

MORTGAGE COMPANIES

Ranked by number of Austin-area retail residential loans originated and closed in 2006

Rank	2006 list rank	Name Address Phone/Fax	2006 Austin-area loans orig. & closed: Number units/ Dollar volume	2006 Loans outside Austin orig. & closed: Number units/ Dollar volume	2007 Austin-area loans to date orig. & closed: Number units/ Dollar volume	Austin-area: Staff/ Year est./ Locations (local/total)	Top local executive/ Parent co. / Headquarters Web site
1.	2.	Wells Fargo Home Mortgage 609 Castle Ridge Road, Ste. 222 78746 330-3227/ 210-495-415	3,127 \$638.92M	WND	WND	28 1982 8 / 2,400	Penny Carrell, regional sales manager Wells Fargo and Co. / San Francisco www.wellsfargo.com
2.	3.	Alethes LLC/AmeriNET Mortgage 8601 RR 2222, Ste. 150 78730 401-0522/ 402-0555	1,952 \$285.85M	6,231 \$856.02M	1,435 \$213.56M	477 1998 25 / 41	John Glenn, EVP Alethes LLC / Austin www.alethes.biz
3.	N/R	Bank of America Mortgage 9600 N. MoPac Expwy., Ste. 100 78759 338-3210/ 338-3226	1,768 \$258.19M	0	1,275 \$222.68M	25 1895 1 / Not avail.	Charlie Jackson, VP Bank of America / Charlotte, N.C. www.bankofamerica.com
4.	1.	Countrywide Home Loans Inc. 13809 N. Hwy. 183, Ste. 902 78750 336-8929/ 336-7786	1,501 \$260.89M	WND	WND	31 (retail) 1991 2 / 3,500	Winona Mowrey, SVP Countrywide ² / Calabasas, Calif. www.countrywide.com
5.	6.	Cornerstone Mortgage Co. 2600 Via Fortuna, Ste. 330 78746 328-2225/ 328-2226	878 \$164.50M	6,902 \$1,172.99B	697 \$110.73M	28 1994 1 / 48 U.S.	Robert Heckler, SVP, regional manager Same / Houston www.houseloan.com
6.	9.	USA Mortgage Funding LLC 1310 S. RR 620, Ste. C-15 78734 617-9400/ 402-9888	876 \$127.74M	0	358 \$58.65M	12 1997 1 / 1	Jack Lieberman, president Same / Austin www.usam.net
7.	7.	Sente Mortgage¹ 901 S. MoPac Expwy., Ste. IV-125 78746 637-9193/ 637-9900	849 \$158.66M	0	507 \$97.3M	29 1997 1 / 1	Tom Rhodes, president Sente Mortgage Inc. / Austin www.sentemortgage.com
8.	5.	PrimeLending 2705 Bee Caves Road, Ste. 150 78746 302-9955/ 302-9913	806 \$124.78M	626 \$93.34M	515 \$82.58M	81 1994 5 / 61	Todd Salmans, president and COO PlainsCapital Corp. / Dallas www.primelending.com
9.	8.	Mission Mortgage of Texas Inc. 901 S. MoPac Expwy., Bldg. V, Ste. 120 78746 328-0400/ 328-0472	798 \$141.32M	136 \$17.35M	521 \$92.21M	30 1984 2 / 3	Leigh Ann McCoy, president Same / Austin www.missionmortgage.com
10.	10.	Chase Home Finance 9020 N. Cap. of Tx. Hwy., Ste. 170 78759 346-4320/ 502-0185	608 \$124.55M	69 \$12.47M	647 \$124M	31 1985 1 / 195 U.S.	Doug Snyder, branch manager JPMorgan Chase / New York www.chase.com
11.	13.	National City Mortgage 901 S. MoPac Expwy., Ste. 450 78746 343-1002/ 343-1645	553 \$116.35M	2,472 \$447.83M	2,098 \$404.83M	20 1996 3 / 350	Lea Holubec, branch manager National City Corp. / Cleveland www.nationalcitymortgage.com
12.	11.	Washington Mutual 901 S. MoPac Expwy., Ste. 1-110 78746 347-1717/ 347-1718	485 \$95M	0	460 \$74M	21 1998 2 / 1,900	Bob Morris, VP Washington Mutual Inc. / Seattle www.wamu.com
13.	15.	Presidential Mortgage Co. 4810 Spicewood Springs Road, Ste. 150 78759 502-9924/ 502-0928	405 \$75.74M	48 \$13.37M	284 \$63.25M	8 1993 1 / 1	Edward Solter III, president Roosevelt Ltd. / Austin www.premstgco.com
14.	18.	Wachovia Mortgage 8200 N. MoPac Expwy., Ste. 200 78759 343-9242/ 343-9435	334 \$54.32M	0	161 \$34.93M	12 1991 1 / 59	Mike Wueste, div. lending manager Wachovia / Charlotte, N.C. www.wachovia.com
15.	16.	Austin Capital Mortgage Inc. 4425 S. MoPac Expwy., Ste. 300 78735 891-0778/ 891-0779	312 \$63.62M	61 \$12.98M	267 \$59.38M	10 1995 1 / 1	Aden Lasseter, president Same / Austin www.austincapitalmortgage.com
16.	21.	AMC Mortgage LLC 205 Wild Basin Road, Ste. 3-200 78746 394-0111/ 394-0112	289 \$76.13M	117 \$21.25M	109 \$30.43M	8 1997 2 / 4 Tx.	Darryl Crawford, president Same / Austin www.mortgagefinancer.com
17.	12.	WR Starkey Mortgage LLC 807 Las Cimas Pkwy., Ste. 150 78746 329-9040/ 329-9043	287 \$41.10M	0	251 \$34.64M	14 2000 1 / 22	Julie Gross, EVP, division manager Same / Plano www.wrstarkey.com
18.	20.	First American Mortgage of Texas 9600 Great Hills Trail, Ste. 100-E 78759 231-9500/ 231-9790	253 \$50.73M	22 \$4.25M	169 \$39M	8 1990 1 / 1	Robert Mezzetti, president Austin/Williams Mortgage Corp. / Austin www.famctx.com
19.	19.	GMAC Mortgage Corp. 9390 Research Blvd., Ste. 310 78759 343-4464/ 343-4471	250 \$41.35M	0 \$6.78M	WND \$49.15M	11 1998 2 / Not avail.	Tom Brown, associate district mgr. GMAC Residential / Horsham, Penn. www.gmacmortgage.com
20.	17.	SWBC Mortgage Corp. 9600 Great Hills Trail, Ste. 145E 78759 531-1800/ 531-1848	243 \$54.9M	0	173 \$38.28M	5 2002 1 / 13	Linda Komm, VP Southwest Business Corp. / San Antonio www.swbc.com
21.	N/R	Treaty Oak Mortgage LLC 101 Westlake Drive 78746 617-3633/ 322-5199	217 \$58.03M	92 \$18.29M	229 \$61.56M	7 2004 1 / 3	James Stone, CEO Treaty Oak Bank / Austin www.treatyoakmortgage.com
22.	23.	City Real Estate and Mortgage Svcs. 1525 Cypress Creek Road, Ste. 1 78613 401-2022/ 401-2023	198 \$27.48M	0	94 \$16.9M	29 2001 2 / 3	Tim Williams and Wayne Norcross, owners Same / Cedar Park www.cityrealestateandmortgage.com
23.	N/R	Mortgage Portfolio Services Inc. 1505 Deep Eddy Ave. 78703 477-7116/ 477-7142	89 \$26.1M	0	60 \$18.7M	5 2000 1 / Not avail.	Pete Fajkowski, branch manager Outsmart Holdings LLC / Austin www.austinmps.com
24.	25.	Select Mortgage Inc. 4131 Spicewood Springs Road, Ste. 18 78759 346-6221/ 346-1195	42 \$18M	2 \$500,000	WND	4 1994 1 / 2	Rick Payne, president ResCom Financial Inc. / Austin www.smlending.com

MORTGAGE TOP PRODUCERS

Ranked by dollar amount of loans closed in 2006

Rank	2006 list rank	Broker or banker's name Company name Address Phone/Fax	2006 Total: Dollar volume Number of loans Number of assistants*	Loans made in Austin MSA: Dollar volume Number of loans Largest transaction	Year(s): Career est. / At firm Co. phone Co. fax	Top local executive Headquarters/Year est. in Austin area Web site
1.	5.	Devlin McNamara Bank of America Mortgage 9600 N. MoPac Expwy., Ste. 100 78759	\$83.43M 458 3	\$83.43M 458 \$2.5M	2002 / 2002 338-3210 338-3226	Charlie Jackson, VP, sales manger Charlotte, N.C. / 1895 www.bankofamerica.com
2.	1.	Edward Solter III Presidential Mortgage Co. 4810 Spicewood Springs Road, Ste. 150 78759	\$53.28M 164 0	\$47.46M 142 \$3M	1984 / 1993 502-9924 502-0928	Edward Solter III, president Austin / 1993 www.presmtgco.com
3.	10.	Keith Smith Wells Fargo Home Mortgage 111 Congress Ave., Third floor 78701	\$47.48M 77 0	\$47.49M 77 \$2.5M	1995 / 2001 334-7446 344-8097	Lee Ann Lange, Texas PMB area manager San Francisco / 1982 www.wfhm.com/wfhm/tx-pmb-austinbranch-austin
4.	3.	James Allen Washington Mutual Home Loans 901 S. MoPac Expwy., Ste. 110 78746	\$47.13M 192 2	\$47.13M 192 \$2M	1996 / 1997 347-1717 347-1718	Bob Morris, VP Seattle / 1998 www.wamu.com
5.	N/R	Joe Brown Sente Mortgage 901 S. MoPac Expwy., Ste. 4-135 78746	\$46.6M 176 1	\$46.6M 176 \$1.43M	1985 / 1997 637-9900 637-9901	Tim Rhodes, president Austin / 2007 www.sentemortgage.com
6.	6.	Doug Snyder Chase Home Finance 9020 N. Cap. of Texas Hwy., Ste. 170 78759	\$40.37M 169 1	\$36.25M 151 \$2M	1988 / 1988 346-4320 502-0189	Doug Snyder, branch manager New York / 1985 www.chase.com
7.	16.	Darryl Crawford AMC Mortgage LLC 205 Wild Basin Road, Ste. 3-200 78746	\$39.91M 110 3	\$26.74M 74 \$955,000	1997 / 1997 394-0111 394-0112	Darryl Crawford, president Austin / 1996 www.mortgagefinancer.com
8.	8.	Jennifer Linscott Countrywide Home Loans Inc. 9628 Great Hills Trail, Ste. 550 78759	\$39.56M 253 2	WND WND \$2.1M	2000 / 2000 346-0339 346-0470	Winona Mowrey, SVP Calabasas, Calif. / 1991 www.countrywide.com
9.	N/R	Cameron Breed SWBC Mortgage Corp. 3301 Northland Drive, Ste. 330 78751	\$37.15Mm 271 1	\$31.61M 235 \$1.5M	1999 / 2002 531-1805 (866)899-7728	Cameron Breed, assistant VP San Antonio / 2002 www.cameronbreed.com
10.	17.	Harper Ray Cornerstone Mortgage Co. 2600 Via Fortuna, Ste. 330 78746	\$36.03M 216 4	\$36.03M 216 \$625,000	1997 / 2005 314-7333 347-1753	Robert Heckler, SVP, regional manager Houston / 1994 www.houseloans.com
11.	2.	Jack Lieberman USA Mortgage Funding LLC 1310 S. RR 620, Ste. C-15 78734	\$34.7M 177 0	\$34.7M 177 \$1.1M	1986 / 1997 617-9400 617-9401	Jack Lieberman, president Austin / 1997 www.usam.net
12.	18.	Aden Lasseter Austin Capital Mortgage Inc. 4425 S. MoPac Expwy., Ste. 300 78735	\$32.53M 143 0	\$30.02M 130 \$1M	1993 / 1994 891-0778 891-0779	Aden Lasseter, president Austin / 1994 www.austincapitalmortgage.com
13.	N/R	Joshua Borders Treaty Oak Mortgage LLC 101 Westlake Drive 78746	\$32.40M 133 0	\$23.5M 92 \$1.3M	2003 / 2003 617-3633 322-5199	James Stone, CEO Austin / 2004 www.treatyoakmortgage.com
14.	11.	Mark Townsend GMAC Mortgage LLC 9390 Research Blvd., Ste. 310 78759	\$30.68M 109 1	\$20.18M 75 \$1.75M	1998 / 1998 343-4464 343-4471	Tom Brown, associate district manager Horsham, Pa. / 1998 www.gmacm.net/tx/austin.com
15.	9.	Paula Lowe Wells Fargo Home Mortgage 111 Congress Ave., Third floor 78701	\$29.16M 61 0	\$29.16M 61 \$1.5M	1991 / 2000 334-7446 344-8097	Lee Ann Lange, Texas PMB area manager San Francisco / 1982 www.wfhm.com/wfhm/tx-pmb-austinbranch-austin
16.	N/R	Laurie Lampert First American Mortgage of Texas 9600 Great Hills Trail, Ste. 100-E 78759	\$29.11M 149 1	\$27.68M 142 \$480,000	1996 / 1996 231-9500 231-9790	Robert Mezzetti, president Austin / 1990 www.famctx.com
17.	14.	John McClellan Executive Mortgage Center Inc. 3420 Executive Center Drive, Ste. 300 78731	\$28.97M 170 0	\$28.97M 170 \$575,000	1995 / 2005 279-1150 345-4461	John McClellan, senior mortgage planner Houston / 1995 www.mortgage1370.com
18.	13.	Keith Hamon Wells Fargo Home Mortgage 111 Congress Ave., Third floor 78746	\$28.8M 56 0	\$28.80M 57 \$3.5M	1991 / 2000 344-7446 344-8097	Lee Ann Lange, Texas PMB area manager San Francisco / 1982 www.wfhm.com/wfhm/tx-pmb-austinbranch-austin
19.	N/R	James Stone Treaty Oak Mortgage LLC 101 Westlake Drive 78746	\$28.10M 100 0	\$20.47M 63 \$2.85M	2003 / 2003 617-3633 322-5199	James Stone, CEO Austin / 2004 www.treatyoakmortgage.com
20.	15.	Stuart Napier Wells Fargo Home Mortgage 1400 Research Blvd. 78759	\$27.3M 107 0	\$24M 91 \$1.6M	1994 / 1994 794-4044 794-4098	Penny Carrell, regional sales manager San Francisco / 1982 www.wellsfargo.com
21.	22.	Pete Fajkowski Mortgage Portfolio Services Inc. 505 Deep Eddy Ave. 78703	\$26.05M 89 1	\$26.05M 89 \$1.1M	2000 / 2000 477-7116 451-1219	Pete Fajkowski, president Austin / 2000 www.austinmps.com
22.	N/R	Bryan Ezzell Bank of America Mortgage 9600 N. MoPac Expwy., Ste. 100 78759	\$24.58M 87 1	\$24.58M 87 \$2M	2004 / 2004 338-3210 328-3226	Charlie Jackson, VP, sales manger Charlotte, N.C. / 1895 www.bankofamerica.com
23.	N/R	Jeffrey Wilkinson Coast to Coast Mortgage Lending 4425 S. MoPac Expwy., Ste. 300 78735	\$21.36M 115 1	\$19.33M 104 \$612,000	1996 / 1996 899-2550 899-8779	Arthur Lasseter, partner Austin / 1994 www.coasttocoastmortgageonline.com
24.	N/R	Kenton Brown Sente Mortgage 901 S. MoPac Expwy., Ste. 4-135 78746	\$20.94M 142 1	\$20.94M 142 \$576,000	1983 / 2000 637-9900 637-9901	Tom Rhodes, president and CEO Austin / 2007 www.mortgagesforaustin.com
25.	N/R	Matt Dean USA Mortgage Funding LLC 1310 S. RR 620, Ste. C-15 78734	\$20.05M 157 0	\$20.05M 155 \$593,000	2003 / 2003 402-9989 402-9179	Jack Lieberman, president Austin / 1997 www.usam.net