

LISTS > REAL ESTATE AND CONSTRUCTION [← SUBSCRIBER CONTENT](#)

# Largest Home Mortgage Lenders in Greater D.C.

Ranked by 2017 metro-area loan volume

Locally Researched by: Carolyn M. Proctor, Washington Business Journal  
Apr 06, 2018, 6:00am EDT

Source: The companies

INDUSTRY [Commercial Real Estate](#)

Rank	Company	2017 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
1	<b>Wells Fargo &amp; Co.</b> 1753 Pinnacle Dr. McLean, VA 22102 301-907-2096 wellsfargo.com	\$7.44 billion	16,940	NA	NA	John Allen, President, D.C. region Shane McLaughlin, President, Northern Virginia region John Jones, Mortgage retail market manager
2	<b>SunTrust Mortgage Inc.</b> 1445 Research Blvd. Rockville, MD 20850 877-907-1020 suntrust.com	\$2.45 billion	5,570	NA	NA	Jace Stirling, Greater Washington-Maryland division executive jace.stirling@suntrust.com
3	<b>Navy Federal Credit Union</b> 820 Follin Ln. Vienna, VA 22180 888-842-6328 navyfederal.org	\$1.91 billion	6,599	6,109	490	Cutler Dawson, President/CEO Eric Assiamah-Damti, Mortgage loan officer eric_assiamah-damti@navyfederal.org
4	<b>George Mason Mortgage LLC</b> 4100 Monument Corner Dr. #100 Fairfax, VA 22030 703-273-2600 gmmllc.com	\$1.67 billion	4,034	3,816	218	Bill Landon, CEO
5	<b>First Savings Mortgage Corp.</b> 8444 Westpark Dr. 4th Fl. McLean, VA 22102 703-883-9010 firstsavingsmortgage.com	\$1.56 billion	3,181	2,892	289	Larry Pratt, Chairman/CEO lpratt@firstsavings.com David Alden, President/COO dalden@firstsavings.com
6	<b>McLean Mortgage Corp.</b> 11325 Random Hills Rd. #400 Fairfax, VA 22030 866-670-2018 mcleanmortgage.com	\$1.43 billion	3,849	3,656	193	Pat Peavley, CEO ppeavley@mcleanmortgage.com James Nader, COO
7	<b>Prosperity Home Mortgage LLC</b> 14501 George Carter Way #300 Chantilly, VA 20151 877-275-1782 phmloans.com	\$1.29 billion	3,219	3,087	132	Tim Wilson, President tim.wilson@phmloans.com Randal Krout, SVP
8	<b>First Home Mortgage Corp.</b> 8401 Connecticut Ave. #1100 Chevy Chase, MD 20815 301-656-4388 firsthome.com	\$1.13 billion	2,914	2,847	62	David Waters, CEO
9	<b>Atlantic Coast Mortgage LLC</b> 4097 Monument Corner Dr. 6th Fl. Fairfax, VA 22030 703-592-6235 acmllc.com	\$1.05 billion	2,735	2,668	NA	Timur Tunador, President/CEO timur@acmllc.com

<b>10</b>	<b>MVB Mortgage</b> 11325 Ransom Hills Rd. #600 Fairfax, VA 22030 571-266-6500 mvbmortgage.com	\$1.04 billion	2,410	1,841	233	Ed Dean, CEO Peter Cameron, President
<b>11</b>	<b>BB&amp;T</b> 1909 K St. NW 2nd Fl. Washington, DC 20006 301-493-8917 bbt.com	\$853.79 million	1,052	869,000	82	Jodie Hughes, Regional president Patricia Widerman, Group mortgage manager
<b>12</b>	<b>Intercoastal Mortgage Co.</b> 4100 Monument Corner Dr. #220 Fairfax, VA 22030 703-449-6800 icmtg.com	\$853.49 million	1,953	1,830	123	Tom Pyne, President/COO tomp@icmtg.com
<b>13</b>	<b>Presidential Bank</b> 4600 East-West Hwy. Bethesda, MD 20814 301-652-1616 presidential.com	\$843.98 million	2,984	NA	NA	A. Bruce Cleveland, President/CEO John Schoemer, EVP, mortgage lending jschoemer@presidential.com
<b>14</b>	<b>Sandy Spring Bancorp Inc.</b> <sup>3</sup> 17801 Georgia Ave. Olney, MD 20832 800-399-5919 sandysspringbank.com	\$820.21 million <sup>2</sup>	1,789 <sup>2</sup>	1,473 <sup>2</sup>	837 <sup>2</sup>	Daniel Schrider, President/CEO
<b>15</b>	<b>First Heritage Mortgage LLC</b> 3201 Jermantown Rd. #800 Fairfax, VA 22030 703-352-0721 fhmtg.com	\$678.45 million	1,716	1,663	53	Alex Wish, President
<b>16</b>	<b>Fairway Independent Mortgage Corp.</b> 7001 Heritage Village Plz. #250 Gainesville, VA 20155 571-261-3462 fairwayva.com	\$651.16 million	1,937	1,893	44	Justin Exner, Area manager jexner@fairwaymc.com
<b>17</b>	<b>Eagle Bancorp Inc.</b> 7830 Old Georgetown Rd. Bethesda, MD 20814 301-986-1800 eaglebankcorp.com	\$538.53 million	1,147	1,030	117	Ronald Paul, Chairman/CEO Mark Deitz, SVP/area sales manager mdeitz@eaglebankcorp.com
<b>18</b>	<b>PenFed Credit Union</b> 7940 Jones Branch Dr. McLean, VA 22102 800-247-5626 penfed.org	\$523.37 million	1,139	628	511	James Schenck, President/CEO
<b>19</b>	<b>FitzGerald Financial Group</b> <sup>4</sup> 600 Jefferson Plz. #400 Rockville, MD 20852 888-251-0080 fitzgeraldfinancial.net	\$361.22 million	1,058	NA	NA	Daniel FitzGerald, EVP/mortgage regional manager
<b>20</b>	<b>Apex Home Loans Inc.</b> 3204 Tower Oaks Blvd. #400 Rockville, MD 20852 301-610-9600 apexhomeloans.com	\$300.72 million	747	719	28	Craig Strent, CEO craig@apexhomeloans.com
<b>21</b>	<b>Northwest Federal Credit Union</b> 200 Spring St. Herndon, VA 20170 703-709-8900 nwfcu.org	\$272.85 million	823	733	90	Jeff Bentley, President/CEO
<b>22</b>	<b>M&amp;T Bank</b> 1 Research Ct. #400 Rockville, MD 20850 240-632-7975 mtb.com	\$245.73 million	677	607	70	Peter Black, President, Greater Washington and Northern Virginia pblack@mtb.com Dave Skaff, Regional manager, mortgage lending dskaff@mtb.com
<b>23</b>	<b>Empire Financial Services Inc.</b> 15200 Shady Grove Rd. #310 Rockville, MD 20850 240-499-3211 empirefs.com	\$217.55 million	623	600	23	Luis Farago III, President/CEO lfarago@empirefs.com
<b>24</b>	<b>Access National Mortgage</b> <sup>5</sup> 1800 Robert Fulton Dr. #350 Reston, VA 20191 703-871-1300 accessnational.com	\$115.84 million	294	286	8	Dean Hackemer, President

<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> Includes WashingtonFirst

<sup>3</sup> Acquired WashingtonFirst Bankshares for \$489 million in stock in January 2018

<sup>4</sup> A division of TowneBank Mortgage

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