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Largest Home Mortgage Lenders in Greater D.C.

Ranked by 2018 metro-area loan volume

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

INDUSTRY [Commercial Real Estate](#)

Rank	Company	2018 Metro-Area Loan Volume	Number Of Metro-Area Mortgages ¹	Number Of Fixed-Rate Mortgages	Number Of Adjustable-Rate Mortgages	Top Local Executive
1	Wells Fargo & Co. 1753 Pinnacle Dr. 3rd Fl. McLean, VA 22102 703-760-5350 wellsfargo.com	\$6.47 billion	15,018	NA	NA	John Allen, President, D.C. region Shane McLaughlin, President, Northern Virginia region John Jones, Mortgage retail market manager
2	Navy Federal Credit Union 820 Follin Ln. Vienna, VA 22180 888-842-6328 navyfederal.org	\$3.50 billion	10,700	9,600	1,100	Eric Assiamah-Damti, eric_assiamah-damti@navyfederal.org Paige Given, paige_given@navyfederal.org Thomas Ryan, Mortgage loan officers thomas_ryan@navyfederal.org
3	SunTrust Mortgage, a division of SunTrust Bank 1445 Research Blvd. Rockville, MD 20850 877-907-1020 suntrust.com	\$1.97 billion	4,197	NA	NA	Jace Stirling, Greater Washington-Maryland division executive jace.stirling@suntrust.com
4	McLean Mortgage Corp. 11325 Random Hills Rd. #400 Fairfax, VA 22030 866-670-2018 mcleanmortgage.com	\$1.47 billion	3,910	3,822	88	James Nader, President/CEO jnader@mcleanmortgage.com
5	First Savings Mortgage Corp. 8444 Westpark Dr. 4th Fl. McLean, VA 22102 703-883-9010 firstsavingsmortgage.com	\$1.44 billion	2,887	2,658	229	Larry Pratt, Chairman/CEO lpratt@firstsavings.com David Alden, President/COO dalden@firstsavings.com
	See full profile					
6	George Mason Mortgage LLC 4100 Monument Corner Dr. #100 Fairfax, VA 22030 703-273-2600 gmmlc.com	\$1.26 billion	2,770	2,196	574	Bill Landon, CEO
	See full profile					
7	Prosperity Home Mortgage LLC 14501 George Carter Way #300 Chantilly, VA 20151 877-275-1762 phmls.com	\$1.22 billion	2,949	2,885	64	Tim Wilson, President tim.wilson@phmls.com Randal Krout, SVP
	See full profile					
8	Atlantic Coast Mortgage LLC 4097 Monument Corner Dr. 6th Fl. Fairfax, VA 22030 703-592-6235 aomllc.com	\$1.18 billion	3,183	3,119	64	Timur Tunador, CEO timur@acmllc.com
	See full profile					
9	MVB Mortgage 11325 Random Hills Rd. #600 Fairfax, VA 22030 571-266-6500 mvbmortgage.com	\$869.60 million	1,836	NA	NA	Ed Dean, CEO Peter Cameron, President
10	Intercoastal Mortgage Co. 4100 Monument Corner Dr. #220 Fairfax, VA 22030 703-449-6800 iomtg.com	\$868.57 million	2,006	1,907	98	Tom Pyne, President/COO tomp@iomtg.com

11	Sandy Spring Bancorp Inc. 17801 Georgia Ave. Olney, MD 20832 800-399-5919 sandysspringbank.com See full profile	\$665.47 million	1,501	1,229	272	Daniel Schrider, President/CEO
12	Presidential Bank 4600 East-West Hwy. Bethesda, MD 20814 301-652-1616 presidential.com	\$617.57 million	1,915	NA	NA	A. Bruce Cleveland, President/CEO John Schoemer EVP, mortgage lending jschoemer@presidential.com
13	First Heritage Mortgage LLC 3201 Jermantown Rd. #800 Fairfax, VA 22030 703-352-0721 fhmtg.com See full profile	\$575.53 million	1,373	1,162	211	Alex Wish, President
14	Apex Home Loans Inc. 3204 Tower Oaks Blvd. #400 Rockville, MD 20852 301-610-9600 apexhome loans.com See full profile	\$397.74 million	1,126	1,041	85	Craig Strent, CEO craig@apexhome loans.com
15	Eagle Bancorp Inc. 7830 Old Georgetown Rd. Bethesda, MD 20814 301-986-1800 eaglebankcorp.com See full profile	\$361.28 million	766	667	99	Susan Riel, Interim president/CEO Roshan Alavi, SVP/residential lending manager ralavi@eaglebankcorp.com
16	Fairway Independent Mortgage Corp. 7001 Heritage Village Plz. #250 Gainesville, VA 20155 571-261-3462 fairwayva.com	\$339.69 million	1,099	1,085	14	Justin Exner, Area manager jexner@fairwaymo.com
17	Northwest Federal Credit Union 200 Spring St. Herndon, VA 20170 703-709-8900 nwfcu.org	\$213.99 million	576	487	89	Jeff Bentley, President/CEO
18	M&T Bank 1 Research Ct. #400 Rockville, MD 20850 240-632-7975 mtb.com	\$184.22 million	481	406	75	Cecilia Hodges, President, Greater Washington and Northern Virginia chodges@mtb.com Dave Skaff, Regional manager, mortgage lending dskaff@mtb.com
19	Burke & Herbert Bank 100 S. Fairfax St. Alexandria, VA 22314 703-684-1655 burkeandherbertbank.com See full profile	\$85.57 million	139	64	75	Ahmed Hachim, Mortgage loan officer ahachim@burkeandherbertbank.com Nancy Espeland, Mortgage loan officer nеспeland@burkeandherbertbank.com Tracy Bray, Mortgage loan officer tbray@burkeandherbertbank.com
20	BMIC Mortgage Inc. 5640 Nicholson Ln. #210 Rockville, MD 20852 301-231-5770 bmicmortgage.com See full profile	\$68.99 million	153	102	51	Gary Schiller, President Amy Goldstein, Senior loan officer amy@bmicmortgage.com
21	The National Capital Bank of Washington 316 Pennsylvania Ave. SE Washington, DC 20003 202-546-8000 nationalcapitalbank.com See full profile	\$23.42 million	70	7	63	Chris Reddick, VP/mortgage sales director creddick@ncbwash.com William DuBose, VP/mortgage loan officer bdubose@ncbwash.com Keith Howard, Banking officer/mortgage loan officer khoward@ncbwash.com
22	Industrial Bank 4812 Georgia Ave. NW Washington, DC 20011 202-722-2000 industrial-bank.com See full profile	\$15.65 million	53	53	0	B. Doyle Mitchell Jr., President/CEO

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