



LOAN OFFICER AWARDS¹ 2020

Chicagoland Region³

Total Units

- Jason Accola** – Wintrust Mortgage..... **94**
Total Volume - \$18,061,603
- Saul Pinela** – Neighborhood Loans..... **87**
Total Volume - \$16,489,880
- Enrique Fonseca** – United Fidelity Funding Corp **50**
Total Volume - \$9,070,016
- Sergio Soto (TIE)** – Caliber Home Loans..... **49**
Total Volume - \$9,537,602
- Dan Rogers (TIE)** – Guaranteed Rate, Inc..... **49**
Total Volume - \$8,246,482

Northwest Illinois Region⁴

Total Units

- Stacy R. Jones** – Midwest Community Bank..... **96**
Total Volume - \$11,581,780
- Diego Ramos** – Envoy Mortgage..... **80**
Total Volume - \$8,243,268
- Ron Lawson** – Academy Mortgage Corp..... **69**
Total Volume - \$7,613,808
- Mike Scalise** – Academy Mortgage Corp..... **52**
Total Volume - \$7,164,771
- Tammy McNeany** – Wintrust Mortgage..... **50**
Total Volume - \$5,626,985

STATEWIDE² TOP LOAN OFFICERS

- FIRST PLACE -

Stacy R. Jones

Midwest Community Bank
96 Units – \$11,581,780

- SECOND PLACE -

Jason Accola

Wintrust Mortgage
94 Units – \$18,061,603

- THIRD PLACE -

Saul Pinela

Neighborhood Loans
87 Units – \$16,489,880

- FOURTH PLACE -

Diego Ramos

Envoy Mortgage
80 Units – \$8,243,268

- FIFTH PLACE -

Ron Lawson

Academy Mortgage Corp
69 Units – \$7,613,808

Central Illinois Region⁵

Total Units

- Karylle Wike (TIE)** – Town & Country Banc Mortgage Services..... **48**
Total Volume - \$4,955,330
- John J. Abraham (TIE)** – Caliber Home Loans..... **48**
Total Volume - \$4,879,824
- Bobby Brown** – Flat Branch Home Loans **46**
Total Volume - \$4,934,410
- Keith Thompson** – First State Mortgage **45**
Total Volume - \$5,704,470
- Vikki Price** – First State Mortgage **43**
Total Volume - \$4,322,744

Southern Illinois Region⁶

Total Units

- Becky Clifton** – U.S. Bank..... **37**
Total Volume - \$3,719,947
- Jody Talick** – New American Funding..... **34**
Total Volume - \$3,965,101
- Mike Vogt** – Guild Mortgage..... **26**
Total Volume - \$2,684,519
- Deb Higgins (TIE)** – Flat Branch Home Loans..... **23**
Total Volume - \$2,509,061
- Lance Obermeyer (TIE)** – USA Mortgage..... **23**
Total Volume - \$2,304,341

All lenders and loan officers are identified by the NMLS number entered on each purchased IHDA Loan. The NMLS number must be in the lender's or loan officer's name to contribute to their totals.

- Scored by a count of total units purchased across the State Of Illinois and are ranked within the region of which the majority of their loans are located – Units as defined as new 1st lien position mortgage.
- Scored by a total count of units purchased across the State of Illinois - Units as defined as new 1st lien position mortgage.
- Includes Counties: Boone, Cook, DeKalb, DuPage, Grundy, Kane, Kankakee, Kendall, Lake, La Salle, McHenry, Will
- Includes Counties: Bureau, Carroll, Henry, Jo Davies, Lee, Mercer, Ogle, Putnam, Rock Island, Stephenson, Whiteside, Winnebago
- Includes Counties: Adams, Brown, Calhoun, Cass, Champaign, Christian, Clark, Coles, Cumberland, DeWitt, Douglas, Edgar, Ford, Fulton, Greene, Hancock, Henderson, Livingston, Iroquois, Jersey, Knox, Logan, Macon, Marshall, Mason, McDonough, McLean, Montgomery, Morgan, Moultrie, Peoria, Piatt, Pike, Sangamon, Schuyler, Scott, Shelby, Stark, Tazewell, Vermilion, Warren, Woodford
- Includes Counties: Alexander, Bond, Clay, Clinton, Crawford, Edwards, Effingham, Fayette, Franklin, Gallatin, Hamilton, Hardin, Jackson, Jasper, Jefferson, Johnson, Lawrence, Macoupin, Madison, Marion, Massac, Menard, Monroe, Perry, Pope, Pulaski, Randolph, Richland, Saline, St. Clair, Union, Wabash, Washington, Wayne, White, Williamson





LENDER AWARDS¹ 2020

Chicagoland Region²

	Regional Units
1. Wintrust Mortgage	441
<i>Regional Volume - \$79,803,973</i>	
2. Guaranteed Rate, Inc	320
<i>Regional Volume - \$55,782,501</i>	
3. First Centennial Mortgage	311
<i>Regional Volume - \$55,628,598</i>	
4. Neighborhood Loans	304
<i>Regional Volume - \$58,165,335</i>	
5. LoanDepot	301
<i>Regional Volume - \$51,569,420</i>	

Northwest Illinois Region³

	Regional Units
1. Midwest Community Bank	222
<i>Regional Volume - \$24,577,466</i>	
2. Envoy Mortgage	220
<i>Regional Volume - \$23,450,768</i>	
3. Academy Mortgage Corp	138
<i>Regional Volume - \$15,545,588</i>	
4. Blackhawk Bank	108
<i>Regional Volume - \$10,519,018</i>	
5. Midland States Bank	58
<i>Regional Volume - \$6,554,238</i>	

Central Illinois Region⁴

	Regional Units
1. First State Mortgage	278
<i>Regional Volume - \$33,791,140</i>	
2. Caliber Home Loans	178
<i>Regional Volume - \$17,866,756</i>	
3. Flat Branch Home Loans	165
<i>Regional Volume - \$16,598,119</i>	
4. Town & Country Banc Mortgage Services	60
<i>Regional Volume - \$5,826,795</i>	
5. Fortress Bank	48
<i>Regional Volume - \$4,607,743</i>	

Southern Illinois Region⁵

	Regional Units
1. New American Funding	76
<i>Regional Volume - \$8,384,546</i>	
2. U.S. Bank	70
<i>Regional Volume - \$6,691,019</i>	
3. USA Mortgage	63
<i>Regional Volume - \$6,347,745</i>	
4. Peoples National Bank	49
<i>Regional Volume - \$3,574,104</i>	
5. Carrollton Bank	46
<i>Regional Volume - \$5,234,297</i>	

All lenders and loan officers are identified by the NMLS number entered on each purchased IHDA Loan. The NMLS number must be in the lender's or loan officer's name to contribute to their totals.

1. Scored by a count of total units purchased within the region specified.
2. Includes Counties: Boone, Cook, DeKalb, DuPage, Grundy, Kane, Kankakee, Kendall, Lake, La Salle, McHenry, Will
3. Includes Counties: Bureau, Carroll, Henry, Jo Davies, Lee, Mercer, Ogle, Putnam, Rock Island, Stephenson, Whiteside, Winnebago
4. Includes Counties: Adams, Brown, Calhoun, Cass, Champaign, Christian, Clark, Coles, Cumberland, DeWitt, Douglas, Edgar, Ford, Fulton, Greene, Hancock, Henderson, Livingston, Iroquois, Jersey, Knox, Logan, Macon, Marshall, Mason, McDonough, McLean, Montgomery, Morgan, Moultrie, Peoria, Piatt, Pike, Sangamon, Schuyler, Scott, Shelby, Stark, Tazewell, Vermilion, Warren, Woodford
5. Includes Counties: Alexander, Bond, Clay, Clinton, Crawford, Edwards, Effingham, Fayette, Franklin, Gallatin, Hamilton, Hardin, Jackson, Jasper, Jefferson, Johnson, Lawrence, Macoupin, Madison, Marion, Massac, Menard, Monroe, Perry, Pope, Pulaski, Randolph, Richland, Saline, St. Clair, Union, Wabash, Washington, Wayne, White, Williamson

