



In its fifth year, CMP's top brokers list received a record number of submissions and once more an increase in funded volumes. CMP reports on the results

Congratulations, Top 75! You've made Revenue Canada exceedingly happy.

Despite its challenges, 2011 proved more than profitable for so many mortgage professionals. We are celebrating our first-ever Top 75 Brokers list this year, but for an apples-to-apples comparison, consider the total funded volume of the top 50 on that list. Their combined volume exceeded last year's Top 50 by more than \$145 million. Now consider the bigger picture: The total funded volume for the entire CMP Top 75. It was a whopping \$4.89 billion.

When all the submissions were gathered and double-checked, 27 brokers from last year had reclaimed spots on the CMP Top 75 for their individual funded volumes in 2011. In many cases, those numbers exceeded last year's performance.

CMP is very proud of the diversity of this year's list. Brokers from eight out of 10 of provinces are represented, and for the first time in a long time, that includes Quebec.

Some of those same names appear on another first for CMP: The Small Market Top 20, which recognized the successes of top performers in markets where the average home price is \$290,000 or less.

Together, both lists point to an unmistakable trend – one that brokers from Bonavista to Vancouver Island – have also noticed. While total funded volumes have grown, the gap is growing between the very top performers in this industry and other mortgage professionals.

The top five this year contributed nearly 25 per cent of the total funded volume for the entire list. Those in the middle of the pack (Nos. 40 – 50) saw their individual volumes slip by as much as 40 per cent compared to the 2010 listing.

CMP congratulates all the mortgage professionals who took part in this year's list. Each, as always, had to be employed as a mortgage professional, able to write loans and their deals must have been personally originated. They also provided a breakdown of their deals by lender with contact information, which was verified by the CMP team. All deals were residential, and while back-office support in processing the loans is acceptable, no other parties received commissions on these deals.

Rank	Rank 2010	Name:	Company:	Funded Volume	Funded Deals	Support staff who don't write loans	Support staff who write loans	Years as a Broker/Agent
1	2	Dan Eisner	True North Mortgage	\$412,827,787	1365	0	16	9
2	1	Gord Pipkey	Verico Realmortgage Services Inc	\$239,186,097	712	1	2	15
3	3	Jim Tourloukis	Advent Mortgage Services	\$232,063,928	622	1	2	6
4	7	Dave Butler	Verico Butler Mortgage	\$153,359,778	603	3	4	7
5	5	Collin Bruce	Dominion Lending Centres Mortgage Mentors	\$150,026,338	494	2	3	7
6	--	Jora Purewal	Invis	\$129,575,061	400	3	0	10
7	--	Rob Regan-Pollock	Invis - Team Rob Regan-Pollock	\$124,775,942	356	4	4	19
8	33	Jason Singh	Verico COD Financial Services	\$114,340,198	314	1	2	6
9	8	Scott Travelbea	Dominion Lending Centres - Travelbea & Associates	\$108,825,260	298	1	2	8
10	--	Susie Inglis	Dominion Lending Centres Mortgage Evolution West	\$101,266,167	225	2	0	18
11	--	Rick Sekhon	Verico The Mortgage Leaders Inc.	\$100,000,000	210	2	0	7
12	--	Christine Xu	Argentum Mortgage and Finance Corp	\$98,252,804	292	3	0	12
13	13	Greg Martel	Dominion Lending Centres Harbour View Mortgages	\$82,000,000	200	1	2	5
14	17	Angela Calla	Dominion Lending Centres-Angela Calla	\$81,225,219	236	1	1	8
15	11	Christopher Bisson	The Mortgage Centre Complementary Real Estate Services Inc.	\$80,643,864	348	4	2	13
16	23	Mark Goode	Mortgage Man - Dominion Lending Centres	\$77,802,473	435	2	1	11
17	16	Dustan Woodhouse	Dominion Lending Centres Canadian Mortgage Experts	\$74,111,967	162	1	1	4
18	--	Skye McLean	Argentum Atlantic (HS) Financial	\$72,354,741	185	0	1	5
19	--	Viktor Schaefer	Verico Onelinks Mortgage & Financial VS Mortgage Inc.	\$68,013,858	330	5	0	10
20	--	Charlene Elliott	Dominion Lending Centres The Mortgage Hub	\$67,466,635	125	0	1	7
21	26	Nick L'Ecuyer	Verico The Mortgage Wellness Group Limited	\$64,293,126	287	4	1	5
22	--	Chad Robinson	Verico Best Interest Mortgages Inc	\$64,000,000	219	2	0	10
23	24	Sharnjit Singh Gill	Verico Superior Mortgage Inc	\$62,069,188	167	2	1	11
24	--	Clinton Wilkins	Centum Home Lenders Ltd.	\$61,857,990	305	1	2	7
25	20	Debbie Belair	Dominion Lending Centres Smart Debt	\$60,085,802	219	2	0	25
26	--	Rishel Tomlinson	Verico Custom Mortgages	\$60,000,000	175	1	4	7
27	--	Larry Barkley	Home Loans Canada	\$58,851,964	192	1	0	23
28	35	Deb White	Dominion Lending Centres White House Mortgages,	\$57,209,951	218	1	0	13
29	--	Steven Brouwer	Dominion Lending Centres Drake Entrust Mortgage	\$57,092,887	202	1	1	7
30	--	Chris Landry	Verico Paragon Mortgage Group	\$55,706,492	138	0	1	1
31	40	Sabeena Bubber	Verico Integre Mortgage Partners	\$55,362,650	130	1	0	10
32	--	Victor Schnitzler	Acess Finance Hypotheca	\$55,312,928	121	2	0	6

COVER / CMP TOP 75

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33	48	Tonia Jacobsen	Dominion Lending Centres Canadian Mortgage Experts	\$51,504,000	139	0	0	11
34	--	Tom Gasparec	The Mortgage Centre R.D.M. Financial Ltd.	\$50,184,872	123	0	0	9
35	30	Luisa Hough	Verico Exclusive Mortgage Professionals	\$50,000,000	115	1	1	8
36	39	Jeff Altwooll	Verico K-W Mortgages Inc.	\$49,420,868	205	1	0	12
37	--	Nick Kaaki	Dominion Lending Centres The Mortgage Source	\$47,623,575	197	2	0	10
38	--	Denny Segal	Dominion Lending Centres - Origin Home Financial Partners Inc.	\$47,000,000	93	3	0	20
39	25	Jordi Browne	Verico Preferred Financing Inc	\$46,182,206	176	1	1	10
40	--	Daryn Young	Mortgage Intelligence The Mortgage Firm	\$45,372,875	166	1	1	13
41	19	Morris Briglio	Verico The Mortgage Advan- tage	\$45,267,844	109	1	0	20
42	--	David Griffin	Dominion Lending Centres Griffin Financial Group	\$44,796,066	234	1	0	8
43	42	Lisa Yun	The Mortgage Centre Innova- tive Mortgage Solutions	\$44,500,000	110	0	1	12
44	30	Hal Tagg	Mortgageflex Ltd.	\$44,362,300	172	1	2	7
45	--	Enza Venuto	Centum - Streetwise Mort- gages	\$42,000,000	320	1	0	7
46	36	Lance Cook	Invis Canada's Best Mortgage	\$40,698,476	114	2	0	15
47	--	Kuljit Singh	Mortgage Alliance AKAL Mortgages Inc.	\$40,041,755	127	1	0	10
48	--	Rudy Dedic	Dominion Lending Centres Casa Mortgage Inc.	\$39,605,098	85	2	0	7
49	--	Tracy Luciani Price	Dominion Lending Centres The Price Team Forest City Funding	\$39,131,031	197	2	2	12
50		Yves Cormier	Verico Cormier & Cormier Con- sulting Inc.	\$38,601,051	323	1	1	10
51	--	Carolyn Callero	Verico Premiere Mortgage Centre	\$38,310,446	128	1	0	12
52	--	Jody Henry	Dominion Lending Centres Arrowsmith	\$38,275,826	122	1	5	20
53	37	Bruce Gilkinson	The Mortgage Centre Gilkin- son Financial	\$38,141,068	218	2	3	11
54	--	Sherri Hislop	Verico Alliance Mortgage Group	\$37,000,000	190	1	0	10
55	--	Dustin Lamoureux	Dominion Lending Centers- Harbour View Mortgages	\$36,420,000	89	1	0	5
56	--	David So	The Mortgage Centre Canadian National Mortgage Corporation The Mortgage Centre	\$35,095,081	106	2	0	23
57	--	Terry Kilakos	Verico North East Mortgages	\$36,852,000	140	1	0	4
58	--	Adil Mawji	Invis	\$35,000,000	70	0	0	4
59	--	Leonard Lane	Verico Brokers For Life	\$34,703,433	74	1	0	5
60	--	Daniel Sauve	Verico: Mortgage Corp. Finan- cial Services Inc.	\$33,525,065	216	2	0	20
61	--	Lena Ohanjianians	Argentum Ultimate Mortgage and Finance Solutions Inc.	\$32,892,983	88	1	0	6
62	--	Michael James	Dominion Lending Centres Mortgage Evolution West	\$32,659,910	83	0	0	4

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63	--	Brent Parnell	The Mortgage Centre Vertuity Mortgage	\$32,400,000	160	1	0	4
64	--	Janet MacDonald	Verico The Mortgage Professionals	\$32,103,592	151	1	0	9
65	--	Scott H. Bentley	Verico Premiere Mortgage Centre	\$31,407,770	134	1	0	10
66	--	Todd Lovallo	Vertuity Mortgage The Mortgage Centre	\$31,000,000	140	1	0	3
67	--	Anthony Spadafora	Verico Premiere Mortgage Centre	\$30,605,092	102	1	0	7
68	--	Ken Lankin	Mortgage Intelligence - Niagara	\$27,480,000	170	0	1	14
69	49	Reed Harris	Verico Manifest Mortgage Corp.	\$27,454,980	92	0	1	8
70	--	Chad Oyhenart	Dominion Lending Centres Aegis Mortgage Services Ltd.	\$27,159,010	86	0	0	8
71	--	Judy Ivers	Dominion Lending centres White House Mortgages	\$27,004,868	100	0	0	8
72	--	Stephen D'Souza	Dominion Lending Centres Client First Mortgage Solutions	\$27,000,000	82	0	0	5
73	--	Catherine Evel	Dominion Lending Centres Homestead Financial	\$26,938,250	105	2	0	13
74	--	Dave McNabb	Dominion Lending Centres Regional Mortgage Group	\$26,700,000	107	1	0	15
75	--	Matthew Chan	Dominion Lending Centres Downtown Financial	\$26,349,742	62	1	0	8