CARLOS MATA**
101 TRANSACTIONS
 Acopia Home Loans
 Atlanta, GA

TOP 100 LATINO MORTGAGE ORIGINATORS

SOUTHEAST

42 **KENOL CADET**
100 TRANSACTIONS
 New American Funding
 Kissimmee, FL

43 **ELYIN PEREZ**
100 TRANSACTIONS
 ACE Lending Group, LLC
 Orlando, FL

44 **JAVIER ARRIZ**
99 TRANSACTIONS
 loanDepot
 Fort Myers, FL

45 **CRISTINA PAYERO**
98 TRANSACTIONS
 New American Funding
 Naples, FL

46 **ANDRES MUNAR**
97 TRANSACTIONS
 Co/LAB Lending
 San Juan, PR

47 **JOSUE RUIZ**
96 TRANSACTIONS
 DHI Mortgage
 Coconut Creek, FL

48 **FLOR ARAUJO**
95 TRANSACTIONS
 US Mortgage Corporation
 Atlanta, GA

49 **LISBETH NAJARRO**
94 TRANSACTIONS
 Embrace Home Loans
 Fairfax, VA

50 **DIANA MILENA MONTOYA**
94 TRANSACTIONS
 Sunwest Mortgage
 Ponce, PR

51 **WILLIAM POLACK**
93 TRANSACTIONS
 First Option Mortgage LLC
 Suwanee, GA

52 **PAOLA SCOTT**
92 TRANSACTIONS
 First Option Mortgage
 Atlanta, GA

53 **TANIA MCRAE**
92 TRANSACTIONS
 Guaranteed Rate
 St. Marys, GA

54 **WILLIAM JOSEPH RUSHFORTH III**
91 TRANSACTIONS
 DHI Mortgage
 Tampa, FL

55 **CHRISTOPHER VALENZUELA**
90 TRANSACTIONS
 Movement Mortgage, LLC
 Indian Land, SC

56 **PAULA MARIN**
90 TRANSACTIONS
 Sunwest Mortgage
 San Juan, PR

57 **CESAR DEL COLLADO**
89 TRANSACTIONS
 Caliber Home Loans
 Coral Gable, FL

58 **SANDRA KOURAKIS**
89 TRANSACTIONS
 The Mortgage Firm
 Duluth, GA

59 **MARINA MORENO**
88 TRANSACTIONS
 Northpointe Bank
 Charlotte, NC

60 **ANTHONY STRICKLAND**
87 TRANSACTIONS
 Homespire Mortgage
 Rockville, MD

61 **ALVARO PEREZ**
86 TRANSACTIONS
 Caliber Home Loans
 Reston, VA

62 **JAMES RICHARD PARKER**
85 TRANSACTIONS
 Guaranteed Rate
 Tampa, FL

TOP 100 LATINO MORTGAGE ORIGINATORS

SOUTHEAST

63 MERCEDES HOLTE

85 TRANSACTIONS
Wells Fargo Home Mortgage
Huntsville, AL

64 CAROLINA MEULMAN

84 TRANSACTIONS
Atlantic Bay Mortgage Group
Charlotte, NC

65 ADRIAN REYES

81 TRANSACTIONS
Paramount Residential
Mortgage Group, Inc.
Pembroke Pines, FL

66 DEBRA SMITH

79 TRANSACTIONS
Guaranteed Rate
Wildwood, FL

67 JEANPIERRE REMY

79 TRANSACTIONS
Sun West Mortgage
Company, Inc.
Guaynabo, PR

68 CARLOS ECHEVERRY

78 TRANSACTIONS
Equity Prime Mortgage
Orlando, FL

69 GABRIELA VILAFRANCO

78 TRANSACTIONS
Homestar Financial Services
Duluth, GA

70 DAVID J. BERMEO

77 TRANSACTIONS
Movement Mortgage, LLC
Indian Land, SC

71 FABIANO B. PINTO

77 TRANSACTIONS
Movement Mortgage, LLC
Indian Land, SC

72 ANA TOLENTINO

75 TRANSACTIONS
Main Street Home Loans
Fairfax, VA

73 GEINER LOPEZ

74 TRANSACTIONS
Premier Loan Center Inc
Peachtree Corners, GA

74 RAMON PLASENCIA

72 TRANSACTIONS
Caliber Home Loans
Miami, FL

75 CARLOS TEJERO

72 TRANSACTIONS
Paramount Residential
Mortgage Group, Inc.
Miami, FL

76 CHRISTOPHER ESTEVEZ

72 TRANSACTIONS
Movement Mortgage, LLC
Indian Land, SC

77 BERNIE FLORES

72 TRANSACTIONS
Homestar Financial Corporation
Gainesville, GA

78 DAMARYS PRIETO

71 TRANSACTIONS
loanDepot
Fort Myers, FL

79 FAUSTO CASTILLO

70 TRANSACTIONS
Caliber Home Loans / Newrez
Orlando, FL

80 FERNANDO CHAVES

69 TRANSACTIONS
Paramount Residential
Mortgage Group, Inc.
Miami, FL

81 EDWIN VELASCO BONILLA

67 TRANSACTIONS
Prosperity Home Mortgage
Silver Springs, MD

82 ALEX GARCIA

67 TRANSACTIONS
Caliber Home Loans
Miami, FL

83 ROMY ESPINO

67 TRANSACTIONS
Prosperity Home Mortgage
Fairfax, VA

TOP 100 LATINO MORTGAGE ORIGINATORS

SOUTHEAST

84 JASON CABALLERO
67 TRANSACTIONS
Caliber Home Loans
Miami, FL

85 MICHEL ORTEGA REINALDO
67 TRANSACTIONS
MOR Investments LLC
Tampa, FL

86 ROBERTO ALEMAN
66 TRANSACTIONS
Alterra Home Loans
Frederick, MD

87 JORGE MUNOZ-ROMAN
66 TRANSACTIONS
Sun West Mortgage
Company Inc.
Ponce, PR

88 FRANK SILVA
65 TRANSACTIONS
City National Bank of Florida
Miami, FL

89 GERRY GIANNELLI
65 TRANSACTIONS
Caliber Home Loans
Maitland, FL

90 RALPH ALMODOVAR
65 TRANSACTIONS
Fairway Independent
Mortgage Corporation
Miami Lakes, FL

91 IVAN SEVERICHE
65 TRANSACTIONS
loanDepot
Miramar, FL

92 ROCIO PORTELLA
65 TRANSACTIONS
Mint Mortgage
Miramar, FL

93 CINDY JARAMILLO
65 TRANSACTIONS
Bank of England
Sarasota, FL

94 JAMIE CORREA
65 TRANSACTIONS
Vision Mortgage
Irmo, SC

95 MILUSKA TEZEKJIAN
64 TRANSACTIONS
The Federal Savings Bank
Cary, NC

96 NITZA MELENDEZ
64 TRANSACTIONS
Town Square Mortgage &
Investments, Inc.
Saint Cloud, FL

97 SUSEL HERNANDEZ
64 TRANSACTIONS
loanDepot
Fort Myers, FL

98 STEPHANIE ADAMS
62 TRANSACTIONS
Paramount Residential
Mortgage Group, Inc.
Tampa, FL

99 LUIS PACORI
61 TRANSACTIONS
Hometrust Lending LLC
Fairfax, VA

100 SARA ASSELIN
61 TRANSACTIONS
Prosperity Home Mortgage
Rockville, MD



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Thank You

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nahrep
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