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THE BUSINESS JOURNAL

MORTGAGE BANKERS & BROKERS

Ranking: 2004 retail closed loan volume

The List

Rank 2005	2004	Firm Name	Address	Telephone	Fax	Web or e-mail	Retail closed loan volume in 2004*	Wholesale and correspondent closed loan volume in 2004	Average residential loan in 2004	Current subprime loan portfolio	Types of loans handled	Local responsible title	Type of lending institution	Year estab. locally
1	1	Chase Home Finance*	2201 E. Camelback Road Phoenix 85016	602-955-6404	Fax 602-952-5337	www.chase.com	\$83.5 B	\$83.5 B	\$152,000	\$20,000	FHA/VA, conventional, multifamily residential (2-4 units), commercial/industrial	Walter Gairist, Mike Ben Kramel, Mike Coakley, Brad Coates	commercial bank	1800
2	7	Wells Fargo Home Mortgage	15015 N. 71st St., Ste. 108 Scottsdale 85254	480-483-4888	Fax 480-483-4895	www.wellsfargo.com	2.4x B	\$70.5 M	\$120,000	\$147,593	FHA/VA, conventional, multifamily residential (10+ units), commercial/industrial, construction	Lisa Parrat, regional manager, senior vice president	commercial bank	1900
3	3	Great Southern Mortgage	17019 N. Scottsdale Road, Ste. 300 Scottsdale 85258	480-409-9000	Fax 480-710-1700	www.greatsouthernltd.com	6.75 B	1.70 B	\$114,921	\$1,884	FHA/VA, conventional, multifamily residential (10+ units), commercial/industrial, construction	Michael Taylor, CEO	mortgage	1987
4	4	Countrywide Home Loans	4300 Park Granada Blvd., Carlsbad, CA 92002	619-817-4202	Fax 619-817-4202	www.countrywide.com	1.05 B	437.56 M	\$179,029	\$10,000	FHA/VA, conventional single family, multifamily residential (5+ units), commercial/industrial	Sally Chang Sr., chairman, CEO	commercial bank, mortgage banker, mortgage broker	1993
5	5	M&I Bank	602-241-6000	602-241-6000	www.mibank.com	847 M	290.7 M	\$136,211	\$31	FHA/VA, conventional single family, construction, other	Leslie Gault, chief mortgage officer	mortgage banker	1988	
6	6	Security Mortgage Corp.	3174 N. Third St., Ste. 100 Phoenix 85012	602-335-1000	Fax 602-335-1700	www.secmortgage.com	183.5 M	428.15 M	\$162,187	\$5	FHA/VA, conventional single family, commercial loans	Tom Boyd, president	mortgage banker, mortgage broker	1999
		Essential Group Inc.	1000 N. Central Ave., Ste. 400 Phoenix 85004	602-952-8800	Fax 602-952-8800	www.essentialgroup.com	682.14 M	WND	\$157,000	\$14	FHA/VA, conventional single family, commercial loans	Tim Masten, president, managing member	mortgage broker	2000

TOP 25 MORTGAGE BANKERS & BROKERS

RETAIL CLOSED LOAN VOLUME

- AZ BUSINESS JOURNAL

Homeowners Financial Group USA LLC 602-445-9100 168 M WND \$213,000
 16427 N. Scottsdale Road, Ste. 280 Fax 602-445-9101 42
 Scottsdale 85254 www.homeownersfg.com 178.5 M WND 42
 FHA/VA, conventional single family, multifamily residential (5+ units) Bill Rogers, president mortgage banker 2004

10	10	State Mortgage	4280 N. Draper Ave. Scottsdale 85251	602-344-9999	Fax 602-348-0001	www.statemortgage.com	329.10 M	1.05 B	120	WND	FHA/VA, conventional (10+ units), multifamily residential, commercial/industrial	Kevin Sheehan, Keith Berglund, area managers	mortgage	
11	11	AZ Prime One Mortgage Corp.	1100 N. 110th St., Ste. 101 Phoenix 85027	602-952-0224	Fax 602-952-0232	www.premierone.com	382.86 M	13.10 B	105	WND	FHA/VA, conventional single family, multifamily residential (10+ units), construction	David Heusermann, president	mortgage broker	1984
12	12	First Horizon Home Loans	1375 E. Camelback Road, Ste. 383 Phoenix 85016	480-420-5000	Fax 480-420-5000	www.firsthorizon.com	308.92 M	WND	\$18,000	25	FHA/VA, conventional single family	Jon Barker, vice president	mortgage broker	1983
13	13	Commerce First Lending Services	4110 N. Scottsdale Road, Ste. 249 Scottsdale 85251	480-951-9889	Fax 480-951-2517	www.commercefirst.com	298 M	236.2 M	\$138,590	114	FHA/VA, conventional single family, multifamily residential (5+ units), commercial/industrial	Loy Williams, president	mortgage banker	1982
14	14	Waterford Financial Corp.	8187 Via De Ventura, Ste. 120 Scottsdale 85258	480-844-2885	Fax 480-609-8828	www.waterfordfinancial.com	282.1 M	240 M	\$208,000	18	FHA/VA, conventional single family, multifamily residential (10+ units), commercial/industrial, construction, other	Steve Hunt, president	mortgage banker	1984
15	15	Axis Mortgage & Investments	1201 E. Avon School Road, Mesa 85205	480-941-3126	Fax 480-941-0523	www.axismortgage.com	245 M	240 M	\$189,500	15	FHA/VA, conventional single family, multifamily residential (5+ units), commercial/industrial, business, sub prime	Terry Turk, president	mortgage broker	1993
16	16	Sunwest Mortgage Corp.	1110 E. Camelback, 5200th Road Scottsdale 85254	480-443-3700	Fax 480-443-1051	www.sunwestmortgage.com	241 M	250 M	\$210,000	40	FHA/VA, conventional single family, construction, other	Jill Watt, president	mortgage banker	2004
17	17	Colonial Mortgage & Investment Inc.	14625 N. Pleasant Blvd., Ste. 100 Phoenix 85024	602-241-9879	Fax 602-241-7912	www.colonialmortgage.com	227 M	308 M	\$152,000	60	FHA/VA, conventional single family, multifamily residential (10+ units)	Bill Rogers, president	mortgage banker	2004
18	18	CTS Mortgage Corp.	7720 N. 118th St., Ste. 325 Mesa 85206	480-852-4343	Fax 480-924-6758	www.ctsmortgage.com	194.2 M	42.1 M	\$181,645	14	FHA/VA, conventional single family, multifamily residential (10+ units)	Jack Johnson, Lili von Preben	mortgage banker, mortgage broker	1999
19	19	Sun American Mortgage Co	444 S. Camelback Road, Mesa 85206	480-771-9812	Fax 480-771-8998	www.sunamerican.com	184.68 M	274.68 M	\$213,000	42	FHA/VA, conventional single family, multifamily residential (10+ units), commercial/industrial, construction	Mai Yam, senior vice president	mortgage banker	1993
20	20	NDI Mortgage Corp.	2164 E. Grandview Road, Tempe 85282	602-445-9800	Fax 602-445-9101	www.ndimortgage.com	178.5 M	187.06 M	\$180,230	20	FHA/VA, conventional single family, multifamily residential (10+ units), commercial/industrial	Vince Luczak, CEO	mortgage banker, mortgage broker	1999
21	21	Homeowners Financial Group USA LLC	15077 N. Scottsdale Road, Ste. 280 Scottsdale 85254	602-241-3211	Fax 602-241-3211	www.homeownersfg.com	178.5 M	6.3 B	\$138,380	173	FHA/VA, conventional single family, construction	Cynthia Hammond, president	mortgage broker	1994
22	22	Metropolitan Mortgage	15030 N. Highland Road, Scottsdale 85250	602-214-4842	Fax 602-214-4842	www.metropolitandm.com	151.76 M	1.15 B	\$138,380	87	FHA/VA, conventional single family, construction, other	Research by Judy Trunette and Leslie Donaldson		
23	23	Nova Home Loans	2205 E. Camelback Road, Ste. 100 Phoenix 85016	602-940-0700	Fax 602-840-1000	www.novahomeloans.com	136.97 M	319.90 M	\$136,970	10	FHA/VA, conventional single family, commercial/industrial			
24	24	Avanti Lending	2100 E. Camelback Road, Ste. 900 Phoenix 85016	602-748-1509	Fax 602-748-1510	www.avantilending.com	123.67 M	238.09 M	WND	WND				
25	25	Charwell Mortgage of Arizona Inc.	13811 N. Tatum Blvd., Ste. 308 Phoenix 85028	602-952-8800	Fax 602-952-8800	www.charwellmortgage.com	123.67 M	238.09 M	WND	WND				

Think like a homeowner. Think Homeowners Financial Group.