

# GEORGIA ASSOCIATION OF MORTGAGE BROKERS "TOP GUNS"

## TOP 25 RESIDENTIAL MORTGAGE BROKERS

Ranked by the total dollar value of residential loans in Georgia

Rank	Broker company name	Total dollar value of residential loans in Georgia*	Total number of loans closed in Georgia	No. of loans in Georgia for purchase lending / Value of loans in Georgia for purchase lending	No. of loans in Georgia for nonpurchase lending / Value of loans in Georgia for nonpurchase lending	Number of loans in Georgia that were FHA or VA / % of loans in Georgia that were FHA or VA	% of loans in Georgia that were purchases	Total dollar value of residential loans outside of Georgia	Owner/manager in Georgia	Year est. in Georgia
1.	<b>Ace Mortgage Funding LLC<sup>^</sup></b> 260 Peachtree St., Suite 700 (404) 604-2400 Atlanta, Ga. 30303 www.acerfi.com/atlanta	\$322,244,096	2,109	102 \$16,626,000	2,007 \$321,120,000	0 0%	0%	\$0	Vaughn A. Showell	2005
2.	<b>Metro Brokers Financial Inc.<sup>^</sup></b> 5775-D Glenridge Drive, Suite 200 Atlanta, Ga. 30328 (404) 847-2525 www.metrobrokers.com	\$262,338,050	1,988	1,760 \$227,768,300	228 \$34,569,750	421 20%	89%	\$0	Judy Jones	1988
3.	<b>Citizens Fidelity Mortgage Corp.</b> 1000 Johnson Ferry Road, Suite F-150 Marietta, Ga. 30068 (770) 971-9106 www.citizensfidelity.com	\$112,241,761	724	404 \$58,818,888	320 \$53,422,873	126 17%	56%	\$17,151,774	John T. Gibson	1992
4.	<b>Neighborhood Mortgage Inc.</b> 1835 Lockway Drive, Suite 306 (678) 990-8600 Alpharetta, Ga. 30004 www.nloans.net	\$101,533,683	611	392 \$60,013,981	219 \$41,539,702	19 less than 1%	64%	\$10,676,105	John Norwood	2001
5.	<b>Lincoln Capital Advisors LLC</b> 2755 Old Milton Parkway, Suite A Alpharetta, Ga. 30004 (678) 527-1150 www.lincolncapitaladvisors.com	\$89,216,602	425	340 \$63,912,400	85 \$25,304,202	0 0%	0%	\$11,285,733	Pearce Spurlin	2004
6.	<b>Home Town Mortgage Inc.</b> 11855 Haynes Bridge Road (770) 475-6161 Alpharetta, Ga. 30004 www.hometownmoney.com	\$85,223,243	407	336 \$65,951,379	71 \$19,271,864	2 less than 1%	100%	\$1,448,000	Steven P. Beecham	1997
7.	<b>Maxim Home Loan</b> 4535 Winters Chapel Road (770) 458-3911 Doraville, Ga. 30360 www.maximhomeloan.com	\$77,852,860	534	421 \$62,011,110	113 \$15,841,750	0 0%	79%	\$23,055,825	Ken Kee	1997
8.	<b>Five Star Mortgage LLC</b> 2280 Satellite Boulevard Duluth, Ga. 30097 (770) 495-3608 www.mortgagesaroundatlanta.com	\$72,197,031	500	450 \$64,977,328	50 \$7,219,703	0 0%	90%	\$72,197,031	Sandra Dunn	1999
9.	<b>Canton Street Mortgage</b> 1116 Canton St. Roswell, Ga. 30075 (770) 643-7855 www.cantonstreetmortgage.com	\$63,273,838	414	247 \$39,098,582	167 \$24,175,256	0 0%	60%	\$5,252,600	Jan Wagner	2001
10.	<b>Capital City Mortgage Corp.</b> 1827 Powers Ferry Road, Suite 7-200 Atlanta, Ga. 30339 (770) 980-1775 www.capcitymortgage.com	\$62,218,363	305	225 \$49,774,691	80 \$12,443,672	0 0%	80%	\$1,702,000	Mike Ivey	1990
11.	<b>Stonegate Mortgage<sup>^</sup></b> 665 U.S. 29 N. (706) 353-8988 Athens, Ga. 30601 www.stonegatemortgage.com	\$58,157,567	441	294 \$34,504,807	147 \$23,652,760	178 40%	67%	\$0	Michelle Mason	1994
12.	<b>Truth and Lending Inc.</b> 664 North Highland Ave. (404) 817-3526 Atlanta, Ga. 30306 www.truthandlending.com	\$57,436,642	330	208 \$35,510,852	122 \$21,925,790	0 0%	63%	\$0	Laura Sosa-Rocha	2001
13.	<b>Family Mortgage of Georgia</b> 1640 Powers Ferry Road, Building 4, Suite 300 Marietta, Ga. 30067 (678) 483-3300 www.familyga.com	\$56,431,883	308	95 NA	77 NA	0 0%	55%	\$0	Scott Evans	1999
14.	<b>TriStone Financial LLC<sup>^</sup></b> 500 Sugar Mill Road, Suite 250-A Atlanta, Ga. 30350 (678) 336-5050 www.tristonefinancial.com	\$51,557,957	320	254 \$37,378,057	66 \$14,179,900	0 0%	73%	\$3,210,150	Steve Kilinski	2005
15.	<b>First PrimSouth Mortgage Corp.</b> 3207 South Cherokee Lane, Suite 410 Woodstock, Ga. 30188 (678) 841-1100 www.primsouthmortgage.com	\$45,850,522	299	187 \$25,594,116	112 \$20,256,406	21 7%	63%	\$0	Laurence F. Delbridge II	1996
16.	<b>Upshaw Lending Professionals LLC</b> 875 Old Roswell Road, Suite F-100 Roswell, Ga. 30076 (404) 392-6578 www.upshawlendingprofessionals.com	\$44,492,911	224	163 \$30,034,220	61 \$14,458,691	0 0%	73%	\$9,276,504	Carol Lynn Upshaw	1998
17.	<b>Silverton Mortgage Specialists Inc.<sup>^</sup></b> 814 Juniper St., Suite G (404) 815-0291 Atlanta, Ga. 30308 www.silvertonmortgage.com	\$44,236,775	326	246 \$32,644,155	80 \$11,592,620	6 2%	75%	\$4,598,624	Joshua K. Moffitt	1998
18.	<b>F&amp;D Advisors LLC</b> 600 Peachtree St. N.E., Suite 1910 Atlanta, Ga. 30308 (404) 253-7600 www.fdadvisors.com	\$37,327,045	159	99 NA	60 NA	0 0%	62%	\$11,919,708	J.D. Crowe	1998
19.	<b>Hurst Jacobs &amp; Davis</b> 101 Marietta St., Suite 3650 (678) 904-1682 Atlanta, Ga. 30303 www.hurstjacobsdavis.com	\$36,587,173	223	156 \$25,611,000	87 \$10,976,173	NA NA	NA	NA	Philip V. Davis	2000
20.	<b>Atlanta Mortgage Group Inc.</b> 6650 River Crest Parkway, Suite B Suwanee, Ga. 30024 (678) 775-6818 www.atlantamortgagegroup.com	\$30,426,061	215	114 \$16,518,180	101 \$13,907,881	0 0%	83%	\$6,242,407	Adrian Skiles	1997
21.	<b>Premier Lending Corp.<sup>^</sup></b> 3955 Marconi Drive, Suite 202 (770) 619-9000 Alpharetta, Ga. 30005 www.epremierlending.com	\$30,132,697	213	152 \$20,321,928	61 \$9,810,769	10 4%	71%	\$23,795,539	David Cutter	2004
22.	<b>HomePoint Mortgage Group</b> 133 Prominence Court, Suite 240 Dawsonville, Ga. 30534 (706) 216-6140 www.homepointmtg.com	\$27,483,000	190	136 \$19,074,000	54 \$8,409,000	0 0%	72%	\$0	Holly Jones	2000
23.	<b>Southeastern Mortgage &amp; Financial Services Inc.</b> 4320 Suwanee Dam Road, Building D, Suite 1600 Suwanee, Ga. 30024 (770) 441-3453 www.southeastern-mortgage.com	\$27,290,535	152	NA NA	NA NA	0 0%	NA	\$0	Newell Edenfield	1990
24.	<b>Southern Mortgage Brokers Inc.</b> 400 Galleria Parkway, Suite 1500 Atlanta, Ga. 30339 (770) 435-8840 www.smbhomeloans.com	\$27,116,281	91	35 \$11,360,750	56 \$15,755,531	0 0%	100%	\$8,486,110	Michael Paul Schouest	1998
25.	<b>Innovative Mortgage Solutions LLC</b> 6575 Peachtree Industrial Blvd., Suite 200 Norcross, Ga. 30092 (770) 466-3562 www.imsmortgage.com	\$26,631,018	181	NA NA	NA NA	NA NA	NA	NA	Robert Bregitzer	1999

\* Includes originated mortgages, purchases, refinances and equity loans. It does not include commercial loans. In order to qualify for this list, a company must have an owner or manager that was a Georgia Association of Mortgage Brokers (GAMB) member in 2006; the company must fit the definition of a mortgage broker as defined by GAMB's Bylaws, which state that a mortgage broker "is licensed as a mortgage broker or is in the profession of making or negotiating the origination, placement or sale of a lien secured by real property; the residential loans must have been originated in the state of Georgia and secured by Georgia real estate from Jan. 1, 2006, to Dec. 31, 2006.

<sup>^</sup> Company submitted a statement of verification supporting figures.

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 Giannina Smith, Research Associate, Atlanta Business Chronicle, 3423 Piedmont Road, Suite 400, Atlanta, Ga. 30305, or e-mail gianninasmith@bizjournals.com.