



7710 Carondelet Ave. Suite 345 St. Louis, MO 63105 314.721.2828 [www.caseycomm.com](http://www.caseycomm.com)

## **NEWS RELEASE**

**April 19, 2017**

**For more information, contact Kenn Entringer at 314-721-2828.**

### **USA Mortgage Again Ranked Missouri's #1 Home Lender in 2016**

**CREVE COEUR, MO – St. Louis-based USA Mortgage is once again the #1 home lending institution in the state of Missouri according to data compiled for calendar year 2016 by CoreLogic Marketrac®, a national financial analytics firm. It is the third consecutive year that the mortgage subsidiary of DAS Acquisition Company, LLC has earned the rank. DAS was founded in 2001 by Doug Schukar, president and chief executive officer.**

**“We re-doubled our focus on the purchase market in 2016, a strategy that paid off as our statewide market share exceeded the combined total of our second- and third-ranking peers,” noted Schukar.**

#### ***Overall Market Dominance***

**In closing 6,547 loans across Missouri last year, USA finished with a 4.98% market share meaning that it issued one of every 20 home loans made in the state.**

**In the new purchase loan (non-refinance) sector, the company closed 4,089 loans (nearly 1 of every 14 such sales) to capture a 6.92% market share statewide.**

**USA's loan volume in Missouri was \$1.206 billion in 2016. Nationally, where USA/DAS is licensed in 21 states and employs approximately 400 home loan professionals, the company**

totaled \$1.66 billion in loan volume in 2016. It is the eighth consecutive year that the firm has crossed the \$1 billion loan threshold.

### ***Focus on Relationship-Based Marketing***

A differentiator for the firm in today's digital marketing era is its commitment to traditional face-to-face relationship-based marketing. Unlike its competitors, who invest in mass media advertising to drive customers to websites or call centers, licensed USA Mortgage loan officers are expected to know their clients by name and to source prospective clients by being visible in their communities. Schukar says USA Mortgage staffers are active in hundreds of charitable groups and civic betterment organizations across Missouri.

END

**Editor's Note:** After entering the mortgage industry in 1988 and becoming a key contributor to the success of several St. Louis home lenders, Douglas A. Schukar in 2001 launched his own company, DAS Acquisition Company, LLC. Its first purchase was USA Mortgage, at the time, a distressed company. Under Schukar's leadership, DAS/USA grew rapidly. Today, as the largest privately held mortgage banker in Missouri, the Equal Housing lender is licensed in 21 states and employs more than 400 licensed loan officers and support professionals.

In the process, *Inc.* magazine named the firm one of America's Top 100 private job creators and on five occasions included DAS/USA on its annual *Inc. 5000* ranking of the nation's fastest-growing private companies. The firm has been tapped as a Top 50 mortgage originator by *Scotsman Guide* and nominated as a finalist to the **Ellie Mae Hall of Fame**. Schukar has also been selected as a regional finalist for the **Ernst & Young Entrepreneur Of The Year® Award**.

In its home town and state, DAS/USA has been the #1 lender in metro St. Louis since 2012, the #1 lender in the **Missouri USDA Guaranteed Rural Housing** program since 2011 and Missouri's #1 overall mortgage originator since 2014.

The firm has also established a reputation as an exemplary employer. It has been a finalist in the *St. Louis Business Journal's* "Best Places To Work" competition on multiple occasions and honored with the Patriot Award, Pro Patria Award and Above and Beyond Award from a Missouri office of the **U.S. Department of Defense** for its comprehensive support of associates who serve in the National Guard and Reserve.

For more information, visit [usa-mortgage.com](http://usa-mortgage.com).