



# Largest Home Mortgage Lenders in Greater D.C.

Ranked by 2020 metro-area loan volume

Locally Researched by: Carolyn M. Proctor, Washington Business Journal

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Staff *Washington Business Journal*

Source: The companies

Rank	Company	2020 metro-area loan volume	Number of metro-area mortgages	Number of fixed-rate mortgages	Number of adjustable-rate mortgages	Top local executive
1	<b>Wells Fargo &amp; Co.</b> 1300 Eye St. NW 12th Fl. Washington, DC 20005 202-414-3444 wellsfargo.com	5387980000	13992	NA	NA	John Allen, President, D.C. region Shane McLaughlin, President, Northern Virginia region Matt Fox, Mortgage retail market manager
2	<b>Intercoastal Mortgage LLC</b> 4100 Monument Corner Dr. #220 Fairfax, VA 22030 703-449-6800 icmtg.com	4649195843	9959	9959	0.0	Ed Dean, CEO Peter Cameron, President
3	<b>First Savings Mortgage Corp.</b> 8444 Westpark Dr. 4th Fl. McLean, VA 22102 703-883-9010 firstsavingsmortgage.com	4328692648	8667	8300	367	Larry Pratt, Chairman/CEO lpratt@firstsavings.com David Alden, President/COO dalden@firstsavings.com
4	<b>McLean Mortgage Corp.</b> 11325 Random Hills Rd. #400 Fairfax, VA 22030 866-670-2018 mcleanmortgage.com	3864315544	7547	7462	85	James Nader, President/CEO jnader@mcleanmortgage.com
5	<b>Atlantic Coast Mortgage LLC</b> 4097 Monument Corner Dr. 6th Fl. Fairfax, VA 22030 703-592-6235 acmlc.com	3627761409	8858	8762	96	Timur Tunador, CEO timur@acmlc.com
6	<b>George Mason Mortgage LLC</b> 4100 Monument Corner Dr. #100 Fairfax, VA 22030 703-273-2600 gmmlc.com	3290243297	7239	15011	485	Bill Landon, CEO
7	<b>Navy Federal Credit Union</b> 820 Follin Ln. SE Vienna, VA 22180 888-842-6328 navyfederal.org	2901405197.13	6817	6398	419	Mary McDuffie, President/CEO Dietrich Kuhlmann, Chief real estate lending officer

8	Caliber Home Loans Inc. 6720-B Rockledge Dr. #500 Bethesda, MD 20817 240-855-0815 caliberhomeloans.com	2776754245	5943	NA	NA	Jim Foley, Regional VP
9	Prosperity Home Mortgage LLC 14501 George Carter Way #300 Chantilly, VA 20151 877-275-1762 phmloans.com	2680000000	5781	5760	21	Tim Wilson, President/CEO tim.wilson@phmloans.com Justin Messer, COO justin.messer@phmloans.com
10	First Heritage Mortgage LLC 3201 Jermantown Rd. #800 Fairfax, VA 22030 703-352-0721 fhmtg.com	1958157462	4605	4500	105	Alex Wish, CEO
11	Presidential Bank 4600 East-West Hwy. Bethesda, MD 20814 301-652-1616 presidential.com	1765368290	4904	4898	6.0	A. Bruce Cleveland, President/CEO Michael Carr, EVP, mortgage lending
12	Fairway Independent Mortgage Corp. 7001 Heritage Village Plz. #250 Gainesville, VA 20155 571-261-3462 fairwayva.com	1484707987	3364	3350	14	Justin Exner, Area manager jexner@fairwaymc.com
13	Eagle Bancorp Inc. 7830 Old Georgetown Rd. Bethesda, MD 20814 301-986-1800 eaglebankcorp.com	1181083101	2734	2651	83	Susan Riel, President/CEO Roshan Alavi, SVP/residential lending manager ralavi@eaglebankcorp.com
14	M&T Bank 7799 Leesburg Pike #600 Falls Church, VA 22043 703-748-3734 mtb.com	584792952.23	1184	1127	57	Cecilia Hodges, President, Greater Washington and Northern Virginia chodges@mtb.com
15	Northwest Federal Credit Union 200 Spring St. Herndon, VA 20170 703-709-8900 nwfcu.org	450984427	1204	1122	82	Jeff Bentley, President/CEO
16	Apex Home Loans Inc. 2400 Research Blvd. #400 Rockville, MD 20850 301-610-9600 apexhomeloans.com	438036786	949	945	4.0	Craig Strent, CEO craig@apexhomeloans.com
17	Fulton Financial Corp. 625 Elden St. Herndon, VA 20170 703-318-1815 fultonbank.com	269822563	503	406	97	Michael Paulson, Northern Virginia regional president
18	First Meridian Mortgage Corp. 8305 Richmond Hwy. #12A Alexandria, VA 22309	185225999	426	426	0.0	Kevin Retcher, President/CEO kevin@firstmeridianmortgage.com

19	<b>The National Capital Bank of Washington</b> 316 Pennsylvania Ave. SE Washington, DC 20003 202-546-8000 nationalcapitalbank.com	47272987	85	29	56	Chris Reddick, VP/mortgage sales director creddick@ncbwash.com William DuBose, VP/mortgage loan officer bdubose@ncbwash.com
20	<b>Industrial Bank</b> 4812 Georgia Ave. NW Washington, DC 20011 202-722-2000 www.industrial-bank.com	29000000	94	94	0.0	B. Doyle Mitchell Jr., President/CEO