

Metro-area residential mortgage companies ranked by residential mortgage volume in 2007

Research by Tom Smith

Rank	2007 rank	Name/Address/Phone	Residential mortgage volume 2007 (dollars in thousands) ¹	Number of mortgage: Loan originations Loan officers	%age of loans: Conventional Government	%age of loans: Purchase Refinance	Top metro executive Owner/Parent company Web site
1	1	U.S. Bank Home Mortgage 1550 American Blvd. E., Suite 880 Bloomington, MN 55425 (952) 851-8263	\$6,108,750	36,960 85	91% 9%	60% 40%	Daniel Arrigoni U.S. Bancorp usbank.com
2	2	HomeServices Lending² 6800 France Ave. S., Suite 625 Edina, MN 55435 (952) 928-5300	\$5,153,194	19,748 NP	84% 16%	84% 16%	Todd Johnson HomeServices of America Inc. edinarealty.com
3	3	Wells Fargo Home Mortgage 7900 Xenex Ave. S., Suite 230 Bloomington, MN 55431 (877) 937-9357	\$3,440,000	17,087 NP	NP NP	NP NP	Bonnie Kalen Wells Fargo & Co. wellsfargo.com/mortgage
4	5	Bell Mortgage 1000 Shelard Parkway, Suite 500 St. Louis Park, MN 55426 (952) 591-1880	\$904,855	4,017 74	64% 36%	68% 32%	Gary Kirt Bell Mortgage bellmortgage.com
5	4	Burnet Home Loans 7550 France Ave., Suite 340 Edina, MN 55435 (952) 844-6300	\$870,503	4,696 NP	95% 5%	79% 21%	Mary Baymler PHH Mortgage Corp. burnethomeloans.com
6	6	Bremer Financial Services 445 Minnesota St., Suite 2000 St. Paul, MN 55101 (651) 227-7621	\$549,940	3,019 14	85% ³ 9% ³	57% 43%	Jim Miley Bremer Financial Corp. bremer.com
7	7	Summit Mortgage Corp. 13355 10th Ave. N., Suite 100 Plymouth, MN 55441 (763) 390-7200	\$409,215	1,927 100	84% 16%	61% 39%	Robert Carter Robert and Diana Carter summit-mortgage.com
8	9	Advisor's Mortgage 5270 W. 84th St., Suite 400 Bloomington, MN 55437 (952) 838-8748	\$365,000	1,700 40	90% 10%	70% 30%	Darin Heller Darin Heller advisorsmtg.com
9	8	Lakeland Mortgage Corp. 8300 Norman Ceter Dr. Suite 240 Bloomington, MN 55437 (952) 921-0300	\$287,692	1,385 NP	95% 5%	60% 40%	Mark Teteris Lakeland Mortgage Corp. lakelandmortgage.com
10	15	M&I Bank 651 Nicollet Mall Minneapolis, MN 55402 (612) 904-8000	\$287,005	1,137 NP	100% 0%	69% 31%	Lori Day Marshall & Ilsley Corp. mibank.com
11	10	MidCountry Mortgage 1001 Labore Industrial Court, Suite E Vadnais Heights, MN 55110 (651) 766-7000	\$283,935	1,047 NP	90% 10%	75% 25%	Greg Krenz MidCountry Bank midcountrymortgage.com
12	11	Tradition Mortgage 6800 France Ave. Edina, MN 55435 (952) 920-5100	\$259,587	1,106 16	100% 0%	60% 40%	Erik Hendrikson NP traditioncompanies.com
13	14	Marketplace Home Mortgage 3600 Minnesota Drive, Suite 150 Edina, MN 55435 (952) 831-3111	\$200,677	956 24	79% 21%	64% 36%	Keith White Keith White and partners marketplacehome.com
14	17	Affinity Plus Federal Credit Union 175 W. Lafayette Frontage Road St. Paul, MN 55107 (651) 291-3700	\$190,000	NP NP	100% 0%	44% 56%	Kyle Markland NP affinityplus.org
15	13	Mortgages Unlimited Inc. 7365 Kirkwood Court N., Suite 300 Maple Grove, MN 55369 (763) 416-2600	\$183,471	979 50	95% 5%	58% 42%	Chris Fredin Mortgages Unlimited Inc. muhomeloans.com
16	12	River City Mortgage & Financial 1895 Plaza Drive, Suite 250 Eagan, MN 55122 (651) 406-5000	\$179,872	1,027 54	45% 55%	60% 40%	Louis Olsen NP rkercitymortgage.com
17	19	Merrill Lynch 225 S. Sixth St., Suite 4400 Minneapolis, MN 55402 (612) 349-7800	\$138,806	378 NP	100% 0%	47% 53%	Douglas King Merrill Lynch askmerrill.ml.com
18	20	CU Mortgage Services Inc. 500 Main St. New Brighton, MN 55112 (651) 631-3111	\$125,822	782 4	98% 2%	26% 72%	Brad Crandall Multiple owners ⁴ cucompanies.com
19	18	Source Lending Corp. 3033 Campus Drive, Suite E170 Plymouth, MN 55441 (763) 746-2320	\$118,531	512 20	80% 20%	5% 95%	Chris Hacker NP sourcelending.net
20	21	MidAmerica Mortgage Corp. 9220 Bass Lake Road, Suite 100 New Hope, MN 55428 (763) 561-5373	\$86,790	517 NP	87% 13%	58% 42%	Shawn Tharp Shawn Tharp, Steve Tharp midamericamortgage.com
21	NR	National City Mortgage 1801 Old Highway 8 NW, Suites 123-124 Arden Hills, MN 55112 (651) 697-9877	\$81,990	478 6	69% 31%	54% 46%	Cheryl Wolf National City Corp. ncmc.com
22	23	Central Bank 2270 Frontage Road W. Stillwater, MN 55082 (651) 439-3050	\$67,644	351 NP	NP NP	NP NP	Brad Om, Stig Sandell Central Bancshares Inc. centrabnk.com
23	NR	Hiway Federal Credit Union 111 Empire Drive St. Paul, MN 55103 (651) 291-1515	\$41,104	NP 3	100% 0%	NP NP	Jeff Schwalen NP hiway.org
24	25	Absolute Mortgage Inc. 1650 E. County Road E White Bear Lake, MN 55110 (651) 777-1112	\$24,380	92 NP	100% 0%	38% 62%	Bev Jagiello Absolute Mortgage Inc. mortgageabsolute.com
25	NR	Highland Bank 2100 Ford Parkway St. Paul, MN 55116 (651) 690-2471	\$20,653	94 2	99% 1%	75% 25%	Rick Wall Highland Bancshares highlandbanks.com

GAINERS AND LOSERS IN '07

One-year change in residential mortgage volume (2006-2007)

FASTEST GROWING
Highland Bank | +199.8%**Hiway Federal Credit Union** | +42.9%**Affinity Plus Federal Credit Union** | +40.7%**M&I Bank** | +36.5%**Wells Fargo Home Mortgage** | +15.4%**FASTEST SHRINKING**
Central Bank | -32.0%**River City Mortgage & Financial** | -31.3%**MidAmerica Mortgage Corp.** | -30.3%**Mortgages Unlimited Inc.** | -27.5%**Burnet Home Loans** | -25.6%**FOOTNOTES**Abbreviations:
NP = Not provided
NR = Not ranked

Footnotes:
1. Residential mortgage volume refers to retail originations handled by the companies' own retail staff and excludes wholesale loans purchased from other institutions. Businesses headquartered in the Twin Cities 11-county metro area reported mortgage volume for companywide operations. Businesses headquartered elsewhere reported mortgage volume handled through their metro-area operations only.
2. Full name is HomeServices Lending, doing business as Edina Realty Mortgage.
3. These numbers don't add to 100% because construction and portfolio loans make up a small percentage.
4. 74 Minnesota credit unions

Notes:
- American Residential Mortgage (Maplewood), ranked 16th on last year's list, could not be located.
- Mortgage Source Inc. (Minnetonka), ranked 22nd last year, declined to participate in this year's list.

Source: Company representatives