LATINO MORTGAGE ORIGINATORS TOP 250

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

In association with





FOREWORD

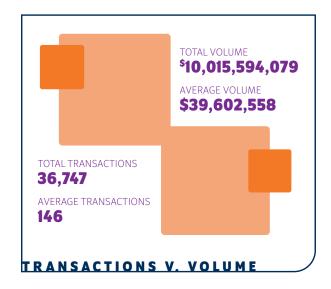
The Top 250 Latino Mortgage Originators Award is an annual report by the National Association of Hispanic Real Estate Professionals® (NAHREP®) that recognizes the leading Latino mortgage originators in the U.S. as ranked by the number of mortgages they closed the previous calendar year. NAHREP is proud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

The Top 250 Mortgage Originators Award was conceived in 2014 after the continued success of the Top 250 Latino Agents Award created a demand for recognition of success in other parts of the industry. This year, mortgage originators from across the country earned distinction as a Top 250 Latino Mortgage Originator from among over 600 mortgage originators nominated for the sixth annual award. The group of top producers represents a total of 36,747 closed mortgages and \$10 billion in mortgage sales. New American Funding topped this year's report with the most individuals recognized on the list, followed by loanDepot and Wells Fargo Home Mortgage. The report includes lists recognizing the Top 100 from among the non-depository lenders nominated for the award and the Top 100 by volume. The success of the Top 250 Latino Mortgage Originators is a demonstration of the growing influence Latinos demonstrate in the industry both as a profession as well as in the volume of home buyers driving the housing economy.

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

METHODOLOGY

The listing of the Top 250 Latino Mortgage Originators in America is compiled through a self-nomination process reflective of transactions closed during the 2019 calendar year. Once received, NAHREP reviews the nomination for accuracy and when necessary seeks validation of data submitted from the respective candidate's company. This list represents both individual and team transactions. To be eligible, nominees are required to submit their number of closed mortgages to be ranked against other nominees. Nominations may be disqualified or modified where third party validation is not available or consistent. In instances where there is a tie based on number of mortgages closed, higher rank is given to originators with greater sales volume. Ethnic background is confirmed through self-attestation.





LUISA BEDOYA 359 TRANSACTIONS MSA Mortgage, LLC Revere, MA 357 TRANSACTIONS Ameris Bank Mortgage Services Franklin, TN CARLOS VILLALON

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ARMANDO SANMIGUEL

349 TRANSACTIONS First Centennial Mortgage Schaumburg, IL

SAUL PINELA 342 TRANSACTIONS Neighborhood Loans, Inc. Downers Grove, IL

NORMA GUERRERO-COWES 341 TRANSACTIONS DHI Mortgage Austin, TX

JORGE MONTOYA 339 TRANSACTIONS Guild Mortgage Reno, NV

> ADRIAN GASTELUM 328 TRANSACTIONS Nova Home Loans Peoria, AZ

IVAN PASTOR 323 TRANSACTIONS InterLinc Mortgage Services, LLC Katy, TX

SILVERO GARCIA
 317 TRANSACTIONS
 Golden Empire Mortgage, Inc.
 Oxnard, CA

14 PHYLLIS CASILLAS 309 TRANSACTIONS On Q Financial Tempe, AZ

> MANUEL CORRAL 299 TRANSACTIONS Golden Empire Mortgage, Inc. Pomona, CA

DIEGO GIRALDO 299 TRANSACTIONS Texas Bank Mortgage Company Dallas, TX

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ANDREW QUEZADA 296 TRANSACTIONS AQHL Bancorp DBA Prime Equity Mortgage West Covina, CA

18 FRANKY BONILLA 291 TRANSACTIONS Supreme Lending Houston, TX

> **STEPHEN CARPITELLA** 288 TRANSACTIONS Equity Prime Mortgage Manahawkin, NJ

MICHAEL CARVAJAL 276 TRANSACTIONS Equity Prime Mortgage Manahawkin, NJ

CLAUDIA MOSTAGHASI 271 TRANSACTIONS Thrive Mortgage DBA Home Source Mortgage Corpus Christi, TX

JOANNA GARCIA 271 TRANSACTIONS U.S. Bank Louisville, KY

RODRIGO BALLON 267 TRANSACTIONS CrossCountry Mortgage, LLC San Diego, CA

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CANDY BUZAN 259 TRANSACTIONS UFCU Mortgage Services Austin, TX

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MARIA SALAS 256 TRANSACTIONS Texas Bank Mortgage Company Fort Worth, TX



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CARLOS LARRAZABAL 254 TRANSACTIONS Vellum Mortgage Fairfax, VA

27 DIEGO BISBAL 248 TRANSACTIONS Equity Prime Mortgage Orlando, FL

> FIDEL DORADO 229 TRANSACTIONS Golden Empire Mortgage, Inc. Madera, CA

29 TANIA MURRAY 228 TRANSACTIONS New American Funding El Paso, TX

> **RUDY BENITEZ** 226 TRANSACTIONS AnnieMac Home Mortgage Casa Grande, AZ

MELISSA GUERRA 221 TRANSACTIONS loanDepot Yorkville, IL

DIEGO RAMOS 221 TRANSACTIONS Envoy Mortgage Rockford, IL

33 FERMIN BARRERA 220 TRANSACTIONS DHI Mortgage Richmond, TX

34 NATALYA CHACON 216 TRANSACTIONS U.S. Mortgage Corporation Lawrenceville, GA

35 ANGIE CANSLER 215 TRANSACTIONS Kings Mortgage Services, Inc. Hanford, CA 36 FELIPE CEBALLOS 214 TRANSACTIONS DHI Mortgage Temple Terrace, FL

37 NANCY MOTA CASTILLO 213 TRANSACTIONS Kings Mortgage Services, Inc. Visalia, CA

38 DINA PIERSON 213 TRANSACTIONS Supreme Lending Dallas, TX

39 JOSE IRAHETA 206 TRANSACTIONS DHI Mortgage Fort Worth, TX

40 MONIQUE SANCHEZ 199 TRANSACTIONS New American Funding Tustin, CA

41 AMBER RUIZ 199 TRANSACTIONS loanDepot Peoria, AZ

42 JUSTIN BROWN 198 TRANSACTIONS New American Funding Glendora, CA

43 KEVIN GARCIA 197 TRANSACTIONS New American Funding Tustin, CA

4 ALFONSO DELGADILLO 194 TRANSACTIONS Point Mortgage Corporation Chula Vista, CA

45 ANTHONY GONZALES 194 TRANSACTIONS Guaranteed Rate Visalia, CA 47

FAUSTO VALLADARES 186 TRANSACTIONS Elite Mortgage Pros Downey, CA

48 CAROLINA MORENO 186 TRANSACTIONS Texas Bank Mortgage Company

Dallas, TX

"SAMUEL WAS BORN IN TEXAS, his father was from Puerto Rico, and his mother is from Zacatecas, Mexico. He is a mortgage originator for two reasons - to help folks get into their dream home and the opportunity to earn a living that supports his family."

49

SAMUEL MORALES 185 TRANSACTIONS

DHI Mortgage Tucson, AZ

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PABLO ESTRADA 185 TRANSACTIONS

185 TRANSACTIONS Homebridge Financial Services, Inc. Fresno, CA

ADOLFO JAVIER GONZALEZ 51 **184 TRANSACTIONS** EagleBank Reston, VA

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52 **JOANNA CAMPOSANO 184 TRANSACTIONS** Town Square Mortgage & Investments, Inc. Del Rio, TX

> **JOSE RINCON 179 TRANSACTIONS** Fairway Independent Mortgage Corporation Naperville, IL

JUAN ROSAS 177 TRANSACTIONS SunTrust now Truist Richmond, VA

55 **PEDRO GARCIA, JR. 173 TRANSACTIONS** DHI Mortgage Richmond, TX

> **LISA ALONZO 171 TRANSACTIONS** Wallick & Volk Mortgage Bankers San Antonio, TX

ANDRES GARCIA 57 **168 TRANSACTIONS UFCU Mortgage Services** Austin, TX

ANGIE MATA-RAMIREZ 58 **168 TRANSACTIONS** PrimeLending, A PlainsCapital Company Woodland, CA

> **MICHAEL TREJO** 167 TRANSACTIONS Bridgepoint Funding Walnut Creek, CA

JOSE HERNANDEZ 164 TRANSACTIONS Arvest Bank Springdale, AR

JOSE MAGALLANES 162 TRANSACTIONS Citi

61

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FRANK FIGUEROA 62 **161 TRANSACTIONS Regions Mortgage** Coral Gables, FL

Newport Beach, CA

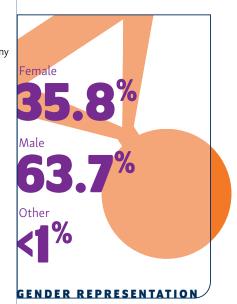
STEVEN RIVAS 161 TRANSACTIONS Equity Prime Mortgage Lawrence, MA

CHRISTOPHER DEMATTEIS 64 157 TRANSACTIONS Equity Prime Mortgage Manahawkin, NJ

> **RUTH PEREZ 157 TRANSACTIONS** SWBC Mortgage Company Brentwood, TN

BENJAMIN MITAS 155 TRANSACTIONS loanDepot Brevard, FL

67 **SAMMY LOPEZ 154 TRANSACTIONS** New American Funding Tustin, CA



"ERICA'S FAMILY IS FROM ZACATECAS. Mexico. Both of her parents come from two big families, she saw how much they helped their families by providing their home for them to stay, providing them work, and seeing her families reach their American dreams.

Erica's goal in life is to help as many families reach their financial goals and helping them in any way she can."

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ERICA PORTILLO 153 TRANSACTIONS Wells Fargo Home Mortgage Tracy, CA

69 **CHRISTIAN MARTINEZ 153 TRANSACTIONS** Veritas Funding, LLC

Cottonwood Heights, UT

OSCAR RETO 152 TRANSACTIONS New American Funding Charlotte, NC

DAISAMARA TORRES-RUIZ 151 TRANSACTIONS DHI Mortgage San Antonio, TX

RICKY MILES 151 TRANSACTIONS Supreme Lending Phoenix, AZ

73

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JAMES MADAI 151 TRANSACTIONS Chase Oswego, IL

MAURICE RAYA 150 TRANSACTIONS U.S. Mortgage Funding, Inc. Naperville, IL



JOSE A. HERNANDEZ 149 TRANSACTIONS Wallick & Volk Mortgage Bankers Bonita, CA

76 ANDREW PASILLAS 149 TRANSACTIONS New American Funding Tustin, CA

77 ROCIO PORTELLA 148 TRANSACTIONS Mint Mortgage-Point Miramar, FL

78 MARIO LOPEZ 147 TRANSACTIONS Wells Fargo Home Mortgage McMinnville, OR

79 SALVADOR RENTERIA 147 TRANSACTIONS DHI Mortgage Austin, TX

> ERIC ARMENDARIZ 147 TRANSACTIONS Supreme Lending Dallas, TX

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81

"MAURICIO WAS BORN IN CHICAGO and raised in a predominant Mexican community named Little Village. His parents are from Durango, Mexico. Mauricio chose the career of mortgage lending because it's challenging, diversified, rewarding, and team oriented. Going into his 15th year, he is always challenging himself to set new personal standards and goals."

MAURICIO BENAVENTE

146 TRANSACTIONS Huntington Bank Chicago, IL 82 OMAR MEJIA 146 TRANSACTIONS Arvest Bank Rogers, AR

83 TANIA GUZMAN 145 TRANSACTIONS New American Funding Fort Worth, TX

84 JOELLA BENSON 144 TRANSACTIONS Town Square Mortgage & Investments, Inc. Dallas, TX

85 MARTHA C. MOLLER-KNIGHT 143 TRANSACTIONS New American Funding Tustin, CA

86 ROSA ROJAS 142 TRANSACTIONS DHI Mortgage Rowlett, TX

87 ANA C. TOLENTINO 141 TRANSACTIONS Main Street Home Loans Fairfax, VA

88 ART AGUILAR 141 TRANSACTIONS Guaranteed Rate Humble, TX

89 RAUL PEREZ 141 TRANSACTIONS Chase Addison, IL

90 KENNETH CHAVARRIA 140 TRANSACTIONS Town Square Mortgage & Investments, Inc. Dallas, TX

> MAURICIO PEREZ 138 TRANSACTIONS Paramount Residential Mortgage Group, Inc. Northglenn, CO

91

ROBERTO R. DELGADO 138 TRANSACTIONS Guaranteed Rate Plainfield, IL

92

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MIGUEL MOURIZ 138 TRANSACTIONS New American Funding Orlando, FL

94 ANGELA SEMINARIO 137 TRANSACTIONS Alterra Home Loans Concord, CA

> **CELINA TOMINNA** 136 TRANSACTIONS Point Mortgage Corporation Chula Vista, CA

ALEJANDRO GARZA 136 TRANSACTIONS Pacific Sunbelt Mortgage, a division of Finance of America Corona, CA

GENARO E. ROJAS 131 TRANSACTIONS Ameridream Home Loans, LLC Lodi, NJ

CLAUDIA RIOS 131 TRANSACTIONS First Community Mortgage Franklin, TN

MELISSA MONJARAZ 130 TRANSACTIONS Guild Mortgage Chandler, AZ

100 MICHELLE HIDGON

101

129 TRANSACTIONS UFCU Mortgage Services Austin, TX

JESSE FERNANDEZ 128 TRANSACTIONS DHI Mortgage Austin, TX



102 MONET L. PASILLAS

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

106 JOSE PLASCENCIA 125 TRANSACTIONS New American Funding Marietta, GA

1077 LEONARD BRIONES 123 TRANSACTIONS Guaranteed Rate Brentwood, CA







TOP COMPANIES

"CHRISTINE WAS BORN IN DOWNEY, California and started in business in 1992.

She enjoys thinking outside of the box to help anyone she can no matter how big the loan is. She loves the relationships that are formed with clients, real estate agents and vendors."



CHRISTINE ESKINA 122 TRANSACTIONS New American Funding Temecula, CA

110 VERONICA PLATERO 122 TRANSACTIONS PrimeLending, A PlainsCapital Company El Centro, CA

111 ROBERT NUÑEZ 122 TRANSACTIONS Alterra Home Loans Frisco, TX

112 ANA GARCIA 122 TRANSACTIONS Chase Berwyn, IL

113 GABRIELA VILLAFRANCO 122 TRANSACTIONS Homestar Financial Corporation Duluth, GA

114 LUIS CAICEDO 122 TRANSACTIONS New American Funding Greenville, SC

115 ARMANDO GARCIA 121 TRANSACTIONS UFCU Mortgage Services Austin, TX

116 STEVEN P. BADOVINAC 121 TRANSACTIONS New American Funding Greenwood Village, CO **117** JI

JESSICA PORTILLO 121 TRANSACTIONS Wells Fargo Home Mortgage Tracy, CA

118 SANDRA KEYS 121 TRANSACTIONS loanDepot

loanDepot Lisle, IL

119 ELSA TINDELL 121 TRANSACTIONS Wallick & Volk Mortgage Bankers Waco, TX

120 EDDIE CRISTERNA 120 TRANSACTIONS

Barrett Financial Group Gilbert, AZ



GILBERT MADRID 120 TRANSACTIONS

Home Plate Mortgage El Paso, TX

122 KYNDRA WRIGHT 119 TRANSACTIONS American Pacific Mortgage Tracy, CA

123 WILLIAM JULIO GOMEZ

Supreme Lending Tulsa, OK

124 MARCOS SANCHEZ 118 TRANSACTIONS Embrace Home Loans Sandy Spring, MD

125

DAVID MENDEZ, JR. 118 TRANSACTIONS Chase Mansfield, TX

126 ROGER CAZARES 118 TRANSACTIONS Service First Mortgage Laredo, TX



PRENTICE RIOS 116 TRANSACTIONS Gold Standard Mortgage Kingsburg, CA

129 STEPHANY PUENTE 115 TRANSACTIONS Point Mortgage Corporation La Mesa, CA

130 WILLIAM TURANO 115 TRANSACTIONS loanDepot Princeton, NJ

> DANIEL ESTRADA 115 TRANSACTIONS New American Funding Bakersfield, CA

131

132 MAUI PARRA 115 TRANSACTIONS New American Funding Atlanta, GA

"ZACK WAS RAISED IN THE INLAND EMPIRE and now resides in Pasadena. His parents are from Colima, Mexico. Zack decided to become a mortgage originator because he loves helping people purchase their first home, build their dream home or re-position debt for financial security. Each transaction is treated special as

these are big moments in his clients' lives, whether they are purchasing a new home for the first time, upgrading to a new home, or helping lower payments."



134 CARLOS MOCTEZUMA 114 TRANSACTIONS Wells Fargo Home Mortgage Apple Valley, CA

135 JUAN SANTANA 113 TRANSACTIONS Freedom Mortgage Corporation Bronx, NY

136 ALEJANDRO DIAZIBARRA 113 TRANSACTIONS Wells Fargo Home Mortgage Downey, CA

137 ALEX RAMIREZ 113 TRANSACTIONS New American Funding Riverside, CA

138 KARLA MENDOZA 113 TRANSACTIONS First Community Mortgage El Paso, TX

139 ANDREW GALLEGOS 112 TRANSACTIONS New American Funding Lakewood, CO

140 JOHAN ALVAREZ 112 TRANSACTIONS Guaranteed Rate Cary, NC

141 CESAR HERNANDEZ 112 TRANSACTIONS Wallick & Volk Mortgage Bankers El Centro, CA

142 CHRIS ROBERTS 111 TRANSACTIONS Regions Mortgage Raleigh, NC



144 JUSTIN CASARES

146 MICHAELANGELO MANCO 109 TRANSACTIONS Wells Fargo Home Mortgage Stamford, CT

1477 PAULA DE SANTI 109 TRANSACTIONS Veritas Funding, LLC Cottonwood Heights, UT

1448 EILEEN BACA 109 TRANSACTIONS loanDepot Houston, TX

GABRIEL GARCIA 108 TRANSACTIONS New American Funding Tustin, CA

150 JULIA ADAME 108 TRANSACTIONS Alterra Home Loans Oklahoma City, OK





Paramount Residential Mortgage Group, Inc. Pembroke Pines, FL



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Brownsville, TX **159** EDDIE CISNEROS **105 TRANSACTIONS Guaranteed** Rate Chicago, IL

106 TRANSACTIONS

Wells Fargo Home Mortgage

160 JAVIER ARRIZ **105 TRANSACTIONS** loanDepot Fort Myers, FL

> **JESSICA DIEGO 104 TRANSACTIONS** Cal Mutual Mission Hills, CA

162 DANIEL EGUIGUREN **104 TRANSACTIONS** Caliber Home Loans Coral Gables, FL

163 ANTONIO ALVAREZ **104 TRANSACTIONS** Chase Oak Park, IL

164 JANET PAREDES **103 TRANSACTIONS** IET Capital Whittier, CA

165 CARLOS MATA **103 TRANSACTIONS** Acopia Home Loans Atlanta, GA



103 TRANSACTIONS IFK Financial, Inc. Las Vegas, NV



167 JORGE FLORES 103 TRANSACTIONS Neighborhood Loans, Inc. Downers Grove, IL

168 JOANN LOPEZ **103 TRANSACTIONS** loanDepot Tomball, TX **169** CHRISTINA BEITLER **102 TRANSACTIONS**

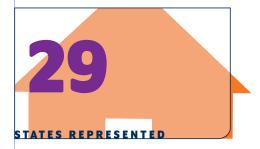
UFCU Mortgage Services Austin, TX

170 ANA IVETTE MORALES **102 TRANSACTIONS** Lone Mortgage Las Vegas, NV

MERCEDES HOLTE 171 **102 TRANSACTIONS** Wells Fargo Home Mortgage

Huntsville, AL

172 NINA CARPENTER **102 TRANSACTIONS** LeaderOne Financial Corporation Mesa, CA



173 **MICHELLE ACOSTA-CRONEY 101 TRANSACTIONS** DHI Mortgage Kirkland, WA

ANA KENNEDY 174 **101 TRANSACTIONS BBVA** San Antonio, TX

175 MARIO OLVERA **101 TRANSACTIONS** Secure Funding Group El Centro, CA



176 CHRISTINE FONSECA 101 TRANSACTIONS Equity Prime Mortgage Orlando, FL

"SERGIO'S FAMILY IS ORIGINALLY FROM MICHOACÁN, Mexico. As a bilingual loan

officer, he is very passionate about helping the Hispanic community achieve their dream of homeownership. Sergio treats his career less

like a job and more like a mission. Having been in the mortgage industry for over 20 years he finds it a blessing to have served his local community for so long."



177 SERGIO RODRIGUEZ 101 TRANSACTIONS Alterra Home Loans Peoria, AZ

178 ROSA CHAVARRIA **101 TRANSACTIONS** First Citizens Bank Charlotte, NC

79 JOSE ALVAREZ **101 TRANSACTIONS** Infinity Mortgage Holdings, LLC Houston, TX

180 LUIS CAZARES **101 TRANSACTIONS** Chase Glendale, AZ

GABE REYES 181 **101 TRANSACTIONS** Texas Bank Mortgage Company Fort Worth, TX

1R2 JOANNA SANDOVAL **100 TRANSACTIONS** Wells Fargo Home Mortgage Watsonville, CA

BONNIE DESIMONE 183 99 TRANSACTIONS Citi New York, NY

184 JEORGE ALTAGRACIA YUNES 99 TRANSACTIONS Wells Fargo Home Mortgage Marlton, NJ

185 RUBEN MORENO 99 TRANSACTIONS Equity Prime Mortgage Las Vegas, NV

186 MICHELLE APONTE BOKSA 98 TRANSACTIONS CrossCountry Mortgage, LLC Park Ridge, IL

DRUSO CECCHET 187 97 TRANSACTIONS Union Bank Lemon Grove, CA

188 FRANCISCO DE GUZMAN 97 TRANSACTIONS loanDepot Stockton, CA

CRISTINA PAYERO 1**R**Q 97 TRANSACTIONS New American Funding Naples, FL

190 LAURIE ALEMAN 97 TRANSACTIONS loanDepot Tampa, FL

EDWIN RIVERA 191 96 TRANSACTIONS loanDepot Maumee, OH

192 JONATHAN VOLPE 95 TRANSACTIONS Neighborhood Loans, Inc. Downers Grove, IL

193 ERICK RIVERA 95 TRANSACTIONS City Lending, Inc. Vienna, VA

194 OSCAR GIROD 95 TRANSACTIONS Wells Fargo Home Mortgage Altamonte Springs, FL

195 DANIEL J. VILLAGRANA 95 TRANSACTIONS New American Funding Newark, DE

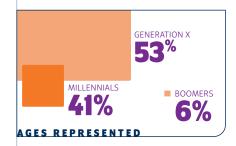
196 VERONICA MORALES 94 TRANSACTIONS Point Mortgage Corporation Bakersfield, CA

197 CARLOS IGLESIA 93 TRANSACTIONS Wells Fargo Home Mortgage Somerville, NJ

198 VILMA HERNANDEZ 93 TRANSACTIONS Paramount Residential Mortgage Group, Inc. Hesperia, CA

199 PAMELA STEPHENS 92 TRANSACTIONS Paramount Residential Mortgage Group, Inc. Franklin, TN

200 ANDRES ORTIZ 92 TRANSACTIONS Midwest Community Bank Woodstock, IL





201 MIGUEL MENDOZA 91 TRANSACTIONS

Wells Fargo Home Mortgage Minneapolis, MN

202 RAUL REGO

91 TRANSACTIONS loanDepot Hanover, MA

203 HECTOR JIMENEZ 91 TRANSACTIONS SecurityNational Mortgage Company Henderson, NV

204 VICTOR ORTIZ 91 TRANSACTIONS Midwest Community Bank Woodstock, IL

205 DEBRA VILLARREAL 90 TRANSACTIONS loanDepot San Antonio, TX

206 MAYRA DELGADO 90 TRANSACTIONS Wells Fargo Home Mortgage Fresno, CA

207 STEPHANIE WEIR 90 TRANSACTIONS loanDepot Houston, TX



208 KENOL CADET 90 TRANSACTIONS New American Funding Orlando, FL

WENDY WAS BORN IN LOS MOCHIS, SINALOA,

Mexico and came to the United States when she was 11 years old. Her banking career started 19 years ago as a teller. Having the experience in different roles within the banking industry, she can say that mortgage lending by far is the most

rewarding. As a CRA mortgage loan originator helping families achieve homeownership is a great honor to meet the needs of all people in her community, English and Spanish speakers alike."



209 WENDY RIVERA-LLANES 90 TRANSACTIONS U.S. Bank Reno, NV

210 LARRY MEJIA 89 TRANSACTIONS Union Bank Orange, CA

211 **MICHELLE MAGANA 89 TRANSACTIONS** New American Funding Temecula, TX

SONIA DAVID 212 89 TRANSACTIONS UFCU Mortgage Services Austin, TX

213 JENNIFER JIMENEZ HERNANDEZ

> 89 TRANSACTIONS UFCU Mortgage Services Austin, TX

214 CARLOS MONTERO 89 TRANSACTIONS Brand Mortgage Group, LLC Alexandria, VA

215 **CARL VELASQUEZ**

89 TRANSACTIONS New American Funding Tustin, CA

216 QUINTIN JACOBSON 89 TRANSACTIONS Bay Equity Home Loans

Oakdale, MN

217 **VICTORIA MENDEZ 88 TRANSACTIONS** Downtown Financial Group Northridge, CA

218 JAVIER DAIRE **88 TRANSACTIONS** Paramount Residential Mortgage Group, Inc. Miami, FL

219 **DWIGHT MARROQUIN 88 TRANSACTIONS** Neighborhood Loans, Inc.

Downers Grove, IL

220 GRACE DAVIS 87 TRANSACTIONS Platinum Home Mortgage Corporation Richmond, CA

221

TOBI MONDEJAR

87 TRANSACTIONS loanDepot Colorado Springs, CO

777

DANIEL DE LA TORRE 87 TRANSACTIONS

Paramount Residential Mortgage Group, Inc. Miami, FL



EDWIN MIRANDA 87 TRANSACTIONS New American Funding



Tustin, CA

Direct Mortgage Investors Oaklawn, IL



87 TRANSACTIONS Paramount Residential Mortgage Group, Inc. Tampa, FL

226 REYES RUIZ 87 TRANSACTIONS Union Bank Fresno, CA

27 ARIEL ACOSTA 87 TRANSACTIONS CMG Financial Jacksonville, FL

228 RAFAEL LUNA 86 TRANSACTIONS LeaderOne Financial Corporation Schaumburg, IL

EMANUELLE JAIME 86 TRANSACTIONS Wells Fargo Home Mortgage Woodburn, OR

230 CLAUDIA GUTIERREZ 86 TRANSACTIONS McLean Mortgage Huntersville, NC

231 GRICELDA GOMEZ 85 TRANSACTIONS New American Funding Downey, CA

232 LORENZO HERRERA 85 TRANSACTIONS BBVA Scottsdale, AZ

233 KARINA RAMOS 85 TRANSACTIONS Chase San Antonio, TX

234 DASH BLANCO 85 TRANSACTIONS New American Funding Naples, FL 2355 RAFAEL JACKSON 85 TRANSACTIONS Regions Mortgage Inverness, FL



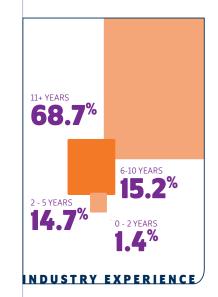
237 TERRI VALDEZ 84 TRANSACTIONS loanDepot Chula Vista, CA

238 SANDRO DUARDO 84 TRANSACTIONS Paramount Residential Mortgage Group, Inc. Hesperia, CA

JOEL PANDURO 84 TRANSACTIONS Guaranteed Rate Las Vegas, NV

240 JAVIER AGUILAR 84 TRANSACTIONS Wells Fargo Home Mortgage Henderson, NV

241 ERIKA GUIJARRO 84 TRANSACTIONS Chase Glendale, AZ



"MOISES WAS BORN IN MICHOACÁN, Mexico and raised In Los Angeles, California. He thoroughly enjoys what he does. Helping families purchase their first home and witness their family tree change forever is what keeps him going. The majority of his clients are

Hispanic and many of them do not believe that they can become homeowners. With Moises' guidance and expertise he walks them through the whole process from application to closing. In 2019, he originated 23 LMI purchase loans for first time homebuyers."

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242 MOISES RODRIGUEZ 84 TRANSACTIONS Chase Laveen, AZ

243 DAVID RODRIGUEZ 84 TRANSACTIONS Wells Fargo Home Mortgage Laredo, TX

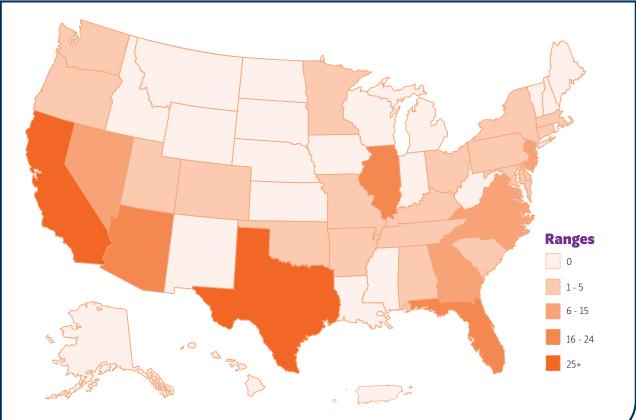
2444 CLAUDIA CHAPMAN 83 TRANSACTIONS American Pacific Mortgage Salem, OR

2445 JUAN GIRALDO 83 TRANSACTIONS loanDepot Cornelius, NC

2446 LESTER MIRANDA 83 TRANSACTIONS Wells Fargo Home Mortgage Goodyear, AZ

2447 OLGA BASILO 83 TRANSACTIONS Midland States Bank Clayton, MO

248 MICHAEL ENCARNACION 82 TRANSACTIONS loanDepot Ontario, CA



HEATMAP OF THE 2020 TOP 250 MORTGAGE ORIGINATOR HONOREES



LATINO MORTGAGE ORIGINATORS BY

JOSE MAGALLANES \$287,021,802 vol. | 162 trxn. Citi Newport Beach, CA

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- **LIZY HOEFFER \$246,341,720 vol. | 981 trxn.** CrossCountry Mortgage, LLC Phoenix, AZ
- **S LUISA BEDOYA** \$160,504,675 vol. | 359 trxn. MSA Mortgage, LLC Revere, MA
- 4 DAVID MEDRANO \$150,363,266 vol. | 367 trxn. UFCU Mortgage Services Austin, TX
- 5 SILVERO GARCIA \$147,893,049 vol. | 317 trxn. Golden Empire Mortgage, Inc. Oxnard, CA
- 6 MELISSA VELASQUEZ \$145,356,465 vol. | 107 trxn. Wells Fargo Home Mortgage Beverly Hills, CA
 - RODRIGO BALLON \$131,177,329 vol. | 267 trxn. CrossCountry Mortgage, LLC San Diego, CA
- 8 ANDREW QUEZADA \$116,137,897 vol. | 296 trxn. AQHL Bancorp DBA Prime Equity Mortgage West Covina, CA
 - **ALEX VARELA** \$115,900,556 vol. | 458 trxn. PrimeLending, A PlainsCapital Company Grapevine, TX
- MANUEL CORRAL \$108,143,480 vol. | 299 trxn. Golden Empire Mortgage, Inc. Pomona, CA
- **STEPHEN CARPITELLA** \$98,962,176 vol. | 288 trxn. Equity Prime Mortgage Manahawkin, NJ

ARMANDO SANMIGUEL \$98,468,182 vol. | 357 trxn. Ameris Bank Mortgage Services Franklin, TN

12

PHYLLIS CASILLAS \$94,798,412 vol. | 309 trxn. On Q Financial Tempe, AZ

14 ZACK CERVANTES \$89,547,216 vol. | 114 trxn. U.S. Bank Pasadena, CA

15 JORGE MONTOYA \$85,167,556 vol. | 339 trxn. Guild Mortgage Reno, NV

MICHAEL CARVAJAL \$82,656,464 vol. | 276 trxn. Equity Prime Mortgage Manahawkin, NJ

EDDIE GARCIA \$79,343,191 vol. | 68 trxn. Citi Los Gatos, CA

MICHAEL TREJO \$77,836,402 vol. | 167 trxn. Bridgepoint Funding Walnut Creek, CA

ADRIAN GASTELUM \$77,101,948 vol. | 328 trxn. Nova Home Loans Peoria, AZ

20 ALFONSO DELGADILLO \$76,930,636 vol. | 194 trxn. Point Mortgage Corporation Chula Vista, CA

21 NORMA GUERRERO-COWES \$76,038,072 vol. | 341 trxn. DHI Mortgage Austin, TX

22 CARLOS LARRAZABAL \$76,021,240 vol. | 254 trxn. Vellum Mortgage Fairfax. VA 23 MATHAN FAIRWEATHER \$75,000,000 vol. | 127 trxn. New American Funding Tustin, CA

Volume

26

29

31

24 FAUSTO VALLADARES \$74,744,757.00 vol. | 186 trxn. Elite Mortgage Pros Downey, CA

25 CARLOS VILLALON \$73,367,221 vol. | 349 trxn. First Centennial Mortgage Schaumburg, IL

> **YVETTE BALDWIN** \$72,347,390 vol. | 71 trxn. Citi San Francisco, CA

27 JUSTIN BROWN \$71,656,374 vol. | 198 trxn. New American Funding Glendora, CA

28 RICK SANCHEZ \$71,400,000 vol. | 61 trxn. U.S. Bank Pasadena, CA

> BONNIE DESIMONE \$70,622,494 vol. | 99 trxn. Citi New York, NY

30 LARRY MEJIA \$69,600,011 vol. | 89 trxn. Union Bank Orange, CA

> IVAN PASTOR \$67,531,788 vol. | 323 trxn. InterLinc Mortgage Services, LLC Katy, TX

- 32 SAUL PINELA \$67,241,913 vol. | 342 trxn. Neighborhood Loans, Inc. Downers Grove, IL
- **33** FRANK FIGUEROA \$63,838,420 vol. | 161 trxn. Regions Mortgage Coral Gables. FL



CLAUDIA MOSTAGHASI \$60,926,533 vol. | 271 trxn. Thrive Mortgage

DBA Home Source Mortgage Corpus Christi, TX

35 **ROBERT RAMIREZ** \$58,841,985 vol. | 63 trxn. Citi

Los Angeles, CA

- 36 **JOSE A. HERNANDEZ** \$57,701,101 vol. | 149 trxn. Wallick & Volk Mortgage Bankers Bonita, CA
- 37 **FRANKY BONILLA** \$57,088,535 vol. | 291 trxn. Supreme Lending Houston, TX
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