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TOP MORTGAGE BROKERS

ScotsmanGuide.com/Top2018/Brokers

#	Name	Company	State	Brokered Volume	Total Dollar Volume	Percent Brokered	Brokered Loans	Overall Closed Loans	Purchase Vs. Refi	Yrs. in Biz
1	MARK COHEN	COHEN FINANCIAL GROUP	CA	\$505,513,757	\$505,513,757	100%	451	451	58%/42%	30
2	Mike Roberts	City Loan Mortgage	ST	\$225,228,228	\$225,228,228	100%	178	178	100%/0%	21
3	David Pardo	Angelo Mortgage Inc.	CA	\$207,228,400	\$207,228,400	100%	112	112	100%/0%	20
4	Dennis Sarmiento	Angelo Mortgage Inc.	CA	\$191,228,200	\$191,228,200	100%	111	111	100%/0%	18
5	Samuel Van Walker	West Coast Lending	CA	\$188,718,876	\$188,718,876	100%	489	489	100%/0%	7
6	Shawn Stohler	West Lending	CA	\$188,377,204	\$188,377,204	100%	354	354	100%/0%	12
7	Thom Nguyen	Loan Factors Inc.	CA	\$182,822,884	\$182,822,884	100%	423	423	100%/0%	10
8	Raymond Pears	Shaq Loan	CA	\$178,982,400	\$178,982,400	100%	382	382	100%/0%	8
9	Jason Gallo	Gallo Capital Inc.	WA	\$172,377,222	\$172,377,222	100%	382	382	100%/0%	28
10	Angela Nelson	First Securities Financial Services	WA	\$168,227,276	\$168,227,276	100%	486	486	100%/0%	12
11	Michael Seary	Clyde Financial Corp.	CA	\$168,422,178	\$168,422,178	100%	192	192	100%/0%	24
12	Mark Reed	Home Trust Financial	WA	\$162,728,224	\$162,728,224	100%	178	178	100%/0%	12
13	John MacEach	Wu Mortgage Corp. - Wu Team Home Loans	WA	\$161,228,112	\$161,228,112	100%	342	342	100%/0%	12
14	Andrew Eric Tomasko	AMS Services - Wu Team Equity Mortgage	CA	\$158,228,224	\$158,228,224	100%	224	224	100%/0%	7
15	Michelle Poyant	Vermont Mortgage Co.	VT	\$157,278,222	\$157,278,222	100%	284	284	100%/0%	12
16	Sammy Deal	Palmer Hill Mortgage	WA	\$156,278,274	\$156,278,274	100%	228	227	100%/1%	12
17	Andrew McEwen	Loan City Mortgage	CA	\$156,422,424	\$156,422,424	100%	228	228	100%/0%	12
18	Ron Pothig	Mortgage Network Inc.	WA	\$151,727,224	\$151,727,224	100%	112	112	100%/0%	12
19	Timothy Lanning	Star Mortgage	CA	\$148,422,427	\$148,422,427	100%	124	124	100%/0%	14
20	Michelle Smith	Progressive Financial Services Corp.	CA	\$148,422,424	\$148,422,424	100%	327	327	100%/0%	28
21	Wes Oliver	Prolog Home Mortgage	WA	\$147,277,222	\$147,277,222	100%	188	188	100%/0%	12
22	Mark Reed	SH Capital Lending	CA	\$146,422,224	\$146,422,224	100%	148	148	100%/0%	8
23	Ellen Stone	Wu Mortgage Corp. - Wu Team Home Loans	WA	\$146,277,222	\$146,277,222	100%	127	127	100%/0%	12
24	Ugoth Shroff	Shroff Loan LLC	NY	\$142,377,224	\$142,377,224	100%	41	34	100%/4%	28
25	Marvin De Jesus	Wu Mortgage Corp.	WA	\$141,228,224	\$141,228,224	100%	112	112	100%/0%	12
26	Kevin Richter	First Mortgage Mortgage Corp.	WA	\$140,278,224	\$140,278,224	100%	321	321	100%/0%	22
27	Ryan Jones	Loan Mortgage Team Inc.	AZ	\$138,422,224	\$138,422,224	100%	127	127	100%/0%	12
28	David Smith	Angelo Mortgage Inc. - Angelo Home Mortgage Services	CA	\$137,278,274	\$137,278,274	100%	122	122	100%/0%	28
29	Talia Sorensen	Right Way Mortgage Inc.	WA	\$137,228,222	\$137,228,222	100%	128	128	100%/0%	12
30	Timothy McEwen	Wu Mortgage Corp. - Wu Team Home Loans	WA	\$136,278,112	\$136,278,112	100%	34	34	100%/0%	8
31	Michael Mahan	Priority Financial LLC	WA	\$136,228,222	\$136,228,222	100%	128	128	100%/0%	28
32	Wesley Smith	Smith Lending Group LLC	WA	\$136,228,124	\$136,228,124	100%	121	121	100%/0%	8
33	Jason Conway	American Pacific Mortgage	CA	\$137,228,224	\$137,228,118	100%	38	38	100%/0%	28
34	Scott Brown	Shroff Loan LLC	NY	\$137,228,224	\$137,228,224	100%	32	32	100%/0%	14

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YPN

Young Professionals Network - *5th Annual* **MEGA-MIXER** *and Fundraiser*



1200 S. Figueroa St, Los Angeles, CA 90015

Wednesday, August 7, 2019
6:00pm - 8:30pm

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Joyce Rey



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\$60 (FREE One Time Complimentary Class for BH/GLAAR Members)

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August 12, 2019 from 9:30am - 3:30pm

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Week 3: Negotiation Strategies, Pitfalls and How Forms Work Together

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August 26, 2019 from 9:30am - 3:30pm

\$60 (FREE One Time Complimentary Class for BH/GLAAR Members)



About Your Instructor **Tony Papillo**, Vice Chair of BH/GLAAR Professional Development Committee. For over 20 years Tony's work has evolved around real estate. First as a litigation attorney and now as an award winning Broker Associate.

"My goal is to support agents in their business and help them continuously develop to meet their full potential. I'm a coach, mentor and all-around cheerleader. As a former litigator, teacher and Top-Ten office agent, I pride myself in helping agents strategize and negotiate for their clients' best interests." - Tony Papillo

Register for the full series today and save!

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AUGUST 2019