

Billion Dollar Babies

Almost a dozen brokerages originated \$1 billion or more in 2001.

In our composite sampling of the mortgage broker industry for 2001, a number of trends are obviously clear. The survey, which is still being conducted by *Mortgagestats.com*, shows that production was nearly double that of 2000. To participate, e-mail your request to Liz Washington at Elizabeth.Washington@tfn.com.

Virtually every company in the sample posted volume gains of over 20% except for three, one of which saw its volume go up 14%, while one remained static. There was one firm, U.S. Credit Bancorp Inc., Santa Monica, Calif., whose originations declined by 8%. U.S. Credit was No. 7 in terms of volume in 2001, but will not be in the top 10 for this year when the final numbers are compiled.

Most impressive is the number of mortgage brokers whose volume broke the \$1 billion barrier.

According to the final tally in the 2000 industry survey, only six companies had production over \$1 billion and one of those companies was a commercial mortgage broker. So far there are at least 11 companies over the \$1 billion annual level.

The preliminary data collection has Prism Mortgage Corp. of Chicago remaining as the largest mortgage broker, with volume of \$9.5 billion.

However, the second largest residential company, Allied Mortgage Capital Corp., the net branching operation based in Houston, used that vehicle to support explosive growth in that company. Its volume went from \$3 billion to \$9 billion. In 1999, the company only did \$2.3 billion.

Another broker that topped \$1 billion included Mortgage Master of Norwood, Mass. The company had an off year in 2000, with volume of \$825 million. But in 2001, its production levels rebounded to \$2.2 billion. **E**

BROKER VOLUMES IN 2001

(Dollars in Millions)

► A Sample

Broker Name	Location	State	'01 Loan Vol	'00 Loan Vol	% Chg
1st Priority Funding, Inc.	Arlington Heights	IL	\$680	\$550	24%
A. Anderson Scott Mtg Group	Rockville	MD	\$315	\$135	133%
Ace Mortgage Funding, Inc.	Indianapolis	IN	\$350	\$83	321%
Allied Mortgage Capital Corp.	Houston	TX	\$9,000	\$3,000	200%
Alpha Mortgage Corp.	Winston-Salem	NC	\$459	\$250	84%
American Home Finance, Inc.	Palatine	IL	\$400	\$200	100%
American Pacific Mortgage Corp.	Roseville	CA	\$997	na	na
Amerihome Mortgage Co., LLC	Brookfield	WI	\$662	\$282	134%
Ameriserve Financial Svcs Inc.	Phoenix	AZ	\$355	na	na
Baird and Warner Financial Svcs	Des Plaines	IL	\$537	\$282	90%
Banc Group Mortgage Co.	Palos Hills	IL	\$891	\$417	114%
California Mortgage Advisors, Inc.	San Rafael	CA	\$459	\$152	202%
Capital Mortgage Funding	Southfield	MI	\$540	\$225	140%
East West Mortgage Co., Inc.	McLean	VA	\$500	\$300	67%
Fairfield Financial	Macon	GA	\$474	\$345	37%
Family Choice Mortgage Corp.	S. Yarmouth	MA	\$260	\$150	73%
First Fed. Mortgage, Inc.	Phoenix	AZ	\$300	\$300	0%
First Home Mortgage Corp.	Mount Prospect	IL	\$2,400	\$1,084	121%
First Residential Mtg. Network	Louisville	KY	\$575	\$242	138%
First Security Loan Corp.	San Rafael	CA	\$1,900	\$1,500	27%
Franklin American Mortgage Co.	Franklin	TN	\$1,100	\$812	35%
Guaranty Residential Lending	Silver Spring	MD	\$1,600	na	na
Homebuyers Mortgage, Inc.	Landover	MD	\$420	\$350	20%
Innovex Mortgage, Inc.	Campbell	CA	\$300	\$160	88%
Johnson Capital Group, Inc.	Irvine	CA	\$1,000	\$654	53%
Legend Mortgage, Inc.	Phoenix	AZ	\$250	\$200	25%
Loan Island	Oceanside	CA	\$250	\$140	79%
Loan Search	West Orange	NJ	\$250	\$167	50%
Mortgage Loan Specialists, Inc.	Solana Beach	CA	\$900	\$786	14%
Mortgage Master	Norwood	MA	\$2,200	\$825	167%
NorthMarq Capital, Inc.	Bloomington	MN	\$4,000	na	na
Novastar Home Mortgage, Inc.	Westwood	KS	\$1,100	\$198	456%
Olympic Funding	Pleasanton	CA	\$1,200	\$1,000	20%
Partners Mortgage, Inc.	Woodbridge	NJ	\$249	\$101	147%
Perl Mortgage	Chicago	IL	\$575	\$184	212%
PNC Real Estate Finance	Kansas City	MO	\$1,000	\$800	25%
Primary Mortgage Group, Inc.	na	CA	\$265	\$102	159%
Prism Mortgage Corp.	Chicago	IL	\$9,500	\$7,857	21%
Residential Pacific Mortgage	Alamo	CA	\$500	\$348	44%
Resource One Mortgage Group	Baton Rouge	LA	\$240	\$171	40%
ServiCentre Mortgage, Inc.	San Carlos	CA	\$290	\$143	103%
Silver State Mortgage	Henderson	NV	\$249	\$86	190%
Spectrum Financial Group, Inc.	Scottsdale	AZ	\$700	\$492	42%
The Mortgage Exchange, Inc.	Oak Brook	IL	\$700	\$525	33%
The Mortgage Store	Scottsdale	AZ	\$385	\$75	413%
U.S. Credit Bancorp, Inc.	Santa Monica	CA	\$900	\$975	-8%
United Pacific Mortgage	Tarzana	CA	\$700	\$350	100%
Western States Mortgage Corp.	Bellevue	WA	\$400	\$200	100%
Total			\$53,278	\$27,201	96%

Note: This is a sample ONLY. Broker and Origination News are still surveying brokers for their 2001 results. If you would like to participate email Liz Washington at Elizabeth.Washington@tfn.com.

Source: Broker Database