

MORTGAGE HEAVY HITTERS

Ranked by number of loans closed in 2004

Rank	2004 list rank	Broker's or banker's name/ Company name/ Address/ Phone/Fax	2004 total: Number of loans/ Dollar volume/ No. on team	Loans made in Austin MSA: Number of loans/ Dollar volume/ Largest transaction	Career est. / Yrs. with current firm/ Co. phone/ Co. fax	Top local executive/ Headquarters/ Year est. in Austin area/ Web site
1.	4.	James Allen Washington Mutual Home Loans 901 S. MoPac Expwy., Bldg. 1, Ste. 110 78746	330 \$63.29 million 4	Same Same \$1 million	1996 / 9 347-1717 347-1718	James Gill, VP Seattle / 1998 www.wamu.com
2.	N/R	Edward Solter III Presidential Mortgage Co. 4810 Spicewood Springs Road, Ste. 150 78759	255 \$80.49 million 1	223 \$70.44 million \$3.5 million	1985 / 13 502-9924 502-0928	Edward Solter III, president Austin / 1993 www.presmtgco.com
3.	8.	John McClellan Mortgages Direct 10801 N. MoPac Expwy., Bldg. II, Ste. 200 78759	233 \$38.11 million 1	Same Same \$850,000	1995 / 1 231-2869 231-2867	Edmund Buckley III, branch manager Houston / 1998 www.mortgagesdirect.com
4.	9.	Pete Fajkowski Mortgage Portfolio Services Inc. 5929 Balcones Dr., Ste. 201 78731	213 \$41.9 million 0	148 \$29.9 million \$1.6 million	1998 / 1.5 477-7118 477-7144	Pete Fajkowski, president and owner Austin / 2000 www.austintmps.com
5.	N/R	Charlie Jackson Bank of America Mortgage 9600 N. MoPac Expwy., Ste. 100 78759	205 \$27.03 million 0	Same Same WND	1998 / 5 338-3210 338-3226	Cindy Baranowski, SVP Charlotte, N.C. / 1895 www.bankofamerica.com
6.	N/R	Jennifer Linscott Countrywide Home Loans Inc. 9628 Great Hills Trail, Ste. 550 78759	205 \$24.66 million 0	Same Same \$928,000	2001 / 4 346-0339 346-0470	Doug Scott, SVP, regional manager Calabasas, Calif. / 1991 www.countrywide.com
7.	N/R	Devlin McNamara Bank of America 9600 N. MoPac Expwy., Ste. 100 78759	176 \$24.65 million 0	Same Same WND	2002 / 3 338-3210 338-3226	Cindy Baranowski, SVP, sales manager Charlotte, N.C. / 1895 www.bankofamerica.com
8.	12	Jan Hill WR Starkey Mortgage LLP 807 Las Cimas Pkwy., Ste. 150 78746	153 \$20.41 million 2	163 Same WND	1998 / 2000 329-9040 329-9043	Julie Gross, chief operating officer Plano / 2000 www.wrstarkey.com/austin
9.	N/R	Harper Ray WR Starkey Mortgage LLP 807 Las Cimas Pkwy., Ste. 150 78746	142 \$15.82 million 3	Same Same WND	1997 / 2000 329-9040 329-9043	Julie Gross, chief operating officer Plano / 2000 www.wrstarkey.com/austin
10.	7.	Nikki Bryant Chase Home Finance 9020 N. Capital of Texas Hwy., Ste. 170 78759	141 \$40.02 million 0	138 \$36.36 million \$1.5 million	1985 / 15 346-4320 502-0189	Pam Morris, branch manager New York / 1895 www.chase.com
11.	N/R	Cindy Tuttle Countrywide Home Loans Inc. 4107 S. Capital of Texas Hwy., Ste. 400 78704	130 \$13.31 million 0	Same Same \$560,000	1996 / 3 383-4030 442-0520	Doug Scott, SVP, regional manager Calabasas, Calif. / 1991 www.countrywide.com
12.	N/R	Cameron Luther SWBC Mortgage Corp. 8834 N. Capital of Texas Hwy., Ste. 150 78759	126 \$23.77 million 0	Same Same WND	2001 / 3 531-1800 531-1848	Steven Buita, VP, Austin mortgage lending San Antonio / 2002 www.swbc.com
13.	N/R	Tommy Nelms Advantage Mortgage Network Inc. 1801 S. MoPac Expwy., Ste. 230 78746	122 \$19.72 million 1 part-time	Same Same \$1 million	1996 / 9 347-8080 347-9090	Patricia Flanary, president Austin / 1990 www.annetloans.com
14.	N/R	Mark Orr Colonial National Mortgage 911 W. Anderson Lane, Ste. 115 78757	113 \$13.95 million 2	90 \$11.43 million \$1 million	1985 / 19 837-3411 837-2520	Mark Orr, assistant VP Fort Worth / 1992 www.cnmc.com
15.	14.	Clive Hambrook WR Starkey Mortgage LLP 807 Las Cimas Pkwy., Ste. 150 78746	109 \$13.37 million 2	Same Same WND	1986 / 5 329-9040 329-9043	Julie Gross, COO Plano / 2000 www.wrstarkey.com/austin
17.	N/R	John Dunn Countrywide Home Loans Inc. 1941 S. I-35, Ste. 119, San Marcos 78704	102 \$10.2 million 0	Same Same \$333,899	2002 / 3 805-9393 805-9395	Doug Scott, SVP, regional manager Calabasas, Calif. / 1991 www.countrywide.com
16.	N/R	Pam Kleinstaub Bank of America Mortgage 9600 N. MoPac Expwy., Ste. 100 78759	102 \$9.48 million 0	Same Same WND	2002 / 3 338-3210 338-3226	Cindy Baranowski, SVP, sales manager Charlotte, N.C. / 1895 www.bankofamerica.com
19.	N/R	Cindy Kaczmarek iwayLoan LP 10300 Bridgepoint Pkwy., Ste. 400 78730	101 \$18.71 million 0	Same Same \$787,500	2002 / 3 795-9696 795-0013	Eric Silva, branch manager Houston / 2000 www.iwayloan.com
18.	N/R	Amadee Flom Bank of America Mortgage 9600 N. MoPac Expwy., Ste. 100 78759	101 \$12.3 million 0	Same Same WND	1997 / 8 338-3210 338-3226	Cindy Baranowski, SVP, sales manager Charlotte, N.C. / 1895 www.bankofamerica.com
10.	N/R	Patti Morris Countrywide Home Loans Inc. 1001 Cypress Creek Road, Ste. 301 76813	94 \$10.91 million 0	Same Same \$588,000	2003 / 2 257-7745 331-4970	Doug Scott, SVP, regional manager Calabasas, Calif. / 1991 www.countrywide.com
11.	N/R	Tony Malhis Bank of America Mortgage 9600 N. MoPac Expwy., Ste. 100 78759	88 \$9.99 million 0	Same Same WND	2000 / 5 338-3210 338-3226	Cindy Baranowski, SVP, sales manager Charlotte, N.C. / 1895 www.bankofamerica.com
12.	N/R	Dana Markes WR Starkey Mortgage LLP 807 Las Cimas Parkway Ste. 150 78746	84 \$11.06 million 2	Same Same WND	1990 / 5 329-9040 329-9043	Julie Gross, chief operating officer Plano / 2000 www.wrstarkey.com/austin.html
13.	11.	Stuart Napier Wells Fargo Home Mortgage 609 Castle Ridge Road, Ste. 222 78746	80 \$18.01 million 0	Same Same \$1.45 million	1994 / 11 330-3210 329-8395	Allison Young, area manager San Francisco / 1982 www.wellsfargo.com
14.	N/R	Darryl Crawford AMC Mortgage LLC 5113 Southwest Pkwy., Ste. 195 78735	76 \$18.9 million 2	62 Same \$920,000	1997 / 8 394-0111 394-0112	Jake Costin, president and CFO Austin / 1997 www.mortgagefinancer.com
5.	19.	Tim Williams City Real Estate and Mortgage Services 1525 Cypress Creek Road, Bldg. I 78613	74 \$10.88 million 0	Same Same \$665,000	1998 / 4 401-2022 401-2023	Tim Williams, Wayne Norcross, owners Austin / 2001 www.cityrealestateandmortgage.com