

THE COMMERCIAL RECORD CELEBRATES LOAN ORIGINATORS!



For the first time this year, The Commercial Record is recognizing the top loan originators throughout the state. Ranked by dollar volume and number of loans completed, and representing banks, credit unions and mortgage companies, these originators are at the top of their game.

Congratulations to Stephan Cabral for being named a 2015 Top Loan Originator!



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NFC MORTGAGE

Specializing in Jumbo Loans in Fairfield County

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Compiled for the first quarter of 2015 to coincide with The Commercial Record's Mid-Year Mortgage Update in June, there are already a number of standout names to watch for over the remainder of the year.

Among the bank LOs, Jarret Jon Coleman from United Bank is number one in volume and number in number of loans, and William Robert Hart Jr. from Newtown Savings Bank is tops in number of loans and seventh by volume, but beyond that it's anyone's guess who will carry the rest of 2015. Only Wells Fargo puts in multiple appearance for bank LOs, and a number of community banks are represented in the top 10.

As for the credit union LOs, American Eagle Federal Credit Union and Charter Oak Federal Credit Union are strongly represented. Patrick K. Shiel of American Eagle takes the top spot for number of loans, and Jennifer Price is number one by loan volume (and number three by number of loans).

Finally, Lisamarie Nicholas of Prime Lending Inc. tops the charts for both number of loans and loan volume for finance companies, while LoanDepot.com, after its recent purchase of Mortgage Master Inc., makes its presence known via representatives Mohammad Reza Sefati, Colleen Polson, Jorge Luis Rivera and Patricia Vautour.

Congratulations to all the loan originators on our list, provided by The Warren Group, publisher of The Commercial Record. After a strong start to 2015, no doubt the rest of the year will continue in similar style. ■

The Warren Group has a host of real estate and mortgage data, including the new Loan Originator rankings showing all sales data by individual loan originator. The market is still getting used to the new NMLS system and the new requirements for LO identification on forms, which can allow for some loans to slip through the cracks due to missing or incorrect data on the forms. We are catching a vast majority of those loans, however, and continue to provide the most accurate total reports and rankings in the industry.

LOAN ORIGINATORS

BANK TOP ORIGINATORS BY NUMBER OF LOANS

NAME	# OF LOANS	VOLUME	LENDER
William Robert Hart Jr.	55	\$13,639,754	Newtown Savings Bank
Jarret Jon Coleman	46	\$25,076,594	United Bank
Anna Podkowiak	35	\$4,936,897	Farmington Bank
Lynne Russo Kirby	34	\$6,561,705	United Bank
Charles Joseph Segar	33	\$2,423,720	Savings Institute
Penn G. Johnson	32	\$12,153,810	Savings Bank of Danbury
Mary Beth Cronin	32	\$4,618,310	Liberty Bank
Richard Robert McCarthy	26	\$6,452,117	Wells Fargo Bank NA
Michangelo Mancio	25	\$7,362,201	Wells Fargo Bank NA
Ben D. Smith	25	\$6,364,612	Citibank NA

BANK TOP ORIGINATORS BY LOAN VOLUME

NAME	# OF LOANS	VOLUME	LENDER
Jarret Jon Coleman	46	\$25,076,594	United Bank
Daniel Lado	3	\$22,638,657	HSBC Bank USA
Lawrence Hayden Cadwallader	17	\$20,435,998	Liberty Bank
Timothy John Sickinger Jr.	17	\$20,031,300	First Niagara Bank
Sheilah T. Smith	17	\$19,297,899	Peoples United Bank
Lucy B. Krasnor	10	\$14,425,000	Liberty Bank
William Robert Hart Jr.	55	\$13,639,754	Newtown Savings Bank
Janet Hayes	12	\$13,608,772	Morgan Stanley
John Patrick Grosso	20	\$13,503,455	US Bank NA
Terence Sherwin Moy	19	\$12,373,841	Wells Fargo Bank NA

Source: The Warren Group | All totals are for Q1 2015.

LOAN ORIGINATORS

CREDIT UNION TOP ORIGINATORS BY NUMBER OF LOANS

NAME	# OF LOANS	VOLUME	LENDER
Patrick K. Shiel	64	\$7,916,725	American Eagle Federal CU
Sandra Smutnick	44	\$3,287,000	American Eagle Federal CU
Ann Gauthier	39	\$4,777,697	Charter Oak Federal CU
Jennifer Price	38	\$6,364,000	American Eagle Federal CU
Todd A. Cooke	27	\$4,411,423	Charter Oak Federal CU
Vicki Lea Pekar	25	\$3,109,900	Sikorsky Financial CU Inc.
John F. Arcidiacono	21	\$5,243,500	American Eagle CU Union
Orazio Antonio Delvecchio Jr.	19	\$3,164,800	American Eagle Federal CU
Barbara Hall	18	\$1,648,939	Charter Oak Federal CU
Julie K. Martin	18	\$1,620,805	Charter Oak Federal CU

CREDIT UNION TOP ORIGINATORS BY LOAN VOLUME

NAME	# OF LOANS	VOLUME	LENDER
Jennifer Price	38	\$6,364,000	American Eagle Federal CU
John F. Arcidiacono	21	\$5,243,500	American Eagle Federal CU
Ann Gauthier	39	\$4,777,697	Charter Oak Federal CU
Todd A. Cooke	27	\$4,411,423	Charter Oak Federal CU
Sandra Smutnick	44	\$3,287,000	American Eagle Federal CU
Orazio Antonio Delvecchio Jr.	19	\$3,164,800	American Eagle Federal CU
Vicki Lea Pekar	25	\$3,109,900	Sikorsky Financial CU Inc.
Jill Noel Dewick	7	\$2,486,789	Navy Federal CU
Alex E. Wisz	12	\$2,275,700	American Eagle Federal CU
Sharon Dimarco	17	\$1,984,523	Charter Oak Federal CU

LOAN ORIGINATORS

MORTGAGE/FINANCIAL COMPANY TOP ORIGINATORS BY NUMBER OF LOANS

NAME	# OF LOANS	VOLUME	LENDER
Lisamarie Nicholas	57	\$14,142,609	Prime Lending Inc.
Mohammad Reza Sefati	43	\$11,784,700	LoanDepot.Com LLC
Richard Zabielski	34	\$7,902,554	Village Mortgage Co.
Gerard Bernard McGuinness	30	\$6,435,256	Prime Lending Inc.
Colleen Polson	28	\$9,664,155	LoanDepot.Com LLC
Christian Joseph Harrison	27	\$5,480,345	First World Mortgage
Colin Barden	27	\$5,018,570	Members Mortgage Co. Inc.
John E. Hodgkins	26	\$5,691,082	Village Mortgage Co.
Frank J. Kolb III	23	\$7,413,191	William Raveis Mortgage Co.
Jorge Luis Rivera	22	\$10,193,269	LoanDepot.Com LLC
Patricia Vautour	22	\$5,907,720	LoanDepot.Com LLC

MORTGAGE/FINANCIAL COMPANY TOP ORIGINATORS BY LOAN VOLUME

NAME	# OF LOANS	VOLUME	LENDER
Lisamarie Nicholas	57	\$14,142,609	Prime Lending Inc.
Mohammad Reza Sefati	43	\$11,784,700	LoanDepot.Com LLC
Stephan A. Cabral	15	\$11,199,400	NFC Mortgage Co. LLC
Kimberly Jade Weintraub	12	\$10,617,100	Caliber Home Loans
Jorge Luis Rivera	22	\$10,193,269	LoanDepot.Com LLC
Colleen Polson	28	\$9,664,155	LoanDepot.Com LLC
Timothy Andrew Galu	10	\$9,340,250	PNC Mortgage
Peter Henry Ventriglia	12	\$8,725,000	Quicken Loan Inc.
Debra Boyle	7	\$8,119,505	PNC Mortgage
Richard Zabielski	34	\$7,902,554	Village Mortgage Co.