

GEORGIA ASSOCIATION OF MORTGAGE BROKERS "TOP GUNS" TOP RESIDENTIAL MORTGAGE BROKERS

ranked by the total dollar value of first and second mortgage transactions*

Rank	Broker company name	Total dollar value of first and second mortgage transactions*	Total number of loans closed	No. of loans for purchase lending / Value of loans for purchase lending	No. of loans for non-purchase lending / Value of loans for nonpurchase lending	Number of loans that were FHA or VA / % of loans that were FHA or VA	% of loans that were purchases	Principal of the company's main Georgia branch	Year est. in Atlanta
1.	Home America Mortgage Inc. 253 West Crogan St. Lawrenceville, Ga. 30045 (770) 682-1797 www.homeamericamortgage.com	\$877,669,199	6,062	4,119 \$570,481,500	1,943 \$307,182,471	NA 43%	65%	James G. Hicks	1996
2.	First PrimSouth Mortgage Co. 3207 South Cherokee Lane, Suite 410 Woodstock, Ga. 30188 (678) 841-1100 www.primsouthmortgage.com	188,636,367	1,337	336 \$44,419,191	1,017 \$144,217,176	112 11.9%	25.1	Larry F. Delbridge II	1995
3.	Citizens Fidelity Mortgage Corp. 1000 Johnson Ferry Road, Suite F-150 Marietta, Ga. 30068 (770) 971-9106 www.citizensfidelity.com	144,601,181	930	294 \$43,260,100	636 \$101,341,081	228 25%	NA	John T. Gibson	1993
4.	TheScott Inc. dba Family Mortgage of Georgia 1800 Water Place, Suite 245 Atlanta, Ga. 30339 (678) 483-3300 www.familyga.com	139,580,070	724	132 \$21,187,170	592 \$118,392,900	0 0%	18	Scott Evans	1999
5.	Home Town Mortgage Inc. 11855 Haynes Bridge Road Alpharetta, Ga. 30004 (770) 475-6161 www.hometownmoney.com	131,700,583	722	308 \$41,904,950	414 \$89,795,633	9 1.2%	42	Steve Beecham	1995
6.	Mortgage 4U of Georgia Inc. 3067 Peachtree Industrial Blvd. Suite 102 Duluth, Ga. 30097 (678) 280-0200 www.mortgagegeorgia.com	76,945,459	489	178 \$20,574,843	311 \$56,370,616	65 13%	36	Marty Aftewicz	1999
7.	Upshaw Financial Associates LLC 875 Old Roswell Road, Suite F-100 Roswell, Ga. 30076 (770) 992-3034 www.upshawfinancial.com	76,287,266	412	124 \$22,886,179	288 \$53,401,086	0 0%	30	Carol Lynn Upshaw	1998
8.	Community Mortgage Services Inc. 620 Hembree Parkway, Suite 100 Roswell, Ga. 30076 (770) 410-4950 www.communitymortgage.com	75,654,963	436	280 \$48,585,600	156 \$27,069,120	19 0.4%	64.2	Brian D. McCorvey	1994
9.	F&D Advisors LLC 600 Peachtree St. N.E., Suite 1910 Atlanta, Ga. 30308 (404) 253-7600 www.fdadvisors.com	67,780,563	250	70 NA	180 NA	0 0%	28	J.D. Crowe	1997
10.	First Integrity Mortgage 4470 Chamblee-Dunwoody Road, Suite 230 Atlanta, Ga. 30066 (770) 451-7291 www.firstintegritymortgage.com	50,193,669	364	181 NA	NA 24,484,339	NA NA	NA	Tony Twine	2001
11.	HomePoint Mortgage Group 66 South 400 Center Lane Dawsonville, Ga. 30534 (706) 216-6140	48,152,556	322	NA \$23,668,227	NA NA	18 5%	49	Holly Jones	NA
12.	Stonegate Mortgage 665 U.S. 29 N. Athens, Ga. 30633 (706) 353-8988 www.stonegatemortgage.com	46,661,642	393	41 \$5,284,738	352 \$41,376,904	0 0%	0	Michelle Mason	1994
13.	Key Lending Inc. 435 Hawthorne Ave., Suite 200 Athens, Ga. 30606 (706) 316-2211 www.keylend.com	42,799,599	337	113 \$32,800,000	224 \$9,949,599	44 13%	34	Lynn A. Beale	1999
14.	Southeastern Mortgage & Financial Services Inc. 2231 Paper Chase Drive Lawrenceville, Ga. 30043 (770) 441-3453	41,446,204	269	NA NA	NA NA	NA NA	NA	Newell Edenfield	NA
15.	Capital City Mortgage Corp. 1827 Powers Ferry Road, Suite 7-200 Atlanta, Ga. 30339 (770) 980-1775 www.capcitymortgage.com	41,123,404	287	194 \$28,313,793	93 \$12,809,611	0 0%	68	Mike Ivey	1991
16.	Atlanta Mortgage Group 6650 River Crest Point Suwanee, Ga. 30024 (678) 775-6818 www.atlantamortgagegroup.com	33,056,795	255	64 \$8,125,885	191 \$24,930,910	0 0%	24	Adrian Skiles	1998
17.	All Access Mortgage Corp. 15-C Lenox Pointe, Third floor Atlanta, Ga. 30324 (678) 904-1682 www.allaccessmortgage.com	31,539,727	193	54 \$8,866,301	139 \$22,673,426	12 6%	28	Philip Davis	2001
18.	Platinum Plus Financial Services Inc. 1655 Peachtree St., Suite 820 Atlanta, Ga. 30309 (404) 917-2747 www.ppfatlanta.com	28,774,805	189	65 \$9,783,434	124 \$18,991,371	0 0%	35	Diana Martin	2001
19.	Affordable Mortgage Co. 6440 West Hamilton Park Drive, Suite F Columbus, Ga. 31909 (706) 221-4400 www.myaffordablemortgage.net	26,314,000	NA	NA NA	NA NA	NA NA	NA	Ronnie Rose	NA
20.	Truth and Lending Inc. 664 North Highland Ave. N.E. Atlanta, Ga. 30307 (770) 552-5591 www.truthandlending.com	25,390,120	188	61 \$8,455,560	127 \$16,934,560	0 0%	48	Laura Sosa-Rocha	2002
21.	Checkpoint Mortgage 3590 Cherokee St., Suite 301 Kennesaw, Ga. 30144 (770) 516-5522 www.checkpointmortgage.com	22,820,789	180	65 \$7,919,039	115 \$14,901,750	0 0%	36	Brenda Borden	1996
22.	Vanguard Home Mortgage Inc. 3235 Satellite Blvd., Building 400, Suite 300 Duluth, Ga. 30096 (770) 291-2221 www.vanguardhome.com	20,878,060	144	31 \$4,852,997	113 \$16,025,063	0 0%	21.5	Isaac Berry-Adams	2003
23.	Rhodes Financial Services 610 Ronald Reagan Drive Evans, Ga. 30809 (706) 855-0350 www.rhodesfs.com	17,000,602	137	33 \$4,221,646	104 \$12,778,956	16 12%	24	Jimmy Rhodes	1997
24.	L.W. Keith & Associates Inc. 2192 Georgia 20 Grayson, Ga. 30017 (770) 513-4400 www.lwkeith.com	16,410,500	117	40 \$5,946,900	77 \$10,463,600	0 0%	34	Lawrence W. Keith III	2001
25.	Metropolitan Mortgage 2731 Stillwater Lake Lane Marietta, Ga. 30066 (770) 971-6253	15,272,174	96	21 \$4,267,587	75 \$11,004,587	0 0%	28	Randall Schlanger	1990

* Includes originated mortgages, purchases, refinances and equity loans. It does not include commercial loans. All figures refer to residential loans made in the state of Georgia and secured by Georgia residential real estate. Information is only for loans the company originated and closed between Jan. 1, 2003, and Dec. 31, 2003.
NA - Not available or not applicable

SOURCE: Georgia Association of Mortgage Brokers

It is not the intent of this list to endorse the participants or to imply that the size of a company indicates its quality. Although every attempt is made to ensure the accuracy and thoroughness of Atlanta Business Chronicle charts, omissions sometimes occur. All information listed is based on responses from the brokers to a Georgia Association of Mortgage Brokers survey. Please send corrections or additions on company letterhead to Rachael Slotin, Research Associate, Atlanta Business Chronicle, 1801 Peachtree St., Suite 150, Atlanta, Ga. 30309, or e-mail rslotin@bizjournals.com.