

**T H E L I S T**

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# HOME MORTGAGE LENDERS

RANKED BY 2016 METRO-AREA LOAN VOLUME

	Name/Prior/URL	Address/Phone	2016 metro-area loan volume	Number of metro-area mortgages <sup>1</sup>	Number of fixed-rate mortgages	Number of adjustable-rate mortgages	Top local executive
<b>1</b>	<b>Wells Fargo &amp; Co.</b> <sup>①</sup> wellsfargo.com	1753 Pinnacle Dr. McLean, VA 22102 703-760-5350	\$9.63 billion	22,944	NA	NA	Mike Golden, Regional president
<b>2</b>	<b>SunTrust Mortgage Inc.</b> <sup>②</sup> suntrust.com/mortgage	1445 Research Blvd. Rockville, MD 20850 877-907-1020	\$3.02 billion	6,941	NA	NA	Jace Stirling, SVP/Greater Washington-Maryland division manager jace.stirling@suntrust.com
<b>3</b>	<b>George Mason Mortgage LLC</b> <sup>③</sup> gmmlc.com	4100 Monument Corner Dr., #100 Fairfax, VA 22030 703-273-2600	\$2.49 billion	6,286	6,074	212	Bob Brower, President/CEO
<b>4</b>	<b>Navy Federal Credit Union</b> <sup>④</sup> navyfederal.org	820 Follin Ln. Vienna, VA 22180 888-842-6328	\$2.19 billion	NA	NA	NA	Cutler Dawson, President/CEO
<b>5</b>	<b>First Savings Mortgage Corp.</b> <sup>⑤</sup> firstsavingsmortgage.com	8444 Westpark Dr., 4th Fl. McLean, VA 22102 703-883-9010	\$1.84 billion	3,934	3,605	329	Larry Pratt, Chairman/CEO lpratt@firstsavings.com David Alden, President/COO dalden@firstsavings.com
<b>6</b>	<b>McLean Mortgage Corp.</b> <sup>⑨</sup> mcleanmortgage.com	11325 Random Hills Rd., #400 Fairfax, VA 22030 866-670-2018	\$1.69 billion	4,760	4,617	143	Pat Peavley, CEO ppeavley@mcleanmortgage.com James Nader, COO
<b>7</b>	<b>Prosperity Home Mortgage LLC</b> <sup>⑦</sup> phmls.com	14501 George Carter Way, #300 Chantilly, VA 20151 877-275-1762	\$1.43 billion	3,572	3,507	65	Tim Wilson, President tim.wilson@phmls.com Randal Krout, SVP
<b>8</b>	<b>MVB Mortgage</b> <sup>⑪</sup> mvbmortgage.com	4035 Ridge Top Rd., #100 Fairfax, VA 22030 571-266-6500	\$1.17 billion	2,784	NA	NA	Ed Dean, CEO Peter Cameron, President
<b>9</b>	<b>BB&amp;T</b> <sup>⑥</sup> bbt.com	1909 K St. NW, 2nd Fl. Washington, DC 20006 301-493-8917	\$1.14 billion	2,097	1,750	182	Dan Waetjen, Regional president Patricia Widerman, Group mortgage manager
<b>10</b>	<b>Atlantic Coast Mortgage LLC</b> <sup>⑩</sup> acmlc.com	4100 Monument Corner Dr., #300 Fairfax, VA 22030 571-366-4547	\$1.12 billion	2,853	2,771	82	Timur Tunador, President/CEO timur@acmlc.com
<b>11</b>	<b>Intercoastal Mortgage Co.</b> <sup>⊛</sup> icmtg.com	4100 Monument Corner Dr., #220 Fairfax, VA 22030 703-449-6800	\$1.04 billion	2,420	2,313	107	Tom Pyne, President/COO tomp@icmtg.com
<b>12</b>	<b>First Heritage Mortgage LLC</b> <sup>⑭</sup> fhmtg.com	3201 Jermantown Rd., #800 Fairfax, VA 22030 703-352-0721	\$772.16 million	1,916	1,847	69	Alex Wish, President
<b>13</b>	<b>Eagle Bancorp Inc.</b> <sup>⑫</sup> eaglebankcorp.com	7830 Old Georgetown Rd. Bethesda, MD 20814 301-986-1800	\$769.67 million	1,629	1,472	157	Ronald Paul, Chairman/CEO
<b>14</b>	<b>WashingtonFirst Mortgage</b> <sup>⑮</sup> washingtonfirstmortgage.com	12700 Fair Lakes Cir., 4th Fl. Fairfax, VA 22033 703-564-9100	\$752 million	1,900	1,848	52	Michael Rebibo, President
<b>15</b>	<b>Apex Home Loans Inc.</b> <sup>⑯</sup> apexhomeloans.com	3204 Tower Oaks Blvd., #400 Rockville, MD 20852 301-610-9600	\$683.79 million	1,963	1,845	118	Craig Strent, CEO craig@apexhomeloans.com
<b>16</b>	<b>FitzGerald Financial Group</b> <sup>2</sup> <sup>⊛</sup> fitzgeraldfinancial.net	600 Jefferson Plz., #400 Rockville, MD 20852 888-251-0080	\$626.52 million	1,897	NA	NA	Daniel FitzGerald, EVP/mortgage regional manager
<b>17</b>	<b>PenFed Credit Union</b> <sup>3</sup> <sup>⑬</sup> penfed.org	7940 Jones Branch Dr. Tysons, VA 22102 800-247-5626	\$569.69 million	1,337	757	580	James Schenck, CEO
<b>18</b>	<b>Northwest Federal Credit Union</b> <sup>⑰</sup> nwfcu.org	200 Spring St. Herndon, VA 20170 703-709-8900	\$332.39 million	1,100	1,013	87	Chris McDonald, President/CEO
<b>19</b>	<b>Fairway Independent Mortgage Corp.</b> <sup>⑳</sup> fairwayva.com	7001 Heritage Village Plz., #250 Gainesville, VA 20155 571-261-3462	\$332.17 million	1,079	1,069	10	Justin Exner, Area manager jexner@fairwaymc.com
<b>20</b>	<b>Sandy Spring Bancorp Inc.</b> <sup>⑱</sup> sandspringbank.com	17801 Georgia Ave. Olney, MD 20832 301-774-6400	\$324.11 million	744	529	215	Daniel Schriber, President/CEO
<b>21</b>	<b>United Bank</b> <sup>4</sup> <sup>⑲</sup> bankwithunited.com	2071 Chain Bridge Rd., #600 Vienna, VA 22182 703-442-7118	\$269.33 million	887	258	629	Rick Adams, President
<b>22</b>	<b>M&amp;T Bank</b> <sup>㉑</sup> mtb.com	1 Research Ct., #400 Rockville, MD 20850 240-632-7975	\$234.49 million	649	599	50	Peter Black, President, Greater Washington and Northern Virginia
<b>23</b>	<b>Access National Mortgage</b> <sup>5</sup> <sup>㉒</sup> accessnational.com	1800 Robert Fulton Dr., #350 Reston, VA 20191 703-871-1300	\$138.42 million	347	333	14	Dean Hackemer, President John French, SVP, production jfrench@accessnational.com
<b>24</b>	<b>Burke &amp; Herbert Bank</b> <sup>㉔</sup> burkeandherbertbank.com	100 S. Fairfax St. Alexandria, VA 22314 703-684-1655	\$105 million	217	152	65	Hunt Burke, Chairman/CEO hburke@burkeandherbertbank.com W. Scott McSween, President/COO Matt Saros, Consumer mortgage lending director msaros@burkeandherbertbank.com
<b>25</b>	<b>BMIC Mortgage Inc.</b> <sup>㉕</sup> bmicmortgage.com	5640 Nicholson Ln., #210 Rockville, MD 20852 301-231-5770	\$79.86 million	201	176	25	Gary Schiller, President Amy Goldstein, Senior loan officer amy@bmicmortgage.com

<sup>1</sup> May include more types of mortgages than traditional fixed-rate or adjustable-rate, such as stock-ensured, home equity loans or lines of credit

<sup>2</sup> A division of TowneBank Mortgage

<sup>3</sup> Acquired Woodbridge-based Belvoir Federal Credit Union, Georgia-based Fort Gordon and Community Credit Union, and NAVFAC Federal Credit Union of Honolulu in 2016.

<sup>4</sup> United Bankshares Inc. acquired Bank of Georgetown in 2016, and will acquire Cardinal Financial Corp. by mid-2017.

<sup>5</sup> Access National Corp. merged with Middleburg Financial Corp. in April 2017.

NOTES: \* - New to The List; NA - Not available or not applicable Source: The companies