



CONTACT:  
Plaza Home Mortgage, Inc.  
866-260-2529  
ryan.kelly@plazahomemortgage.com

### **National Correspondent Division Celebrates Recent Success & Growth Since Inception Five Years Ago**

**San Diego, CA – February 15th, 2017** – Our National Correspondent division started back in January of 2012. Salpi Meyer, VP of sales national correspondent division, was then tasked with growing this channel of business for Plaza. The Correspondent division started at a volume of \$3 million each month, when lock methods were best effort and non-delegated only. Throughout this first year, they started to entertain delegated delivery methods with a few select clients as pilots and they built out geographic regions with a new national sales team. They closed out 2012 with 1,179 units for \$292 million and 4.4% of Plaza's overall volume and units.

In 2016, our National Correspondent division broke through new milestones, with \$500 million and \$600 million months. They closed out 2016 with 25,218 units for \$6.5 billion and 46% of Plaza's units and volume. This recent growth shows a true transformation and growth in our National Correspondent division. Over the past five years, the number of associates in our National Correspondent division has nearly doubled.

*"We're extremely proud of how much this channel has grown in the first five years. We have been very fortunate in establishing outstanding partnerships with the Correspondent community, and in doing so, working to provide peace of mind with Rep and Warranty Relief through our Certified Loan Program,"* said Ed Van Duren, SVP, correspondent lending. *"Our channel has truly blossomed and has become such a crucial part of Plaza's overall business and success. We have a lot more planned for the next five years,"* said Salpi Meyer, VP, sales national correspondent division.

**About Plaza:** *Plaza is a privately owned, full-service Wholesale and Correspondent Mortgage Lender founded in 2000. Headquartered in San Diego, California, Plaza maintains Operations Centers and employs associates nationwide.*

*The company offers a variety of simple, affordable options designed to meet the needs of the majority of brokers, correspondents and borrowers. Plaza is dedicated to building quality, long-term relationships with its clients by offering comprehensive programs and exceptional customer support. For more information, visit [www.plazahomemortgage.com](http://www.plazahomemortgage.com) or call 866-260-2529.*

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