

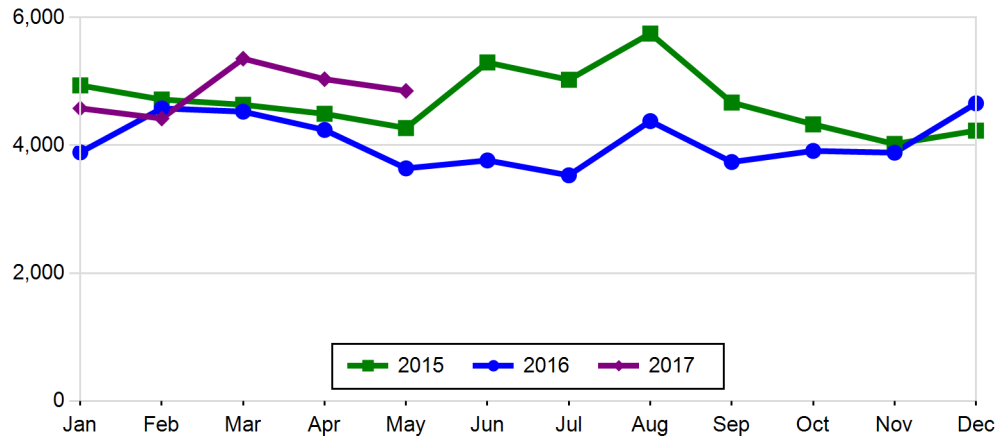
HECM Trends

HECMs Endorsed thru May 2017

Next Release Date: Week 3 of August

Sales Performance

Year Over Year Endorsement Trend



Endorsement Rank by Geographic Area (YTD) Units and Growth %

Rank	State	Units	Growth	Rank	City	St	Units	Growth
1	California	5,760	22.5 %	1	LOS ANGELES	CA	275	25.0 %
2	Florida	2,099	21.0 %	2	DENVER	CO	253	42.1 %
3	Texas	1,814	15.3 %	3	SAN DIEGO	CA	225	33.1 %
4	Colorado	1,329	73.7 %	4	WASHINGTON	DC	169	37.4 %
5	New York	972	2.2 %	4	LAS VEGAS	NV	169	40.8 %
6	Arizona	897	19.9 %	6	HOUSTON	TX	153	-6.7 %
7	Washington	840	45.6 %	7	MIAMI	FL	143	-4.0 %
8	Pennsylvania	609	7.0 %	8	AUSTIN	TX	125	25.0 %
9	Oregon	589	39.2 %	9	PHOENIX	AZ	123	26.8 %
10	North Carolina	567	12.3 %	10	PORTLAND	OR	122	27.1 %
		15,476	23.3 %				1,757	24.1 %

Rank	County	St	Units	Growth	Rank	Zip	St	Units	Growth
1	LOS ANGELES	CA	1,344	21.8 %	1	32162	FL	58	-6.5 %
2	SAN DIEGO	CA	636	35.0 %	2	84790	UT	56	-11.1 %
3	ORANGE	CA	549	24.2 %	3	20011	DC	37	27.6 %
4	MARICOPA	AZ	533	12.7 %	4	80247	CO	36	1,700.0 %
5	RIVERSIDE	CA	495	28.6 %	5	95648	CA	34	-15.0 %
6	SAN BERNARDINO	CA	307	23.3 %	6	80014	CO	33	65.0 %
7	KING	WA	288	76.7 %	6	20002	DC	33	50.0 %
8	CLARK	NV	262	30.3 %	6	90047	CA	33	135.7 %
9	HARRIS	TX	245	1.2 %	6	92056	CA	33	50.0 %
10	ALAMEDA	CA	243	27.9 %	10	94513	CA	30	36.4 %
			4,902	25.1 %				383	29.4 %

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Endorsement Growth Rate

Year	Units	% Chg.
2014	52,949	-13.1 %
2015	56,363	6.4 %
2016	48,732	-13.5 %
YTD	Units	% Chg.
May 16	20,871	-9.4 %
May 17	24,237	16.1 %

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Originator Growth Rate

(unique origination companies in period)

Year	Active Originators	% Chg.
2015	2,199	8.8 %
2016	2,106	-4.2 %

Month	Active Originators	% Chg.
May 16	613	-5.1 %
May 17	759	23.8 %

Refinance Transactions

(% of endorsements)

Year	% Refi	% Chg.
2015	11 %	121 %
2016	11 %	-8 %

Mth	% Refi	% Chg.
May 16	10 %	-8 %
May 17	15 %	93 %

The competitive landscape is changing.

- What is your company doing to keep up with this dynamic environment?

- Do you know how your competitors are performing?

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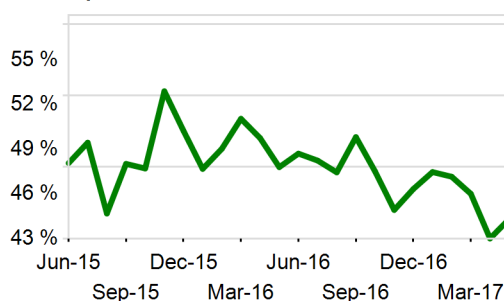
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Competitive Landscape -YTD

Endorsement and Originator Trends

Top Ten Market Share Two Year Trend



Rank	Chg	Originator	Units
1	0	AMERICAN ADVISORS GROUP	4,340
2	0	ONE REVERSE MORTGAGE LL	1,289
3	2	REVERSE MORTGAGE FUNDIN	1,119
4	0	LIBERTY HOME EQUITY SOL	928
5	1	FINANCE OF AMERICA REVE	698
6	1	SYNERGY ONE LENDING INC	651
7	2	NATIONWIDE EQUITIES COR	533
8	2	HIGHTECHLENDING INC	495
9	-1	LIVE WELL FINANCIAL INC	477
10	6	REVERSE MORTGAGESCOM IN	450
Total:			10,980

Active Originator Rank by Geographic Area

Rank	City	St	Act Origs	Avg. Unit/Mo	Rank	Zip	St	Act Origs	Avg. Unit/Mo
1	LOS ANGELES	CA	123	1.5	1	32162	FL	27	1.5
2	SAN DIEGO	CA	88	1.5	2	92056	CA	26	1.0
3	DENVER	CO	79	1.6	3	90047	CA	24	1.1
4	MIAMI	FL	64	1.4	3	80247	CO	24	1.1
5	LONG BEACH	CA	48	1.1	3	90043	CA	24	1.0
5	RIVERSIDE	CA	48	1.0	6	90650	CA	22	1.1
7	PHOENIX	AZ	47	1.4	7	92220	CA	21	1.1
8	AURORA	CO	46	1.3	8	92692	CA	20	1.1
9	SAN JOSE	CA	45	1.4	8	92677	CA	20	1.0
9	SACRAMENTO	CA	45	1.4	10	20011	DC	19	1.6

Penetration Rank by Geographic Area

Rank	State	Penetration	Rank	City	State	Penetration
1	DC	8.2 %	1	Saint George	UT	16.6 %
2	UT	5.3 %	2	Opa Locka	FL	15.3 %
3	CA	4.3 %	3	Compton	CA	13.7 %
4	MD	4.0 %	4	Hialeah	FL	11.8 %
5	NV	3.8 %	5	Lady Lake	FL	10.2 %
6	CO	3.7 %	6	Jamaica	NY	10.0 %
7	OR	3.5 %	7	Portsmouth	VA	9.8 %
8	CT	3.3 %	8	Washington	DC	9.3 %
9	NJ	3.3 %	9	Sun City	CA	9.1 %
10	FL	3.3 %	10	Moreno Valley	CA	9.0 %

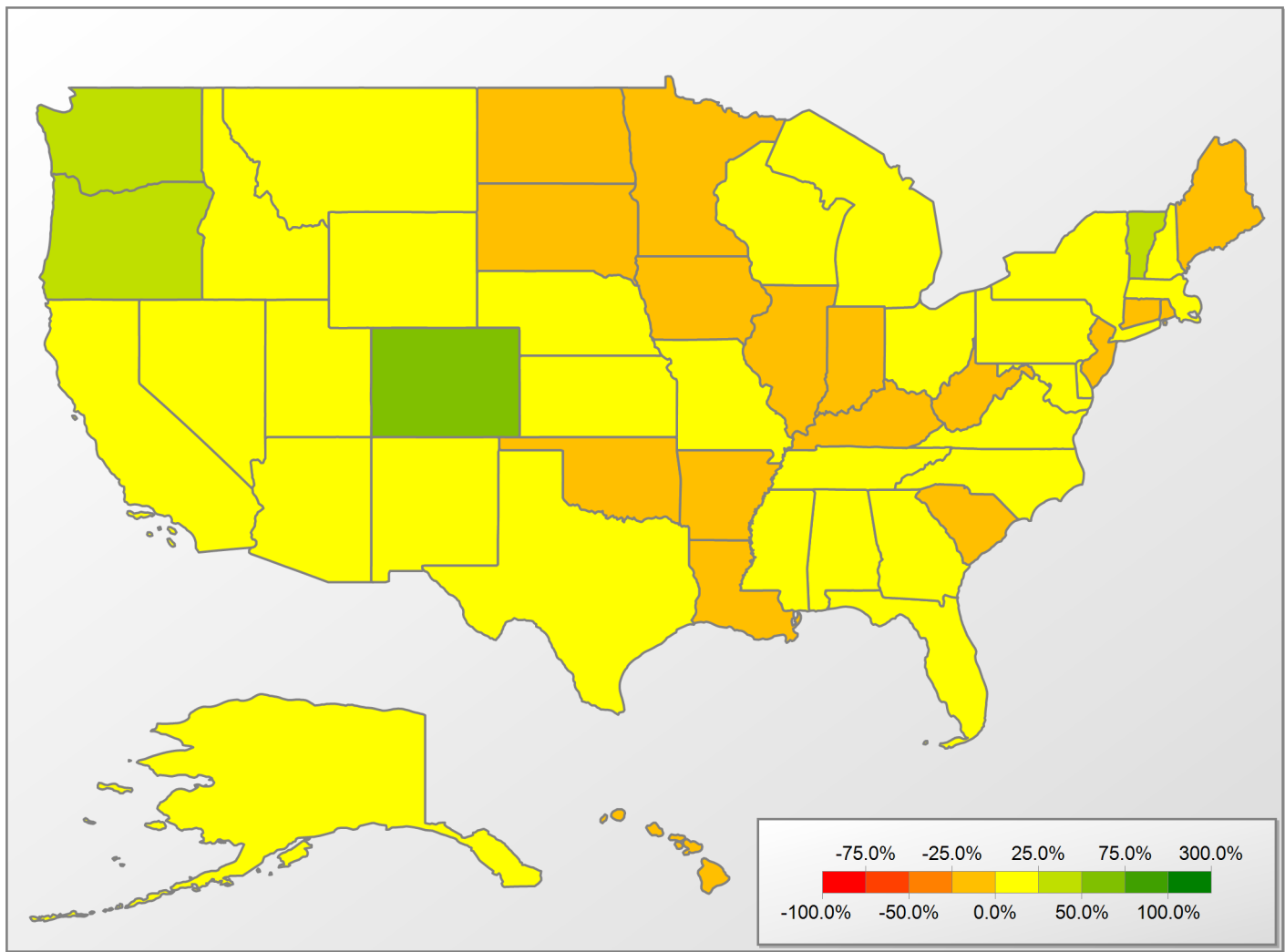
Geography Rank by Avg MCA Growth

Rank	City	St	MCA \$(000)	Growth \$(000)	Rank	Zip	St	MCA \$(000)	Growth \$(000)
1	VACAVILLE	CA	\$429	\$79	1	43123	OH	\$311	\$141
2	SPOKANE	WA	\$258	\$78	2	89052	NV	\$476	\$134
3	INGLEWOOD	CA	\$526	\$68	3	92260	CA	\$452	\$107
4	VANCOUVER	WA	\$303	\$67	4	95401	CA	\$480	\$95
5	SEATTLE	WA	\$543	\$67	5	92840	CA	\$553	\$92
6	PORT CHARLOTTE	FL	\$236	\$64	6	92056	CA	\$483	\$89
7	PLANO	TX	\$293	\$62	7	90018	CA	\$575	\$84
8	WESTMINSTER	CO	\$322	\$59	8	90044	CA	\$396	\$84
9	NAPA	CA	\$581	\$58	9	92026	CA	\$450	\$83
10	TACOMA	WA	\$290	\$56	10	91001	CA	\$603	\$80

Geography Rank by Total MCA Growth

Rank	City	St	MCA \$(000)	Growth \$(000)	Rank	Zip	St	MCA \$(000)	Growth \$(000)
1	LOS ANGELES	CA	\$141,089	\$34,858	1	90047	CA	\$13,560	\$8,220
2	SAN DIEGO	CA	\$114,415	\$30,763	2	92056	CA	\$15,946	\$7,276
3	WASHINGTON	DC	\$83,657	\$26,489	3	80247	CO	\$7,420	\$7,117
4	DENVER	CO	\$85,226	\$24,729	4	92120	CA	\$9,397	\$7,067
5	OAKLAND	CA	\$40,679	\$18,823	5	94558	CA	\$13,883	\$6,838
6	AURORA	CO	\$35,275	\$16,766	6	90620	CA	\$9,613	\$6,691
7	LAS VEGAS	NV	\$46,934	\$15,441	7	43082	OH	\$7,267	\$6,641
8	SACRAMENTO	CA	\$33,365	\$13,806	8	92677	CA	\$14,695	\$6,550
9	ANAHEIM	CA	\$34,638	\$13,378	9	95401	CA	\$7,684	\$6,529
10	AUSTIN	TX	\$42,033	\$13,043	10	80128	CO	\$9,224	\$6,208

YTD Endorsement Growth Heatmap



Definitions

Active originators:

Count - Number of originators with at least one endorsement in the given time period.

Percent Change - The percentage change in the count of active originators period over period.

Average Loans per originator:

Count of endorsements in a given month divided by the number of active originators in the same month. An overall average per originator is then calculated for all months in the same period.

Market Share:

A measure of success in a market relative to other originators. Percent of total endorsements originated by a given originator.

Penetration:

Percent of Target Market with an active Reverse Mortgage in service as of report date.

Rank by originator:

Originator rank by total endorsements in the time period.

Rank by Total Volume:

Rank of geographic area by total endorsements in the time period.

Target Market:

Number of Senior (62+) Homeowner Households.

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