

HECM Originators (FHA & Non-FHA)

Industry Summary

HECMs endorsed through March 2020

Next Release Date: Week 4 of June

Retail
Endorsement Growth

-10.7 %

Wholesale
Endorsement Growth

-17.0 %

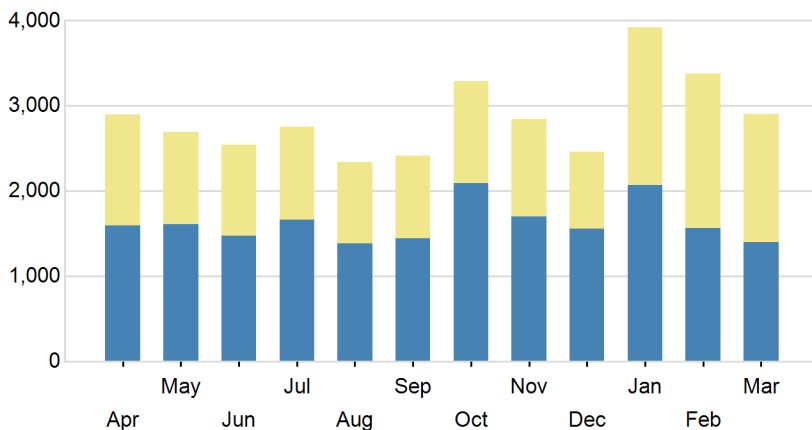
Total
Endorsement Growth

-14.1 %

Figures above reflect change from prior month

PERFORMANCE

Trailing Twelve Month Endorsements



	Retail		Wholesale		Total	
	Units	Chg %	Units	Chg %	Units	Chg %
Apr	1,595	6.5 %	1,304	21.2 %	2,899	12.7 %
May	1,612	1.1 %	1,083	-16.9 %	2,695	-7.0 %
Jun	1,471	-8.7 %	1,073	-0.9 %	2,544	-5.6 %
Jul	1,661	12.9 %	1,092	1.8 %	2,753	8.2 %
Aug	1,383	-16.7 %	957	-12.4 %	2,340	-15.0 %
Sep	1,442	4.3 %	972	1.6 %	2,414	3.2 %
Oct	2,091	45.0 %	1,193	22.7 %	3,284	36.0 %
Nov	1,702	-18.6 %	1,139	-4.5 %	2,841	-13.5 %
Dec	1,557	-8.5 %	899	-21.1 %	2,456	-13.6 %
Jan	2,069	32.9 %	1,847	105.5 %	3,916	59.4 %
Feb	1,565	-24.4 %	1,816	-1.7 %	3,381	-13.7 %
Mar	1,398	-10.7 %	1,507	-17.0 %	2,905	-14.1 %
Total	19,546		14,882		34,428	



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Top 10 by Retail and Wholesale Volume														
Rank / Company	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	Mkt Shr
AMERICAN ADVISORS GROUP	877	881	846	994	701	821	1,337	1,168	936	1,227	752	850	11,390	33.1%
FINANCE OF AMERICA REVER	329	302	410	392	299	351	332	387	245	420	481	586	4,534	13.2%
REVERSE MORTGAGE FUNDING	262	255	240	293	317	300	311	266	386	454	390	344	3,818	11.1%
LIBERTY REVERSE MORTGAGE	411	302	187	230	72	140	213	145	3	660	794	324	3,481	10.1%
ONE REVERSE MORTGAGE LLC	247	238	215	240	249	185	284	204	161	164	180	164	2,531	7.4%
SYNERGY ONE LENDING INC	164	178	148	178	182	164	217	200	208	198	177	138	2,152	6.3%
LONGBRIDGE FINANCIAL LLC	137	126	119	126	160	162	134	94	72	241	225	177	1,773	5.1%
FAIRWAY INDEPENDENT MORT	89	70	98	113	98	99	103	75	48	93	150	197	1,233	3.6%
OPEN MORTGAGE LLC	40	27	30	45	66	53	108	81	91	189	86	78	894	2.6%
HIGHTECHLENDING INC	51	34	59	28	76	39	65	49	71	66	34	47	619	1.8%
Total	2,607	2,413	2,352	2,639	2,220	2,314	3,104	2,669	2,221	3,712	3,269	2,905	32,425	94.2%

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
AMERICAN ADVISORS GROUP	1	4	1	9,452	1,938	11,390	6.8 %	38.9 %	11.2 %	83 %	17 %	27.5 %	13.0 %	33.1 %
FINANCE OF AMERICA REVER	6	1	2	871	3,663	4,534	-32.5 %	-0.6 %	-8.9 %	19 %	81 %	2.5 %	24.6 %	13.2 %
REVERSE MORTGAGE FUNDING	4	3	3	1,459	2,359	3,818	34.7 %	1.6 %	12.2 %	38 %	62 %	4.2 %	15.9 %	11.1 %
LIBERTY REVERSE MORTGAGE	7	2	4	845	2,636	3,481	31.0 %	38.3 %	36.5 %	24 %	76 %	2.5 %	17.7 %	10.1 %
ONE REVERSE MORTGAGE LLC	2	7	5	2,087	444	2,531	-17.3 %	322.9 %	-3.7 %	82 %	18 %	6.1 %	3.0 %	7.4 %
SYNERGY ONE LENDING INC	3	6	6	1,567	585	2,152	25.9 %	-6.3 %	15.1 %	73 %	27 %	4.6 %	3.9 %	6.3 %
LONGBRIDGE FINANCIAL LLC	8	5	7	486	1,287	1,773	30.3 %	22.0 %	24.2 %	27 %	73 %	1.4 %	8.6 %	5.1 %
FAIRWAY INDEPENDENT MORTG	5		8	1,233	0	1,233	43.0 %	NaN	43.0 %	100 %	0 %	3.6 %		3.6 %
OPEN MORTGAGE LLC	9	8	9	484	410	894	74.1 %	34.9 %	53.6 %	54 %	46 %	1.4 %	2.8 %	2.6 %
HIGHTECHLENDING INC	10	10	10	381	238	619	-18.9 %	11.2 %	-9.5 %	62 %	38 %	1.1 %	1.6 %	1.8 %
Total				18,865	13,560	32,425	7.1 %	16.8 %	10.9 %	58 %	42 %	54.8 %	91.1 %	94.2 %

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
AMERICAN ADVISORS GROUP	1	4	1	9,452	1,938	11,390	602	543	1,145	83 %	17 %	27.5 %	13.0 %	33.1 %
REVERSE MORTGAGE FUNDING	4	3	3	1,459	2,359	3,818	376	38	414	38 %	62 %	4.2 %	15.9 %	11.1 %
FAIRWAY INDEPENDENT MORTG	5		8	1,233	0	1,233	371	0	371	100 %	0 %	3.6 %		3.6 %
SYNERGY ONE LENDING INC	3	6	6	1,567	585	2,152	322	-39	283	73 %	27 %	4.6 %	3.9 %	6.3 %
OPEN MORTGAGE LLC	9	8	9	484	410	894	206	106	312	54 %	46 %	1.4 %	2.8 %	2.6 %
Total				14,195	5,292	19,487	1,877	648	2,525	73 %	27 %	41.2 %	35.6 %	56.6 %

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
LIBERTY REVERSE MORTGAGE	7	2	4	845	2,636	3,481	200	730	930	24 %	76 %	2.5 %	17.7 %	10.1 %
AMERICAN ADVISORS GROUP	1	4	1	9,452	1,938	11,390	602	543	1,145	83 %	17 %	27.5 %	13.0 %	33.1 %
ONE REVERSE MORTGAGE LLC	2	7	5	2,087	444	2,531	-437	339	-98	82 %	18 %	6.1 %	3.0 %	7.4 %
LONGBRIDGE FINANCIAL LLC	8	5	7	486	1,287	1,773	113	232	345	27 %	73 %	1.4 %	8.6 %	5.1 %
OPEN MORTGAGE LLC	9	8	9	484	410	894	206	106	312	54 %	46 %	1.4 %	2.8 %	2.6 %
Total				13,354	6,715	20,069	684	1,950	2,634	67 %	33 %	38.8 %	45.1 %	58.3 %

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Top 10 Wholesale	Active Brokers	% Capture
FINANCE OF AMERICA REVERSE LLC	522	42 %
LIBERTY REVERSE MORTGAGE	439	34 %
REVERSE MORTGAGE FUNDING LLC	278	36 %
AMERICAN ADVISORS GROUP	367	27 %
LONGBRIDGE FINANCIAL LLC	72	33 %
SYNERGY ONE LENDING INC	118	34 %
ONE REVERSE MORTGAGE LLC	196	44 %
OPEN MORTGAGE LLC	99	22 %
PLAZA HOME MORTGAGE INC	198	45 %
HIGHTECHLENDING INC	119	37 %

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Top 100 HECM Originators - March 2020 Rankings (Single Month)

Rank		Loans			Growth		Rank		Loans			Growth			
M	Y	Company	Mth	YTD	Avg	Mth	YTD	M	Y	Company	Mth	YTD	Avg	Mth	YTD
1	1	AMERICAN ADVISORS GR	689	2,266	755.3	12.0 %	1.3 %	46	70	C & E FINANCIAL GROU	7	16	5.3	250.0 %	77.8 %
2	3	FAIRWAY INDEPENDENT	197	440	146.7	31.3 %	85.7 %	46	80	CMG MORTGAGE INC	7	15	5.0	250.0 %	114.3 %
3	2	REVERSE MORTGAGE FUN	133	478	159.3	-13.6 %	81.7 %	46	89	CALIFORNIA REVERSE A	7	13	4.3	40.0 %	550.0 %
4	5	SYNERGY ONE LENDING	103	369	123.0	-18.3 %	21.4 %	54	38	UNIVERSAL LENDING CO	6	32	10.7	-50.0 %	45.5 %
5	7	FINANCE OF AMERICA R	91	260	86.7	11.0 %	-2.6 %	54	46	HERITAGE HOME LOANS	6	23	7.7	20.0 %	228.6 %
6	6	ONE REVERSE MORTGAGE	84	318	106.0	-26.3 %	-45.9 %	54	70	GUARANTEED RATE INC	6	16	5.3	20.0 %	-15.8 %
7	4	LIBERTY REVERSE MORT	76	434	144.7	-61.8 %	173.0 %	54	80	FSI MORTGAGE LLC	6	15	5.0	0.0 %	36.4 %
8	11	FINANCE OF AMERICA M	44	141	47.0	12.8 %	95.8 %	54	89	MAC5 MORTGAGE INC	6	13	4.3	100.0 %	-7.1 %
8	12	ADVISORS MORTGAGE GR	44	120	40.0	46.7 %	44.6 %	54	89	QUONTIC BANK FSB	6	13	4.3	500.0 %	-73.5 %
10	8	LONGBRIDGE FINANCIAL	38	179	59.7	-40.6 %	118.3 %	60	44	GREAT FLORIDA LENDIN	5	24	8.0	25.0 %	140.0 %
11	10	ENNKAR INC	36	167	55.7	-47.1 %	215.1 %	60	51	AMERICA FIRST FEDERA	5	21	7.0	-54.5 %	16.7 %
12	9	OPEN MORTGAGE LLC	35	178	59.3	-12.5 %	169.7 %	60	54	INTERCONTINENTAL CAP	5	20	6.7	-28.6 %	42.9 %
12	15	HIGHTECHLENDING INC	35	96	32.0	84.2 %	-29.4 %	60	54	GENEVA FINANCIAL LLC	5	20	6.7	66.7 %	150.0 %
14	20	AMERICAN FINANCIAL N	30	63	21.0	66.7 %	85.3 %	60	59	TREBOR REVERSE LLC	5	18	6.0	0.0 %	80.0 %
15	13	CHERRY CREEK MORTGAG	29	109	36.3	-31.0 %	11.2 %	60	59	PS FINANCIAL SERVICE	5	18	6.0	25.0 %	260.0 %
15	14	ALL REVERSE MORTGAGE	29	108	36.0	-14.7 %	20.0 %	60	63	DATA MORTGAGE DBA ES	5	17	5.7	-50.0 %	750.0 %
17	16	ELITE FUNDING CORPOR	28	73	24.3	7.7 %		60	63	REVERSE MORTGAGE ANS	5	17	5.7	-28.6 %	70.0 %
17	17	AMERICAN PACIFIC MOR	28	69	23.0	3.7 %	30.2 %	60	70	MOHAVE STATE BANK	5	16	5.3	-28.6 %	0.0 %
19	18	NATIONWIDE EQUITIES	23	64	21.3	0.0 %	23.1 %	60	70	REVERSE FREEDOM LLC	5	16	5.3	-28.6 %	14.3 %
20	23	SILVER LEAF MORTGAGE	18	47	15.7	-10.0 %	67.9 %	60	83	LHN FINANCIAL SERVIC	5	14	4.7	25.0 %	1,300.0 %
21	27	BROKER SOLUTIONS INC	14	44	14.7	133.3 %	57.1 %	60	111	OPULENCE FUNDING LLC	5	10	3.3	150.0 %	900.0 %
21	36	BANK OF ENGLAND	14	33	11.0	40.0 %	73.7 %	60	128	ARAMCO MORTGAGE INC	5	8	2.7	150.0 %	-11.1 %
23	29	GOODLIFE HOME LOANS	13	39	13.0	62.5 %	3,800.0 %	60	128	NORTHWEST REVERSE MO	5	8	2.7	150.0 %	
23	41	MID AMERICA MORTGAGE	13	29	9.7	116.7 %		60	128	REVERSE MORTGAGE EDU	5	8	2.7	400.0 %	0.0 %
25	18	HOMEBRIDGE FINANCIAL	12	64	21.3	-57.1 %	204.8 %	60	147	NORTHWESTERN BANK NA	5	7	2.3		40.0 %
25	25	FIRST AMERICAN HOME	12	45	15.0	-29.4 %	181.3 %	76	31	THE FEDERAL SAVINGS	4	36	12.0	-78.9 %	89.5 %
27	23	PRIMARY RESIDENTIAL	11	47	15.7	-26.7 %	88.0 %	76	33	C2 FINANCIAL CORPORA	4	34	11.3	-69.2 %	70.0 %
27	27	JET DIRECT FUNDING C	11	44	14.7	-15.4 %	-2.2 %	76	57	PARAMOUNT RESIDENTIA	4	19	6.3	-50.0 %	35.7 %
27	46	I3 LENDING INC	11	23	7.7	57.1 %	1,050.0 %	76	63	OPTION ONE MORTGAGE	4	17	5.7	-50.0 %	
30	21	GOLDEN YEARS MORTGAG	10	50	16.7	-44.4 %	316.7 %	76	70	ACCESS REVERSE MORTG	4	16	5.3	-42.9 %	100.0 %
31	33	AMERICAN FINANCIAL M	9	34	11.3	-40.0 %	183.3 %	76	70	AMERICAN LIBERTY MOR	4	16	5.3	-33.3 %	128.6 %
31	33	SUN AMERICAN MORTGAG	9	34	11.3	50.0 %	0.0 %	76	70	EVERGREEN MONEYSOURC	4	16	5.3	-20.0 %	220.0 %
31	42	BAY EQUITY LLC	9	27	9.0	12.5 %	107.7 %	76	70	FIRST FEDERAL SAVING	4	16	5.3	0.0 %	1,500.0 %
31	51	ACADEMY MORTGAGE COR	9	21	7.0	50.0 %	-12.5 %	76	96	LOANDEPOTCOM	4	12	4.0	0.0 %	50.0 %
31	57	DIRECTORS MORTGAGE I	9	19	6.3	125.0 %	216.7 %	76	96	PROVIDENT LENDING CO	4	12	4.0	33.3 %	140.0 %
36	22	MAGNOLIA BANK INC	8	49	16.3	-73.3 %	172.2 %	76	104	IREVERSE HOME LOANS	4	11	3.7	100.0 %	-8.3 %
36	25	INTEGRITY 1ST MORTGA	8	45	15.0	-33.3 %	60.7 %	76	104	BORBA INVESTMENTS IN	4	11	3.7	300.0 %	175.0 %
36	30	GREEN MONARCH MORTGA	8	37	12.3	-50.0 %	516.7 %	76	111	BARRETT FINANCIAL GR	4	10	3.3	300.0 %	233.3 %
36	31	EAST COAST CAPITAL C	8	36	12.0	-27.3 %	176.9 %	76	147	PREFERRED REVERSE LL	4	7	2.3	300.0 %	-12.5 %
36	36	VIP MORTGAGE INC	8	33	11.0	-20.0 %	-19.5 %	76	147	AMERICAN FINANCING C	4	7	2.3	300.0 %	0.0 %
36	38	PREMIER MORTGAGE RES	8	32	10.7	-33.3 %	128.6 %	76	147	RUSSELL CAPITAL GROU	4	7	2.3	300.0 %	40.0 %
36	44	CROSSCOUNTRY MORTGAG	8	24	8.0	0.0 %	380.0 %	76	147	EVERGREEN NATIONAL B	4	7	2.3	300.0 %	
36	46	MORTGAGE MASTER SERV	8	23	7.7	14.3 %	155.6 %	76	174	CAPITAL PACIFIC MORT	4	6	2.0	100.0 %	-25.0 %
36	49	GUILD MORTGAGE COMPA	8	22	7.3	60.0 %	0.0 %	76	174	HARTFORD FUNDING LTD	4	6	2.0	100.0 %	
36	83	MORIA DEVELOPMENT IN	8	14	4.7	60.0 %	133.3 %	76	174	LEGACY MORTGAGE	4	6	2.0	100.0 %	
46	38	APPROVAL FIRST HOME	7	32	10.7	-46.2 %	68.4 %	76	174	CITYWIDE HOME LOANS	4	6	2.0		0.0 %
46	49	ALPHA MORTGAGE CORPO	7	22	7.3	250.0 %	57.1 %	76	239	PACIFIC BAY LENDING	4	4	1.3		300.0 %
46	54	UNITED PACIFIC MORTG	7	20	6.7	40.0 %	5.3 %	98	51	SENIOR FUNDING ASSOC	3	21	7.0	-76.9 %	110.0 %
46	59	NATIONWIDE MORTGAGE	7	18	6.0	-12.5 %	63.6 %	98	59	THE PRIVATE BANK & T	3	18	6.0	-62.5 %	80.0 %
46	63	CF CAPITAL GROUP	7	17	5.7	40.0 %	88.9 %	98	83	SUMMIT FUNDING INC	3	14	4.7	-62.5 %	250.0 %

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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