

2019 Top Producers: Full rankings

Top Producers

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Even with a drop in overall annual volume in 2018, the originators in our Top Producers rankings found ways to keep their personal activity robust.

They did so as interest rates rose, reducing refinance activity. Purchase volume was affected by the inventory shortage, as well as higher home prices keeping buyers out of the market.



Survey participants shared their outlook on the mortgage market for this year as well as last. Their insights are available [here](#); they also discussed how technology will [change their jobs](#), borrower [misconceptions](#) about the process and tips on [how to survive](#) in a changing market.

This year marks the 21st anniversary of the Top Producers program. The rankings are open to mortgage loan officers and mortgage brokers who work at depository, nonbank and mortgage brokerage firms in the United States.

Information submitted about 2018 loan production was used to compile this year's Top Producer Rankings. Loan officers who submitted data for the survey represent the entire spectrum of the origination business, from banks and credit unions to mortgage bankers and mortgage brokerages, and their titles range from loan officer all the way to company president.

The entire 2019 Top Producer rankings countdown is also available in the print edition of National Mortgage News.

Rank	1
Name	Shant Banosian
Company	Guaranteed Rate
Dollar Volume	\$536,294,703
Number of Loans	1215
Rank	2
Name	Brian Cohen
Company	Wells Fargo Home Mortgage
Dollar Volume	\$528,000,000
Number of Loans	613
Rank	3

Name	Michael Rodriguez
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Company	Platinum Capital Mortgage
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Dollar Volume	\$262,479,385
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Number of Loans	501
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Rank	4
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Name	Jason Shannon
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Company	Contour Mortgage Corp
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Dollar Volume	\$250,991,094
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Number of Loans	282
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Rank	5
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Name	Baret Kechian
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Company	loanDepot
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Dollar Volume	\$231,298,053
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Number of Loans	508
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Rank	6
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Name	Max Leaman
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Company	New American Funding
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Dollar Volume	\$230,804,863
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