

Who's No. 1?

Broker is looking for the largest brokers in the country.

Based on preliminary data collected so far, Residential Mortgage Capital of San Rafael, Calif., is the leader so far in the race for largest mortgage broker company in terms of volume for 2005.

The data are being collected even as this article goes to press for the 2006 Loan Broker Database. In order to participate, please contact Nequanya Johnson at 202-434-0328 or by e-mail at nequanya.johnson.com.

Meanwhile, what might be most surprising about these results is that even though 2005 volume is believed to be below that of 2004, eight of the top 10 reporters so far and the vast majority of the companies on this list have reported higher volume during the previous year.

Residential Mortgage Capital saw its volume increase by 57% year-over-year, Windsor Capital Management of San Diego is up by 22% and Empire Equity Group, Charlotte, N.C., is up by 46%. 1st Metropolitan Mortgage is a subsidiary of Empire Equity.

The largest gainer in terms of percentage so far is USA Mortgage Corp., Elmwood Park, Ill., whose volume increased by 186% between 2004 and 2005.

Of the eight companies in the top 50 list that saw their volume decline, the one with the largest hit percentage-wise is Charles H. Zeigler, Philadelphia, down 54% between 2004 and 2005.

These results are bound to change. Of the top five companies that reported in the final 2004 data, Allied Home Mortgage Capital Corp., and Carteret Mortgage Corp., Nos. 1 and 3, respectively, have not yet answered a survey, nor has the No. 5 firm, Mortgage Master, Walpole, Mass. The second largest firm as reported in 2004, Olympia Funding, was acquired last year by 1st Metropolitan, which was fourth in that year. **B**

Top Brokers in 2005 (A Sample)

(Dollars in Millions)

Rk	OrganizationName	City	State	'05 Vol.	'04 Vol.	% Chg.
1	Residential Mortgage Capital (MBB)	San Rafael	CA	\$5,500	\$3,500	57%
2	Windsor Capital Mortgage (MBB)	San Diego	CA	\$4,703	\$3,849	22%
3	Empire Equity Group, Inc.	Charlotte	NC	\$4,077	\$2,800	46%
4	Fairway Independent Mortgage Corp. (MBB)	Sun Prairie	WI	\$1,606	\$1,220	32%
5	Meridian Residential Capital	Brooklyn	NY	\$1,200	\$800	50%
6	Mortgage Financial Services, Inc.	Tewksbury	MA	\$853	\$1,000	-15%
7	Pope Mortgage & Associates	Ontario	CA	\$497	\$254	96%
8	Statewide Bancorp, Inc.	Rancho Cucamonga	CA	\$356	\$205	74%
9	Pavilion Capital Group, L.L.C.	Omaha	NE	\$346	\$251	38%
10	USA Lending Group	Midvale	UT	\$305	\$450	-32%
11	Atlantic Mortgage Loans, Inc.	Clearwater	FL	\$298	\$274	9%
12	Meridian Mortgage, LLC	Tucson	AZ	\$270	\$271	0%
13	Mortgage Master Service Corp.	Kent	WA	\$255	\$189	35%
14	Mortgage Connections, Inc.	Honolulu	HI	\$240	\$201	20%
15	The Addison Mortgage Group, Inc.	Boca Raton	FL	\$218	na	na
16	Globe Mortgage America, LLC	Englewood	NJ	\$129	\$112	16%
17	Source Lending	Brooklyn Park	MN	\$127	\$103	24%
18	Home Equity Mortgage Corp.	Miami	FL	\$105	\$76	38%
19	Community Mortgage Svcs., Inc.	Roswell	GA	\$101	\$80	26%
20	Signature Mortgage Co.	Littleton	CO	\$100	\$100	0%
21	Kingsland Financial Corp.	Wheaton	IL	\$79	\$100	-21%
22	Stern Mortgage Co.	Palo Alto	CA	\$77	\$66	17%
23	Moran Financial Services, LLC	Las Vegas	NV	\$75	\$40	88%
24	Greater Bay Residential Lending Group	Walnut Creek	CA	\$74	\$47	56%
25	loanGuy.com	Los Angeles	CA	\$72	\$65	11%
26	Oracle Home Mortgage	Tempe	AZ	\$67	\$57	18%
27	Reynolds and Byars Mortgage Co.	Brentwood	TN	\$60	\$40	50%
28	TCRM Commercial Corp.	New York	NY	\$56	\$46	23%
29	United Lending, Inc.	Boulder	CO	\$50	na	na
30	USA Mortgage Corp.	Elmwood Park	IL	\$48	\$17	186%
31	Charles H. Zeigler	Philadelphia	PA	\$42	\$91	-54%
32	The Money Matrix	St. Paul	MN	\$38	na	na
33	Hammond Crossing Mortgage	Atlanta	GA	\$35	\$46	-24%
34	USA Mortgage Corporation	Sarasota	FL	\$33	\$29	14%
35	Kenica Financial Corp.	Phoenix	AZ	\$23	\$20	15%
36	Home Equity Mortgage, Inc.	Manakin-Sabot	VA	\$21	\$19	9%
37	Montclair Mortgage	Oakland	CA	\$20	\$25	-20%
38	Universal Mortgage Group, Inc.	Cayce	SC	\$20	\$12	67%
39	Miller Home Mortgage	Metairie	LA	\$17	\$19	-7%
40	State Street Mortgage & Loan Co.	Springfield	IL	\$16	\$13	24%
41	ERB Group	Marshall	WI	\$16	\$15	7%
42	Frontier 2000 Mortgage & Loan	El Paso	TX	\$15	\$13	15%
43	Priority Mortgage Corp. of Wichita	Wichita	KS	\$15	\$13	19%
44	Ridge Mortgage Corp	Sebring	FL	\$12	\$9	41%
45	Seacoast Capital	Capistrano Beach	CA	\$12	na	na
46	Mid State Mortgage, Inc.	Frankfort	IN	\$12	\$10	20%
47	Superior Home Loan & Mortgage Company	Pensacola	FL	\$10	\$7	43%
48	Mid-Ohio Mortgage Services, Inc.	Chillicothe	OH	\$10	\$9	6%

Notes: This is a sample ranking only. Broker Magazine and National Mortgage News are still collecting broker surveys for 2005. If you would like to participate email: Nequanya.Johnson@SourceMedia.com or call (202) 434-0328. (MBB) Firm holds both mortgage banking and brokerage licenses.

Source: Broker/NMN's 2006 Loan Broker Database. Questions? Email: Paul.Muolo@SourceMedia.com