


MORTGAGE TOP PRODUCERS


Ranked by dollar amount of loans closed in 2010

| Rank | Top producer's name Company name Address | 2010 Total: Dollar volume/ Number of loans | Austin MSA loans: Dollar volume/ Number of loans/ Lg. transaction | Year: Career est./At firm TP phone/ TP email | Top local executive/ Headquarters/Yr. est. locally Website |
|------|--|--|--|--|--|
| 1 | Edward H Solter III Fairway Independent Mortgage Corp. 4810 Spicewood Springs Road, Ste. 150 78759 | \$66.71M 192 | \$62.99M 177 \$1.82M | 1985 / 2009 502-9924 eds@fairwaymc.com | Edward Solter III, branch manager Madison Wis. / 1993 www.fairwaymortgageaustin.com |
| 2 | G. Keith Smith Wells Fargo Private Mortgage Banking 609 Castle Ridge Road, Ste. 200 78746 | \$65.59M 163 | \$65.44M 134 \$3M | 2000 / 2000 330-3229 keith.g.smith@wellsfargo.com | Keith Hamon, PMB branch manager San Francisco / 1982 www.wellsfargo.com |
| 3 | Melissa Muench Fairway Independent Mortgage Corp. 8310 N. Cap. of Tx Hwy., Ste. 190 78731 | \$68.07M 219 | \$66.72M 211 DND | 1992 / 2009 345-1820 melissam@fairwaymc.com | Edward Solter III, branch manager Madison, Wis. / 1993 www.fairwaymortgageaustin.com |
| 4 | Max Leaman PrimeLending, a PlainsCapital Co. 4501 Spicewood Springs Road, Ste. 1025 78759 | \$53.92M 257 | \$53.92M 257 \$596,000 | 2001 / 2004 617-5636 max@primelending.com | Kale Salmans, SVP, regional manager Dallas / 1994 www.primelending.com |
| 5 | Bill Black MetLife Home Loans 8303 N. Mopac Expwy. 78759 | \$51.13M 87 | \$20.68M 41 \$2M | 2002 / 2010 627-5466 brblack@metlife.com | Bob O'Reilly, area manager Dallas / 2006 www.metlife.com |
| 6 | Aden Lasseter Austin Capital Mortgage Inc. 6836 Bee Caves Road, Ste. 400 78746 | \$49.38M 201 | \$43.21M 174 1.2M | 1993 / 1995 691-0778 aden@austincapitalmortgage.com | Aden Lasseter, CEO Austin / 1995 www.austincapitalmortgage.com |
| 7 | Mark Townsend Cornerstone Mortgage 4516 Seton Center Parkway, Ste. 130 78759 | \$48.75M 177 | \$36.41M 131 1.5M | 1998 / 2008 336-2121 mtownsend@houseloan.com | David Bravo, SVP Houston / 1992 www.marktownsendteam.com |
| 8 | Tim Broadhurst AmeriPro Funding Inc. 8300 N. Mopac Expwy., Ste. 225 78759 | \$47.61M 176 | \$47.4M 176 DND | 1995 / 2010 637-8504 tbroadhurst@ameriprofunding.com | Chad Overhauser, president Austin / 2003 www.AmeriProFunding.com |
| 9 | Stuart Napier Wells Fargo Home Mortgage 10400 Research Blvd. 78759 | \$45.83M 204 | \$45.83M 204 \$453,029 | 1984 / 1984 794-4044 stuart.napier@wellsfargo.com | Bryan DeWeese San Francisco / 1982 www.wellsfargo.com |
| 10 | Joe Brown Sente Mortgage 901 S. Mopac Expwy., Bldg IV-125 78746 | \$43.17M 154 | \$41.83M 149 \$900,000 | 1985 / 2007 637-9108 joe.brown@sente mortgage.com | Tom Rhodes Austin / 2007 www.sente mortgage.com |
| 11 | Scott Coburn Wells Fargo Private Mortgage Banking 111 Congress Ave., 3rd Fl. 78701 | \$41.69M 109 | \$36.59M 91 \$1.61M | 1990 / 2006 912-6787 scott.coburn@wellsfargo.com | Keith Hamon, PMB branch manager San Francisco / 1982 www.wellsfargo.com |
| 12 | Amadee Flom Bank of America Home Loans 9800 N. Mopac Expwy., Ste. 100 78759 | \$37.87M 182 | \$37.87M 182 DND | 1994 / 1994 691-0746 amadee.l.flom@BankofAmerica.com | Cindy Chism, SVP Charlotte, NC / unknown www.bankofamerica.com |
| 13 | Cameron Breed SWBC Mortgage Corp. 7000 N. Mopac Expwy. 78731 | \$37.44M 177 | \$36.75M 166 \$800,000 | 1999 / 2002 581-1805 cbreed@swbc.com | Cameron Breed, VP San Antonio / 2002 www.swbcmortgage.com |
| 14 | Nancy Russell Wells Fargo Private Mortgage Banking 111 Congress Ave., 3rd Fl. 78701 | \$34.58M 93 | \$28.28M 77 \$1.96M | 2000 / 2000 344-7846 nancy.l.russell@wellsfargo.com | Keith Hamon, PMB branch manager San Francisco / 1982 www.wellsfargo.com |
| 15 | Cindy Tuttle BBVA Compass 5800 N. Mopac Expwy. 78731 | \$33.59M 59 | \$33.59M 59 \$4M | 1990 / 2009 411-9965 cindy.tuttle@bbvacompass.com | Joseph Petet, city president Birmingham, Ala. (mortgage group) / 1987. www.bbvscompass.com |
| 16 | Josh Penland Sente Mortgage 901 S. Mopac Expwy. Bldg. IV, Ste. 125 78746 | \$32.923M 137 | \$31.67M 130 \$2.65M | 2003 / 2005 637-9174 josh@penlandteam.com | Tom Rhodes, CEO Austin / 2007 www.PenlandTeam.com |
| 17 | Josh Borders Independent Bank Mortgage 3500 Jefferson St., Ste. 208 78731 | \$32.917M 140 | \$22.82M 100 \$564,000 | 2003 / 2010 617-3633 jborders@independent-bankmortgage.com | Jim Stone, partner, mortgage banker McKinney / 2010 www.independent-bankmortgage.com |
| 18 | Harper Ray Cornerstone Mortgage 2600 Via Fortuna, Ste. 330 78746 | \$29.26M 153 | \$29.26M 153 DND | 1997 / 2005 314-7333 hray@houseloan.com | Bob Heckler, SVP Houston / 1999 www.HarperRay.com |
| 19 | Charlie Cooper Austin Capital Mortgage Inc. 6836 Bee Caves Road, Ste. 400 78746 | \$27.49M 135 | \$24.03M 117 \$1.5M | 2007 / 2007 891-0778 charlie@austincapitalmortgage.com | Aden Lasseter, CEO Austin / 1995 www.austincapitalmortgage.com |
| 20 | Laurie Lampert First American Mortgage 4926 Spicewood Springs Road, Ste. 100 78759 | \$25.69M 110 | \$24.27M 103 \$1.27M | 1996 / 1996 231-9500 llampert@famctx.com | Bob Mezzetti, president Austin / 1990 www.famctx.com |
| 21 | Suzi Cooper Wells Fargo Private Mortgage Banking 111 Congress Ave., 3rd Fl. 78701 | \$25.43M 77 | \$21.58M 64 \$1.6M | 1994 / 2009 344-7465 suzi.e.cooper@wellsfargo.com | Keith Hamon, PMB branch manager San Francisco / 1982 www.wellsfargo.com |
| 22 | Kenton Brown Sente Mortgage 901 S. Mopac Expwy., Bldg. IV Ste. 125 78746 | \$24.70M 118 | \$24.03M 117 \$670,000 | 1983 / 2007 637-9900 kenton.brown@SenteMortgage.com | Tom Rhodes- CEO Austin / 2007 www.SenteMortgage.com |
| 23 | Ryan Leahy Cornerstone Mortgage 2600 Via Fortuna, Ste. 330 78746 | \$24.53M 115 | \$24.53M 115 \$1.08M | 2002 / 2009 380-1922 ryan@leahylending.com | Bob Heckler, SVP Houston / 1992 www.Leahylending.com |
| 24 | Jim Stone Independent Bank Mortgage 3500 Jefferson St., Ste. 208 78731 | \$24.35M 95 | \$27.61M 111 \$1.2M | 2003 / 2010 617-3633 jstone@independent-bankmortgage.com | Jim Stone, partner, mortgage banker McKinney / 2010 www.independent-bankmortgage.com |
| 25 | Irene Green Southwest Bank Mortgage 901 S. Mopac Bldg. 3-120 78746 | \$21.28M 90 | \$16.87M 85 \$900,000 | 2001 / 2006 422-1782 irene.green@southwestbank.com | Irene Green, VP Ft. Worth / 2002 www.southwestbank.com |

BOOK OF LISTS SPONSORS



PAPE-DAWSON ENGINEERS



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Honorable mention

- 26. David McMillan \$21.04M (102 loa)
United Lending
david.mcmillan@unitedlendingusa.com
- 27. Tommy Nelms \$20.1M (91 loa)
United Lending
tommy.nelms@unitedlendingusa.com
- Blair Beard \$27.61M (111 loa)
AmeriPro Funding Inc.
bbeard@ameriprofunding.com
*Previously with Wells Fargo. Could not provide verification due to employer change.

LIST NOTES

Ties broken by number of loans closed and listed alphabetically.

DND = Did not disclose
PMB = Private Mortgage Banking

All individuals listed operate from the Austin area and provided verification of loans made.

All loans originated by producers only. Assistants helped process the loans and communicate with clients. Only retail home loans are tracked. Repurchase, home equity, cash-outs, second liens and wholesale loans not include

¹ Harper Ray has joined Sente Mortgage as of November 20

Independent Bank Mortgage assumed all mortgage operations for Treaty Oak Mortgage in July 2010.

Sources: ABJ surveys, telephone interviews and company websites. Only those who responded were considered for the rankings.

Research by Patricia Roge

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MORTGAGE COMPANIES

Ranked by number of Austin-area loans closed by the local office in 2010

| Rank | Prior rank | Name Address Phone Fax | 2010 Austin-area loans: Number of Dollar volume | 2010 loans outside Austin: Number of Dollar volume | Austin-area: Staff: Morig./Total Year est. locally/ Local offices | Companywide: Headquarters/ Locations | Top local executive/ Parent Co./ Website |
|------|------------|--|---|---|--|--|--|
| 1 | 1 | Wells Fargo Home Mortgage 809 Castle Ridge Road, Fl. 3, Ste. 330 78746 794-4044 (866)359-7280 | 2,390 \$434.35M | 0 0 | 45 / 1,413 1982 5 | San Francisco 2,500 | Bryan DeWeese, Austin-area manager Wells Fargo and Co. www.wellsfargo.com |
| 2 | 4 | Ameripro Funding 8300 N. Mopac Expwy., Ste. 225 78759 335-5300 583-1040 | 1,921 \$347.29M | 0 0 | 82 / 135 2003 7 | Austin 27 | Chad Overhauser, president Tesura Holdings Inc. www.ameriprofunding.com |
| 3 | 5 | United Lending LLC 8303 N. Mopac Expwy., Bldg. A-201 78759 592-5400 410-3020 | 1,225 \$241.01M | 106 \$19.86M | 52 / 52 2008 1 | Houston 2 | Debbie Zedler, regional operations manager Network Funding LP www.unitedlendingusa.com |
| 4 | 6 | Capstar Lending 8836 Austin Center Blvd., Ste. 110 78731 459-2400 | 1,095 \$231.02M | 181 \$39.35M | 31 / 32 2004 1 | Austin 2 | Lorraine George, operations manager Capstar Lending www.CapstarLending.com |
| 5 | 2 | PrimeLending, a PlainsCapital Co. 810 Hester's Crossing, Ste. 150 78681 238-7888 (866)424-1615 | 1,013 \$202.76M | 496 \$79.68M | 30 / 51 2008 7 | Dallas 274 | Todd Salmans, president, COO PlainsCapital Corp. www.primelending.com |
| 6 | 11 | Mission Mortgage of Texas Inc. 901 S. Mopac Expwy., Bldg. V-120 78746 328-0400 328-4189 | 1,003 \$211.78M | 209 \$51.33M | 24 / 30 1981 2 | Austin 5 | Leigh Ann McCoy, president Home Financing Unlimited Inc. www.missionmortgage.com |
| 7 | 8 | Cornerstone Mortgage Co. 2600 Via Fortuna, Ste. 330 78746 328-2225 328-2226 | 809 \$178.37M | 53 \$13.86M | 30 / 30 1992 2 | Houston 82 | Robert Heckler, SVP, regional director Cornerstone Mortgage Co. www.houseloan.com |
| 8 | 3 | Bank of America Home Loans 9600 N. Mopac Expwy., Ste. 100 78759 691-0751 (866)646-5482 | 760 \$138.86M | 0 0 | 20 / 650 1995 N/A | Charlotte, N.C. 182 | Cindy Chism, SVP-Austin home loans manager Bank of America NA www.bankofamerica.com |
| 9 | 10 | Colonial National Mortgage 1717 W. Sixth St., Ste. 110 R 78703 279-3034 473-3675 | 674 \$141.47M | 189 \$30.97M | 32 / 32 1992 5 | Fort Worth 22 | Mark Orr, Lea Holiubec, branch managers Colonial Savings FA www.cnmc.com/tx/austin |
| 10 | 9 | Sente Mortgage 901 S. Mopac Expwy., Bldg. IV, Ste. 125 78746 637-9900 637-9901 | 638 \$149.98M | 187 \$38.99M | 24 / 55 2007 1 | Austin 6 | Thomas Rhodes II, president, CEO Sente Mortgage www.sentemortgage.com |
| 11 | 19 | Fairway Independent Mortgage Corp. 4810 Spicewood Springs Road, Ste. 150 78759 502-9924 502-0928 | 439 \$135.22M | 49 \$11.32M | 13 / 13 1993 2 | Madison, Wis. 116 | Edward Solter III, branch manager Fairway Independent Mortgage Corp. www.fairwaymortgageaustin.com |
| 12 | 16 | Austin Capital Mortgage Inc. 6836 Bee Caves Road, Ste. 400 78746 891-0778 600-3111 | 403 \$90.8M | 71 \$15.15M | 9 / 9 1995 1 | Austin 1 | Aden Lasseter, president Austin Capital Mortgage Inc. www.austincapitalmortgage.com |
| 13 | 7 | SWBC Mortgage Corp. 7000 N. Mopac Expwy., Ste. 305 78731 531-1805 (866)899-7728 | 310 \$62.16M | 1 \$286,550 | 18 / 18 2002 2 | San Antonio 45 | Cameron Breed, Linda Komin, branch managers SWBC Mortgage Corp. www.swbcmortgage.com |
| 14 | 18 | Elite Financing Group 1705 S. Capital Texas Hwy., Ste. 402 78746 279-1526 233-0671 | 304 \$67.65M | 0 0 | 15 / 15 2005 1 | Austin 1 | Burt Fitts, managing principal Elite Financing Group www.elitefinancinggroup.com |
| 15 | N/R | PNC Mortgage ¹ 901 S. Mopac Expwy., Bldg. 3, Ste. 140 78746 343-1002 343-1645 | 250 \$75M | 250 \$75M | 15 / 15 1997 1 | Pittsburgh 150 | Bob Morris, market manager PNC Bank www.pncmortgage.com |
| 16 | 15 | Starkey Mortgage LLP 807 Las Cimas Pkwy., Ste. 150 78746 329-9040 329-8043 | 246 \$44.1M | 0 0 | 12 / 12 2000 2 | Plano 60 | Eddie Rinshart, VP, South Texas area manager Starkey Mortgage LLP www.wrstarkey.com |
| 17 | 20 | First American Mortgage of Texas 4926 Spicewood Springs Road, Ste. 100-E 78759 231-9500 231-9790 | 233 \$50.07M | 15 \$2.66M | 6 / 8 1990 1 | Austin 1 | Bob Mezzetti, president First American Mortgage of Texas www.famctr.com |
| 18 | 21 | Regions Mortgage 100 Congress Ave., Ste. 1700 78701 372-2350 372-2360 | 210 \$72.09M | 0 0 | 7 / 120 2000 14 | Birmingham, Ala. 1,760 | Daniel Hodges, president Regions Bank www.regions.com |
| 19 | 17 | Independent Bank Mortgage 3500 Jefferson, Ste. 208 78731 617-3633 322-5199 | 194 \$48.23M | 87 \$20.98M | 8 / 8 2010 1 | McKinney 2 | Jim Stone, CEO, partner Independent Bank www.independent-bankmortgage.com |
| 20 | 22 | Advantage Mortgage (AMNET) 4425 S. Mopac Expwy., Bldg. III-504 78735 347-8080 366-9471 | 115 \$26.07M | 18 \$3.58M | 6 / 6 1990 1 | Austin 1 | Patricia Flanary, branch manager and owner Home Financing Unlimited www.amnetloans.com |
| 21 | N/R | Horizon Bank SSB 600 Congress Ave., Ste. 400 78701 637-5730 637-5735 | 60 \$25.16M | 0 0 | 5 / 40 2007 1 | Austin 3 | James Dyess, president, CEO Horizon Bank SSB www.horizonbanktexas.com |

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LIST NOTES

Ties broken by dollar amount of loan volume.

DND = Did not disclose

N/A = Not available

Retail = Works directly with the home buyer to originate, process and close loans. Loans may or may not be funded in the retailer's name.

¹ PNC Mortgage fka National City Mortgage Co.

Sources: Surveys, telephone interviews and company websites. Information provided by companies. Only firms that responded to requests for information are listed.

Research by Patricia Rogers.

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