

# HECM Originators (FHA & Non-FHA)

## Industry Summary

HECMs endorsed through September 2011

Next Release Date: Week 4 of December

Retail  
Endorsement Growth

**-2.5 %**

Wholesale  
Endorsement Growth

**-6.1 %**

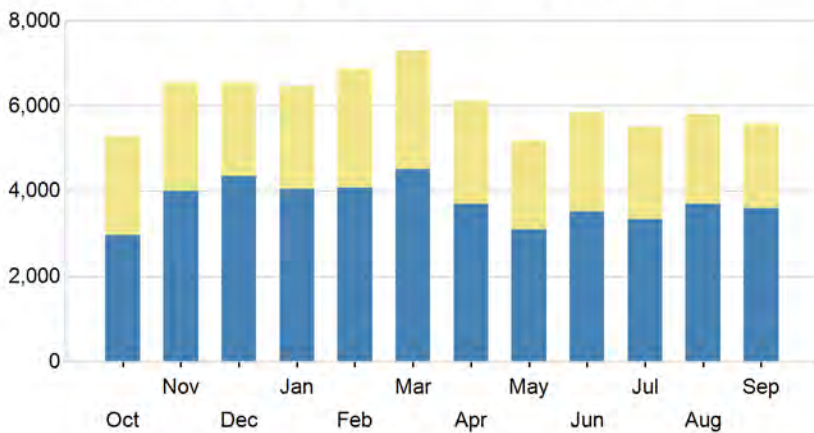
Total  
Endorsement Growth

**-3.8 %**

Figures above reflect change from prior month

## PERFORMANCE

Trailing Twelve Month Endorsements



	Retail		Wholesale		Total	
	Units	Chg %	Units	Chg %	Units	Chg %
Oct	2,976	-12.6 %	2,307	-9.8 %	5,283	-11.4 %
Nov	4,004	34.5 %	2,547	10.4 %	6,551	24.0 %
Dec	4,343	8.5 %	2,207	-13.3 %	6,550	0.0 %
Jan	4,049	-6.8 %	2,413	9.3 %	6,462	-1.3 %
Feb	4,075	0.6 %	2,805	16.2 %	6,880	6.5 %
Mar	4,515	10.8 %	2,785	-0.7 %	7,300	6.1 %
Apr	3,704	-18.0 %	2,415	-13.3 %	6,119	-16.2 %
May	3,106	-16.1 %	2,079	-13.9 %	5,185	-15.3 %
Jun	3,535	13.8 %	2,322	11.7 %	5,857	13.0 %
Jul	3,352	-5.2 %	2,159	-7.0 %	5,511	-5.9 %
Aug	3,705	10.5 %	2,099	-2.8 %	5,804	5.3 %
Sep	3,612	-2.5 %	1,972	-6.1 %	5,584	-3.8 %
Total	44,976		28,110		73,086	

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**Top 10 by Retail and Wholesale Volume**

Rank / Company	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total	Mkt Shr
WELLS FARGO BANK NA	1,149	1,903	1,972	1,841	1,787	2,126	1,317	1,141	1,723	1,782	1,683	1,454	19,878	27.2%
METLIFE BANK	656	1,221	1,345	999	903	1,071	843	1,242	1,344	868	1,130	1,326	12,948	17.7%
BANK OF AMERICA NA CHARL	1,080	929	1,314	1,288	1,132	1,040	1,164	390	10	6		2	8,355	11.4%
URBAN FINANCIAL GROUP	681	619	288	492	648	605	786	686	803	819	551	612	7,590	10.4%
GENERATION MORTGAGE COMP	413	423	354	397	537	646	468	256	341	827	843	522	6,027	8.2%
ONE REVERSE MORTGAGE LLC	299	338	368	322	295	398	423	430	327	328	420	413	4,361	6.0%
GENWORTH FINANCIAL HM EQ	319	375	50	445	637	408	374	360	404	196	248	351	4,167	5.7%
SECURITY ONE LENDING	117	172	99	152	162	114	171	102	130	118	179	196	1,712	2.3%
AMERICAN ADVISORS GROUP	71	56	52	63	155	115	82	124	156	161	198	134	1,367	1.9%
FINANCIAL FREEDOM ACQUIS	127	132	197	114	135	102	78	79	143	3			1,110	1.5%
<b>Total</b>	<b>4,912</b>	<b>6,168</b>	<b>6,039</b>	<b>6,113</b>	<b>6,391</b>	<b>6,625</b>	<b>5,706</b>	<b>4,810</b>	<b>5,381</b>	<b>5,108</b>	<b>5,252</b>	<b>5,010</b>	<b>67,515</b>	<b>92.4%</b>

**Top 10 Wholesale and Retail Performance Stats**

Company	Rankings			Current Volume			Growth %			Mix		Market Share		
	Ret	Whls	Total	Ret	Whls	Total	Ret	Whls	Total	Ret	Whls	Ret	Whls	Total
WELLS FARGO BANK NA	1	6	1	18,528	1,350	19,878	14.6 %	1.6 %	13.6 %	93 %	7 %	25.4 %	4.8 %	27.2 %
METLIFE BANK	2	1	2	6,506	6,442	12,948	94.8 %	-27.0 %	6.5 %	50 %	50 %	8.9 %	22.9 %	17.7 %
BANK OF AMERICA NA CHARLO	3	5	3	5,499	2,857	8,356	-25.0 %	-61.0 %	-42.9 %	66 %	34 %	7.5 %	10.2 %	11.4 %
URBAN FINANCIAL GROUP	5	2	4	1,828	5,762	7,590	-18.1 %	6.1 %	-1.0 %	24 %	76 %	2.5 %	20.5 %	10.4 %
GENERATION MORTGAGE COMPA	6	3	5	1,522	4,505	6,027	22.0 %	1.5 %	6.0 %	25 %	75 %	2.1 %	16.0 %	8.2 %
ONE REVERSE MORTGAGE LLC	4		6	4,361	0	4,361	41.3 %	NaN	41.3 %	100 %	0 %	6.0 %		6.0 %
GENWORTH FINANCIAL HM EQU	10	4	7	712	3,455	4,167	28.5 %	4.5 %	8.0 %	17 %	83 %	1.0 %	12.3 %	5.7 %
SECURITY ONE LENDING	9	8	8	784	928	1,712	21.2 %	52.6 %	36.4 %	46 %	54 %	1.1 %	3.3 %	2.3 %
AMERICAN ADVISORS GROUP	7		9	1,367	0	1,367	114.3 %	NaN	114.3 %	100 %	0 %	1.9 %		1.9 %
FINANCIAL FREEDOM ACQUISI	18	9	10	504	606	1,110	-67.5 %	-85.0 %	-80.2 %	45 %	55 %	0.7 %	2.2 %	1.5 %
<b>Total</b>				<b>41,611</b>	<b>25,905</b>	<b>67,516</b>	<b>13.1 %</b>	<b>-26.6 %</b>	<b>-6.4 %</b>	<b>62 %</b>	<b>38 %</b>	<b>56.9 %</b>	<b>92.2 %</b>	<b>92.4 %</b>

**Top 5 Retail by Unit Growth**

Company	Rankings			Current Volume			Unit Growth			Mix		Market Share		
	Ret	Whls	Total	Ret	Whls	Total	Ret	Whls	Total	Ret	Whls	Ret	Whls	Total
METLIFE BANK	2	1	2	6,506	6,442	12,948	3,167	-2,381	786	50 %	50 %	8.9 %	22.9 %	17.7 %
WELLS FARGO BANK NA	1	6	1	18,528	1,350	19,878	2,358	21	2,379	93 %	7 %	25.4 %	4.8 %	27.2 %
ONE REVERSE MORTGAGE LLC	4		6	4,361	0	4,361	1,275	0	1,275	100 %	0 %	6.0 %		6.0 %
AMERICAN ADVISORS GROUP	7		9	1,367	0	1,367	729	0	729	100 %	0 %	1.9 %		1.9 %
THE FIRST NATIONAL BANK	12		14	612	0	612	525	0	525	100 %	0 %	0.8 %		0.8 %
<b>Total</b>				<b>31,374</b>	<b>7,792</b>	<b>39,166</b>	<b>8,054</b>	<b>-2,360</b>	<b>5,694</b>	<b>80 %</b>	<b>20 %</b>	<b>42.9 %</b>	<b>27.7 %</b>	<b>53.6 %</b>

**Top 5 Wholesale by Unit Growth**

Company	Rankings			Current Volume			Unit Growth			Mix		Market Share		
	Ret	Whls	Total	Ret	Whls	Total	Ret	Whls	Total	Ret	Whls	Ret	Whls	Total
URBAN FINANCIAL GROUP	5	2	4	1,828	5,762	7,590	-404	329	-75	24 %	76 %	2.5 %	20.5 %	10.4 %
SECURITY ONE LENDING	9	8	8	784	928	1,712	137	320	457	46 %	54 %	1.1 %	3.3 %	2.3 %
GENWORTH FINANCIAL HM EQU	10	4	7	712	3,455	4,167	158	150	308	17 %	83 %	1.0 %	12.3 %	5.7 %
ASSOCIATED MORTGAGE BANKE	327	14	69	17	87	104	14	87	101	16 %	84 %	0.0 %	0.3 %	0.1 %
GENERATION MORTGAGE COMPA	6	3	5	1,522	4,505	6,027	274	65	339	25 %	75 %	2.1 %	16.0 %	8.2 %
<b>Total</b>				<b>4,863</b>	<b>14,737</b>	<b>19,600</b>	<b>179</b>	<b>951</b>	<b>1,130</b>	<b>25 %</b>	<b>75 %</b>	<b>6.7 %</b>	<b>52.4 %</b>	<b>26.8 %</b>

Top 10 Wholesale	Active Brokers	% Capture
METLIFE BANK	434	46 %
URBAN FINANCIAL GROUP	285	47 %
GENERATION MORTGAGE COMPANY	220	45 %
GENWORTH FINANCIAL HM EQUITY A	693	29 %
BANK OF AMERICA NA CHARLOTTE	157	27 %
WELLS FARGO BANK NA	279	31 %
SUN WEST MORTGAGE CO INC	271	16 %
SECURITY ONE LENDING	102	23 %
FINANCIAL FREEDOM ACQUISITION	195	23 %
LIVE WELL FINANCIAL INC	87	12 %

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**Top 100 Ranking HECM Volume by Channel - Endorsements Last 12 Months through September 2011**

Rank			Loans			Market Share			Rank			Loans			Market Share								
R	W	T	Company			R	W	Total	Ret	Whls	Total	R	W	T	Company			R	W	T	Ret	Whls	Total
1	6	1	WELLS FARGO BANK NA			18,528	1,350	19,878	25.4 %	4.8 %	27.2 %	45		51	PRIORITY MORTGAGE CO			138	0	138	0.2 %	0.0 %	0.2 %
2	1	2	METLIFE BANK			6,506	6,442	12,948	8.9 %	22.9 %	17.7 %	46	31	52	GMFS LLC			135	1	136	0.2 %	0.0 %	0.2 %
3	5	3	BANK OF AMERICA NA C			5,499	2,857	8,356	7.5 %	10.2 %	11.4 %	47		53	HOME SAVINGS OF AMER			134	0	134	0.2 %	0.0 %	0.2 %
5	2	4	URBAN FINANCIAL GROU			1,828	5,762	7,590	2.5 %	20.5 %	10.4 %	49		54	TRIPPOINT MORTGAGE GR			133	0	133	0.2 %	0.0 %	0.2 %
6	3	5	GENERATION MORTGAGE			1,522	4,505	6,027	2.1 %	16.0 %	8.2 %	50		55	SUN AMERICAN MORTGAG			132	0	132	0.2 %	0.0 %	0.2 %
4		6	ONE REVERSE MORTGAGE			4,361	0	4,361	6.0 %	0.0 %	6.0 %	51		56	UNITED SOUTHWEST MOR			130	0	130	0.2 %	0.0 %	0.2 %
10	4	7	GENWORTH FINANCIAL H			712	3,455	4,167	1.0 %	12.3 %	5.7 %	52		57	ACADEMY MORTGAGE			129	0	129	0.2 %	0.0 %	0.2 %
9	8	8	SECURITY ONE LENDING			784	928	1,712	1.1 %	3.3 %	2.3 %	54	25	58	REVERSE MORTGAGE SOL			123	3	126	0.2 %	0.0 %	0.2 %
7		9	AMERICAN ADVISORS GR			1,367	0	1,367	1.9 %	0.0 %	1.9 %	53		59	HARVARD HOME MORTGAG			125	0	125	0.2 %	0.0 %	0.2 %
18	9	10	FINANCIAL FREEDOM AC			504	606	1,110	0.7 %	2.2 %	1.5 %	55		60	BRIAN A COLE & ASSOC			119	0	119	0.2 %	0.0 %	0.2 %
8		11	REVERSE MORTGAGE USA			1,023	0	1,023	1.4 %	0.0 %	1.4 %	56		61	CHRISTENSEN FINANCIA			115	0	115	0.2 %	0.0 %	0.2 %
100	7	12	SUN WEST MORTGAGE CO			69	944	1,013	0.1 %	3.4 %	1.4 %	56		61	APPROVAL FIRST HOME			115	0	115	0.2 %	0.0 %	0.2 %
11		13	NEW DAY FINANCIAL LL			629	0	629	0.9 %	0.0 %	0.9 %	59		63	AMTEC FUNDING GROUP			114	0	114	0.2 %	0.0 %	0.2 %
12		14	THE FIRST NATIONAL B			612	0	612	0.8 %	0.0 %	0.8 %	60		64	UPSTATE CAPITAL			113	0	113	0.2 %	0.0 %	0.2 %
13		15	PNC REVERSE MORTGAGE			588	0	588	0.8 %	0.0 %	0.8 %	61		65	UNIVERSAL LENDING CO			111	0	111	0.2 %	0.0 %	0.2 %
14		16	NET EQUITY FINANCIAL			586	0	586	0.8 %	0.0 %	0.8 %	62		66	SENIORS REVERSE MORT			110	0	110	0.2 %	0.0 %	0.2 %
15		17	M AND T BANK			582	0	582	0.8 %	0.0 %	0.8 %	62		66	PRIMARY RESIDENTIAL			110	0	110	0.2 %	0.0 %	0.2 %
16		18	SENIOR MORTGAGE BANK			574	0	574	0.8 %	0.0 %	0.8 %	64		68	TRADITIONAL HOME MOR			108	0	108	0.1 %	0.0 %	0.1 %
17		19	MONEY HOUSE INC			508	0	508	0.7 %	0.0 %	0.7 %	327	14	69	ASSOCIATED MORTGAGE			17	87	104	0.0 %	0.3 %	0.1 %
19		20	IREVERSE HOME LOANS			482	0	482	0.7 %	0.0 %	0.7 %	65		70	METRO ISLAND MORTGAG			102	0	102	0.1 %	0.0 %	0.1 %
20	23	21	GREAT OAK LENDING			464	4	468	0.6 %	0.0 %	0.6 %	66		71	NEW CASTLE MORTGAGE			100	0	100	0.1 %	0.0 %	0.1 %
21		22	SUNTRUST MORTGAGE IN			454	0	454	0.6 %	0.0 %	0.6 %	66		71	VIG MORTGAGE CORP			100	0	100	0.1 %	0.0 %	0.1 %
22		23	UNKNOWN			409	0	409	0.6 %	0.0 %	0.6 %	68		73	UNITED NORTHERN MORT			98	0	98	0.1 %	0.0 %	0.1 %
887	10	24	LIVE WELL FINANCIAL			3	388	391	0.0 %	1.4 %	0.5 %	69		74	EAST COAST CAPITAL C			97	0	97	0.1 %	0.0 %	0.1 %
23	41	25	EQUIPOINT FINANCIAL			349	0	349	0.5 %	0.0 %	0.5 %	69		74	ROCKLAND TRUST CO			97	0	97	0.1 %	0.0 %	0.1 %
32	12	26	CHERRY CREEK MORTGAG			178	170	348	0.2 %	0.6 %	0.5 %	69		74	WEST TOWN SAVINGS BA			97	0	97	0.1 %	0.0 %	0.1 %
24		27	MIDCONTINENT FINANCI			327	0	327	0.4 %	0.0 %	0.4 %	72		77	GATEWAY FUNDING DIVE			94	0	94	0.1 %	0.0 %	0.1 %
25		28	ASPIRE FINANCIAL INC			314	0	314	0.4 %	0.0 %	0.4 %	74	31	78	VALUE FINANCIAL MORT			91	1	92	0.1 %	0.0 %	0.1 %
293	11	29	PLAZA HOME MORTGAGE			20	289	309	0.0 %	1.0 %	0.4 %	73		78	SOVEREIGN LENDING GR			92	0	92	0.1 %	0.0 %	0.1 %
26		30	ROYAL UNITED MORTGAG			298	0	298	0.4 %	0.0 %	0.4 %	75		80	MCGOWIN-KING MORTGAG			90	0	90	0.1 %	0.0 %	0.1 %
27		31	ALL FINANCIAL SERVIC			279	0	279	0.4 %	0.0 %	0.4 %	75		80	AXIS FINANCIAL GROUP			90	0	90	0.1 %	0.0 %	0.1 %
28		32	MAS ASSOCIATES			262	0	262	0.4 %	0.0 %	0.4 %	77		82	SOUTHWEST FUNDING LP			89	0	89	0.1 %	0.0 %	0.1 %
29		33	MORTGAGESHOP			257	0	257	0.4 %	0.0 %	0.4 %	118	17	83	MCM HOLDINGS INC			59	29	88	0.1 %	0.1 %	0.1 %
30		34	PRIMELENDING A PLAIN			243	0	243	0.3 %	0.0 %	0.3 %	78		84	LIBERTYSTREET FINANCI			87	0	87	0.1 %	0.0 %	0.1 %
31		35	SENIOR AMERICAN FUND			231	0	231	0.3 %	0.0 %	0.3 %	78		84	AMERICAN SENIOR LEND			87	0	87	0.1 %	0.0 %	0.1 %
114	13	36	JAMES B NUTTER AND C			61	127	188	0.1 %	0.5 %	0.3 %	78		84	AMERICAN NATIONWIDE			87	0	87	0.1 %	0.0 %	0.1 %
47	15	37	SIDUS FINANCIAL LLC			134	39	173	0.2 %	0.1 %	0.2 %	81		87	FULTON BANK NATIONAL			86	0	86	0.1 %	0.0 %	0.1 %
33		38	M AND I MARSHALL AND			170	0	170	0.2 %	0.0 %	0.2 %	82		88	WILMINGTON SAVINGS F			85	0	85	0.1 %	0.0 %	0.1 %
34		39	STAY IN HOME MORTGAG			168	0	168	0.2 %	0.0 %	0.2 %	83		89	THE SENIOR EQUITY GR			84	0	84	0.1 %	0.0 %	0.1 %
35		40	UNITED SOUTHWEST MOR			166	0	166	0.2 %	0.0 %	0.2 %	83		89	ARAMCO MORTGAGE			84	0	84	0.1 %	0.0 %	0.1 %
36		41	OPEN MORTGAGE LLC			164	0	164	0.2 %	0.0 %	0.2 %	85		91	AA MORTGAGE GROUP			82	0	82	0.1 %	0.0 %	0.1 %
37		42	INTEGRITY 1ST MORTGA			161	0	161	0.2 %	0.0 %	0.2 %	86		92	ALLIED HOME MORTGAGE			81	0	81	0.1 %	0.0 %	0.1 %
38	31	43	FIRST MARINER BANK			152	1	153	0.2 %	0.0 %	0.2 %	86		92	ADVANCED FUNDING SOL			81	0	81	0.1 %	0.0 %	0.1 %
38		44	ENVOY MORTGAGE LTD			152	0	152	0.2 %	0.0 %	0.2 %	86		92	AUGUSTA MORTGAGE			81	0	81	0.1 %	0.0 %	0.1 %
40		45	WEBSTER BANK			151	0	151	0.2 %	0.0 %	0.2 %	89		95	SENIOR FUNDING ASSOC			79	0	79	0.1 %	0.0 %	0.1 %
56	16	46	NATIONWIDE EQUITIES			115	35	150	0.2 %	0.1 %	0.2 %	90		96	GATEWAY REVERSE MORT			77	0	77	0.1 %	0.0 %	0.1 %
41		47	AMERICAN PACIFIC MOR			149	0	149	0.2 %	0.0 %	0.2 %	90		96	GERSHMAN INVESTMENT			77	0	77	0.1 %	0.0 %	0.1 %
42		48	NETWORK FUNDING LP			148	0	148	0.2 %	0.0 %	0.2 %	92		98	OCEANFIRST BANK			75	0	75	0.1 %	0.0 %	0.1 %
43		49	MONTGOMERY MORTGAGE			144	0	144	0.2 %	0.0 %	0.2 %	93		99	PROSPERITY MORTGAGE			74	0	74	0.1 %	0.0 %	0.1 %
44		50	TRINITY REVERSE MORT			141	0	141	0.2 %	0.0 %	0.2 %	94		100	SENIORS FIRST MORTGA			73	0	73	0.1 %	0.0 %	0.1 %

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## Top 100 HECM Originators - September 2011 Rankings (Single Month)

Rank		Company	Loans			Growth		Rank		Company	Loans			Growth	
M	Y		Mth	YTD	Avg	Mth	YTD	M	Y		Mth	YTD	Avg	Mth	YTD
1	1	WELLS FARGO BANK NA	1,446	13,850	1,538.9	-13.2 %	20.1 %	48	68	UNIVERSAL LENDING CO	11	73	8.1	120.0 %	-12.0 %
2	2	METLIFE BANK	767	4,987	554.1	27.8 %	115.6 %	48	82	AMERICAN NATIONWIDE	11	62	6.9	37.5 %	-12.7 %
3	4	ONE REVERSE MORTGAGE	413	3,356	372.9	-1.7 %	50.0 %	48	89	THE MONEY SOURCE INC	11	56	6.2	-52.2 %	
4	5	URBAN FINANCIAL GROU	150	1,498	166.4	0.0 %	-17.0 %	48	98	LEGACY HOME FINANCI	11	52	5.8	266.7 %	85.7 %
5	6	AMERICAN ADVISORS GR	134	1,188	132.0	-32.3 %	125.9 %	55	33	INTEGRITY 1ST MORTGA	10	132	14.7	-44.4 %	-43.8 %
6	9	SECURITY ONE LENDING	126	661	73.4	23.5 %	50.9 %	55	63	ARAMCO MORTGAGE	10	76	8.4	-16.7 %	81.0 %
7	7	GENERATION MORTGAGE	111	1,162	129.1	-27.0 %	22.2 %	55	142	GULF COAST BANK AND	10	37	4.1	-23.1 %	117.6 %
8	10	GENWORTH FINANCIAL H	90	584	64.9	73.1 %	46.4 %	55	207	VANDYK MORTGAGE CORP	10	25	2.8	150.0 %	
9	12	THE FIRST NATIONAL B	74	512	56.9	-11.9 %	488.5 %	59	36	AMERICAN PACIFIC MOR	9	116	12.9	-40.0 %	6.4 %
10	8	REVERSE MORTGAGE USA	67	687	76.3	19.6 %	-17.8 %	59	36	REVERSE MORTGAGE SOL	9	116	12.9	-35.7 %	11,500.0 %
11	18	IREVERSE HOME LOANS	51	376	41.8	59.4 %	75.7 %	59	53	VIG MORTGAGE CORP	9	87	9.7	0.0 %	2,800.0 %
12	11	NEW DAY FINANCIAL LL	47	532	59.1	-35.6 %	16.7 %	59	56	PRIMARY RESIDENTIAL	9	85	9.4	125.0 %	-4.5 %
13	13	SENIOR MORTGAGE BANK	46	464	51.6	9.5 %	2.9 %	59	80	LIBERTYSTREET FINAN	9	65	7.2	350.0 %	-11.0 %
14	23	ALL FINANCIAL SERVIC	41	268	29.8	-25.5 %	211.6 %	59	84	OCEANFIRST BANK	9	60	6.7	50.0 %	39.5 %
15	21	SUNTRUST MORTGAGE IN	36	327	36.3	-12.2 %	32.9 %	59	117	LIBERTY BANK	9	46	5.1	80.0 %	84.0 %
15	32	CHERRY CREEK MORTGAG	36	143	15.9	63.6 %	40.2 %	59	128	FIRST NATIONAL BANK	9	43	4.8	200.0 %	
17	16	M AND T BANK	34	424	47.1	-33.3 %	-2.5 %	59	181	HOMESTREET BANK	9	29	3.2	0.0 %	52.6 %
18	23	EQUIPOINT FINANCIAL	33	268	29.8	65.0 %	-21.9 %	68	52	WEST TOWN SAVINGS BA	8	88	9.8	-71.4 %	1,366.7 %
19	34	UNITED SOUTHWEST MOR	32	130	14.4	23.1 %		68	63	APPROVAL FIRST HOME	8	76	8.4	700.0 %	31.0 %
20	26	ASPIRE FINANCIAL INC	31	234	26.0	6.9 %	8.8 %	68	77	STERLING SAVINGS BAN	8	66	7.3	14.3 %	6,500.0 %
21	14	NET EQUITY FINANCIAL	28	440	48.9	-69.9 %	-23.1 %	68	94	ATLANTIC BAY MORTGAG	8	53	5.9	14.3 %	35.9 %
22	19	MONEY HOUSE INC	26	358	39.8	-23.5 %	-18.1 %	68	118	COLONIAL SAVINGS FA	8	45	5.0	300.0 %	15.4 %
23	31	MORTGAGESHOP	25	174	19.3	56.3 %	-5.4 %	68	138	MLS MORTGAGE LENDING	8	38	4.2	33.3 %	26.7 %
24	20	GREAT OAK LENDING	23	354	39.3	-45.2 %	-23.0 %	68	278	ASSOCIATED MORTGAGE	8	16	1.8	300.0 %	700.0 %
25	39	M AND I MARSHALL AND	21	113	12.6	110.0 %	-15.0 %	75	36	TRINITY REVERSE MORT	7	116	12.9	-41.7 %	58.9 %
26	25	ROYAL UNITED MORTGAG	17	239	26.6	-34.6 %	69.5 %	75	46	HOME SAVINGS OF AMER	7	103	11.4	40.0 %	90.7 %
26	88	HIGH TECH LENDING IN	17	57	6.3	142.9 %	78.1 %	75	53	CHRISTENSEN FINANCIA	7	87	9.7	250.0 %	26.1 %
28	28	PRIMELENDING A PLAIN	16	197	21.9	-30.4 %	103.1 %	75	58	PRIORITY MORTGAGE CO	7	80	8.9	-30.0 %	-57.0 %
28	35	OPEN MORTGAGE LLC	16	123	13.7	-30.4 %	0.8 %	75	71	AMERICAN SENIOR LEND	7	72	8.0	-41.7 %	4.3 %
28	44	SUN AMERICAN MORTGAG	16	106	11.8	100.0 %	24.7 %	75	77	THE SENIOR EQUITY GR	7	66	7.3	-12.5 %	43.5 %
28	47	GMFS LLC	16	102	11.3	77.8 %	-8.9 %	75	89	SOUTHWEST FUNDING LP	7	56	6.2	0.0 %	-18.8 %
32	40	NETWORK FUNDING LP	15	110	12.2	66.7 %	44.7 %	75	109	URBAN HOUSING MORTGA	7	48	5.3	-22.2 %	
32	43	ENVOY MORTGAGE LTD	15	107	11.9	-25.0 %	-2.7 %	75	112	CITIZENS FIRST WHOLE	7	47	5.2	75.0 %	42.4 %
32	134	STANDARD BANK & TRUS	15	40	4.4	650.0 %		75	451	UNIVERSAL MORTGAGE A	7	8	0.9		166.7 %
32	267	POPULAR MORTGAGE INC	15	17	1.9		-83.3 %	85	15	PNC REVERSE MORTGAGE	6	435	48.3	-25.0 %	36.8 %
36	41	TRIPPOINT MORTGAGE GR	14	109	12.1	75.0 %	32.9 %	85	59	METRO ISLAND MORTGAG	6	79	8.8	-53.8 %	33.9 %
36	42	SIDUS FINANCIAL LLC	14	108	12.0	-6.7 %	4.9 %	85	63	EAST COAST CAPITAL C	6	76	8.4	-64.7 %	-14.6 %
36	66	FULTON BANK NATIONAL	14	75	8.3	75.0 %	11.9 %	85	75	ROCKLAND TRUST CO	6	68	7.6	-25.0 %	3.0 %
36	87	ALLIED HOME MORTGAGE	14	59	6.6	-12.5 %		85	75	AXIS FINANCIAL GROUP	6	68	7.6	100.0 %	240.0 %
40	71	FIRST MORTGAGE CORP/	13	72	8.0	8.3 %		85	102	LHN FINANCIAL SERVIC	6	50	5.6	0.0 %	61.3 %
40	94	AXIA FINANCIAL LLC	13	53	5.9	85.7 %	488.9 %	85	102	RESIDENTIAL EQUITY F	6	50	5.6	100.0 %	-32.4 %
40	207	COMMUNITY FIRST BANK	13	25	2.8	-7.4 %		85	102	PINNACLE CAPITAL MOR	6	50	5.6	500.0 %	8.7 %
43	30	SENIOR AMERICAN FUND	12	176	19.6	-20.0 %	-29.6 %	85	109	GUILD MORTGAGE COMPA	6	48	5.3	20.0 %	-17.2 %
43	48	NATIONWIDE EQUITIES	12	95	10.6	100.0 %	1.1 %	85	112	AMERICA FIRST FEDERA	6	47	5.2	-25.0 %	-27.7 %
43	50	ACADEMY MORTGAGE	12	93	10.3	100.0 %	-36.3 %	85	129	FIRST PRIORITY FINAN	6	42	4.7	50.0 %	-25.0 %
43	51	MONTGOMERY MORTGAGE	12	89	9.9	140.0 %	-29.4 %	85	130	MORTGAGE SERVICES II	6	41	4.6	0.0 %	-22.6 %
43	73	UNITED NORTHERN MORT	12	71	7.9	20.0 %	42.0 %	85	193	GATEWAY MORTGAGE GRO	6	27	3.0	100.0 %	42.1 %
48	29	MAS ASSOCIATES	11	193	21.4	-75.0 %	-2.0 %	85	216	SGI MORTGAGE	6	24	2.7	100.0 %	-17.2 %
48	56	HARVARD HOME MORTGAG	11	85	9.4	-8.3 %	-47.5 %	85	232	NFM INC	6	21	2.3	50.0 %	-22.2 %
48	59	NEW CASTLE MORTGAGE	11	79	8.8	10.0 %	0.0 %	85	278	INDEPENDENT BANK	6	16	1.8	200.0 %	433.3 %

### Column Definitions

M = Company ranking for current month endorsement volume  
Y = Company ranking for year to date endorsement volume  
Mth = Current month endorsement volume & growth from prior month  
YTD = Year to date endorsement volume & growth from prior year to date  
Avg = Average year to date monthly volume

\*Year to date volume is tiebreaker for rankings shown

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