

HECM Lenders (FHA Approved Only)

Industry Overview

HECMs Endorsed through June 2017

Next Release Date: Week 1 of August

Endorsement Growth Change

-0.4 %

Competition Growth

-10.5 %

Active Lender Change

-23

Figures above reflect change from prior month

PERFORMANCE

| Rank/Region | 07/16 | 08/16 | 09/16 | 10/16 | 11/16 | 12/16 | 01/17 | 02/17 | 03/17 | 04/17 | 05/17 | 06/17 | Trend |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------|
| 1 Pacific/Hawaii | 995 | 1,210 | 1,046 | 1,109 | 1,118 | 1,364 | 1,259 | 1,358 | 1,608 | 1,514 | 1,408 | 1,521 | ▲ |
| 2 Southeast/Caribbean | 695 | 863 | 857 | 754 | 803 | 917 | 840 | 842 | 957 | 926 | 914 | 890 | ▼ |
| 3 Southwest | 394 | 487 | 358 | 478 | 396 | 538 | 577 | 461 | 525 | 486 | 524 | 501 | ▼ |
| 4 Rocky Mountain | 230 | 356 | 205 | 308 | 233 | 369 | 385 | 338 | 469 | 398 | 400 | 393 | ▼ |
| 5 Mid-Atlantic | 289 | 360 | 317 | 281 | 315 | 328 | 359 | 290 | 371 | 382 | 362 | 352 | ▼ |
| 6 Midwest | 262 | 312 | 288 | 303 | 293 | 344 | 368 | 334 | 405 | 370 | 353 | 336 | ▼ |
| 7 New York/New Jersey | 265 | 290 | 267 | 242 | 307 | 262 | 286 | 267 | 368 | 300 | 287 | 283 | ▼ |
| 8 Northwest/Alaska | 201 | 266 | 201 | 221 | 203 | 275 | 252 | 294 | 380 | 361 | 341 | 335 | ▼ |
| 9 New England | 128 | 148 | 139 | 143 | 149 | 165 | 144 | 160 | 159 | 186 | 170 | 149 | ▼ |
| 10 Great Plains | 75 | 95 | 63 | 80 | 74 | 96 | 108 | 82 | 122 | 113 | 95 | 77 | ▼ |
| Total | 3,534 | 4,387 | 3,741 | 3,919 | 3,891 | 4,658 | 4,578 | 4,426 | 5,364 | 5,036 | 4,854 | 4,837 | ▼ |

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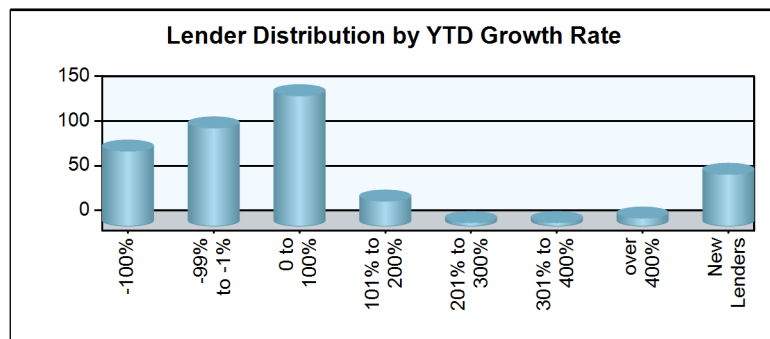
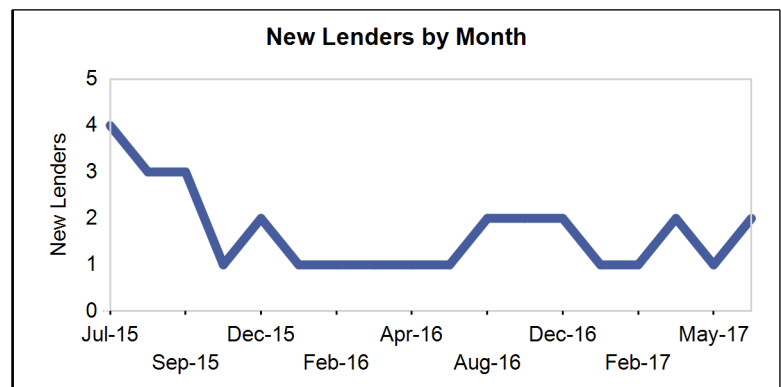
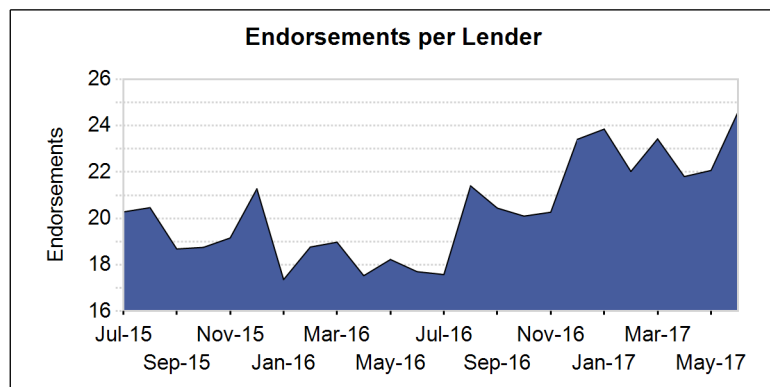
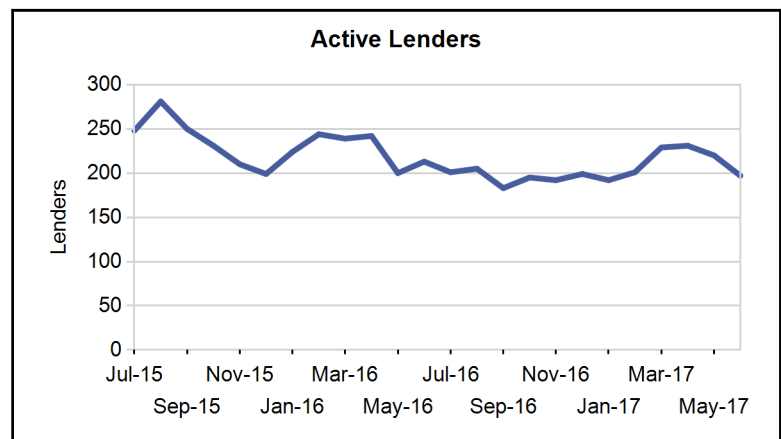
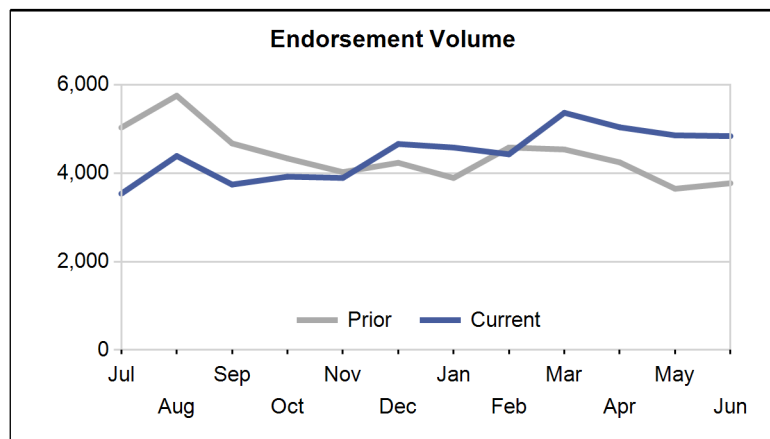
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Competition

Top 10 Lenders

| Rank / Lender | 07/16 | 08/16 | 09/16 | 10/16 | 11/16 | 12/16 | 01/17 | 02/17 | 03/17 | 04/17 | 05/17 | 06/17 | Total | Trend |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|----------|
| 1 AMERICAN ADVISORS GROUP | 873 | 850 | 882 | 838 | 832 | 1,014 | 963 | 1,064 | 1,167 | 993 | 1,028 | 1,126 | 11,630 | ▲ |
| 2 FINANCE OF AMERICA REVERSE LLC | 298 | 518 | 322 | 404 | 471 | 357 | 366 | 269 | 482 | 439 | 348 | 532 | 4,806 | ▲ |
| 3 REVERSE MORTGAGE FUNDING LLC | 264 | 460 | 253 | 326 | 195 | 469 | 424 | 345 | 363 | 364 | 380 | 407 | 4,250 | ▲ |
| 4 LIBERTY HOME EQUITY SOLUTIONS INC | 161 | 144 | 197 | 204 | 164 | 213 | 227 | 376 | 536 | 462 | 299 | 227 | 3,210 | ▼ |
| 5 ONE REVERSE MORTGAGE LLC | 271 | 297 | 248 | 242 | 270 | 294 | 287 | 222 | 253 | 261 | 266 | 207 | 3,118 | ▼ |
| 6 SYNERGY ONE LENDING INC | 174 | 215 | 180 | 185 | 187 | 225 | 237 | 223 | 270 | 229 | 246 | 332 | 2,703 | ▲ |
| 7 LIVE WELL FINANCIAL INC | 105 | 128 | 174 | 138 | 145 | 138 | 152 | 131 | 155 | 133 | 172 | 131 | 1,702 | ▼ |
| 8 HIGHTECHLENDING INC | 80 | 137 | 119 | 105 | 85 | 116 | 109 | 189 | 144 | 122 | 112 | 109 | 1,427 | ▼ |
| 9 NATIONWIDE EQUITIES CORPORATION | 82 | 99 | 145 | 119 | 95 | 104 | 108 | 81 | 156 | 96 | 115 | 140 | 1,340 | ▲ |
| 10 RMS/SECURITY ONE LENDING | 87 | 88 | 55 | 87 | 101 | 165 | 163 | 8 | 62 | 228 | 222 | 26 | 1,292 | ▼ |
| Top 10 SubTotal | 2,395 | 2,936 | 2,575 | 2,648 | 2,545 | 3,095 | 3,036 | 2,908 | 3,588 | 3,327 | 3,188 | 3,237 | 35,478 | ▲ |
| Industry Total | 3,534 | 4,387 | 3,741 | 3,919 | 3,891 | 4,658 | 4,578 | 4,426 | 5,364 | 5,036 | 4,854 | 4,837 | 53,225 | ▼ |



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Market Performance

| Market | YTD Volume 2017 | YTD Volume 2016 | Chg % | Active Lenders 2017 | Active Lenders 2016 | Chg % | Volume / Lender 2017 | Volume / Lender 2016 | Chg % |
|----------------------------|-----------------|-----------------|---------------|---------------------|---------------------|----------------|----------------------|----------------------|---------------|
| Great Plains | | | | | | | | | |
| KANSAS CITY | 183 | 150 | 22.0 % | 24 | 21 | 14.3 % | 2.6 | 2.5 | 3.8 % |
| ST. LOUIS | 140 | 128 | 9.4 % | 21 | 21 | 0.0 % | 2.3 | 2.2 | 4.8 % |
| DES MOINES | 110 | 119 | -7.6 % | 16 | 16 | 0.0 % | 2.4 | 2.7 | -13.3 % |
| TOPEKA | 89 | 84 | 6.0 % | 16 | 12 | 33.3 % | 2.0 | 2.4 | -16.3 % |
| OMAHA | 75 | 74 | 1.4 % | 15 | 15 | 0.0 % | 1.9 | 1.6 | 17.7 % |
| Region Total | 597 | 555 | 7.6 % | 41 | 39 | 5.1 % | 4.5 | 4.3 | 5.8 % |
| Mid-Atlantic | | | | | | | | | |
| PHILADELPHIA | 518 | 504 | 2.8 % | 56 | 48 | 16.7 % | 3.5 | 3.7 | -6.5 % |
| RICHMOND | 492 | 413 | 19.1 % | 44 | 48 | -8.3 % | 3.7 | 3.0 | 22.9 % |
| WASH. D.C. | 385 | 335 | 14.9 % | 43 | 34 | 26.5 % | 3.4 | 3.2 | 6.9 % |
| BALTIMORE | 325 | 286 | 13.6 % | 38 | 38 | 0.0 % | 3.0 | 2.8 | 9.1 % |
| PITTSBURGH | 196 | 169 | 16.0 % | 28 | 25 | 12.0 % | 2.8 | 2.6 | 6.1 % |
| WILMINGTON | 107 | 91 | 17.6 % | 19 | 23 | -17.4 % | 2.2 | 1.7 | 30.7 % |
| CHARLESTON | 93 | 96 | -3.1 % | 11 | 15 | -26.7 % | 2.7 | 2.2 | 18.8 % |
| Region Total | 2,116 | 1,894 | 11.7 % | 94 | 88 | 6.8 % | 7.0 | 6.9 | 2.1 % |
| Midwest | | | | | | | | | |
| CHICAGO | 430 | 470 | -8.5 % | 45 | 38 | 18.4 % | 3.3 | 4.3 | -21.9 % |
| INDIANAPOLIS | 292 | 283 | 3.2 % | 24 | 25 | -4.0 % | 3.4 | 3.3 | 2.4 % |
| MINN. ST. PAUL | 222 | 237 | -6.3 % | 31 | 27 | 14.8 % | 2.4 | 2.9 | -16.5 % |
| MILWAUKEE | 219 | 197 | 11.2 % | 28 | 28 | 0.0 % | 3.4 | 2.7 | 28.1 % |
| CLEVELAND | 217 | 173 | 25.4 % | 22 | 27 | -18.5 % | 3.1 | 2.5 | 24.9 % |
| COLUMBUS | 197 | 139 | 41.7 % | 22 | 25 | -12.0 % | 3.2 | 2.6 | 23.8 % |
| DETROIT | 185 | 164 | 12.8 % | 24 | 22 | 9.1 % | 2.9 | 2.9 | -1.2 % |
| GRAND RAPIDS | 160 | 137 | 16.8 % | 24 | 19 | 26.3 % | 2.5 | 2.6 | -3.9 % |
| SPRINGFIELD | 95 | 89 | 6.7 % | 18 | 14 | 28.6 % | 2.5 | 2.4 | 5.2 % |
| CINCINNATI | 93 | 83 | 12.0 % | 19 | 18 | 5.6 % | 2.1 | 1.9 | 8.3 % |
| FLINT | 56 | 42 | 33.3 % | 15 | 10 | 50.0 % | 1.9 | 2.0 | -0.3 % |
| Region Total | 2,166 | 2,014 | 7.5 % | 88 | 83 | 6.0 % | 8.1 | 7.8 | 4.2 % |
| New England | | | | | | | | | |
| BOSTON | 455 | 384 | 18.5 % | 28 | 30 | -6.7 % | 5.3 | 4.4 | 20.2 % |
| HARTFORD | 227 | 219 | 3.7 % | 31 | 31 | 0.0 % | 2.5 | 2.6 | -3.0 % |
| BANGOR | 98 | 114 | -14.0 % | 14 | 20 | -30.0 % | 2.3 | 2.1 | 13.5 % |
| MANCHESTER | 94 | 88 | 6.8 % | 21 | 20 | 5.0 % | 2.0 | 1.7 | 11.8 % |
| BURLINGTON | 47 | 34 | 38.2 % | 13 | 9 | 44.4 % | 1.5 | 1.6 | -2.0 % |
| PROVIDENCE | 47 | 46 | 2.2 % | 12 | 10 | 20.0 % | 1.6 | 1.9 | -15.2 % |
| Region Total | 968 | 885 | 9.4 % | 53 | 60 | -11.7 % | 6.0 | 5.1 | 17.8 % |
| New York/New Jersey | | | | | | | | | |
| NEW YORK | 885 | 846 | 4.6 % | 55 | 54 | 1.9 % | 4.8 | 4.8 | -0.7 % |
| NEWARK | 375 | 368 | 1.9 % | 52 | 54 | -3.7 % | 2.7 | 2.7 | 1.2 % |
| CAMDEN | 264 | 266 | -0.8 % | 51 | 46 | 10.9 % | 2.2 | 2.6 | -14.3 % |
| ALBANY | 162 | 164 | -1.2 % | 30 | 24 | 25.0 % | 2.0 | 2.4 | -16.5 % |
| BUFFALO | 105 | 99 | 6.1 % | 13 | 11 | 18.2 % | 3.4 | 3.0 | 13.6 % |
| Region Total | 1,791 | 1,743 | 2.8 % | 93 | 94 | -1.1 % | 5.7 | 5.8 | -0.7 % |
| Northwest/Alaska | | | | | | | | | |
| SEATTLE | 904 | 615 | 47.0 % | 58 | 49 | 18.4 % | 4.7 | 3.7 | 27.9 % |
| PORTLAND | 720 | 499 | 44.3 % | 57 | 55 | 3.6 % | 3.8 | 2.9 | 30.8 % |
| BOISE | 226 | 186 | 21.5 % | 33 | 34 | -2.9 % | 2.1 | 2.2 | -5.7 % |
| SPOKANE | 92 | 78 | 17.9 % | 23 | 21 | 9.5 % | 1.7 | 1.5 | 8.5 % |
| ANCHORAGE | 21 | 22 | -4.5 % | 6 | 5 | 20.0 % | 1.7 | 1.9 | -8.7 % |
| Region Total | 1,963 | 1,400 | 40.2 % | 80 | 77 | 3.9 % | 6.9 | 5.0 | 37.7 % |
| Pacific/Hawaii | | | | | | | | | |
| LOS ANGELES | 1,997 | 1,559 | 28.1 % | 87 | 89 | -2.2 % | 7.0 | 6.2 | 12.8 % |

| Market | YTD Volume 2017 | YTD Volume 2016 | Chg % | Active Lenders 2017 | Active Lenders 2016 | Chg % | Volume / Lender 2017 | Volume / Lender 2016 | Chg % |
|----------------------------|-----------------|-----------------|---------------|---------------------|---------------------|---------------|----------------------|----------------------|---------------|
| SANTA ANA | 1,617 | 1,280 | 26.3 % | 85 | 81 | 4.9 % | 6.6 | 5.4 | 21.3 % |
| SAN FRANCISCO | 1,463 | 1,152 | 27.0 % | 62 | 60 | 3.3 % | 7.0 | 6.0 | 15.2 % |
| PHOENIX | 982 | 802 | 22.4 % | 59 | 54 | 9.3 % | 4.8 | 4.4 | 7.7 % |
| SACRAMENTO | 800 | 693 | 15.4 % | 53 | 50 | 6.0 % | 4.5 | 4.4 | 2.4 % |
| SAN DIEGO | 782 | 564 | 38.7 % | 57 | 52 | 9.6 % | 4.5 | 3.9 | 17.1 % |
| FRESNO | 325 | 304 | 6.9 % | 47 | 33 | 42.4 % | 2.6 | 3.0 | -14.1 % |
| LAS VEGAS | 322 | 243 | 32.5 % | 31 | 34 | -8.8 % | 3.2 | 3.1 | 0.5 % |
| RENO | 163 | 139 | 17.3 % | 26 | 20 | 30.0 % | 2.2 | 2.3 | -6.0 % |
| TUCSON | 118 | 115 | 2.6 % | 25 | 22 | 13.6 % | 2.0 | 2.1 | -6.1 % |
| HONOLULU | 99 | 94 | 5.3 % | 20 | 16 | 25.0 % | 1.8 | 1.9 | -1.8 % |
| Region Total | 8,668 | 6,945 | 24.8 % | 149 | 153 | -2.6 % | 16.6 | 13.5 | 23.7 % |
| Rocky Mountain | | | | | | | | | |
| DENVER | 1,590 | 900 | 76.7 % | 65 | 56 | 16.1 % | 6.4 | 4.9 | 31.5 % |
| SALT LAKE CITY | 556 | 444 | 25.2 % | 42 | 30 | 40.0 % | 4.3 | 3.9 | 12.4 % |
| HELENA | 124 | 114 | 8.8 % | 20 | 17 | 17.6 % | 2.5 | 2.2 | 11.2 % |
| CASPER | 62 | 48 | 29.2 % | 15 | 14 | 7.1 % | 1.8 | 1.7 | 6.0 % |
| FARGO | 27 | 30 | -10.0 % | 8 | 7 | 14.3 % | 1.8 | 1.9 | -5.6 % |
| SIOUX FALLS | 24 | 26 | -7.7 % | 4 | 9 | -55.6 % | 1.6 | 1.2 | 35.0 % |
| Region Total | 2,383 | 1,562 | 52.6 % | 88 | 76 | 15.8 % | 7.4 | 5.8 | 27.6 % |
| Southeast/Caribbean | | | | | | | | | |
| MIAMI | 985 | 851 | 15.7 % | 70 | 67 | 4.5 % | 4.6 | 4.5 | 2.7 % |
| GREENSBORO | 677 | 613 | 10.4 % | 45 | 48 | -6.3 % | 4.6 | 4.2 | 11.4 % |
| TAMPA | 634 | 474 | 33.8 % | 55 | 49 | 12.2 % | 4.3 | 3.6 | 17.3 % |
| ORLANDO | 570 | 408 | 39.7 % | 51 | 43 | 18.6 % | 3.7 | 3.4 | 8.6 % |
| ATLANTA | 531 | 496 | 7.1 % | 50 | 43 | 16.3 % | 3.8 | 3.9 | -3.6 % |
| COLUMBIA | 431 | 424 | 1.7 % | 40 | 39 | 2.6 % | 3.1 | 3.3 | -7.1 % |
| JACKSONVILLE | 352 | 337 | 4.5 % | 39 | 29 | 34.5 % | 3.1 | 3.7 | -15.9 % |
| BIRMINGHAM | 327 | 300 | 9.0 % | 28 | 24 | 16.7 % | 3.5 | 3.6 | -1.7 % |
| KNOXVILLE | 231 | 239 | -3.3 % | 26 | 23 | 13.0 % | 3.2 | 3.3 | -2.3 % |
| NASHVILLE | 190 | 166 | 14.5 % | 23 | 25 | -8.0 % | 2.6 | 2.5 | 4.4 % |
| LOUISVILLE | 145 | 164 | -11.6 % | 18 | 20 | -10.0 % | 3.1 | 2.8 | 13.4 % |
| JACKSON | 138 | 141 | -2.1 % | 17 | 15 | 13.3 % | 2.8 | 2.8 | 0.3 % |
| CARIBBEAN | 103 | 179 | -42.5 % | 9 | 17 | -47.1 % | 3.7 | 3.4 | 8.3 % |
| MEMPHIS | 55 | 65 | -15.4 % | 13 | 11 | 18.2 % | 1.7 | 2.2 | -23.3 % |
| Region Total | 5,369 | 4,857 | 10.5 % | 126 | 124 | 1.6 % | 12.2 | 11.4 | 7.6 % |
| Southwest | | | | | | | | | |
| HOUSTON | 561 | 545 | 2.9 % | 48 | 46 | 4.3 % | 4.2 | 3.9 | 6.9 % |
| SAN ANTONIO | 518 | 463 | 11.9 % | 44 | 39 | 12.8 % | 3.5 | 3.8 | -7.0 % |
| DALLAS | 502 | 395 | 27.1 % | 47 | 42 | 11.9 % | 3.5 | 3.2 | 11.6 % |
| FT. WORTH | 465 | 370 | 25.7 % | 48 | 38 | 26.3 % | 3.0 | 3.2 | -5.5 % |
| NEW ORLEANS | 281 | 282 | -0.4 % | 27 | 24 | 12.5 % | 3.3 | 4.0 | -16.0 % |
| ALBUQUERQUE | 176 | 161 | 9.3 % | 24 | 18 | 33.3 % | 2.4 | 2.7 | -9.7 % |
| LITTLE ROCK | 161 | 167 | -3.6 % | 20 | 23 | -13.0 % | 2.7 | 3.1 | -12.1 % |
| OKLAHOMA CITY | 130 | 126 | 3.2 % | 17 | 20 | -15.0 % | 2.9 | 2.8 | 3.8 % |
| LUBBOCK | 111 | 125 | -11.2 % | 21 | 23 | -8.7 % | 2.0 | 2.1 | -7.4 % |
| TULSA | 108 | 126 | -14.3 % | 18 | 18 | 0.0 % | 2.2 | 2.2 | -2.3 % |
| SHREVEPORT | 61 | 49 | 24.5 % | 14 | 14 | 0.0 % | 2.0 | 1.6 | 24.0 % |
| Region Total | 3,074 | 2,809 | 9.4 % | 83 | 81 | 2.5 % | 9.6 | 9.5 | 0.3 % |
| Grand Total | 29,095 | 24,664 | 18.0 % | 359 | 385 | -6.8 % | 23.0 | 18.1 | 26.8 % |

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Top 100 Lenders - Year to Date

| Rank | Lender | Vol 2017 | Vol 2016 | Chg % | Mkt Share 2017 | Mkt Share 2016 | Chg % | Top State |
|------|--------------------------|----------|----------|-------|----------------|----------------|-------|-----------|
| 1 | AMERICAN ADVISORS GROUP | 6341 | 5428 | 17 % | 21.8 % | 22.0 % | -1 % | CA |
| 2 | FINANCE OF AMERICA REVER | 2436 | 1855 | 31 % | 8.4 % | 7.5 % | 11 % | CA |
| 3 | REVERSE MORTGAGE FUNDING | 2283 | 1307 | 75 % | 7.8 % | 5.3 % | 48 % | CA |
| 4 | LIBERTY HOME EQUITY SOLU | 2127 | 2062 | 3 % | 7.3 % | 8.4 % | -13 % | CA |
| 5 | SYNERGY ONE LENDING INC | 1537 | 941 | 63 % | 5.3 % | 3.8 % | 38 % | CA |
| 6 | ONE REVERSE MORTGAGE LLC | 1496 | 1854 | -19 % | 5.1 % | 7.5 % | -32 % | CA |
| 7 | LIVE WELL FINANCIAL INC | 874 | 1032 | -15 % | 3.0 % | 4.2 % | -28 % | CA |
| 8 | HIGHTECHLENDING INC | 785 | 618 | 27 % | 2.7 % | 2.5 % | 8 % | CA |
| 9 | RMS/SECURITY ONE LENDING | 709 | 1413 | -50 % | 2.4 % | 5.7 % | -57 % | CA |
| 10 | NATIONWIDE EQUITIES CORP | 696 | 554 | 26 % | 2.4 % | 2.2 % | 6 % | TX |
| 11 | REVERSE MORTGAGESCOM INC | 545 | 234 | 133 % | 1.9 % | 0.9 % | 97 % | TX |
| 12 | FIRSTBANK | 476 | 288 | 65 % | 1.6 % | 1.2 % | 40 % | TN |
| 13 | ADVISORS MORTGAGE GROUP | 390 | 188 | 107 % | 1.3 % | 0.8 % | 76 % | CA |
| 14 | HOME POINT FINANCIAL COR | 377 | 513 | -27 % | 1.3 % | 2.1 % | -38 % | CA |
| 15 | OPEN MORTGAGE LLC | 333 | 312 | 7 % | 1.1 % | 1.3 % | -10 % | CA |
| 16 | THE MONEY SOURCE INC | 320 | 0 | | 1.1 % | 0.0 % | | CA |
| 17 | FAIRWAY INDEPENDENT MORT | 318 | 193 | 65 % | 1.1 % | 0.8 % | 40 % | CO |
| 18 | RESOLUTE BANK | 282 | 155 | 82 % | 1.0 % | 0.6 % | 54 % | CA |
| 19 | PLAZA HOME MORTGAGE INC | 242 | 204 | 19 % | 0.8 % | 0.8 % | 1 % | CA |
| 20 | ALL REVERSE MORTGAGE INC | 241 | 131 | 84 % | 0.8 % | 0.5 % | 56 % | CA |
| 21 | LONGBRIDGE FINANCIAL LLC | 231 | 148 | 56 % | 0.8 % | 0.6 % | 32 % | TX |
| 22 | THE FEDERAL SAVINGS BANK | 225 | 206 | 9 % | 0.8 % | 0.8 % | -7 % | CA |
| 23 | CHERRY CREEK MORTGAGE CO | 219 | 183 | 20 % | 0.8 % | 0.7 % | 1 % | UT |
| 24 | UNITED NORTHERN MORTGAGE | 208 | 226 | -8 % | 0.7 % | 0.9 % | -22 % | NY |
| 25 | QUONTIC BANK FSB | 182 | 35 | 420 % | 0.6 % | 0.1 % | 341 % | NY |
| 26 | SUN WEST MORTGAGE CO INC | 170 | 176 | -3 % | 0.6 % | 0.7 % | -18 % | CA |
| 27 | M & T BANK | 168 | 112 | 50 % | 0.6 % | 0.5 % | 27 % | NY |
| 28 | MCM HOLDINGS INC | 167 | 126 | 33 % | 0.6 % | 0.5 % | 12 % | FL |
| 29 | AMERICAN PACIFIC MORTGAG | 156 | 134 | 16 % | 0.5 % | 0.5 % | -1 % | CA |
| 30 | BANK OF ENGLAND | 139 | 76 | 83 % | 0.5 % | 0.3 % | 55 % | FL |
| 31 | BANC OF CALIFORNIA NA | 139 | 110 | 26 % | 0.5 % | 0.4 % | 7 % | CA |
| 32 | MONEY HOUSE INC | 111 | 94 | 18 % | 0.4 % | 0.4 % | 0 % | ZZ |
| 33 | BROKER SOLUTIONS INC | 106 | 41 | 159 % | 0.4 % | 0.2 % | 119 % | CA |
| 34 | SUN AMERICAN MORTGAGE CO | 103 | 94 | 10 % | 0.4 % | 0.4 % | -7 % | AZ |
| 35 | EVOLVE BANK & TRUST | 101 | 38 | 166 % | 0.3 % | 0.2 % | 125 % | NY |
| 36 | COMMUNITY FIRST NATIONAL | 98 | 40 | 145 % | 0.3 % | 0.2 % | 108 % | KS |
| 37 | PEOPLES BANK | 94 | 146 | -36 % | 0.3 % | 0.6 % | -45 % | CA |
| 38 | INTERCONTINENTAL CAPITAL | 90 | 11 | 718 % | 0.3 % | 0.0 % | 594 % | NY |
| 39 | TOWNEBANK | 88 | 66 | 33 % | 0.3 % | 0.3 % | 13 % | VA |
| 40 | TOTAL MEDIA MANAGEMENT L | 80 | 29 | 176 % | 0.3 % | 0.1 % | 134 % | AL |
| 41 | LAND-HOME FINANCIAL SERV | 78 | 68 | 15 % | 0.3 % | 0.3 % | -3 % | CA |
| 42 | UNIVERSAL LENDING CORPOR | 76 | 41 | 85 % | 0.3 % | 0.2 % | 57 % | CO |
| 43 | HOMEBRIDGE FINANCIAL SER | 72 | 32 | 125 % | 0.2 % | 0.1 % | 91 % | TX |
| 44 | AMERICAN FINANCIAL NETWO | 66 | 12 | 450 % | 0.2 % | 0.0 % | 366 % | CA |
| 45 | PACIFIC RESIDENTIAL MORT | 66 | 30 | 120 % | 0.2 % | 0.1 % | 86 % | OR |
| 46 | VIP MORTGAGE INC | 65 | 62 | 5 % | 0.2 % | 0.3 % | -11 % | AZ |
| 47 | MORTGAGE BROKERS SERVICE | 59 | 32 | 84 % | 0.2 % | 0.1 % | 56 % | WA |
| 48 | FRANKLIN FIRST FINANCIAL | 58 | 52 | 12 % | 0.2 % | 0.2 % | -5 % | NY |
| 49 | GOLDWATER BANK NA | 52 | 10 | 420 % | 0.2 % | 0.0 % | 341 % | CO |
| 50 | NOVA FINANCIAL & INVESTM | 51 | 31 | 65 % | 0.2 % | 0.1 % | 39 % | AZ |

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HECM Lenders (Retail & TPO)
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| Rank | Lender | Vol 2017 | Vol 2016 | Chg % | Mkt Share 2017 | Mkt Share 2016 | Chg % | Top State |
|------|--------------------------|----------|----------|---------|----------------|----------------|---------|-----------|
| 51 | PRIMARY RESIDENTIAL MORT | 48 | 13 | 269 % | 0.2 % | 0.1 % | 213 % | CA |
| 52 | UNITED MORTGAGE CORP | 48 | 20 | 140 % | 0.2 % | 0.1 % | 103 % | NY |
| 53 | CALIBER HOME LOANS INC | 47 | 0 | | 0.2 % | 0.0 % | | CA |
| 54 | AMERICAS MORTGAGE RESOUR | 46 | 26 | 77 % | 0.2 % | 0.1 % | 50 % | LA |
| 55 | DOLLAR BANK FSB | 46 | 16 | 188 % | 0.2 % | 0.1 % | 144 % | PA |
| 56 | MANN MORTGAGE LLC | 44 | 57 | -23 % | 0.2 % | 0.2 % | -35 % | ID |
| 57 | ALPHA MORTGAGE CORPORATI | 43 | 2 | 2,050 % | 0.1 % | 0.0 % | 1,723 % | NC |
| 58 | MOUNTAIN AMERICA CREDIT | 43 | 20 | 115 % | 0.1 % | 0.1 % | 82 % | UT |
| 59 | HOMEOWNERS MORTGAGE ENTE | 42 | 35 | 20 % | 0.1 % | 0.1 % | 2 % | NC |
| 60 | MORTGAGESHOP LLC | 41 | 32 | 28 % | 0.1 % | 0.1 % | 9 % | VA |
| 61 | NORTHERN OHIO INVESTMENT | 40 | 14 | 186 % | 0.1 % | 0.1 % | 142 % | OH |
| 62 | LENOX FINANCIAL MORTGAGE | 39 | 40 | -3 % | 0.1 % | 0.2 % | -17 % | CA |
| 63 | SOUTHERN TRUST MORTGAGE | 36 | 34 | 6 % | 0.1 % | 0.1 % | -10 % | VA |
| 64 | RESIDENTIAL HOME FUNDING | 36 | 29 | 24 % | 0.1 % | 0.1 % | 5 % | NY |
| 65 | GSF MORTGAGE CORPORATION | 36 | 11 | 227 % | 0.1 % | 0.0 % | 177 % | DC |
| 66 | SUCCESS MORTGAGE PARTNER | 34 | 45 | -24 % | 0.1 % | 0.2 % | -36 % | SC |
| 67 | SKYLINE FINANCIAL CORPOR | 33 | 15 | 120 % | 0.1 % | 0.1 % | 86 % | CA |
| 68 | YADKIN VALLEY BANK AND T | 33 | 31 | 6 % | 0.1 % | 0.1 % | -10 % | NC |
| 69 | MOHAVE STATE BANK | 33 | 17 | 94 % | 0.1 % | 0.1 % | 65 % | AZ |
| 70 | HURON VALLEY FINANCIAL | 32 | 0 | | 0.1 % | 0.0 % | | TX |
| 71 | GEORGETOWN MORTGAGE | 32 | 50 | -36 % | 0.1 % | 0.2 % | -46 % | TX |
| 72 | AMERICAN LIBERTY MORTGAG | 29 | 16 | 81 % | 0.1 % | 0.1 % | 54 % | CO |
| 73 | WHOLESALE CAPITAL CORP | 29 | 50 | -42 % | 0.1 % | 0.2 % | -51 % | CA |
| 74 | NEW AMERICAN MORTGAGE LL | 29 | 25 | 16 % | 0.1 % | 0.1 % | -2 % | CA |
| 75 | AMERICAN NATIONWIDE MORT | 28 | 65 | -57 % | 0.1 % | 0.3 % | -63 % | SC |
| 76 | ON Q FINANCIAL INC | 28 | 17 | 65 % | 0.1 % | 0.1 % | 40 % | AZ |
| 77 | SIERRA PACIFIC MORTGAGE | 27 | 15 | 80 % | 0.1 % | 0.1 % | 53 % | CA |
| 78 | AMERIFIRST FINANCIAL INC | 26 | 13 | 100 % | 0.1 % | 0.1 % | 70 % | AZ |
| 79 | UNIVERSAL AMERICAN MORTG | 26 | 20 | 30 % | 0.1 % | 0.1 % | 10 % | NV |
| 80 | GERSHMAN INVESTMENT CORP | 25 | 10 | 150 % | 0.1 % | 0.0 % | 112 % | MO |
| 81 | FINANCE OF AMERICA MORTG | 25 | 24 | 4 % | 0.1 % | 0.1 % | -12 % | NV |
| 82 | WILLOW BEND MORTGAGE CO | 25 | 40 | -38 % | 0.1 % | 0.2 % | -47 % | AL |
| 83 | AMERICA FIRST FEDERAL CR | 25 | 21 | 19 % | 0.1 % | 0.1 % | 1 % | UT |
| 84 | BANK OF NORTH CAROLINA | 25 | 26 | -4 % | 0.1 % | 0.1 % | -18 % | NC |
| 85 | NATIONS LENDING CORP | 24 | 13 | 85 % | 0.1 % | 0.1 % | 56 % | NJ |
| 86 | LOANDEPOTCOM | 24 | 14 | 71 % | 0.1 % | 0.1 % | 45 % | CO |
| 87 | MEADOWBROOK FINANCIAL MO | 24 | 13 | 85 % | 0.1 % | 0.1 % | 56 % | NY |
| 88 | PREMIER MORTGAGE RESOURC | 22 | 9 | 144 % | 0.1 % | 0.0 % | 107 % | ID |
| 89 | US MORTGAGE CORPORATION | 22 | 22 | 0 % | 0.1 % | 0.1 % | -15 % | NY |
| 90 | COLONIAL SAVINGS FA | 22 | 15 | 47 % | 0.1 % | 0.1 % | 24 % | TX |
| 91 | ATLANTIC BAY MORTGAGE GR | 22 | 13 | 69 % | 0.1 % | 0.1 % | 43 % | VA |
| 92 | JAMES B NUTTER AND COMPA | 21 | 17 | 24 % | 0.1 % | 0.1 % | 5 % | KS |
| 93 | PEOPLES HOME EQUITY INC | 21 | 25 | -16 % | 0.1 % | 0.1 % | -29 % | TN |
| 94 | AMERICAN NEIGHBORHOOD MT | 20 | 4 | 400 % | 0.1 % | 0.0 % | 324 % | FL |
| 95 | CITYWIDE HOME LOANS | 20 | 26 | -23 % | 0.1 % | 0.1 % | -35 % | UT |
| 96 | CARROLLTON MORTGAGE CO | 20 | 23 | -13 % | 0.1 % | 0.1 % | -26 % | CA |
| 97 | EAST COAST CAPITAL CORP | 19 | 7 | 171 % | 0.1 % | 0.0 % | 130 % | NY |
| 98 | VAN DYK MORTGAGE CORPORA | 19 | 33 | -42 % | 0.1 % | 0.1 % | -51 % | KY |
| 99 | MORTGAGE HOUSE INC | 19 | 10 | 90 % | 0.1 % | 0.0 % | 61 % | CA |
| 100 | SALEM FIVE MORTGAGE CO L | 19 | 15 | 27 % | 0.1 % | 0.1 % | 7 % | MA |

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