

nahrep[®]
LATINO MORTGAGE ORIGINATORS



A REPORT BY THE NATIONAL ASSOCIATION OF HISPANIC REAL ESTATE PROFESSIONALS

2022

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 1,200 Latino mortgage originators were nominated from across the U.S., including Puerto Rico.

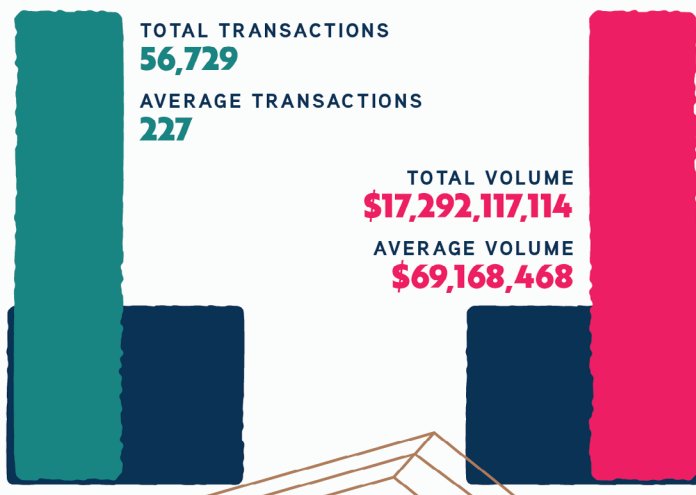
This year's distinguished candidates closed 56,729 mortgages and \$17.3 billion in mortgage volume in 2021. In addition, DHI Mortgage led this year's report with the highest number of individuals recognized on the list, followed by Guaranteed Rate, Inc., and loanDepot. NAHREP also highlights the Top 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 in 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 is compiled through a self-nomination process reflective of transactions closed during the 2021 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 number of closed mortgages, higher rank is given to the originator with greater mortgage volume. Ethnic background is confirmed through self-attestation.

Transactions & Volume



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 own personal experience, she knows how hard it is to reach that dream.

Lizy firmly believes in sustainable homeownership – not just getting someone into a mortgage – and sees education as a huge part of that. She is very passionate about educating individuals and families on 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

1092 Transactions

\$346,918,472 Volume

Phoenix, AZ



1 LIZY HOEFFER

1092 TRANSACTIONS

CrossCountry Mortgage, LLC
Phoenix, AZ

2 RENE ACOSTA

653 TRANSACTIONS

NOVA Home Loans
Tucson, AZ

3 STEPHEN CARPITELLA

597 TRANSACTIONS

EPM
Manahawkin, NJ

4 CARLOS VILLALÓN

595 TRANSACTIONS

First Centennial Mortgage
St. Charles, IL

5 CHRIS LEON

590 TRANSACTIONS

NOVA Home Loans
Sierra Vista, AZ

6 ADRIAN GASTELUM

570 TRANSACTIONS

NOVA Home Loans
Peoria, AZ

7 ARMANDO SANMIGUEL

519 TRANSACTIONS

Ameris Bank
Franklin, TN

8 SAUL PINELA

515 TRANSACTIONS

Neighborhood Loans, Inc.
Chicago, IL

9 JORGE MONTOYA

514 TRANSACTIONS

Guild Mortgage
Reno, NV

10 LUISA BEDOYA

502 TRANSACTIONS

MSA Mortgage, LLC
Revere, MA

11 NORMA GUERRERO-COWES

502 TRANSACTIONS

DHI Mortgage
Austin, TX

12 ALEXANDER VARELA

488 TRANSACTIONS

PrimeLending, A PlainsCapital
Company®
Grapevine, TX

13 RODRIGO BALLON

473 TRANSACTIONS

CrossCountry Mortgage, LLC
San Diego, CA

14 CARLOS LARRAZABAL

467 TRANSACTIONS

Vellum Mortgage
Fairfax, VA

15 JESSE ORTIZ

459 TRANSACTIONS

NOVA Home Loans
Peoria, AZ

16 MICHAEL CARVAJAL

449 TRANSACTIONS

EPM
West Creek, NJ

17 CARLOS D. MARTINEZ

438 TRANSACTIONS

Homespire Mortgage
Rockville, MD

18 TANIA MURRAY

434 TRANSACTIONS

New American Funding
El Paso, TX

19 IAN BRANNON

433 TRANSACTIONS

NOVA Home Loans
Tucson, AZ

20 ALFREDO MADRID

423 TRANSACTIONS

Supreme Lending
Tulsa, OK

21 IVAN PASTOR

421 TRANSACTIONS

Texas Capital Lending
Katy, TX

22 MELISSA GUERRA

418 TRANSACTIONS

loanDepot
Lisle, IL

23 MICHELLE ROBINSON

405 TRANSACTIONS

Lake Area Mortgage
Arden Hills, MN

24 DAVID MEDRANO
396 TRANSACTIONS
First United Bank
Austin, TX

25 CANDY BUZAN
365 TRANSACTIONS
LoanPeople
Austin, TX

26 TANIA SHANAHAN MCRAE
361 TRANSACTIONS
Guaranteed Rate, Inc.
St. Marys, GA

27 FIDEL DORADO
355 TRANSACTIONS
Golden Empire Mortgage, Inc.
Madera, CA

28 LISA GUSTAFSON
353 TRANSACTIONS
loanDepot
Fort Collins, CO

29 PATRICIA MARTINEZ
329 TRANSACTIONS
DHI Mortgage
Sandy Springs, TX

30 LEONARDO ROBERTO
327 TRANSACTIONS
PrimeLending, A PlainsCapital
Company®
Sandy Springs, GA

31 CHRISTINE MADRID
323 TRANSACTIONS
Caliber Home Loans, Inc.
Kirkland, WA

32 DAEN MANRIQUEZ
320 TRANSACTIONS
VanDyk Mortgage Corporation
Greeley, CO

33 ROXANNE LOPEZ
317 TRANSACTIONS
NOVA Home Loans
Green Valley, AZ

34 PABLO ESTRADA
316 TRANSACTIONS
Homebridge Financial Services, Inc.
Fresno, CA

35 DINA GARCIA PIERSON
311 TRANSACTIONS
Supreme Lending
Dallas, TX

36 DIEGO RAMOS
307 TRANSACTIONS
Envoy Mortgage
Rockford, IL

37 MIKE SANCHEZ
302 TRANSACTIONS
Guaranteed Rate, Inc.
Stafford, VA

38 DIEGO GIRALDO
301 TRANSACTIONS
Texas Bank Mortgage Company
Dallas, TX

39 BECKY BROWN
300 TRANSACTIONS
New American Funding
Jackson, GA

40 BRIAN BOWER
300 TRANSACTIONS
loanDepot
Tiffin, OH

41 WENDI ATENCIO
299 TRANSACTIONS
Caliber Home Loans, Inc.
Bellevue, WA

42 CARLOS COLOMA
296 TRANSACTIONS
loanDepot
Coral Gables, FL

43 MIGUEL MOURIZ*
291 TRANSACTIONS
New American Funding
Orlando, FL

43 DAN MORALES
288 TRANSACTIONS
Northpointe Bank
Holland, MI

44 GIBRAN SUFFY
283 TRANSACTIONS
Planet Home Lending, LLC
Chula Vista, CA

45 PEDRO GARCIA, JR.
281 TRANSACTIONS
DHI Mortgage
Richmond, TX

46 JACKIE SANTOS
277 TRANSACTIONS
Caliber Home Loans, Inc.
Ft. Lauderdale, FL

47 MICHAEL TREJO
276 TRANSACTIONS
Bridgepoint Funding
Pleasant Hill, CA

48 FERMIN BARRERA
274 TRANSACTIONS
DHI Mortgage
Richmond, TX

49 ANITA AGUILAR
272 TRANSACTIONS
Cardinal Financial, LP
San Diego, CA

*UPDATED POST RELEASE DUE TO DATA VERIFICATION

TOP 250 LATINO MORTGAGE ORIGINATORS AWARDS

50 SALVADOR RENTERIA
268 TRANSACTIONS
DHI Mortgage
Austin, TX

51 MICHAEL GARMENDIA
267 TRANSACTIONS
Caliber Home Loans, Inc.
Tampa, FL

52 JORGE DE LA ROSA
266 TRANSACTIONS
Caliber Home Loans, Inc.
Austin, TX

53 JOELLA BENSON
262 TRANSACTIONS
Town Square Mortgage &
Investments, Inc.
Dallas, TX

Jessica Celia is based out of Norwell, MA. She joined loanDepot's retail division, fairly new to the industry, in January of 2017. She was ready to learn all she could about mortgage lending in efforts to offer exemplary service to customers looking to purchase or refinance their home. Jessica takes great pride in that her focus has remained the same, treating each and every customer as she would want to be treated herself, recognizing she is only as successful as her last transaction.

Jessica was quickly promoted to Sales Manager, and recently to Branch Manager after receiving loanDepot's prestigious Chairman's Elite status. She is looking forward to growing her team.

Jessica Celia

260 Transactions
\$98,506,291 Volume
Norwell, MA



54

JESSICA CELIA
260 TRANSACTIONS
loanDepot
Norwell, MA

55 NATALYA CHACON
258 TRANSACTIONS
US Mortgage Corporation
Atlanta, GA

56 MARIA SALAS
257 TRANSACTIONS
Texas Bank Mortgage Company
Fort Worth, TX

57 MARIO LOPEZ
254 TRANSACTIONS
Wells Fargo Home Mortgage
Salem, OR

58 DOUG BENAVIDES
254 TRANSACTIONS
CrossCountry Mortgage, LLC
St. Charles, IL

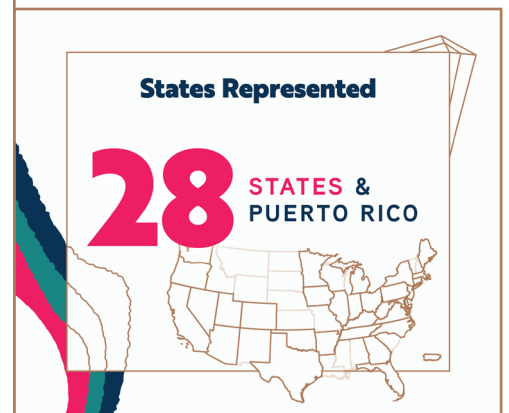
59 MICHELLE HERNANDEZ
252 TRANSACTIONS
Security National Mortgage
Phoenix, AZ

60 JENNIFER HERNANDEZ
252 TRANSACTIONS
loanDepot
Bolingbrook, IL

61 EDDIE CISNEROS
251 TRANSACTIONS
Guaranteed Rate, Inc.
Chicago, IL

62 XAVIER VELASCO
247 TRANSACTIONS
Guild Mortgage
San Diego, CA

63 EMA ARROYO URIBE
246 TRANSACTIONS
Guild Mortgage
Centennial, CO



64 FRANCISCO SALAZAR
244 TRANSACTIONS
Golden Empire Mortgage, Inc.
Oxnard, CA

65 NANCY MOTA CASTILLO
244 TRANSACTIONS
Kings Mortgage Services, Inc.
Visalia, CA

66 MARIA LOONEY
241 TRANSACTIONS
Elite One Mortgage
Los Alamitos, CA

67 JOSE IRAHETA
241 TRANSACTIONS
DHI Mortgage
Fort Worth, TX

68 SUSIE HEMENWAY
241 TRANSACTIONS
DHI Mortgage
Copperas Cove, TX

69 FERNANDO MARQUEZ
239 TRANSACTIONS
George Mason Mortgage
McLean, VA

70 CHRISTOPHER DEMATTEIS
238 TRANSACTIONS
EPM
Manahawkin, NJ

71 **ANGIE CANSLER**
238 TRANSACTIONS
Kings Mortgage Services, Inc.
Hanford, CA

72 **JOANNA GARCIA**
234 TRANSACTIONS
U.S. Bank
Louisville, KY

73 **MICHELLE HIGDON**
233 TRANSACTIONS
UFCU Mortgage Services
Austin, TX

74 **MAURICE RAYA**
233 TRANSACTIONS
US Mortgage Funding, Inc.
Naperville, IL

75 **KEVIN BROWN**
232 TRANSACTIONS
Cardinal Financial, LP
Irvine, CA

76 **MARIO OLVERA**
231 TRANSACTIONS
Secure Funding Group
El Centro, CA

77 **MELISSA VELASQUEZ**
230 TRANSACTIONS
Wells Fargo Home Mortgage
Beverly Hills, CA

78 **OSCAR RETO**
228 TRANSACTIONS
New American Funding
Matthews, NC

79 **MICHAEL BALTAZAR**
228 TRANSACTIONS
NOVA Home Loans
Peoria, AZ

80 **ROBERTO DELGADO**
226 TRANSACTIONS
Guaranteed Rate, Inc.
Plainfield, IL

Originally from Levittown, PA, Dennis Carpitella is a licensed Mortgage Loan Originator and Certified Mortgage Advisor with EPM. Dennis has a solid background in Financial Services, Data Analysis, Loan Origination, Customer Service, Marketing and Finance Management. He has been active in the mortgage industry since 2009.

Dennis Carpitella

225 Transactions
\$64,021,140 Volume
Manahawkin, NJ



81

DENNIS CARPITELLA
225 TRANSACTIONS
EPM
Manahawkin, NJ

82 **RYAN DELIA**
223 TRANSACTIONS
loanDepot
Fort Lee, NJ

83 **FELICIA GARZA**
222 TRANSACTIONS
DHI Mortgage
Conroe, TX

84 **ERICK RIVERA**
221 TRANSACTIONS
City Lending, Inc.
Vienna, VA

85 **GABE REYES**
221 TRANSACTIONS
Texas Bank Mortgage Company
Fort Worth, TX

86 **ANDRES BENITEZ**
220 TRANSACTIONS
Guaranteed Rate, Inc.
Boston, MA

87 **CLAUDIA RIOS**
220 TRANSACTIONS
First Community Mortgage
Franklin, TN

88 **ERIC SILVAS**
217 TRANSACTIONS
Guaranteed Rate, Inc.
Austin, TX

89 **JOSE HERNANDEZ**
215 TRANSACTIONS
Arvest Bank
Springdale, AR

90 **STERLING MORALES**
213 TRANSACTIONS
Caliber Home Loans, Inc.
Orlando, FL

91 **GABRIEL GOMEZ**
212 TRANSACTIONS
Chase
Chicago, IL

92 **JUAN D. MARTINEZ RAMIREZ**
212 TRANSACTIONS
Homespire Mortgage
Rockville, MD

93 **RAUL PEREZ**
210 TRANSACTIONS
Chase
Addison, IL

94 **GEORGE ALTAGRACIA YUNES**
209 TRANSACTIONS
Wells Fargo Home Mortgage
Haddon Township, NJ

95 SANTIAGO MEJIA
208 TRANSACTIONS
 Community Mortgage Corporation
 Memphis, TN

96 ANGELA SEMINARIO
207 TRANSACTIONS
 Guaranteed Rate, Inc.
 Concord, CA

97 EDDIE CRISTERNA
207 TRANSACTIONS
 Barrett Financial Group
 Gilbert, AZ

98 JUAN DUEÑAS
207 TRANSACTIONS
 DHI Mortgage
 San Antonio, TX

99 FEDERICO MONTOYA
206 TRANSACTIONS
 Synergy One Lending
 Westminster, CO

100 ANA GARCIA
205 TRANSACTIONS
 Chase
 Berwyn, IL

101 MAURICIO BENAVENTE
204 TRANSACTIONS
 Huntington Bank
 Chicago, IL

102 CHARLES JIMENEZ
204 TRANSACTIONS
 New American Funding
 Evans, GA

103 DAGO VELASQUEZ
203 TRANSACTIONS
 Envoy Mortgage
 Kennewick, WA

104 VERONICA BARRAGAN
203 TRANSACTIONS
 Kings Mortgage Services, Inc.
 Reedley, CA

105 JORGE A. FLORES
202 TRANSACTIONS
 Neighborhood Loans, Inc.
 Chicago, IL

106 TITO RODRIGUEZ
202 TRANSACTIONS
 Caliber Home Loans, Inc.
 Northville, MI

107 FRANK BLAKELEY
200 TRANSACTIONS
 Bay Equity Home Loans
 Mission Viejo, CA

108 SANDRA KEYS
200 TRANSACTIONS
 loanDepot
 Lisle, IL

Maggie Martinez from Schaumburg, IL is more than a mortgage adviser, she is a mortgage expert. Her financial and real estate background give her significant insight into her clients' options. As a Vice President of Mortgage Lending, Maggie offers honest advice on any home loan. This ranges from a first-time home buying experience, to purchasing a vacation home or investment property, to refinancing any type of residential mortgage across the country.

She understands what the process of home buying means, not only for the individual, but for the whole family. Maggie truly loves to make the experience of home buying one to remember fondly.

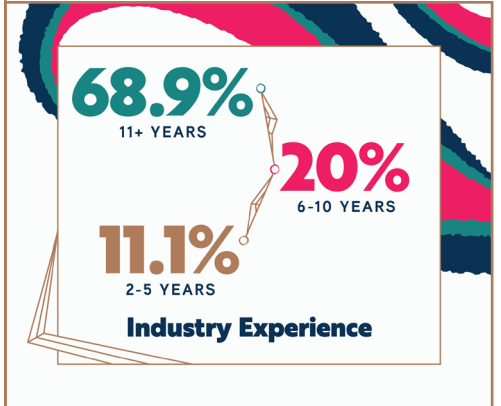
Maggie Martinez

199 Transactions
 \$42,081,000 Volume
 Schaumburg, IL



109 MAGGIE MARTINEZ
199 TRANSACTIONS
 Guaranteed Rate, Inc.
 Schaumburg, IL

110 SHERI ARNOLD
198 TRANSACTIONS
 Guaranteed Rate, Inc.
 Oceanside, CA



111 KYNDRA WRIGHT
198 TRANSACTIONS
 American Pacific Mortgage
 Tracy, CA

112 ANTHONY GONZALES
198 TRANSACTIONS
 Guaranteed Rate, Inc.
 San Luis Obispo, CA

113 EDUARDO GALINDO
198 TRANSACTIONS
 Fairway Independent Mortgage Corporation
 Elgin, IL

114 KENNETH CHAVARRIA
197 TRANSACTIONS
 Town Square Mortgage & Investments, Inc.
 Dallas, TX

115 ALISON GARCIA
197 TRANSACTIONS
 Providence Home Loans
 Amarillo, TX

116 CARLOS IGLESIA
195 TRANSACTIONS
 Wells Fargo Home Mortgage
 Summit, NJ

117 OMAR GONZALEZ
195 TRANSACTIONS
 First Centennial Mortgage
 Aurora, IL

118 ROB SANCHEZ
194 TRANSACTIONS
 Guaranteed Rate, Inc.
 Green Valley, AZ

119 LORENA COLIN
192 TRANSACTIONS
 JD Lending Group
 Tampa, FL

120 LORENA MARTINEZ
192 TRANSACTIONS
 DHI Mortgage
 San Antonio, TX

121 JUAN AGUIRRE
191 TRANSACTIONS
 Americana Home Loans
 Henderson, NV

122 LAURA PONCE
191 TRANSACTIONS
 NOVA Home Loans
 Tucson, AZ

123 CELINA TOMINNA
190 TRANSACTIONS
 RoundPoint Mortgage Servicing
 Corporation
 Chula Vista, CA

124 JEROD MONTAÑEZ
190 TRANSACTIONS
 DHI Mortgage
 Englewood, CO

125 DEBBIE CALIXTO
190 TRANSACTIONS
 loanDepot
 Indian Wells, CA

126 ALFREDO LUJAN
190 TRANSACTIONS
 DHI Mortgage
 Rowlett, TX

127 MELISSA MONJARAZ
187 TRANSACTIONS
 Guild Mortgage
 Chandler, AZ

128 ADRIAN CIARAMELLANO
186 TRANSACTIONS
 Homespire Mortgage
 Rockville, MD

129 AMBER RUIZ
186 TRANSACTIONS
 loanDepot
 Peoria, AZ

130 CAROLINA MORENO
186 TRANSACTIONS
 Texas Bank Mortgage Company
 Dallas, TX

131 JESSICA FUNES
185 TRANSACTIONS
 DHI Mortgage
 Conroe, TX

Ruth Perez is from Guatemala and came to the U.S. in 1991. She started originating loans in 2020 and hasn't looked back. Since the first day she started, Ruth has loved helping families become homeowners. She sees homeownership as a huge milestone for so many, and believes the excitement of seeing them achieve their goal of buying a home never gets old.



Ruth Perez
184 Transactions
\$47,035,659 Volume
 Brentwood, TN

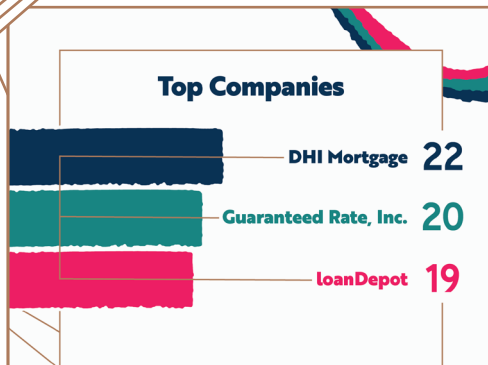
133 RUTH PEREZ
184 TRANSACTIONS
 SWBC Mortgage
 Brentwood, TN

134 JOSE PLASCENCIA
183 TRANSACTIONS
 New American Funding
 Marietta, GA

135 DENISE ABARCA
182 TRANSACTIONS
 NOVA Home Loans
 Peoria, AZ

136 CESAR MUÑOZ
180 TRANSACTIONS
 Peoples Mortgage Company
 Tempe, AZ

137 MARTIN YAPUR
178 TRANSACTIONS
 Guaranteed Rate, Inc.
 Rancho Cucamonga, CA



132 MARCOS SANCHEZ
184 TRANSACTIONS
 Embrace Home Loans
 Sandy Spring, MD

Arianny is from the Dominican Republic and has been serving her community for over 18 years. 89.8% of the loans were to Hispanic or Latino borrowers. Her success is a testament of her commitment to her community.

Arianny Arias

178 Transactions
\$71,894,493 Volume
Methuen, MA



138

ARIANNY ARIAS
178 TRANSACTIONS
PrimeLending,
A PlainsCapital Company
Methuen, MA

Alexis is a Mexican American who serves the Midway Chicago area. She has been with Chase for 9 years and loves helping families achieve their home-buying dreams. She is passionate about assisting her community in any way she can.

Alexis Gonzalez

177 Transactions
\$30,100,000 Volume
Chicago, IL



144

ALEXIS GONZALEZ
177 TRANSACTIONS
Chase
Chicago, IL

150 EDDIE GOMEZ

175 TRANSACTIONS
CrossCountry Mortgage, LLC
Goodyear, AZ

151 ALLYSSA CAMACHO

175 TRANSACTIONS
DHI Mortgage
Glendale, AZ

152 SOSIMO AVILA, JR.

174 TRANSACTIONS
NEO Home Loans
Irvine, CA

153 SARAH LEE

174 TRANSACTIONS
Guild Mortgage
Sacramento, CA

139 ANDY GARCIA

178 TRANSACTIONS
UFCU Mortgage Services
Austin, TX

145 ARMANDO ORTIZ

176 TRANSACTIONS
Homebridge Financial Services, Inc.
Sacramento, CA

154 JAY RODRIGUEZ

173 TRANSACTIONS
Arbor Financial Group
Santa Ana, CA

140 SUSIE MERAZ

178 TRANSACTIONS
Bay Equity Home Loans
Glenwood Springs, CO

146 JENNIFER CASTILLO

176 TRANSACTIONS
Caliber Home Loans, Inc.
Naperville, IL

155 ANA TOLENTINO

173 TRANSACTIONS
Main Street Home Loans
Fairfax, VA

141 MARIA SWEET

177 TRANSACTIONS
UFCU Mortgage Services
Austin, TX

147 ANDRES MUNAR

176 TRANSACTIONS
Co/LAB Lending
San Juan, PR

156 PAULA DE SANTI

172 TRANSACTIONS
Veritas Funding, LLC
Cottonwood Heights, UT

142 ANDREW MARTINEZ

177 TRANSACTIONS
Mountain West Financial, Inc.
Redlands, CA

148 JORGE BECERRA

175 TRANSACTIONS
U.S. Bank
Ft. Collins, CO

143 JOSE RICARDO CALDERON

177 TRANSACTIONS
First Option Mortgage
Atlanta, GA

149 JOHNNY DELGADILLO

175 TRANSACTIONS
Answer Home Loans
Elk Grove, CA



Luis was born and raised in Managua, Nicaragua. He arrived in the U.S. when he was 12 years old and has lived in South Florida for most of his life—the place he calls home. What he loves most about originating mortgages is being part of a buyer’s home purchasing process. Although every customer and buyer have their own set of obstacles, the outcome of bringing every buyer to the closing table is always fulfilling. He sees it as an honor to help somebody fulfill their goal of owning a home.

Luis Baez

171 Transactions
 \$56,153,917 Volume
 Coconut Creek, FL



157 **LUIS BAEZ**
 171 TRANSACTIONS
 DHI Mortgage
 Coconut Creek, FL

158

MARIO GOMEZ

171 TRANSACTIONS
 UFCU Mortgage Services
 Austin, TX

159

GENARO ROJAS

170 TRANSACTIONS
 Ameridream Home Loans
 Lodi, NJ

160

ALEJANDRO DIAZIBARRA

170 TRANSACTIONS
 U.S. Bank
 Downey, CA

161

KATERINA SAVIGNANO

170 TRANSACTIONS
 DHI Mortgage
 Fort Worth, TX

162

JULIA CHIQUITO

169 TRANSACTIONS
 Caliber Home Loans, Inc.
 Berwyn, IL

163

ELYIN PEREZ

168 TRANSACTIONS
 ACE Lending Group, LLC
 Winter Garden, FL

164

JOSE MARTINEZ

168 TRANSACTIONS
 Sun City Home Loans
 El Paso, TX

165

ROSA MARTINEZ

167 TRANSACTIONS
 Caliber Home Loans, Inc.
 Sarasota, FL

166

CARLOS HERNANDEZ

166 TRANSACTIONS
 CMG Financial
 Bensalem, PA

167

LILY NAVARRO

165 TRANSACTIONS
 Guild Mortgage
 Chula Vista, CA

168

KENIA ESCOBAR

165 TRANSACTIONS
 Homespire Mortgage
 Rockville, MD

169

TONY ORTEGA

165 TRANSACTIONS
 Neighborhood Loans, Inc.
 Yuma, AZ

170

WILLIAM GOMEZ

165 TRANSACTIONS
 Supreme Lending
 Tulsa, OK



William Gomez

165 Transactions
 \$30,301,005 Volume
 Tulsa, OK

171

JONATHON VOLPE

164 TRANSACTIONS
 Neighborhood Loans, Inc.
 Downers Grove, IL

172

KARLA MENDOZA

164 TRANSACTIONS
 First Community Mortgage
 El Paso, TX

173

JESSICA DIEGO

163 TRANSACTIONS
 Cal Mutual
 Mission Hills, CA

174

ANDRE LACOUNT

163 TRANSACTIONS
 Guaranteed Rate, Inc.
 Chicago, IL

175

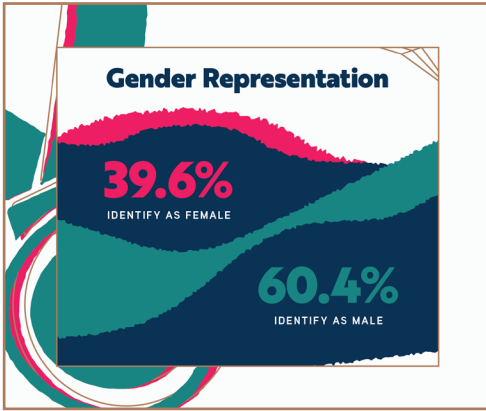
FANNIE LOYOLA

162 TRANSACTIONS
 Guaranteed Rate, Inc.
 Chicago, IL



88

Companies Represented



176 IVAN TORRES
161 TRANSACTIONS
Elite Mortgage Pros
Downey, CA

177 ARTHUR SAGANDA
161 TRANSACTIONS
loanDepot
Hoboken, NJ

178 ANTHONY STRICKLAND
161 TRANSACTIONS
Homespire Mortgage
Rockville, MD

179 JESUS FERNANDEZ
161 TRANSACTIONS
DHI Mortgage
Austin, TX

180 JAMES MADAI
161 TRANSACTIONS
Chase
Oswego, IL

181 LISA ALONZO
161 TRANSACTIONS
Wallick & Volk Mortgage Bankers
San Antonio, TX

182 EDWIN RIVERA
161 TRANSACTIONS
loanDepot
Maumee, OH

183 TIFFANY MOORE
160 TRANSACTIONS
DHI Mortgage
Chandler, AZ

184 FAUSTO VALLADARES
159 TRANSACTIONS
Elite Mortgage Pros
Downey, CA

With Spanish and Mexican heritage, Miguel is 5th generation here in U.S. He is a long-time lender working with affluent clientele throughout Minnesota and nationally, serving existing and referred clients.

Miguel Mendoza

159 Transactions
\$70,184,971 Volume
Minneapolis, MN



185 MIGUEL MENDOZA
159 TRANSACTIONS
Wells Fargo Home Mortgage
Minneapolis, MN

186 LEONARD BRIONES
158 TRANSACTIONS
Guaranteed Rate, Inc.
Berkeley, CA

187 CHRISTOFER ROBERTS
157 TRANSACTIONS
Regions Mortgage
Raleigh, NC

188 LISA HOLGUIN
157 TRANSACTIONS
Guaranteed Rate, Inc.
San Diego, CA

189 CRISTINA PAYERO
157 TRANSACTIONS
New American Funding
Naples, FL

190 JOHNNY NORIEGA
157 TRANSACTIONS
Neighborhood Loans, Inc.
Downers Grove, IL

191 PRENTICE RIOS
156 TRANSACTIONS
Universal Lending
Clovis, CA

192 ROCIO PORTELLA
156 TRANSACTIONS
Point Mortgage DBA Mint Mortgage
Miramar, FL

193 OMAR MEJIA
156 TRANSACTIONS
Arvest Bank
Rogers, AR

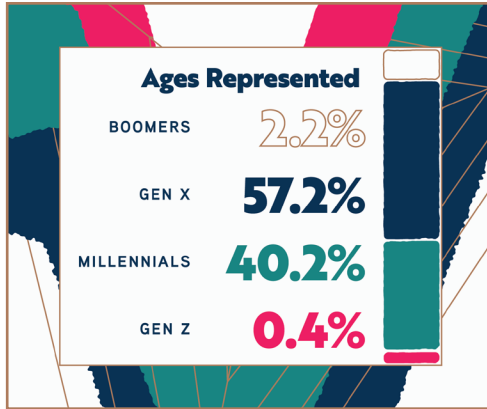
Janet learned how to be an entrepreneur from her mother who immigrated from Mexico and early on started working for herself. She was taught the meaning of hard work and dedication, which is what she sets out to do every day for her clients.

She credits her mother with her managerial and negotiating skills — these have enabled her to overcome enormous obstacles and bring buyers and sellers together in a way that makes every closing an unforgettable experience. For the past two years, she has sat on the Board of Directors for NAHREP Los Angeles and is excited to help advance sustainable Hispanic homeownership.



Janet Paredes
155 Transactions
\$79,060,123 Volume
Downey, CA

194 JANET PAREDES
155 TRANSACTIONS
IET Capital
Downey, CA



200 DENICE CERECERES
 153 TRANSACTIONS
 NOVA Home Loans
 Peoria, AZ

Robert is based in Dallas, TX. He is quick to provide home buyers with the information they need to secure the most competitive loan rates and lock in financing that provide long-term benefits. He prides himself on successfully navigating clients through the home buying process, educating and counseling along the way so they can make the best decisions. Robert speaks fluent Spanish.

Robert Nuñez
 153 Transactions
 \$34,966,358 Volume
 Dallas, TX



202 ROBERT NUÑEZ
 153 TRANSACTIONS
 Guild Mortgage
 Dallas, TX

206 AMELIA OLVERA
 151 TRANSACTIONS
 NOVA Home Loans
 Yuma, AZ

207 MAURICIO PEREZ
 150 TRANSACTIONS
 Paramount Residential Mortgage Group, Inc.
 Northglenn, CO

208 WILLIAM TURANO
 150 TRANSACTIONS
 loanDepot
 Sea Girt, NJ

209 KAREN LOPEZ
 149 TRANSACTIONS
 Nationwide Mortgage Bankers / Americasa
 Elizabeth, NJ

210 DANNY RUIZ
 149 TRANSACTIONS
 Caliber Home Loans, Inc.
 Tampa, FL

195 FERNANDO ARBOLEDA
 155 TRANSACTIONS
 loanDepot
 Santa Clarita, CA

196 SALVADOR RODRIGUEZ
 154 TRANSACTIONS
 Bay Equity Home Loans
 Berwyn, IL

197 DRUSO CECCHET
 153 TRANSACTIONS
 Union Bank
 Lemon Grove, CA

198 JUAN SANTANA
 153 TRANSACTIONS
 RoundPoint Mortgage Servicing Corporation
 Bronx, NY

199 ALEJANDRA RIVERA
 153 TRANSACTIONS
 DHI Mortgage
 Orlando, FL

201 IVETH GUZMAN
 153 TRANSACTIONS
 Texas Bank Mortgage Company
 Fort Worth, TX

203 CHRIS BROADHURST
 153 TRANSACTIONS
 Guaranteed Rate, Inc.
 Peoria Heights, IL

204 TIMOTHY SEEBERGER
 152 TRANSACTIONS
 Wells Fargo Home Mortgage
 Plymouth Meeting, PA

205 MADELYNN TEJEDA
 152 TRANSACTIONS
 Caliber Home Loans, Inc.
 Northfield, NJ

211 JAVIER VALDEZ
 149 TRANSACTIONS
 GreenState Credit Union
 Des Moines, IA

212 EDWIN VELASCO
 148 TRANSACTIONS
 Prosperity Home Mortgage, LLC
 Silver Spring, MD

213 HECTOR CÁRDENAS
 148 TRANSACTIONS
 Guaranteed Rate, Inc.
 Chicago, IL

214 ANGELA PATINO RIOS
 148 TRANSACTIONS
 DHI Mortgage
 Odessa, TX

Originally from Venezuela, Gabriela has over 16 years of experience in the mortgage industry. She strives to serve the Hispanic community by facilitating homeownership and providing the necessary tools to educate and empower borrowers, especially first-time homebuyers.

Gabriela Villafranco

148 Transactions
\$35,543,337 Volume
Duluth, GA



215

GABRIELA VILLAFRANCO
148 TRANSACTIONS
Homestar Financial Corporation
Duluth, GA

Miguel is based in Kennewick, WA. Since receiving his license in 2009, Miguel has helped thousands of families achieve their homeownership goals.

He believes that homeownership is essential to long-term financial success for his clients and prides himself in building personal relationships with every client. Whether it's a first-time homebuyer, or someone looking for their retirement home, Miguel's attention to detail and willingness to serve is always his focus.

Miguel Velasquez

147 Transactions
\$41,889,976 Volume
Kennewick, WA



216

MIGUEL VELASQUEZ
147 TRANSACTIONS
Homestar Financial Corporation
Kennewick, WA

217 JAVIER ARRIZ
147 TRANSACTIONS
loanDepot
Fort Myers, FL

218 WENDY RIVERA-LLANES
147 TRANSACTIONS
U.S. Bank
Reno, NV

219 EDWIN NAVAS
146 TRANSACTIONS
DHI Mortgage
San Ramon, CA

**First Gen Z
NAHREP Top 250
Mortgage Originator**

220 ANGELITO ORTIZ
146 TRANSACTIONS
Cornerstone Home Lending
San Antonio, TX



221 JESUS CRUZ
146 TRANSACTIONS
Alterra Home Loans
Orlando, FL

222 LUIS LOPEZ
146 TRANSACTIONS
NOVA Home Loans
Tucson, AZ

223 DIANA LEGASPI
145 TRANSACTIONS
Guild Mortgage
Morgan Hill, CA

224 SEGUNDO ORLANDO JARRIN
144 TRANSACTIONS
MortgageDepot
Kew Gardens, NY

225 LIZ TAVAREZ
144 TRANSACTIONS
Guaranteed Rate, Inc.
Orlando, FL

226 ESMERALDA RUIZ
144 TRANSACTIONS
Kings Mortgage Services, Inc.
Visalia, CA

227 MARLON FLORES
142 TRANSACTIONS
UFCU Mortgage Services
Carson City, NV

228 QUINTIN JACOBSON
142 TRANSACTIONS
Bay Equity Home Loans
Oakdale, MN

Sergio is based in Chicago, IL and has over 10 years of mortgage financing and real estate experience. He is passionate about helping working families access affordable lending capital and works with partners to enhance awareness of products and services. Through his work, Sergio strives to meet his clients' needs by offering sustainable financing options that help to strengthen communities. He is also fluent in Spanish.

Sergio Soto

142 Transactions
\$33,991,395 Volume
Chicago, IL



229 SERGIO SOTO
142 TRANSACTIONS
Caliber Home Loans
Chicago, IL

230 MIRIAM MOYENO-DELGADO
142 TRANSACTIONS
Chase
Chicago, IL

231 DAVE MEDINA
141 TRANSACTIONS
Fairway Independent Mortgage Corporation
Temecula, CA

232 JOE VILLEGAS
141 TRANSACTIONS
Caliber Home Loans, Inc.
Manteca, CA

233 ADRIAN REYES
141 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Pembroke Pines, FL

234 ALEJANDRO OTERO
141 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Pembroke Pines, FL

235 MAURICIO VIECCO
140 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Jersey City, NJ

236 SPENCER VALERIO
140 TRANSACTIONS
Guild Mortgage
Las Vegas, NV

237 GILBERT MADRID
140 TRANSACTIONS
Home Plate Mortgage
El Paso, TX

238 BRIAN BORDER
139 TRANSACTIONS
loanDepot
Santa Clarita, CA

Sonia takes immense pride in serving families across the great state of Texas. She has worked in the real estate industry since 2002 and has had the opportunity to help hundreds of families purchase homes, refinance homes, and access equity from their home with a mortgage product that is best for their financial future. Her goal is to gain the respect and trust of her borrowers and by providing them with the utmost attention and the education necessary to make a well-informed decision.

Sonia David

139 Transactions

\$51,302,421 Volume

Austin, TX



239

SONIA DAVID

139 TRANSACTIONS
UFCU Mortgage Services
Austin, TX

240 ROSARIO ALCARAZ
139 TRANSACTIONS
loanDepot
Lancaster, CA

241 JENNIFER HERNANDEZ
138 TRANSACTIONS
UFCU Mortgage Services
Austin, TX

242 DEBORA VALDES
138 TRANSACTIONS
loanDepot
Shelton, CT

243 LAURA ANDRADE
138 TRANSACTIONS
Arvest Bank
Rogers, AR

244 PAMELA ISTRATE
138 TRANSACTIONS
loanDepot
Hurricane, WV

245 MICHAEL CONVEY
137 TRANSACTIONS
DHI Mortgage
Fresno, CA

246 VILMA HERNANDEZ
137 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Hesperia, CA

247 ERNESTO JESUS TORRES GUERRERO
137 TRANSACTIONS
Wells Fargo Home Mortgage
Rodriguez, OR

248 GRACIE ESTEP
137 TRANSACTIONS
Town Square Mortgage &
Investments, Inc.
El Paso, TX

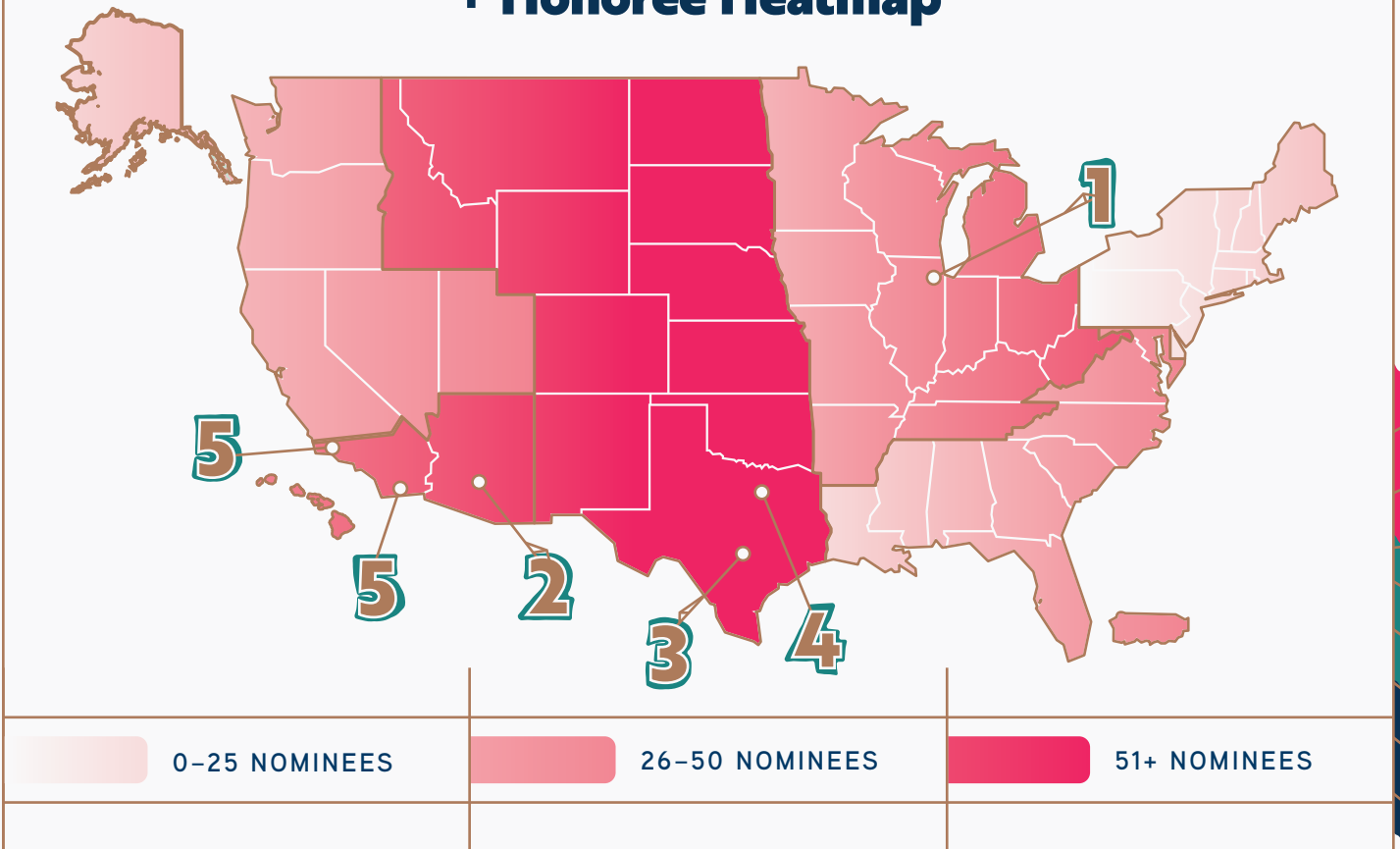
249 GABRIELA RODRIGUEZ
137 TRANSACTIONS
First Community Mortgage
El Paso, TX

250 MAURICIO ROJAS
136 TRANSACTIONS
Chase
Jersey City, NJ

250 DIANNE AYALA STEFFEY
136 TRANSACTIONS
Guaranteed Rate, Inc.
San Antonio, TX

250 KENOL CADET
136 TRANSACTIONS
New American Funding
Orlando, FL

Top 5 Metropolitan Statistical Areas + Honoree Heatmap



1 CHICAGO-NAPERVILLE-ELGIN, IL-IN-WI
LATINO HOMEOWNERSHIP RATE: 60.2%
OVERALL HOMEOWNERSHIP RATE: 67.2%

4 DALLAS-FORT WORTH-ARLINGTON, TX
LATINO HOMEOWNERSHIP RATE: 56.3%
OVERALL HOMEOWNERSHIP RATE: 61.3%

2 PHOENIX-MESA-SCOTTSDALE, AZ
LATINO HOMEOWNERSHIP RATE: 59.4%
OVERALL HOMEOWNERSHIP RATE: 65.2%

5 LOS ANGELES-LONG BEACH-GLENDALE, CA
LATINO HOMEOWNERSHIP RATE: 39.2%
OVERALL HOMEOWNERSHIP RATE: 48.9%

3 AUSTIN-ROUND ROCK-GEORGETOWN, TX
LATINO HOMEOWNERSHIP RATE: 57.5%
OVERALL HOMEOWNERSHIP RATE: 67.8%

5 SAN DIEGO-CHULA VISTA-CARLSBAD, CA
LATINO HOMEOWNERSHIP RATE: 39.7%
OVERALL HOMEOWNERSHIP RATE: 52.6%

LATINO MORTGAGE ORIGINATORS BY

Volume



TOP 100 LATINO MORTGAGE ORIGINATORS

Volume

**1 LIZY
HOEFFER**

\$346,918,472 VOL.
1092 TRXN.
CrossCounty Mortgage, LLC
Phoenix, AZ

**2 MELISSA
VELASQUEZ**

\$284,687,102 VOL.
230 TRXN.
Wells Fargo Home Mortgage
Beverly Hills, CA

**3 RODRIGO
BALLON**

\$282,877,334 VOL.
473 TRXN.
CrossCounty Mortgage, LLC
San Diego, CA

**4 DAVID
MEDRANO**

\$252,166,188 VOL.
396 TRXN.
First United Bank
Austin, TX

**5 LUISA
BEDOYA**

\$235,182,184 VOL.
502 TRXN.
MSA Mortgage, LLC
Revere, MA

**6 STEPHEN
CARPITELLA**

\$204,435,835 VOL.
597 TRXN.
EPM
Manahawkin, NJ

**7 ARMANDO
SANMIGUEL**

\$182,793,643 VOL.
519 TRXN.
Ameris Bank
Franklin, TN

**8 CHRISTINE
MADRID**

\$171,026,126 VOL.
323 TRXN.
Caliber Home Loans, Inc.
Kirkland, WA

**9 CARLOS
LARRAZABAL**

\$156,973,531 VOL.
467 TRXN.
Vellum Mortgage
Fairfax, VA

**10 ADRIAN
GASTELUM**

\$155,560,804 VOL.
570 TRXN.
NOVA Home Loans
Peoria, AZ

**11 MICHAEL
CARVAJAL**

\$149,685,182 VOL.
449 TRXN.
EPM
West Creek, NJ

**12 MICHAEL
TREJO**

\$148,939,753 VOL.
276 TRXN.
Bridgepoint Funding
Pleasant Hill, CA

**13 CARLOS D.
MARTINEZ**

\$146,869,208 VOL.
438 TRXN.
Homespire Mortgage
Rockville, MD

**14 NORMA
GUERRERO-COWES**

\$144,893,412 VOL.
502 TRXN.
DHI Mortgage
Austin, TX

**15 JORGE
MONTROYA**

\$142,387,518 VOL.
514 TRXN.
Guild Mortgage
Reno, NV

**16 CARLOS
VILLALÓN**

\$140,633,389 VOL.
595 TRXN.
First Centennial Mortgage
St. Charles, IL

**17 MIKE
SANCHEZ**

\$140,468,396 VOL.
302 TRXN.
Guaranteed Rate, Inc.
Stafford, VA

**18 RENE
ACOSTA**

\$136,602,784 VOL.
653 TRXN.
NOVA Home Loans
Tucson, AZ

**19 ALEXANDER
VARELA**

\$136,148,540 VOL.
488 TRXN.
PrimeLending, A PlainsCapital
Company
Grapevine, TX

**20 GIBRAN
SUFFY**

\$136,072,823 VOL.
283 TRXN.
Planet Home Lending, LLC
Chula Vista, CA

**21 CHRIS
LEON**

\$135,737,933 VOL.
590 TRXN.
NOVA Home Loans
Sierra Vista, AZ

TOP 100 LATINO MORTGAGE ORIGINATORS

Volume

22 ANITA AGUILAR

\$131,526,945 VOL.
272 TRXN.
Cardinal Financial, LP
San Diego, CA

23 WENDI ATENCIO

\$124,825,863 VOL.
299 TRXN.
Caliber Home Loans, Inc.
Bellevue, WA

24 LISA GUSTAFSON

\$122,884,023 VOL.
353 TRXN.
loanDepot
Fort Collins, CO

25 FERNANDO MARQUEZ

\$122,729,556 VOL.
239 TRXN.
George Mason Mortgage, LLC
McLean, VA

26 MAURICIO BENAVENTE

\$120,996,832 VOL.
204 TRXN.
Huntington Bank
Chicago, IL

27 FRANK BLAKELEY

\$119,873,611 VOL.
200 TRXN.
Guaranteed Rate, Inc.
Mission Viejo, CA

28 ZACARIAS CERVANTES

\$118,450,226 VOL.
126 TRXN.
U.S. Bank
Pasadena, CA

29 JORGE BECERRA

\$113,888,308 VOL.
175 TRXN.
U.S. Bank
Ft. Collins, CO

30 SAUL PINELA

\$113,693,684 VOL.
515 TRXN.
Neighborhood Loans, Inc.
Chicago, IL

31 CANDY BUZAN

\$113,388,089 VOL.
365 TRXN.
LoanPeople
Austin, TX

32 FRANCISCO SALAZAR

\$111,209,937 VOL.
244 TRXN.
Golden Empire Mortgage, Inc.
Oxnard, CA

33 IVAN PASTOR

\$108,256,374 VOL.
421 TRXN.
Texas Capital Lending
Katy, TX

34 MARIA LOONEY

\$105,428,270 VOL.
241 TRXN.
Elite One Mortgage
Los Alamitos, CA

35 SHERI ARNOLD

\$104,061,202 VOL.
198 TRXN.
Guaranteed Rate, Inc.
Oceanside, CA

36 MICHELLE ROBINSON

\$103,982,488 VOL.
405 TRXN.
Lake Area Mortgage
Arden Hills, MN

37 IAN BRANNON

\$102,625,465 VOL.
433 TRXN.
NOVA Home Loans
Tucson, AZ

38 RICK SANCHEZ

\$101,834,201 VOL.
75 TRXN.
Guaranteed Rate, Inc.
Beverly Hills, CA

39 JESSICA CELIA

\$98,506,291 VOL.
260 TRXN.
loanDepot
Norwell, MA

40 KEVIN BROWN

\$98,362,551 VOL.
232 TRXN.
Cardinal Financial, LP
Irvine, CA

41 DAEN MANRIQUEZ

\$97,348,986 VOL.
320 TRXN.
VanDyk Mortgage Corporation
Greeley, CO

42 RYAN DELIA

\$94,955,095 VOL.
223 TRXN.
loanDepot
Fort Lee, NJ

TOP 100 LATINO MORTGAGE ORIGINATORS

Volume

43 CARLOS COLOMA
\$94,833,548 VOL.
296 TRXN.
loanDepot
Coral Gables, FL

44 SOSIMO AVILA, JR.
\$94,798,145 VOL.
174 TRXN.
NEO Home Loans
Irvine, CA

45 TIMOTHY SEEBERGER
\$94,114,397 VOL.
152 TRXN.
Wells Fargo Home Mortgage
Plymouth Meeting, PA

46 BRIAN BORDER
\$93,529,529 VOL.
139 TRXN.
loanDepot
Santa Clarita, CA

47 TANIA MURRAY
\$92,843,090 VOL.
434 TRXN.
New American Funding
El Paso, TX

48 ANGELA SEMINARIO
\$91,527,935 VOL.
207 TRXN.
Guaranteed Rate, Inc.
Concord, CA

49 JAVIER GIRON
\$90,171,012 VOL.
99 TRXN.
Wells Fargo Home Mortgage
San Francisco, CA

50 CELINA TOMINNA
\$89,714,055 VOL.
190 TRXN.
RoundPoint Mortgage Servicing
Corporation
Chula Vista, CA

51 EDDIE CISNEROS
\$89,153,168 VOL.
251 TRXN.
Guaranteed Rate
Chicago, IL

52 DRUSO CECCHET
\$88,464,567 VOL.
153 TRXN.
Union Bank
Lemon Grove, CA

53 FIDEL DORADO
\$85,517,558 VOL.
355 TRXN.
Golden Empire Mortgage, Inc.
Madera, CA

54 MICHELLE HIGDON
\$85,447,946 VOL.
233 TRXN.
UFCU Mortgage Services
Austin, TX

55 PATRICIA MARTINEZ
\$84,485,655 VOL.
329 TRXN.
DHI Mortgage
San Antonio, TX

56 SEGUNDO ORLANDO JARRIN
\$84,472,261 VOL.
144 TRXN.
Mortgage Depot
Kew Gardens, NY

57 MIGUEL MOURIZ*
\$83,977,678 VOL.
291 TRXN.
New American Funding
Orlando, FL

57 ALFREDO MADRID
\$83,416,483 VOL.
423 TRXN.
Supreme Lending
Tulsa, OK

58 SANZIO GARCIA
\$83,185,108 VOL.
87 TRXN.
U.S. Bank
Mill Valley, CA

59 FEDERICO MONTOYA
\$83,025,914 VOL.
206 TRXN.
Synergy One Lending
Westminster, CO

60 TANIA SHANAHAN MCRAE
\$82,665,132 VOL.
361 TRXN.
Guaranteed Rate, Inc.
St. Marys, GA

61 ARMANDO ORTIZ
\$82,652,561 VOL.
176 TRXN.
Homebridge Financial Services, Inc.
Sacramento, CA

62 JAY RODRIGUEZ
\$82,454,116 VOL.
173 TRXN.
Arbor Financial Group
Santa Ana, CA

TOP 100 LATINO MORTGAGE ORIGINATORS
Volume
63 PABLO ESTRADA
\$82,292,401 VOL.
316 TRXN.

 Homebridge Financial Services, Inc.
 Fresno, CA

64 JACKIE SANTOS
\$81,967,542 VOL.
277 TRXN.

 Caliber Home Loans, Inc.
 Ft. Lauderdale, FL

65 MELISSA GUERRA
\$81,377,772 VOL.
418 TRXN.

 loanDepot
 Lisle, IL

66 ANDRES BENITEZ
\$81,325,405 VOL.
220 TRXN.

 Guaranteed Rate, Inc.
 Boston, MA

67 JESSE ORTIZ
\$80,391,992 VOL.
459 TRXN.

 NOVA Home Loans
 Peoria, AZ

68 LEONARDO ROBERTO
\$79,972,947 VOL.
327 TRXN.

 PrimeLending, A PlainsCapital
 Company
 Sandy Springs, GA

69 SARA EDELMAN
\$79,682,120 VOL.
126 TRXN.

 loanDepot
 Garden City, NY

70 LEONARD BRIONES
\$79,647,772 VOL.
158 TRXN.

 Guaranteed Rate, Inc.
 Berkeley, CA

71 JAIME TERAN
\$79,513,598 VOL.
93 TRXN.

 Chase
 Newport Beach, CA

72 JANET PAREDES
\$79,060,123 VOL.
155 TRXN.

 IET Capital
 Downey, CA

73 JEROD MONTAÑEZ
\$78,946,750 VOL.
190 TRXN.

 DHI Mortgage
 Englewood, CO

74 CHRISTOPHER DEMATTEIS
\$78,697,518 VOL.
238 TRXN.

 EPM
 Atlanta, GA

75 PEDRO GARCIA, JR.
\$77,602,839 VOL.
281 TRXN.

 DHI Mortgage
 Richmond, TX

76 IVAN TORRES
\$77,296,065 VOL.
161 TRXN.

 Elite Mortgage Pros
 Downey, CA

77 FAUSTO VALLADARES
\$76,829,232 VOL.
159 TRXN.

 Elite Mortgage Pros
 Downey, CA

78 DAN MORALES
\$76,665,840 VOL.
288 TRXN.

 Northpointe Bank
 Holland, MI

79 SALVADOR RENTERIA
\$76,264,393 VOL.
268 TRXN.

 DHI Mortgage
 Austin, TX

80 DIANA LEGASPI
\$75,867,974 VOL.
145 TRXN.

 Guild Mortgage
 Morgan Hill, CA

81 ERIC SILVAS
\$75,246,761 VOL.
217 TRXN.

 Guaranteed Rate, Inc.
 Austin, TX

82 NICK GONCHAR
\$74,918,918 VOL.
95 TRXN.

 Wells Fargo Home Mortgage
 Anaheim Hills, CA

83 JORGE DE LA ROSA
\$74,520,000 VOL.
266 TRXN.

 Caliber Home Loans, Inc.
 Austin, TX

TOP 100 LATINO MORTGAGE ORIGINATORS

Volume

84 CHRISTOFER ROBERTS

\$73,030,572 VOL.
157 TRXN.
Regions Mortgage
Raleigh, NC

85 MARTIN YAPUR

\$72,627,926 VOL.
178 TRXN.
Guaranteed Rate, Inc.
Rancho Cucamonga, CA

86 ERICK RIVERA

\$72,490,706 VOL.
221 TRXN.
City Lending, Inc.
Vienna, VA

87 KYNDRA WRIGHT

\$72,374,313 VOL.
198 TRXN.
American Pacific Mortgage
Tracy, CA

88 FERMIN BARRERA

\$72,303,072 VOL.
274 TRXN.
DHI Mortgage
Richmond, TX

89 ARIANNY ARIAS

\$71,894,493 VOL.
178 TRXN.
PrimeLending, A PlainsCapital
Company
Methuen, MA

90 NANCY MOTA CASTILLO

\$71,254,528 VOL.
244 TRXN.
Kings Mortgage Services, Inc.
Visalia, CA

91 DANIEL MEIDAN

\$71,019,963 VOL.
129 TRXN.
loanDepot
New York, NY

92 GABRIEL GOMEZ

\$70,836,060 VOL.
212 TRXN.
Chase
Chicago, IL

93 NATALYA CHACON

\$70,803,466 VOL.
258 TRXN.
US Mortgage Corporation
Atlanta, GA

94 MIGUEL MENDOZA

\$70,184,971 VOL.
159 TRXN.
Wells Fargo Home Mortgage
Minneapolis, CA

95 MARCOS SANCHEZ

\$70,008,896 VOL.
184 TRXN.
Embrace Home Loans
Sandy Spring, MD

96 BECKY BROWN

\$70,000,000 VOL.
300 TRXN.
New American Funding
Jackson, GA

97 DAGO VELASQUEZ

\$68,964,182 VOL.
203 TRXN.
Envoy Mortgage
Kennewick, WA

98 RODNEY FELIPE

\$68,741,354 VOL.
127 TRXN.
loanDepot
Tustin, CA

99 ROXANNE LOPEZ

\$68,507,769 VOL.
317 TRXN.
NOVA Home Loans
Green Valley, AZ

100 JESSICA DIEGO

\$68,435,779 VOL.
163 TRXN.
Cal Mutual
Mission Hills, CA

LATINO MORTGAGE ORIGINATORS BY

Telesales Mortgage Consultants



TOP 50 LATINO MORTGAGE ORIGINATORS

Telesales Mortgage
Consultants**1 CHRISTOPHER STARK**

432 TRANSACTIONS
Planet Home Lending, LLC
Melville, NY

2 CHRISTOPHER WEIHE

285 TRANSACTIONS
Wells Fargo Home Mortgage
Des Moines, IA

3 JEREMIAH ALVAREZ

285 TRANSACTIONS
Wells Fargo Home Mortgage
San Antonio, TX

4 ARIEL GUTIERREZ

254 TRANSACTIONS
Wells Fargo Home Mortgage
Charlotte, NC

5 AGUSTIN BARAJAS

240 TRANSACTIONS
Chase
Phoenix, AZ

6 STEVE LASCANO

240 TRANSACTIONS
New American Funding
Lake Arrowhead, CA

7 CARLOS MENDOZA

233 TRANSACTIONS
Wells Fargo Home Mortgage
Tempe, AZ

8 ALEX RAMIREZ

218 TRANSACTIONS
New American Funding
Murrieta, CA

9 MARTI MOLLER-KNIGHT

209 TRANSACTIONS
New American Funding
San Juan Capistrano, CA

10 GEORGE MORENO

194 TRANSACTIONS
loanDepot
San Antonio, TX

11 TREVOR VEGA

176 TRANSACTIONS
Chase
Columbus, FL

12 ESTEBAN GAMBOA

176 TRANSACTIONS
Planet Home Lending, LLC
Marlton, NJ

13 NATHAN CADENA

168 TRANSACTIONS
New American Funding
Placentia, CA

14 GABRIEL GARCIA

159 TRANSACTIONS
New American Funding
Laguna Niguel, CA

15 MICHELLE SWEENEY

150 TRANSACTIONS
New American Funding
Irvine, CA

16 DANIEL RODRIGUEZ

148 TRANSACTIONS
Chase
Phoenix, AZ

17 JENNIE ASTUDILLO

140 TRANSACTIONS
Wells Fargo Home Mortgage
San Antonio, TX

18 TJ BUSTAMANTE

137 TRANSACTIONS
Chase
Phoenix, AZ

19 HECTOR DIAZ

133 TRANSACTIONS
Truist
Richmond, VA

20 MARC FLEXEN

129 TRANSACTIONS
New American Funding
Corona, CA

21 ALEJANDRO GONZALEZ

128 TRANSACTIONS
New American Funding
Garland, TX

TOP 50 LATINO MORTGAGE ORIGINATORS

Telesales Mortgage
Consultants**22 KARLA
WILHELM****128 TRANSACTIONS**
Truist
Greensboro, NC**23 EDWIN
MIRANDA****125 TRANSACTIONS**
New American Funding
San Juan Capistrano, CA**24 BRAD
LEOS****122 TRANSACTIONS**
New American Funding
Norco, CA**25 RICARDO
CISNEROS****117 TRANSACTIONS**
New American Funding
Santa Fe Springs, CA**26 STEPHANIE
PEREZ****115 TRANSACTIONS**
Wells Fargo Home Mortgage
Arlington, TX**27 HJALMAR
RIGAIL****114 TRANSACTIONS**
Wells Fargo Home Mortgage
Charlotte, NC**28 JUANA
RUIZ****113 TRANSACTIONS**
Chase
Phoenix, AZ**29 STEVEN
APARIS****105 TRANSACTIONS**
Point Mortgage Corporation
San Diego, CA**30 REYNALDO
LOPEZ****104 TRANSACTIONS**
Wells Fargo Home Mortgage
San Antonio, TX**31 ISABEL
VALLES****103 TRANSACTIONS**
Chase
Phoenix, AZ**32 CINTHIA
PEDRAZA****103 TRANSACTIONS**
New American Funding
Santa Ana, CA**33 SALVADOR
ORTIZ****101 TRANSACTIONS**
New American Funding
Tustin, CA**34 CESAR
HERNANDEZ****101 TRANSACTIONS**
Flagstar Bank
Dallas, TX**35 JENNIFER
PINEDA****95 TRANSACTIONS**
New American Funding
Corona, CA**36 RANDY
LUNA****94 TRANSACTIONS**
Wells Fargo Home Mortgage
Charlotte, NC**37 GEORGE
TOKATLI****91 TRANSACTIONS**
Chase
Phoenix, AZ**38 ALEJANDRO
POUSA****91 TRANSACTIONS**
Republic Bank & Trust Company
Louisville, KY**39 GLORIA
CEH****90 TRANSACTIONS**
Flagstar Bank
Garland, TX**40 KALIN
FONSECA****85 TRANSACTIONS**
New American Funding
Casa Grande, AZ**41 ARNOLD
ESPARZA-GARCIA****85 TRANSACTIONS**
New American Funding
Novi, MI**42 CARLOS
CONTRERAS****85 TRANSACTIONS**
New American Funding
Irvine, CA

TOP 50 LATINO MORTGAGE ORIGINATORS

Telesales Mortgage Consultants

43 **MARU ROSAS**
81 TRANSACTIONS
Chase
Phoenix, AZ

44 **LUISA MARTINI**
79 TRANSACTIONS
Republic Bank & Trust Company
Louisville, KY

45 **ETHAN CORONADO**
78 TRANSACTIONS
Chase
Phoenix, AZ

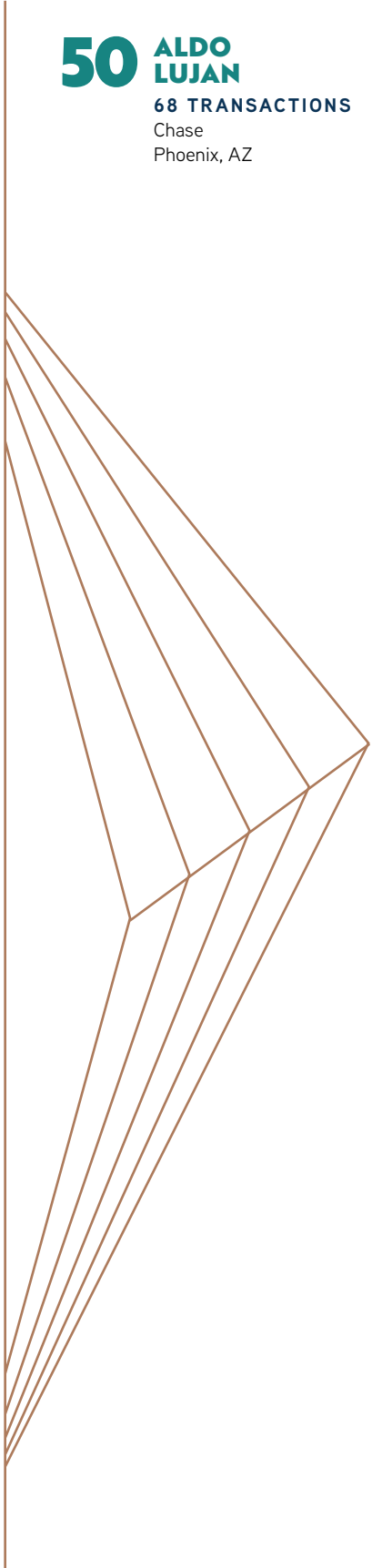
46 **RIGO ZAMORA**
72 TRANSACTIONS
Planet Home Lending, LLC
Chula Vista, CA

47 **LUPE ROMERO**
70 TRANSACTIONS
Chase
Phoenix, AZ

48 **CESAR CORTAZAR**
69 TRANSACTIONS
Chase
Phoenix, AZ

49 **TIFFANY ROTONDO**
68 TRANSACTIONS
Wells Fargo Home Mortgage
Charlotte, NC

50 **ALDO LUJAN**
68 TRANSACTIONS
Chase
Phoenix, AZ



ALASKA
NEVADA
NORTHERN CALIFORNIA
OREGON
UTAH
WASHINGTON

TOP 100 LATINO MORTGAGE ORIGINATORS

NAHREP REGION

Northwest

TOP 100 LATINO MORTGAGE ORIGINATORS

Northwest

1 JORGE MONTOYA

514 TRANSACTIONS
Guild Mortgage
Reno, NV

2 FIDEL DORADO

355 TRANSACTIONS
Golden Empire Mortgage, Inc.
Madera, CA

3 CHRISTINE MADRID

323 TRANSACTIONS
Caliber Home Loans, Inc.
Kirkland, WA

4 PABLO ESTRADA

316 TRANSACTIONS
Homebridge Financial Services,
Inc.
Fresno, CA

5 WENDI ATENCIO

299 TRANSACTIONS
Caliber Home Loans, Inc.
Bellevue, WA

6 MICHAEL TREJO

276 TRANSACTIONS
Bridgepoint Funding
Pleasant Hill, CA

7 MARIO LOPEZ

254 TRANSACTIONS
Wells Fargo Home Mortgage
Salem, OR

8 NANCY MOTA CASTILLO

244 TRANSACTIONS
Kings Mortgage Services, Inc.
Visalia, CA

9 ANGIE CANSLER

238 TRANSACTIONS
Kings Mortgage Services, Inc.
Hanford, CA

10 ANGELA SEMINARIO

207 TRANSACTIONS
Guaranteed Rate, Inc.
Concord, CA

11 DAGO VELASQUEZ

203 TRANSACTIONS
Envoy Mortgage
Kennewick, WA

12 VERONICA BARRAGAN

203 TRANSACTIONS
Kings Mortgage Services, Inc.
Reedley, CA

13 KYNDRA WRIGHT

198 TRANSACTIONS
American Pacific Mortgage
Tracy, CA

14 JUAN AGUIRRE

191 TRANSACTIONS
Americana Home Loans
Henderson, NV

15 ARMANDO ORTIZ

176 TRANSACTIONS
Homebridge Financial Services, Inc.
Sacramento, CA

16 JOHNNY DELGADILLO

175 TRANSACTIONS
Answer Home Loans
Elk Grove, CA

17 SARAH LEE

174 TRANSACTIONS
Guild Mortgage
Sacramento, CA

18 PAULA DE SANTI

172 TRANSACTIONS
Veritas Funding, LLC
Cottonwood Heights, UT

19 LEONARD BRIONES

158 TRANSACTIONS
Guaranteed Rate, Inc.
Berkeley, CA

20 PRENTICE RIOS

156 TRANSACTIONS
Universal Lending
Clovis, CA

21 MIGUEL VELASQUEZ

147 TRANSACTIONS
Envoy Mortgage
Kennewick, WA

TOP 100 LATINO MORTGAGE ORIGINATORS

Northwest

22

**WENDY
RIVERA-LLANES**147 TRANSACTIONS
U.S. Bank
Reno, NV

23

**EDWIN
NAVAS**146 TRANSACTIONS
DHI Mortgage
San Ramon, CA

24

**DIANA
LEGASPI**145 TRANSACTIONS
Guild Mortgage
Morgan Hill, CA

25

**ESMERALDA
RUIZ**144 TRANSACTIONS
Kings Mortgage Services, Inc.
Visalia, CA

26

**MARLON
FLORES**142 TRANSACTIONS
UFCU Mortgage Services
Carson City, NV

27

**JOE
VILLEGAS**141 TRANSACTIONS
Caliber Home Loans, Inc.
Manteca, CA

28

**SPENCER
VALERIO**140 TRANSACTIONS
Guild Mortgage
Las Vegas, NV

29

**MICHAEL
CONVEY**137 TRANSACTIONS
DHI Mortgage
Fresno, CA

30

**ERNESTO JESUS
TORRES GUERRERO**137 TRANSACTIONS
Wells Fargo Home Mortgage
Salem, OR

31

**STEPHANIE
PEEVEY**132 TRANSACTIONS
Guild Mortgage
Anchorage, AK

32

**VERONICA Y.
MORALES**130 TRANSACTIONS
Point Mortgage Corporation
Bakersfield, CA

33

**YESENIA
CELESTINO**125 TRANSACTIONS
New American Funding
Seattle, WA

34

**FERNANDO
OSPINA**122 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV

35

**EDUARDO
BULLER**122 TRANSACTIONS
Planet Home Lending, LLC
Las Vegas, NV

36

**HUASCAR
SIME**117 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV

37

**ANGIE
VELIZ**116 TRANSACTIONS
Guaranteed Rate, Inc.
Concord, CA

38

**ARTURO
ESPARZA**115 TRANSACTIONS
Golden Empire Mortgage, Inc.
Bakersfield, CA

39

**ROBERT
TURRIETA**113 TRANSACTIONS
Guild Mortgage
Sacramento, CA

40

**TRANKIE
TISCARENO**112 TRANSACTIONS
American Pacific Mortgage
Fresno, CA

41

**FRANK
PEREZ**111 TRANSACTIONS
Lone Mortgage
Las Vegas, NV

42

**DAVID
SENIOR**110 TRANSACTIONS
Security National Mortgage
Salt Lake City, UT

TOP 100 LATINO MORTGAGE ORIGINATORS

Northwest

43 ALEXIS EDUARDO JARA

108 TRANSACTIONS
DHI Mortgage
Herriman, UT

44 VICTOR ROMERO

107 TRANSACTIONS
Mason-McDuffie Mortgage
Corporation
Soquel, CA

45 FRANCISCO GUZMAN

107 TRANSACTIONS
loanDepot
Stockton, CA

46 JOHAN ALVAREZ

107 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV

47 SANDRA ESTRELLA

106 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV

48 EDWIN ESQUIVEL

105 TRANSACTIONS
Homebridge Financial Services, Inc.
Yakima, WA

49 NATHAN NELSON

103 TRANSACTIONS
loanDepot
Brentwood, CA

50 MARCOS RIOS

103 TRANSACTIONS
Caliber Home Loans, Inc.
San Ramon, CA

51 VERONICA MEDINA

103 TRANSACTIONS
Medina Mortgage Associates
Bakersfield, CA

52 YENISEY RAMIREZ

102 TRANSACTIONS
U.S. Bank
Las Vegas, NV

53 JESSICA PORTILLO

101 TRANSACTIONS
Caliber Home Loans, Inc.
Tracy, CA

54 PATTY GRISSOM

101 TRANSACTIONS
Guild Mortgage
Fresno, CA

55 JAVIER GIRON

99 TRANSACTIONS
Wells Fargo Home Mortgage
San Francisco, CA

56 ERICA PORTILLO

98 TRANSACTIONS
Caliber Home Loans, Inc.
Tracy, CA

57 REYES RUIZ

98 TRANSACTIONS
Union Bank
Fresno, CA

58 JAVIER JURADO

96 TRANSACTIONS
Home Trust Financial
Kirkland, WA

59 JORGE GONZALES

96 TRANSACTIONS
Wells Fargo Home Mortgage
Salinas, CA

60 KIMBERLY MARIN

95 TRANSACTIONS
Alameda Mortgage Corp.
Fresno, CA

61 JAIME TAPIA

94 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV

62 MARIA LOPEZ

94 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV

63 ANA IVETTE MORALES

93 TRANSACTIONS
Anova Mortgage
Las Vegas, NV

TOP 100 LATINO MORTGAGE ORIGINATORS

Northwest

64 CHRISTINA FLORES

92 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV

65 JOEL PANDURO

92 TRANSACTIONS
Guaranteed Rate, Inc.
Las Vegas, NV

66 MARIO RIVAS

92 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV

67 JAVIER AGUILAR

91 TRANSACTIONS
Wells Fargo Home Mortgage
Henderson, NV

68 HECTOR JIMENEZ

91 TRANSACTIONS
Security National Mortgage
Henderson, NV

69 JORGE ANGEL FLORES CHÁVEZ

88 TRANSACTIONS
Wells Fargo Home Mortgage
Las Vegas, NV

70 SANZIO GARCIA

87 TRANSACTIONS
U.S. Bank
Mill Valley, CA

71 ALMA PEREZ

85 TRANSACTIONS
New American Funding
Las Vegas, NV

72 MIGUEL GOMEZ

82 TRANSACTIONS
Top Level Home Loans
Taylorsville, UT

73 ANTHONY BACA

81 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV

74 CONRADO PEREZ

80 TRANSACTIONS
loanDepot
Burlingame, CA

75 LUDBY GARCIA

80 TRANSACTIONS
New American Funding
Henderson, NV

76 YVETTE VARISE

75 TRANSACTIONS
loanDepot
Concord, CA

77 ARTURO PRADERA

75 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV

78 PERLA SILVAS

75 TRANSACTIONS
U.S. Bank
Yakima, WA

79 ESTHER VEGA

74 TRANSACTIONS
loanDepot
Tracy, CA

80 LEO ACERO*

73 TRANSACTIONS
Guild Mortgage
Reno, NV

80 GLENN RODRIGUEZ

72 TRANSACTIONS
Guaranteed Rate, Inc.
San Francisco, CA

81 ARMANDO SANCHEZ

69 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV

82 CAMILO ARANGO

69 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV

83 D'NIRO MEJIA

68 TRANSACTIONS
loanDepot
Sacramento, CA

*UPDATED POST RELEASE DUE TO DATA VERIFICATION

TOP 100 LATINO MORTGAGE ORIGINATORS

Northwest

84 ORLANDO DIAZ67 TRANSACTIONS
American Pacific Mortgage
San Francisco, CA**85 JACK REININGA**67 TRANSACTIONS
loanDepot
Concord, CA**86 SHARLENE RUIZ**65 TRANSACTIONS
New American Funding
Las Vegas, NV**87 MIGUEL ORTIZ**65 TRANSACTIONS
U.S. Bank
Las Vegas, NV**88 DANNY VELASQUEZ**64 TRANSACTIONS
GFL Capital Mortgage
Henderson, NV**89 RAYMUNDO FUENTES**64 TRANSACTIONS
Alterra Home Loans
Las Vegas, NV**90 JULIE CAVALLI**63 TRANSACTIONS
loanDepot
Fresno, CA**91 SHAWN GAUAN**61 TRANSACTIONS
New American Funding
Stockton, CA**92 ANGELA JIMENEZ**60 TRANSACTIONS
Caliber Home Loans, Inc.
Stockton, CA**93 DOROTHY STEVENS**60 TRANSACTIONS
Homebridge Financial Services
Kennewick, WA**94 SYLVIA NANEZ**59 TRANSACTIONS
Prosperity Home Mortgage
San Jose, CA**95 ARMANDO SERRANO**59 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Tualatin, Oregon**96 MARI MEDINA**58 TRANSACTIONS
loanDepot
Sacramento, CA**97 MARIA GUZMAN**58 TRANSACTIONS
Americana Home Loans
Henderson, NV**98 ROSITA MARTINEZ**58 TRANSACTIONS
U.S. Bank
Sunnyside, WA**99 RICHARD OZUNA**56 TRANSACTIONS
Wells Fargo Home Mortgage
Palo Alto, CA**100 KATIE ALANIZ**56 TRANSACTIONS
Kings Mortgage Services, Inc.
Visalia, CA



ARIZONA
HAWAII
SOUTHERN CALIFORNIA

TOP 100 LATINO MORTGAGE ORIGINATORS

NAHREP REGION

Southwest

TOP 100 LATINO MORTGAGE ORIGINATORS

Southwest

1 LIZY HOEFFER

1092 TRANSACTIONS
CrossCountry Mortgage, LLC
Phoenix, AZ

2 RENE ACOSTA

653 TRANSACTIONS
NOVA Home Loans
Tucson, AZ

3 CHRIS LEON

590 TRANSACTIONS
NOVA Home Loans
Sierra Vista, AZ

4 ADRIAN GASTELUM

570 TRANSACTIONS
NOVA Home Loans
Peoria, AZ

5 RODRIGO BALLON

473 TRANSACTIONS
CrossCountry Mortgage, LLC
San Diego, CA

6 JESSE ORTIZ

459 TRANSACTIONS
NOVA Home Loans
Peoria, AZ

7 IAN BRANNON

433 TRANSACTIONS
NOVA Home Loans
Tucson, AZ

8 ROXANNE LOPEZ

317 TRANSACTIONS
NOVA Home Loans
Green Valley, AZ

9 GIBRAN SUFFY

283 TRANSACTIONS
Planet Home Lending, LLC
Chula Vista, CA, CA

10 ANITA AGUILAR

272 TRANSACTIONS
Cardinal Financial, LP
San Diego, CA

11 MICHELLE HERNANDEZ

252 TRANSACTIONS
Security National Mortgage
Phoenix, AZ

12 XAVIER VELASCO

247 TRANSACTIONS
Guild Mortgage
San Diego, CA

13 FRANCISCO SALAZAR

244 TRANSACTIONS
Golden Empire Mortgage, Inc.
Oxnard, CA

14 MARIA LOONEY

241 TRANSACTIONS
Elite One Mortgage
Los Alamitos, CA

15 KEVIN BROWN

232 TRANSACTIONS
Cardinal Financial, LP
Irvine, CA

16 MARIO OLVERA

231 TRANSACTIONS
Secure Funding Group
El Centro, CA

17 MELISSA VELASQUEZ

230 TRANSACTIONS
Wells Fargo Home Mortgage
Beverly Hills, CA

18 MICHAEL BALTAZAR

228 TRANSACTIONS
NOVA Home Loans
Peoria, AZ

19 EDDIE CRISTERNA

207 TRANSACTIONS
Barrett Financial Group
Gilbert, AZ

20 FRANK BLAKELEY

200 TRANSACTIONS
Bay Equity Home Loans
Mission Viejo, CA

21 SHERI ARNOLD

198 TRANSACTIONS
Guaranteed Rate, Inc.
Oceanside, CA

TOP 100 LATINO MORTGAGE ORIGINATORS

Southwest

22 ANTHONY GONZALES

198 TRANSACTIONS
Guaranteed Rate, Inc.
San Luis Obispo, CA

23 ROB SANCHEZ

194 TRANSACTIONS
Guaranteed Rate, Inc.
Green Valley, AZ

24 LAURA PONCE

191 TRANSACTIONS
NOVA Home Loans
Tucson, AZ

25 CELINA TOMINNA

190 TRANSACTIONS
RoundPoint Mortgage Servicing
Corporation
Chula Vista, CA

26 DEBBIE CALIXTO

190 TRANSACTIONS
loanDepot
Indian Wells, CA

27 MELISSA MONJARAZ

187 TRANSACTIONS
Guild Mortgage
Chandler, AZ

28 AMBER RUIZ

186 TRANSACTIONS
loanDepot
Peoria, AZ

29 DENISE ABARCA

182 TRANSACTIONS
NOVA Home Loans
Peoria, AZ

30 CESAR MUÑOZ

180 TRANSACTIONS
Peoples Mortgage Company
Tempe, AZ

31 MARTIN YAPUR

178 TRANSACTIONS
Guaranteed Rate, Inc.
Rancho Cucamonga, CA

32 ANDREW MARTINEZ

177 TRANSACTIONS
Mountain West Financial, Inc.
Redlands, CA

33 EDDIE GOMEZ

175 TRANSACTIONS
CrossCountry Mortgage, LLC
Goodyear, AZ

34 ALLYSSA CAMACHO

175 TRANSACTIONS
DHI Mortgage
Glendale, AZ

35 SOSIMO AVILA, JR.

174 TRANSACTIONS
NEO Home Loans
Irvine, CA

36 JAY RODRIGUEZ

173 TRANSACTIONS
Arbor Financial Group
Santa Ana, CA

37 ALEJANDRO DIAZIBARRA

170 TRANSACTIONS
U.S. Bank
Downey, CA

38 LILY NAVARRO

165 TRANSACTIONS
Guild Mortgage
Chula Vista, CA

39 TONY ORTEGA

165 TRANSACTIONS
Neighborhood Loans
Yuma, AZ

40 JESSICA DIEGO

163 TRANSACTIONS
Cal Mutual
Mission Hills, CA

41 IVAN TORRES

161 TRANSACTIONS
Elite Mortgage Pros
Downey, CA

42 TIFFANY MOORE

160 TRANSACTIONS
DHI Mortgage
Chandler, AZ

TOP 100 LATINO MORTGAGE ORIGINATORS

Southwest

43 FAUSTO VALLADARES

159 TRANSACTIONS
Elite Mortgage Pros
Downey, CA

44 LISA HOLGUIN

157 TRANSACTIONS
Guaranteed Rate Inc
San Diego, CA

45 JANET PAREDES

155 TRANSACTIONS
IET Capital
Downey, CA

46 FERNANDO ARBOLEDA

155 TRANSACTIONS
loanDepot
Santa Clarita, CA

47 DRUSO CECCHET

153 TRANSACTIONS
Union Bank
Lemon Grove, CA

48 DENICE CERECERES

153 TRANSACTIONS
NOVA Home Loans
Peoria, AZ

49 AMELIA OLVERA

151 TRANSACTIONS
NOVA Home Loans
Yuma, AZ

50 LUIS LOPEZ

146 TRANSACTIONS
NOVA Home Loans
Tucson, AZ

51 DAVE MEDINA

141 TRANSACTIONS
Fairway Independent Mortgage
Corporation
Temecula, CA

52 BRIAN BORDER

139 TRANSACTIONS
loanDepot
Santa Clarita, CA

53 ROSARIO ALCARAZ

139 TRANSACTIONS
loanDepot
Lancaster, CA

54 VILMA HERNANDEZ

137 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Hesperia, CA

55 JOHAN MATUS

135 TRANSACTIONS
Bay Equity Home Loans
Commerce, CA

56 SANDRO DUARDO

129 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Hesperia, CA

57 VICTOR FUENTES

128 TRANSACTIONS
Guild Mortgage
West Covina, CA

58 RODNEY FELIPE

127 TRANSACTIONS
loanDepot
Tustin, CA

59 RALPH FUNES

127 TRANSACTIONS
loanDepot
Newport Beach, CA

60 SERGIO RODRIGUEZ

127 TRANSACTIONS
Guaranteed Rate, Inc.
Peoria, AZ

61 ZACARIAS CERVANTES

126 TRANSACTIONS
U.S. Bank
Pasadena, CA

62 RAUL ESPINOZA

124 TRANSACTIONS
Bay Equity Home Loans
Los Angeles, CA

63 DAVID GARCIA

123 TRANSACTIONS
American Pacific Mortgage
Los Angeles, CA

TOP 100 LATINO MORTGAGE ORIGINATORS

Southwest

64 BRAYAM ARGUELLES

122 TRANSACTIONS
AmeriFirst Financial, Inc.
Phoenix, AZ

65 MARK ACOSTA

121 TRANSACTIONS
DHI Mortgage
Temecula, CA

66 LILIANA RIQUER

121 TRANSACTIONS
Bay Equity Home Loans
Del Mar, CA

67 DALIA LEMUS

121 TRANSACTIONS
New American Funding
San Dimas, CA

68 MARIA MADRID

121 TRANSACTIONS
Neighborhood Loans
Glendale, AZ

69 ISRAEL GARCIA

117 TRANSACTIONS
AmeriFirst Financial, Inc.
Phoenix, AZ

70 STEPHANY PUENTE

116 TRANSACTIONS
Point Mortgage Corporation
La Mesa, CA

71 VICTORIA MENDEZ

115 TRANSACTIONS
Downtown Financial Group
Los Angeles, CA

72 MICHELLE TREVINO

115 TRANSACTIONS
Elite One Mortgage
Los Alamitos, CA

73 OMAR VILLA

115 TRANSACTIONS
Chase
Phoenix, AZ

74 CARLA SILVA

113 TRANSACTIONS
Caliber Home Loans, Inc.
San Diego, CA

75 MAYRA BARAJAS

113 TRANSACTIONS
Elite Mortgage Pros
Downey, AZ

76 VERONICA PLATERO

113 TRANSACTIONS
PrimeLending, A PlainsCapital
Company®
El Centro, CA

77 DANIEL DEPASCAL

113 TRANSACTIONS
NOVA Home Loans
Peoria, AZ

78 ESTELA GAMBOA

112 TRANSACTIONS
NOVA Home Loans
Tucson, AZ

79 VERNON LOREE

112 TRANSACTIONS
Guild Mortgage
Tucson, AZ

80 TODD PANKRATZ

111 TRANSACTIONS
Wallick & Volk Mortgage Bankers
El Centro, CA

81 PATTY DELGADO

110 TRANSACTIONS
Homebridge Financial Services,
Inc.
Rancho Cucamonga, CA

82 MOISES RODRIGUEZ

110 TRANSACTIONS
Chase
Laveen, AZ

83 OSCAR SANCHEZ

108 TRANSACTIONS
New American Funding
Buena Park, CA

84 BLANCA CHAPA

107 TRANSACTIONS
Wallick & Volk Mortgage Bankers
Sun City, AZ

TOP 100 LATINO MORTGAGE ORIGINATORS
Southwest


85 PATRICK MENCHACA
106 TRANSACTIONS
loanDepot
Gilbert, AZ

86 MARIE BARRON
105 TRANSACTIONS
New American Funding
Phoenix, AZ

87 JAQUELINE MCALLISTER
105 TRANSACTIONS
Wells Fargo Home Mortgage
Goodyear, AZ

88 CARMEN MERAZ
104 TRANSACTIONS
New American Funding
Downey, CA

89 THELMA CENTENO
104 TRANSACTIONS
Raybon Mortgage
Ontario, CA

90 BERTHA CARMONA
104 TRANSACTIONS
Pacific Lending, LLC
Corona, CA

91 BENJAMIN CHMELNIK
101 TRANSACTIONS
Chase
Phoenix, AZ

92 ROGELIO CASTRO
100 TRANSACTIONS
New American Funding
Chula Vista, CA

93 DIANA WHITTINGTON
100 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Hesperia, CA

94 CRISTINA SANDEZ
100 TRANSACTIONS
Fairway Independent Mortgage
Corporation
Glendale, AZ

95 ITZET RENDON
100 TRANSACTIONS
Guild Mortgage
Tucson, AZ

96 DAISY AUSSENAC
99 TRANSACTIONS
Elite Mortgage Pros
Downey, CA

97 JEFFREY MENDEZ
99 TRANSACTIONS
Wells Fargo Home Mortgage
Riverside, CA

98 LAURA GONZALEZ
98 TRANSACTIONS
New American Funding
Anaheim, CA

99 HEITH READE
98 TRANSACTIONS
New American Funding
Buckeye, AZ

100 ELISA PERAZA MAYEN
97 TRANSACTIONS
Caliber Home Loans, Inc.
Santa Ana, CA



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**

1 **NORMA GUERRERO-COWES**

502 TRANSACTIONS
DHI Mortgage
Austin, TX

2 **ALEXANDER VARELA**

488 TRANSACTIONS
PrimeLending, A PlainsCapital
Company®
Grapevine, TX

3 **TANIA MURRAY**

434 TRANSACTIONS
New American Funding
El Paso, TX

4 **ALFREDO MADRID**

423 TRANSACTIONS
Supreme Lending
Tulsa, OK

5 **IVAN PASTOR**

421 TRANSACTIONS
Texas Capital Lending
Katy, TX

6 **DAVID MEDRANO**

396 TRANSACTIONS
First United Bank
Austin, TX

7 **CANDY BUZAN**

365 TRANSACTIONS
LoanPeople
Austin, TX

8 **LISA GUSTAFSON**

353 TRANSACTIONS
loanDepot
Fort Collins, CO

9 **PATRICIA MARTINEZ**

329 TRANSACTIONS
DHI Mortgage
San Antonio, TX

10 **DAEN MANRIQUEZ**

320 TRANSACTIONS
VanDyk Mortgage Corporation
Greeley, CO

11 **DINA GARCIA PIERSON**

311 TRANSACTIONS
Supreme Lending
Dallas, TX

12 **DIEGO GIRALDO**

301 TRANSACTIONS
Texas Bank Mortgage Company
Dallas, TX

13 **PEDRO GARCIA, JR.**

281 TRANSACTIONS
DHI Mortgage
Richmond, TX

14 **FERMIN BARRERA**

274 TRANSACTIONS
DHI Mortgage
Richmond, TX

15 **SALVADOR RENTERIA**

268 TRANSACTIONS
DHI Mortgage
Austin, TX

16 **JORGE DE LA ROSA**

266 TRANSACTIONS
Caliber Home Loans, Inc.
Austin, TX

17 **JOELLA BENSON**

262 TRANSACTIONS
Town Square Mortgage &
Investments, Inc.
Dallas, TX

18 **MARIA SALAS**

257 TRANSACTIONS
Texas Bank Mortgage Company
Fort Worth, TX

19 **EMA ARROYO URIBE**

246 TRANSACTIONS
Guild Mortgage
Centennial, CO

20 **JOSE IRAHETA**

241 TRANSACTIONS
DHI Mortgage
Fort Worth, TX

21 **SUSIE HEMENWAY**

241 TRANSACTIONS
DHI Mortgage
Copperas Cove, TX

TOP 100 LATINO MORTGAGE ORIGINATORS

Mountain

22 MICHELLE HIGDON233 TRANSACTIONS
UFCU Mortgage Services
Austin, TX**23 FELICIA GARZA**222 TRANSACTIONS
DHI Mortgage
Conroe, TX**24 GABE REYES**221 TRANSACTIONS
Texas Bank Mortgage Company
Fort Worth, TX**25 ERIC SILVAS**217 TRANSACTIONS
Guaranteed Rate, Inc.
Austin, TX**26 JUAN DUEÑAS**207 TRANSACTIONS
DHI Mortgage
San Antonio, TX**27 FEDERICO MONTOYA**206 TRANSACTIONS
Synergy One Lending
Westminster, CO**28 KENNETH CHAVARRIA**197 TRANSACTIONS
Town Square Mortgage &
Investments, Inc.
Dallas, TX**29 ALISON GARCIA**197 TRANSACTIONS
Providence Home Loans
Amarillo, TX**30 LORENA MARTINEZ**192 TRANSACTIONS
DHI Mortgage
San Antonio, TX**31 JEROD MONTAÑEZ**190 TRANSACTIONS
DHI Mortgage
Englewood, CO**32 ALFREDO LUJAN**190 TRANSACTIONS
DHI Mortgage
Rowlett, TX**33 CAROLINA MORENO**186 TRANSACTIONS
Texas Bank Mortgage Company
Dallas, TX**34 JESSICA FUNES**185 TRANSACTIONS
DHI Mortgage
Conroe, TX**35 ANDY GARCIA**178 TRANSACTIONS
UFCU Mortgage Services
Austin, TX**36 SUSIE MERAZ**178 TRANSACTIONS
Bay Equity Home Loans
Glenwood Springs, CO**37 MARIA SWEET**177 TRANSACTIONS
UFCU Mortgage Services
Austin, TX**38 JORGE BECERRA**175 TRANSACTIONS
U.S. Bank
Ft. Collins, CO**39 MARIO GOMEZ**171 TRANSACTIONS
UFCU Mortgage Services
Austin, TX**40 KATERINA SAVIGNANO**170 TRANSACTIONS
DHI Mortgage
Fort Worth, TX**41 JOSE MARTINEZ**168 TRANSACTIONS
Sun City Home Loans
El Paso, TX**42 WILLIAM GOMEZ**165 TRANSACTIONS
Supreme Lending
Tulsa, OK

TOP 100 LATINO MORTGAGE ORIGINATORS

Mountain

43 KARLA MENDOZA

164 TRANSACTIONS
First Community Mortgage
El Paso, TX

44 JESUS FERNANDEZ

161 TRANSACTIONS
DHI Mortgage
Austin, TX

45 LISA ALONZO

161 TRANSACTIONS
Wallick & Volk Mortgage Bankers
San Antonio, TX

46 ROBERT NUÑEZ

153 TRANSACTIONS
Guild Mortgage
Dallas, TX

47 IVETH GUZMAN

153 TRANSACTIONS
Texas Bank Mortgage Company
Fort Worth, TX

48 MAURICIO PEREZ

150 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Northglenn, CO

49 ANGELA PATINO RIOS

148 TRANSACTIONS
DHI Mortgage
Odessa, TX

50 ANGELITO ORTIZ

146 TRANSACTIONS
Cornerstone Home Lending
San Antonio, TX

51 GILBERT MADRID

140 TRANSACTIONS
Home Plate Mortgage
El Paso, TX

52 SONIA DAVID

139 TRANSACTIONS
UFCU Mortgage Services
Austin, TX

53 JENNIFER HERNANDEZ

138 TRANSACTIONS
UFCU Mortgage Services
Austin, TX

54 GRACIE ESTEP

137 TRANSACTIONS
Town Square Mortgage &
Investments, Inc.
El Paso, TX

55 GABRIELA RODRIGUEZ

137 TRANSACTIONS
First Community Mortgage
El Paso, TX

56 DIANNE AYALA STEFFEY

136 TRANSACTIONS
Guaranteed Rate, Inc.
San Antonio, TX

57 JULIE CONDELARIO

135 TRANSACTIONS
Wallick & Volk Mortgage Bankers
Casper, WY

58 VANESSA ZMOLIK

135 TRANSACTIONS
Guild Mortgage
Ennis, TX

59 ELSA TINDELL

134 TRANSACTIONS
Wallick & Volk Mortgage Bankers
Waco, TX

60 ALBERTO MORAVIA

133 TRANSACTIONS
New American Funding
San Antonio, TX

61 CARMEN LUPERCIO

130 TRANSACTIONS
Texas Bank Mortgage Company
Fort Worth, TX

62 ANABEL ALLMAN

129 TRANSACTIONS
Elevations Credit Union
Longmont, CO

63 ALEJANDRO JUAREZ

125 TRANSACTIONS
LoanPeople
Austin, TX

TOP 100 LATINO MORTGAGE ORIGINATORS

Mountain

64 IRMA ECHEVERRIA
123 TRANSACTIONS
Guaranteed Rate, Inc.
Meridian, ID

65 JAY CRUZ
122 TRANSACTIONS
Security National Mortgage
Company
Mesquite, TX

66 JACKIE GONZALES
121 TRANSACTIONS
Guild Mortgage
Denver, CO

67 JACQUELINE VASQUEZ
118 TRANSACTIONS
Wells Fargo Home Mortgage
Brownsville, TX

68 JESUS TARIFA
116 TRANSACTIONS
PrimeLending, A PlainsCapital
Company®
Boise, ID

69 MARGIE GREEN
116 TRANSACTIONS
Town Square Mortgage &
Investments, Inc.
Dallas, TX

70 LAURA ZAVALA
115 TRANSACTIONS
Movement Mortgage
Longmont, CO

71 KAYLA BUTLER
114 TRANSACTIONS
loanDepot
Katy, TX

72 CHRIS MADRID
111 TRANSACTIONS
Guaranteed Rate, Inc.
Frisco, TX

73 VICTOR ALMENDARIZ
111 TRANSACTIONS
Town Square Mortgage &
Investments, Inc.
Dallas, TX

74 LINDA COREA
109 TRANSACTIONS
loanDepot
North Richland Hills, TX

75 JOHN TATUM
105 TRANSACTIONS
SWBC Mortgage
Dallas, TX

76 RUDY DEL RIO
103 TRANSACTIONS
Cornerstone Home Lending
San Antonio, TX

77 HUGO ERIVES
101 TRANSACTIONS
Supreme Lending
Dallas, TX

78 MARIANO BELAUNDE
101 TRANSACTIONS
Town Square Mortgage &
Investments, Inc.
Dallas, TX

79 JON TOBER
100 TRANSACTIONS
SWBC Mortgage
San Antonio, TX

80 JERRY CASTRILLO
100 TRANSACTIONS
Planet Home Lending, LLC
Brownsville, TX

81 ARCELIA LOERA
98 TRANSACTIONS
Guild Mortgage
Nampa, ID

82 LINAYLA IGARTUA
98 TRANSACTIONS
DHI Mortgage
Temple, TX

83 VICTORIA GUEDEZ
93 TRANSACTIONS
DHI Mortgage
Richmond, TX

84 IGNACIO YOGUES, JR.
90 TRANSACTIONS
New American Funding
Highlands Ranch, CO

TOP 100 LATINO MORTGAGE ORIGINATORS — **Mountain**

85 AARON MEZA
90 TRANSACTIONS
 Southwest Funding
 Plano, TX

86 VERONICA VILLAFANA
90 TRANSACTIONS
 Guaranteed Rate, Inc.
 Houston, TX

87 DAVID RODRIGUEZ
90 TRANSACTIONS
 Wells Fargo Home Mortgage
 Laredo, TX

88 MICHELLE MAGANA
86 TRANSACTIONS
 New American Funding
 Lago Vista, TX

89 RACHEL PRUNEDA GOMEZ
86 TRANSACTIONS
 loanDepot
 San Antonio, TX

90 MIGUEL SALAZAR, JR.
85 TRANSACTIONS
 Town Square Mortgage &
 Investments, Inc.
 Dallas, TX

91 EILEEN BACA
85 TRANSACTIONS
 loanDepot
 Katy, TX

92 JULIAN A. VASQUEZ
82 TRANSACTIONS
 Alterra Home Loans
 Houston, TX

93 RITA ARRIETA ABBENANTE
80 TRANSACTIONS
 Ownership Mortgage
 San Antonio, TX

94 PEDRO GUZMAN FONT
80 TRANSACTIONS
 Guaranteed Rate, Inc.
 Dallas, TX

95 CAROLINA CASTRO
79 TRANSACTIONS
 Premier Members Credit Union
 Boulder, CO

96 JOSH CISNEROS
78 TRANSACTIONS
 Motto Mortgage
 San Antonio, TX

97 HERIBERTO RODRIGUEZ
76 TRANSACTIONS
 Paramount Residential Mortgage
 Group, Inc.
 Houston, TX

98 EVELYN MORGAN
71 TRANSACTIONS
 Guaranteed Rate, Inc.
 Colleyville, TX

99 EFRAIN CASTAÑEDA
71 TRANSACTIONS
 First Community Mortgage
 El Paso, TX

100 MIGUEL PIÑA
70 TRANSACTIONS
 LoanPeople
 Austin, TX



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

TOP 50 LATINO MORTGAGE ORIGINATORS

NAHREP REGION

Midwest

TOP 50 LATINO MORTGAGE ORIGINATORS

Midwest

1 CARLOS VILLALON

595 TRANSACTIONS
First Centennial Mortgage
St. Charles, IL

2 ARMANDO SANMIGUEL

519 TRANSACTIONS
Ameris Bank
Franklin, TN

3 SAUL PINELA

515 TRANSACTIONS
Neighborhood Loans, Inc.
Chicago, IL

4 MELISSA GUERRA

418 TRANSACTIONS
loanDepot
Lisle, IL

5 MICHELLE ROBINSON

405 TRANSACTIONS
Lake Area Mortgage
Arden Hills, MN

6 DIEGO RAMOS

307 TRANSACTIONS
Envoy Mortgage
Rockford, IL

7 BRIAN BOWER

300 TRANSACTIONS
loanDepot
Tiffin, OH

8 DAN MORALES

288 TRANSACTIONS
Northpointe Bank
Holland, MI

9 DOUG BENAVIDES

254 TRANSACTIONS
CrossCountry Mortgage, LLC
St. Charles, IL

10 JENNIFER HERNANDEZ

252 TRANSACTIONS
loanDepot
Bolingbrook, IL

11 EDDIE CISNEROS

251 TRANSACTIONS
Guaranteed Rate, Inc.
Chicago, IL

12 JOANNA GARCIA

234 TRANSACTIONS
U.S. Bank
Louisville, KY

13 MAURICE RAYA

233 TRANSACTIONS
US Mortgage Funding, Inc.
Naperville, IL

14 ROBERTO DELGADO

226 TRANSACTIONS
Guaranteed Rate, Inc.
Plainfield, IL

15 CLAUDIA RIOS

220 TRANSACTIONS
First Community Mortgage
Franklin, TN

16 JOSE HERNANDEZ

215 TRANSACTIONS
Arvest Bank
Springdale, AR

17 GABRIEL GOMEZ

212 TRANSACTIONS
Chase
Chicago, IL

18 RAUL PEREZ

210 TRANSACTIONS
Chase
Addison, IL

19 SANTIAGO MEJIA

208 TRANSACTIONS
Community Mortgage Corporation
Memphis, TN

20 ANA GARCIA

205 TRANSACTIONS
Chase
Berwyn, IL

21 MAURICIO BENAVENTE

204 TRANSACTIONS
Huntington Bank
Chicago, IL

TOP 50 LATINO MORTGAGE ORIGINATORS

Midwest

22 **JORGE A. FLORES**202 TRANSACTIONS
Neighborhood Loans, Inc.
Chicago, IL**23** **TITO RODRIGUEZ**202 TRANSACTIONS
Caliber Home Loans, Inc.
Northville, MI**24** **SANDRA KEYS**200 TRANSACTIONS
loanDepot
Lisle, IL**25** **MAGGIE MARTINEZ**199 TRANSACTIONS
Guaranteed Rate, Inc.
Schaumburg, IL**26** **EDUARDO GALINDO**198 TRANSACTIONS
Fairway Independent Mortgage
Corporation
Elgin, IL**27** **OMAR GONZALEZ**195 TRANSACTIONS
First Centennial Mortgage
Aurora, IL**28** **RUTH PEREZ**184 TRANSACTIONS
SWBC Mortgage
Brentwood, TN**29** **ALEXIS GONZALEZ**177 TRANSACTIONS
Chase
Chicago, IL**30** **JENNIFER CASTILLO**176 TRANSACTIONS
Caliber Home Loans, Inc.
Naperville, IL**31** **JULIA CHIQUITO**169 TRANSACTIONS
Caliber Home Loans, Inc.
Berwyn, IL**32** **JONATHON VOLPE**164 TRANSACTIONS
Neighborhood Loans, Inc.
Downers Grove, IL**33** **ANDRE LACOUNT**163 TRANSACTIONS
Guaranteed Rate, Inc.
Chicago, IL**34** **FANNIE LOYOLA**162 TRANSACTIONS
Guaranteed Rate, Inc.
Chicago, IL**35** **JAMES MADAI**161 TRANSACTIONS
Chase
Oswego, IL**36** **EDWIN RIVERA**161 TRANSACTIONS
loanDepot
Maumee, OH**37** **MIGUEL MENDOZA**159 TRANSACTIONS
Wells Fargo Home Mortgage
Minneapolis, MN**38** **JOHNNY NORIEGA**157 TRANSACTIONS
Neighborhood Loans, Inc.
Downers Grove, IL**39** **OMAR MEJIA**156 TRANSACTIONS
Arvest Bank
Rogers, AR**40** **SALVADOR RODRIGUEZ**154 TRANSACTIONS
Bay Equity Home Loans
Berwyn, IL**41** **CHRIS BROADHURST**153 TRANSACTIONS
Guaranteed Rate, Inc.
Peoria Heights, IL**42** **JAVIER VALDEZ**149 TRANSACTIONS
GreenState Credit Union
Des Moines, IA

TOP 50 LATINO MORTGAGE ORIGINATORS

Midwest

**43 HECTOR
CARDENAS**

148 TRANSACTIONS
Guaranteed Rate, Inc.
Chicago, IL

**44 MIRIAM
MOYENO-DELGADO**

142 TRANSACTIONS
Chase
Chicago, IL

**44 QUINTIN
JACOBSON**

142 TRANSACTIONS
Bay Equity Home Loans
Oakdale, MN

**46 SERGIO
SOTO**

142 TRANSACTIONS
Caliber Home Loans, Inc.
Chicago, IL

**47 LAURA
ANDRADE**

138 TRANSACTIONS
Arvest Bank
Rogers, AR

**48 PAMELA
ISTRATE**

138 TRANSACTIONS
loanDepot
Hurricane, WV

**49 ANTONIO
ALVAREZ**

134 TRANSACTIONS
Chase
Oak Park, IL

**50 RODRIGO
SALAZAR**

133 TRANSACTIONS
Fairway Independent Mortgage
Corporation
Oak Brook, 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 STEPHEN CARPITELLA

597 TRANSACTIONS
EPM
Manahawkin, NJ

2 LUISA BEDOYA

502 TRANSACTIONS
MSA Mortgage, LLC
Revere, MA

3 MICHAEL CARVAJAL

449 TRANSACTIONS
EPM
West Creek, NJ

4 JESSICA CELIA

260 TRANSACTIONS
loanDepot
Norwell, MA

5 CHRISTOPHER DEMATTEIS

238 TRANSACTIONS
EPM
Manahawkin, NJ

6 DENNIS CARPITELLA

225 TRANSACTIONS
EPM
Manahawkin, NJ

7 RYAN DELIA

223 TRANSACTIONS
loanDepot
Fort Lee, NJ

8 ANDRES BENITEZ

220 TRANSACTIONS
Guaranteed Rate, Inc.
Boston, MA

9 GEORGE ALTAGRACIA YUNES

209 TRANSACTIONS
Wells Fargo Home Mortgage
Haddon Township, NJ

10 CARLOS IGLESIA

195 TRANSACTIONS
Wells Fargo Home Mortgage
Summit, NJ

11 ARIANNY ARIAS

178 TRANSACTIONS
PrimeLending, A PlainsCapital
Company®
Methuen, MA

12 GENARO ROJAS

170 TRANSACTIONS
Ameridream Home Loans
Lodi, NJ

13 CARLOS HERNANDEZ

166 TRANSACTIONS
CMG Financial
 Bensalem, PA

14 ARTHUR SAGANDA

161 TRANSACTIONS
loanDepot
Hoboken, NJ

15 JUAN SANTANA

153 TRANSACTIONS
RoundPoint Mortgage Servicing
Corporation
Bronx, NY

16 TIMOTHY SEEBERGER

152 TRANSACTIONS
Wells Fargo Home Mortgage
Plymouth Meeting, PA

17 MADELYNN TEJEDA

152 TRANSACTIONS
Caliber Home Loans, Inc.
Northfield, NJ

18 WILLIAM TURANO

150 TRANSACTIONS
loanDepot
Sea Girt, NJ

19 KAREN LOPEZ

149 TRANSACTIONS
Nationwide Mortgage Bankers /
Americasa
Elizabeth, NJ

20 SEGUNDO ORLANDO JARRIN

144 TRANSACTIONS
Mortgage Depot
Kew Gardens, NY

21 MAURICIO VIECCO

140 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Jersey City, NJ

TOP 50 LATINO MORTGAGE ORIGINATORS

Northeast

22 DEBORA VALDES

138 TRANSACTIONS
loanDepot
Shelton, CT

23 MAURICIO ROJAS

136 TRANSACTIONS
Chase
Jersey City, NJ

24 ARTURO PENALVER

133 TRANSACTIONS
Cardinal Financial, LP
Syosset, NY

25 WILLIAM CALZADILLA

131 TRANSACTIONS
Guaranteed Rate, Inc.
Union, NJ

26 DANIEL MEIDAN

129 TRANSACTIONS
loanDepot
New York, NY

27 SARA EDELMAN

126 TRANSACTIONS
loanDepot
Garden City, NY

28 ISOLINA FERNANDEZ-KIRCHNER

126 TRANSACTIONS
NJ Lenders Corp.
Little Falls, NJ

29 PATRICIA VARGAS

119 TRANSACTIONS
NFM Lending
Providence, RI

30 JUAN VALERIO

116 TRANSACTIONS
EPM
Lawrence, MA

31 JOEL FANA

116 TRANSACTIONS
Chase
Bayside, NY

32 ARMANDO RAMS

116 TRANSACTIONS
Primary Residential Mortgage, Inc.
Guilford, CT

33 MARIA MANCIA

116 TRANSACTIONS
Wells Fargo Home Mortgage
Plymouth Meeting, PA

34 CARLOS LARA

114 TRANSACTIONS
Guaranteed Rate, Inc.
Monroe, CT

35 RAFAEL REYES

107 TRANSACTIONS
loanDepot
Astoria, NY

36 JAVIER BERMUDEZ

104 TRANSACTIONS
loanDepot
White Plains, NY

37 DAN VILLAGRANA

99 TRANSACTIONS
New American Funding
Bensalem, PA

38 SEBASTIAN CORDOBA

98 TRANSACTIONS
Seacoast Mortgage
Auburn, MA

39 BRIAN SOARES

97 TRANSACTIONS
loanDepot
Plymouth, MA

40 LUIS RIASCOS

96 TRANSACTIONS
PrimeLending, A PlainsCapital
Company®
East Boston, MA

41 MICHAEL PLATA

94 TRANSACTIONS
loanDepot
White Plains, NY

42 CHRISTINE CURIALE

86 TRANSACTIONS
Valley Bank
Southampton, NY

TOP 50 LATINO MORTGAGE ORIGINATORS **Northeast**

43 JOSE DEL SOL
85 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Union, NJ

44 SANDRA SALGUERO
82 TRANSACTIONS
A.S.A.P. Mortgage Corp.
Central Valley, NY

45 PAUL REGO
81 TRANSACTIONS
loanDepot
Norwell, MA

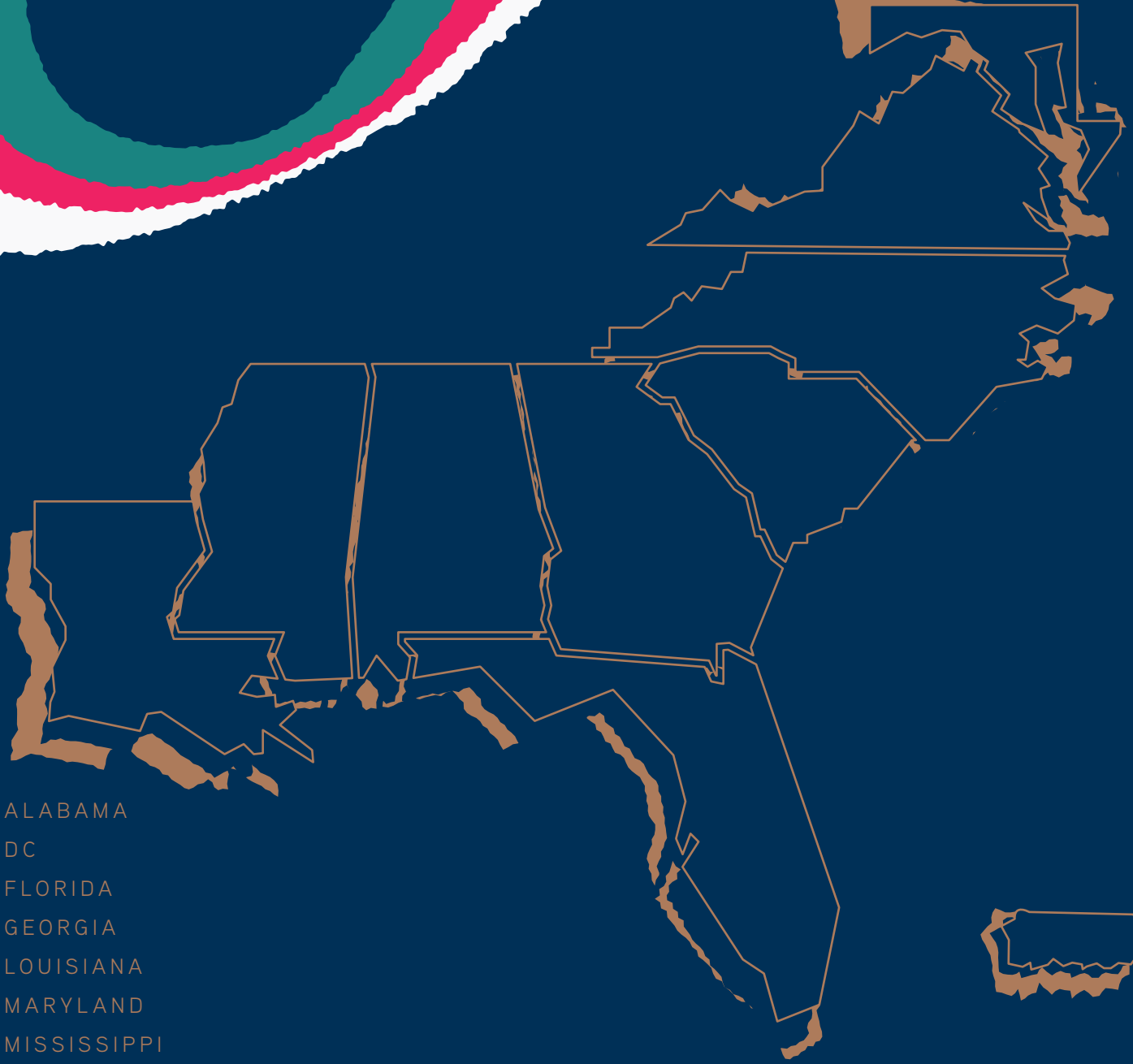
46 GEORGE URIBAZO
80 TRANSACTIONS
PrimeLending, A PlainsCapital
Company®
Brookline, MA

47 CESAR CACEDA
79 TRANSACTIONS
PrimeLending, A PlainsCapital
Company®
East Boston, MA

48 STEVEN RIVAS
76 TRANSACTIONS
EPM
Methuen, MA

49 CARMEN SANTOS
76 TRANSACTIONS
loanDepot
Sparta, NJ

50 DANIEL GOMEZ
69 TRANSACTIONS
NJ Lenders Corp.
Little Falls, 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 LARRAZABAL

467 TRANSACTIONS
Vellum Mortgage
Fairfax, VA

2 CARLOS D. MARTINEZ

438 TRANSACTIONS
Homespire Mortgage
Rockville, MD

3 TANIA SHANAHAN MCRAE

361 TRANSACTIONS
Guaranteed Rate, Inc.
St. Marys, GA

4 LEONARDO ROBERTO

327 TRANSACTIONS
PrimeLending, A PlainsCapital
Company
Sandy Springs, GA

5 MIKE SANCHEZ

302 TRANSACTIONS
Guaranteed Rate, Inc.
Stafford, VA

6 BECKY BROWN

300 TRANSACTIONS
New American Funding
Jackson, GA

7 CARLOS COLOMA

296 TRANSACTIONS
loanDepot
Coral Gables, FL

8 MIGUEL MOURIZ*

291 TRANSACTIONS
New American Funding
Orlando, FL

8 JACKIE SANTOS

277 TRANSACTIONS
Caliber Home Loans, Inc.
Ft. Lauderdale, FL

9 MICHAEL GARMENDIA

267 TRANSACTIONS
Caliber Home Loans, Inc.
Tampa, FL

10 NATALYA CHACON

258 TRANSACTIONS
US Mortgage Corporation
Atlanta, GA

11 FERNANDO MARQUEZ

239 TRANSACTIONS
George Mason Mortgage
McLean, VA

12 OSCAR RETO

228 TRANSACTIONS
New American Funding
Matthews, NC

13 ERICK RIVERA

221 TRANSACTIONS
City Lending, Inc.
Vienna, VA

14 STERLING MORALES

213 TRANSACTIONS
Caliber Home Loans, Inc.
Orlando, FL

15 JUAN D. MARTINEZ RAMIREZ

212 TRANSACTIONS
Homespire Mortgage
Rockville, MD

16 CHARLES JIMENEZ

204 TRANSACTIONS
New American Funding
Evans, GA

17 LORENA COLIN

192 TRANSACTIONS
JD Lending Group
Tampa, FL

18 ADRIAN CIARAMELLANO

186 TRANSACTIONS
Homespire Mortgage
Rockville, MD

19 MARCOS SANCHEZ

184 TRANSACTIONS
Embrace Home Loans
Sandy Spring, MD

20 JOSE PLASCENCIA

183 TRANSACTIONS
New American Funding
Marietta, GA

TOP 100 LATINO MORTGAGE ORIGINATORS

Southeast

21 JOSE RICARDO CALDERON

177 TRANSACTIONS
First Option Mortgage
Atlanta, GA

22 ANDRES MUNAR

176 TRANSACTIONS
Co/LAB Lending
San Juan, PR

23 ANA TOLENTINO

173 TRANSACTIONS
Main Street Home Loans
Fairfax, VA

24 LUIS BAEZ

171 TRANSACTIONS
DHI Mortgage
Coconut Creek, FL

25 ELYIN PEREZ

168 TRANSACTIONS
ACE Lending Group, LLC
Winter Garden, FL

26 ROSA MARTINEZ

167 TRANSACTIONS
Caliber Home Loans, Inc.
Sarasota, FL

27 KENIA ESCOBAR

165 TRANSACTIONS
Homespire Mortgage
Rockville, MD

28 ANTHONY STRICKLAND

161 TRANSACTIONS
Homespire Mortgage
Rockville, MD

29 CHRISTOFER ROBERTS

157 TRANSACTIONS
Regions Mortgage
Raleigh, NC

30 CRISTINA PAYERO

157 TRANSACTIONS
New American Funding
Naples, FL

31 ROCIO LOPEZ

156 TRANSACTIONS
RoundPoint Mortgage Servicing
Corporation
Miramar, FL

32 ALEJANDRA RIVERA

153 TRANSACTIONS
DHI Mortgage
Orlando, FL

33 DANNY RUIZ

149 TRANSACTIONS
Caliber Home Loans, Inc.
Tampa, FL

34 EDWIN VELASCO

148 TRANSACTIONS
Prosperity Home Mortgage
Silver Spring, MD

35 GABRIELA VILAFRANCO

148 TRANSACTIONS
Homestar Financial Corporation
Duluth, GA

36 JAVIER ARRIZ

147 TRANSACTIONS
loanDepot
Fort Myers, FL

37 JESUS CRUZ

146 TRANSACTIONS
Alterra Home Loans
Orlando, FL

38 LIZ TAVAREZ

144 TRANSACTIONS
Guaranteed Rate, Inc.
Orlando, FL

39 ADRIAN REYES

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

40 ALEJANDRO OTERO

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

41 KENOL CADET

136 TRANSACTIONS
New American Funding
Orlando, FL

TOP 100 LATINO MORTGAGE ORIGINATORS

Southeast

42 NELSON GARCIA
130 TRANSACTIONS
Caliber Home Loans, Inc.
Orlando, FL

43 CARLOS MATA
128 TRANSACTIONS
Acopia Home Loans
Atlanta, GA

44 LAURIE ALEMAN
126 TRANSACTIONS
loanDepot
Tampa, FL

45 PAULA MARIN
126 TRANSACTIONS
Sun West Mortgage Company, Inc.
Ponce, PR

46 ALVARO PEREZ
125 TRANSACTIONS
Caliber Home Loans, Inc.
Fairfax, VA

47 JOELL PIMENTEL
125 TRANSACTIONS
Movement Mortgage
Concord, NC

48 PAOLA SCOTT
125 TRANSACTIONS
First Option Mortgage
Atlanta, GA

49 DIANA MONTOYA
125 TRANSACTIONS
Sun West Mortgage Company, Inc.
Ponce, PR

50 CINDY JARAMILLO
124 TRANSACTIONS
Bank of England Mortgage
Sarasota, FL

51 BERNIE FLORES
124 TRANSACTIONS
Homestar Financial Corporation
Gainesville, GA

52 CARLOS ADORNO
123 TRANSACTIONS
Ameris Bank
Lawrenceville, GA

53 RICARDO CRUZ DURAN
123 TRANSACTIONS
Member Options, LLC
Charlottesville, VA

54 HECTOR M. REYES
123 TRANSACTIONS
MoneyTree Lending Group, LLC
Lake Mary, FL

55 ROMY ESPINO
119 TRANSACTIONS
Prosperity Home Mortgage
Fairfax, VA

56 RODOLFO HERNANDEZ MARTINEZ
119 TRANSACTIONS
Pioneer Mortgage Funding, Inc.
Orlando, FL

57 CAROLINA VERGARA
118 TRANSACTIONS
First Option Mortgage
Suwanee, GA

58 CESAR DEL COLLADO
117 TRANSACTIONS
Caliber Home Loans, Inc.
Coral Gables, FL

59 CARLOS MONTERO
117 TRANSACTIONS
Homeside Financial
Sterling, VA

60 CARLOS RAMOS
116 TRANSACTIONS
Guild Mortgage
Tampa, FL

61 FERNANDO CHAVES
115 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Miami, FL

62 DANIEL DE LA TORRE ROFFE
115 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Miami, FL

TOP 100 LATINO MORTGAGE ORIGINATORS

Southeast

**63 MAUI
PARRA**115 TRANSACTIONS
New American Funding
Hoschton, GA**64 JUAN
PARDO**113 TRANSACTIONS
loanDepot
Huntersville, NC**65 ARIEL
ACOSTA**113 TRANSACTIONS
CMG Financial
Jacksonville, FL**66 BRUNO
FERRETTI**112 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Miami, FL**67 LISBETH
NAJARRO**111 TRANSACTIONS
Embrace Home Loans
Fairfax, VA**68 CARLOS JAVIER
TEJERO**110 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Miami, FL**69 SARA
ASSELIN**108 TRANSACTIONS
Prosperity Home Mortgage
Rockville, MD**70 ALEX
GARCIA**106 TRANSACTIONS
Caliber Home Loans, Inc.
Miami, FL**71 GERRY
GIANNELLI**106 TRANSACTIONS
Caliber Home Loans, Inc.
Maitland, FL**72 MARTA
TATAJE**106 TRANSACTIONS
Truist
Charlotte, NC**73 ALEJANDRO
CAPDEVIELLE**105 TRANSACTIONS
DHI Mortgage
Orlando, FL**74 XIMENA
DOCKERY**105 TRANSACTIONS
Truist
Winston Salem, NC**75 NIKKI
MONEY**104 TRANSACTIONS
Guild Mortgage
Columbus, GA**76 MARK A.
RAGLAND**103 TRANSACTIONS
Guaranteed Rate, Inc.
Alexandria, VA**77 MILUSKA
TEZEKJIAN**103 TRANSACTIONS
The Federal Savings Bank
Cary, NC**78 STEPHANIE
ADAMS**103 TRANSACTIONS
Paramount Residential Mortgage
Group, Inc.
Tampa, FL**79 HAYDEE
COLUMBIE**102 TRANSACTIONS
RoundPoint Mortgage Servicing
Corporation
Dorcal, FL**80 JORGE
MUÑOZ**101 TRANSACTIONS
Sun West Mortgage Company, Inc.
Ponce, PR**81 DASH
BLANCO**100 TRANSACTIONS
New American Funding
Naples, FL**82 MICHAEL
TROCHE**100 TRANSACTIONS
Movement Mortgage
Fort Mill, SC**83 WILLIAM
RUSHFORTH, III**99 TRANSACTIONS
DHI Mortgage
Temple Terrace, FL

TOP 100 LATINO MORTGAGE ORIGINATORS

Southeast

84 CARLOS ECHEVERRY

98 TRANSACTIONS
EPM
Kissimmee, FL

85 CAROLINA MEULMAN

96 TRANSACTIONS
Atlantic Bay Mortgage Group
Charlotte, NC

86 CARRIEANNE COLOMA

93 TRANSACTIONS
loanDepot
Coral Gables, FL

87 GASTON GREGORIO

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

88 NATALIE RESENDIZ

93 TRANSACTIONS
Homestar
Duluth, GA

89 LAURA TOSCA

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

90 OSCAR GIROD

92 TRANSACTIONS
Wells Fargo Home Mortgage
Orlando, FL

91 JEANPIERRE REMY

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

92 ROBERTO ALEMAN

91 TRANSACTIONS
Alterra Home Loans
Frederick, MD

93 JULIO HERNANDEZ

91 TRANSACTIONS
Homestar Financial Corporation
Gainesville, GA

94 BRYAN LANDMAN

90 TRANSACTIONS
The Federal Savings Bank
Miami, FL

95 ARIEL GONZALEZ

90 TRANSACTIONS
loanDepot
Miramar, FL

96 ALICIA JONES

89 TRANSACTIONS
George Mason Mortgage
Fairfax, VA

97 LOURDES OJEDA

89 TRANSACTIONS
Regions Mortgage
Coral Gables, FL

98 MIGUEL HAWKINS

89 TRANSACTIONS
Homestar Financial Corporation
Duluth, GA

99 WILLIAM POLACK

87 TRANSACTIONS
First Option Mortgage
Suwanee, GA

100 RAFAEL AGUILERA

85 TRANSACTIONS
loanDepot
Doral, FL

NAHREP Leadership

Gary Acosta, Co-Founder & CEO, NAHREP

Luis Padilla, 2022 President, NAHREP

Nuria Rivera, President-elect, NAHREP

Contributors

Julie Aguilar, Senior Policy and Research Analyst, NAHREP

Meghan Lucero, Senior Marketing Manager, NAHREP

Noerena Limón, EVP of Public Policy & Industry Relations, NAHREP

Jaimie Smeraski, Senior Policy Analyst, NAHREP

Dustin Robinson, Policy Projects Coordinator, NAHREP

Angel Aguilar, Public Policy Intern, NAHREP

Design & Graphics

Lead Designer: **Tyler McElmurry**, Graphic Designer, NAHREP

Shelby Buska, Graphic Designer, NAHREP

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NAHREP.ORG

2375 Northside Dr., Ste. 360
San Diego, CA 92108
(858) 622-9046