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# Largest Home Mortgage Lenders in Greater D.C.

Ranked by 2019 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	2019 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> 1300 Eye St. NW 12th Fl. Washington, DC 20005 202-414-3444 <a href="http://wellsfargo.com">wellsfargo.com</a>	\$8.20 billion	17,284	15,696	1,588	John Allen, President, D.C. region Shane McLaughlin, President, Northern Virginia region Matt Fox, Mortgage retail market manager
2	<b>Caliber Home Loans Inc.</b> 6720-B Rockledge Dr. #500 Bethesda, MD 20817 240-855-0815 <a href="http://caliberhomeloans.com">caliberhomeloans.com</a>	\$2.23 billion	5,797	NA	NA	Jim Foley, Regional VP
3	<b>First Savings Mortgage Corp.</b> 8444 Westpark Dr. 4th Fl. McLean, VA 22102 703-883-9010 <a href="http://firstsavingsmortgage.com">firstsavingsmortgage.com</a>	\$2.02 billion	3,947	3,596	351	Larry Pratt, Chairman/CEO <a href="mailto:lpratt@firstsavings.com">lpratt@firstsavings.com</a> David Alden, President/COO <a href="mailto:dalden@firstsavings.com">dalden@firstsavings.com</a>
4	<b>Navy Federal Credit Union</b> 820 Follin Ln. SE Vienna, VA 22180 888-842-6328 <a href="http://navyfederal.org">navyfederal.org</a>	\$1.80 billion	4,129	3,768	361	Mary McDuffie, President/CEO
5	<b>George Mason Mortgage LLC</b> 4100 Monument Corner Dr. #100 Fairfax, VA 22030 703-273-2600 <a href="http://gmmlc.com">gmmlc.com</a>	\$1.75 billion	3,658	3,227	431	Amit Kaim, SVP/sales manager <a href="mailto:akaim@gmmlc.com">akaim@gmmlc.com</a>
6	<b>McLean Mortgage Corp.</b> 11325 Random Hills Rd. #400 Fairfax, VA 22030 866-670-2018 <a href="http://mcleanmortgage.com">mcleanmortgage.com</a>	\$1.64 billion	3,183	3,105	78	James Nader, President/CEO <a href="mailto:jnader@mcleanmortgage.com">jnader@mcleanmortgage.com</a>
7	<b>Atlantic Coast Mortgage LLC</b> 4097 Monument Corner Dr. 6th Fl. Fairfax, VA 22030 703-592-6235 <a href="http://acmlc.com">acmlc.com</a>	\$1.61 billion	4,135	4,070	65	Timur Tunador, CEO <a href="mailto:timur@acmlc.com">timur@acmlc.com</a>
8	<b>Prosperity Home Mortgage LLC</b> 14501 George Carter Way #300 Chantilly, VA 20151 877-275-1762 <a href="http://phmloans.com">phmloans.com</a>	\$1.45 billion	3,624	3,229	395	Tim Wilson, President <a href="mailto:tim.wilson@phmloans.com">tim.wilson@phmloans.com</a> Randal Krout, SVP
9	<b>Intercoastal Mortgage Co.</b> 4100 Monument Corner Dr. #220 Fairfax, VA 22030 703-449-6800	\$1.26 billion	2,847	2,684	163	Tom Pyne, President/COO <a href="mailto:tomp@icmtg.com">tomp@icmtg.com</a>

10	<b>MVB Mortgage</b> 11325 Random Hills Rd. #600 Fairfax, VA 22030 571-266-6500 mvbmortgage.com	\$1.11 billion	2,318	NA	NA	Ed Dean, CEO Peter Cameron, President
11	<b>First Heritage Mortgage LLC</b> 3201 Jermantown Rd. #800 Fairfax, VA 22030 703-352-0721 fhmtg.com	\$1.03 billion	2,467	2,341	126	Alex Wish, President
12	<b>Presidential Bank</b> 4600 East-West Hwy. Bethesda, MD 20814 301-652-1616 presidential.com	\$920.71 million	2,679	NA	NA	A. Bruce Cleveland, President/CEO Michael Carr, EVP, mortgage lending
13	<b>Fairway Independent Mortgage Corp.</b> 7001 Heritage Village Plz. #250 Gainesville, VA 20155 571-261-3462 fairwayva.com	\$699.88 million	NA	NA	NA	Justin Exner, Area manager jexner@fairwaymc.com
14	<b>Eagle Bancorp Inc.</b> 7830 Old Georgetown Rd. Bethesda, MD 20814 301-986-1800 eaglebankcorp.com	\$594.25 million	1,227	1,082	145	Susan Riel, President/CEO Roshan Alavi, SVP/residential lending manager ralavi@eaglebankcorp.com
15	<b>PenFed Credit Union</b> 7940 Jones Branch Dr. McLean, VA 22102 800-247-5626 penfed.org	\$484.50 million	1,764	1,397	367	James Schenck, President/CEO
16	<b>Apex Home Loans Inc.</b> 2400 Research Blvd. #400 Rockville, MD 20850 301-610-9600 apexhomeloans.com	\$401.29 million	948	914	34	Craig Strent, CEO craig@apexhomeloans.com
17	<b>M&amp;T Bank</b> 1 Research Ct. #400 Rockville, MD 20850 240-632-7975 mtb.com	\$346.88 million	757	670	87	Cecilia Hodges, President, Greater Washington and Northern Virginia chodges@mtb.com
18	<b>Northwest Federal Credit Union</b> <sup>14</sup> 200 Spring St. Herndon, VA 20170 703-709-8900 nwfcu.org	\$313.28 million	NA	NA	NA	Jeff Bentley, President/CEO
19	<b>BMIC Mortgage Inc.</b> 5640 Nicholson Ln. #210 Rockville, MD 20852 301-231-5770 bmicmortgage.com	\$86.96 million	187	163	24	Gary Schiller, President Amy Goldstein, Senior loan officer amy@bmicmortgage.com
20	<b>First Meridian Mortgage Corp.</b> 8305 Richmond Hwy. #12A Alexandria, VA 22309 703-799-5626 firstmeridianmortgage.com	\$73.08 million	172	172	0	Kevin Retcher, President/CEO
21	<b>The National Capital Bank of Washington</b> 316 Pennsylvania Ave. SE Washington, DC 20003 202-546-8000 nationalcapitalbank.com	\$60.35 million	112	9	103	Chris Reddick, VP/mortgage sales director creddick@ncbwash.com William DuBose, VP/mortgage loan officer dbubose@ncbwash.com Keith Howard, Banking officer/mortgage loan officer khoward@ncbwash.com
22	<b>Industrial Bank</b> 4812 Georgia Ave. NW Washington, DC 20011 202-722-2000 industrial-bank.com	\$14.21 million	59	59	0	B. Doyle Mitchell Jr., President/CEO

<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>14</sup> Acquired Constellation Federal Credit Union in July 2019