

HECM Lenders (FHA Approved Only)

Industry Overview

HECMs Endorsed through December 2020

Next Release Date: Week 1 of February

Endorsement Growth Change

15.1 %

Competition Growth

-1.7 %

Active Lender Change

-2

Figures above reflect change from prior month

PERFORMANCE

| Rank/Region | 01/20 | 02/20 | 03/20 | 04/20 | 05/20 | 06/20 | 07/20 | 08/20 | 09/20 | 10/20 | 11/20 | 12/20 | Trend |
|-----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 1 Pacific/Hawaii | 1,274 | 1,073 | 942 | 475 | 1,549 | 1,544 | 1,492 | 1,417 | 1,376 | 1,284 | 1,183 | 1,358 | ▲ |
| 2 Southeast/Caribbean | 650 | 547 | 501 | 195 | 958 | 687 | 751 | 649 | 639 | 608 | 595 | 698 | ▲ |
| 3 Rocky Mountain | 397 | 424 | 383 | 198 | 560 | 440 | 460 | 454 | 454 | 461 | 405 | 522 | ▲ |
| 4 Northwest/Alaska | 375 | 307 | 307 | 147 | 411 | 418 | 437 | 417 | 415 | 351 | 358 | 425 | ▲ |
| 5 Southwest | 294 | 308 | 281 | 190 | 415 | 351 | 359 | 318 | 318 | 320 | 292 | 317 | ▲ |
| 6 Midwest | 253 | 195 | 162 | 104 | 372 | 240 | 213 | 242 | 228 | 205 | 223 | 231 | ▲ |
| 7 Mid-Atlantic | 249 | 180 | 114 | 84 | 323 | 223 | 222 | 169 | 191 | 192 | 206 | 195 | ▼ |
| 8 New York/New Jersey | 229 | 173 | 122 | 120 | 205 | 146 | 146 | 153 | 151 | 193 | 172 | 180 | ▲ |
| 9 New England | 142 | 113 | 61 | 53 | 181 | 98 | 109 | 120 | 106 | 81 | 74 | 118 | ▲ |
| 10 Great Plains | 56 | 66 | 40 | 35 | 64 | 62 | 67 | 68 | 59 | 42 | 53 | 53 | ▬ |
| Total | 3,919 | 3,386 | 2,913 | 1,601 | 5,038 | 4,209 | 4,256 | 4,007 | 3,937 | 3,737 | 3,561 | 4,097 | ▲ |

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REVERSE MARKET
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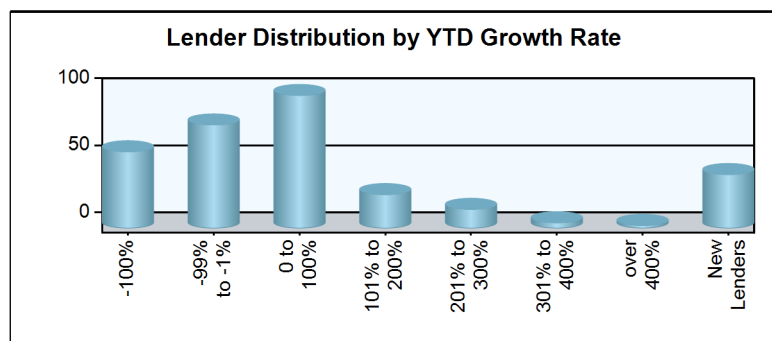
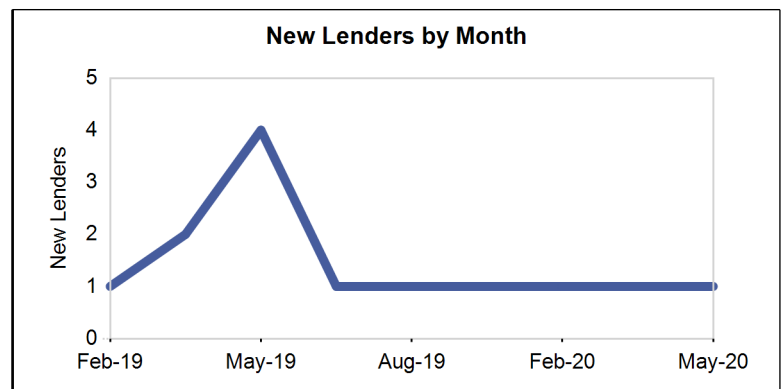
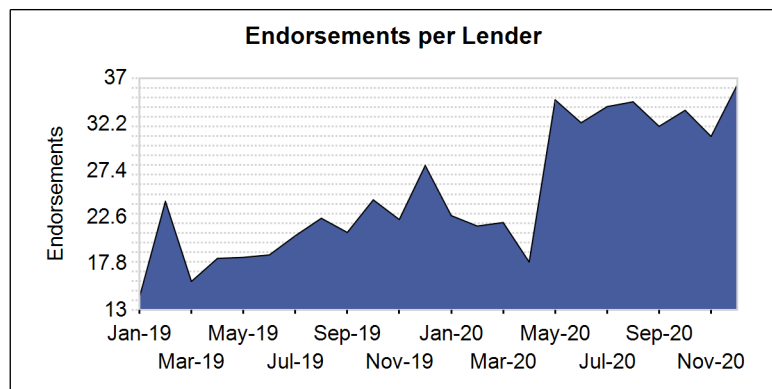
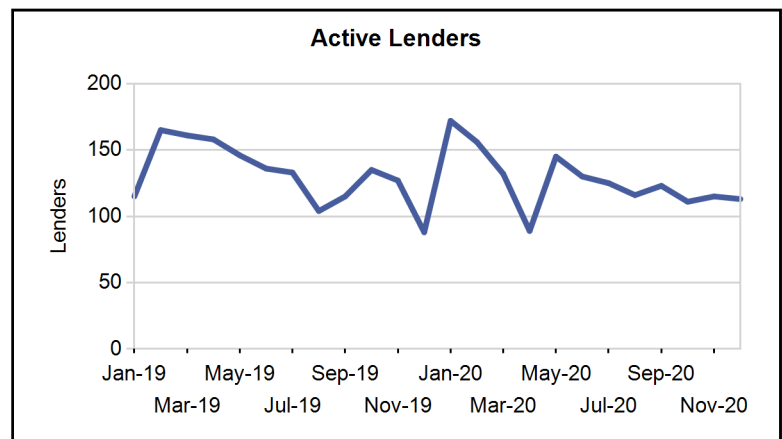
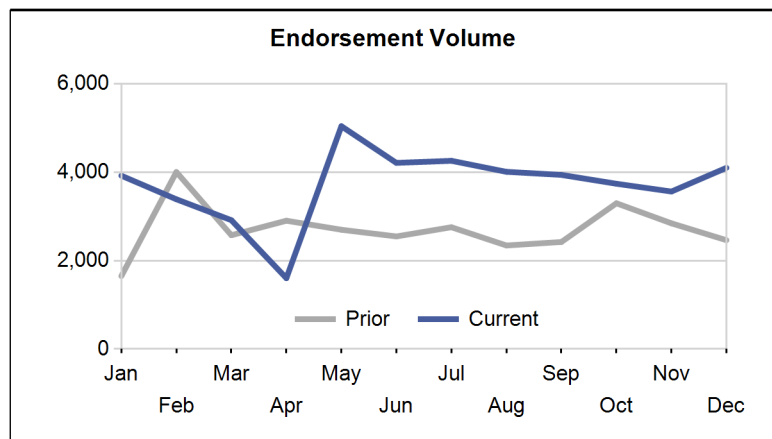
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Competition

Top 10 Lenders

| Rank / Lender | 01/20 | 02/20 | 03/20 | 04/20 | 05/20 | 06/20 | 07/20 | 08/20 | 09/20 | 10/20 | 11/20 | 12/20 | Total | Trend |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|----------|
| 1 AMERICAN ADVISORS GROUP | 1,141 | 691 | 799 | 537 | 1,726 | 1,610 | 1,578 | 1,315 | 1,349 | 1,204 | 1,297 | 1,187 | 14,434 | ▼ |
| 2 FINANCE OF AMERICA REVERSE LLC | 220 | 280 | 278 | 240 | 419 | 361 | 393 | 318 | 394 | 378 | 341 | 487 | 4,109 | ▲ |
| 3 REVERSE MORTGAGE FUNDING LLC | 361 | 298 | 271 | 25 | 681 | 372 | 406 | 362 | 308 | 331 | 259 | 434 | 4,108 | ▲ |
| 4 LIBERTY REVERSE MORTGAGE | 475 | 582 | 235 | 118 | 424 | 278 | 248 | 240 | 256 | 234 | 259 | 239 | 3,588 | ▼ |
| 5 MUTUAL OF OMAHA MORTGAGE INC | 197 | 177 | 135 | 119 | 246 | 272 | 213 | 246 | 222 | 239 | 276 | 280 | 2,622 | ▲ |
| 6 FAIRWAY INDEPENDENT MORTGAGE CORPORATION | 93 | 150 | 197 | 122 | 226 | 179 | 182 | 160 | 161 | 144 | 136 | 154 | 1,904 | ▲ |
| 7 OPEN MORTGAGE LLC | 187 | 85 | 76 | | 155 | 100 | 139 | 178 | 236 | 211 | 125 | 232 | 1,724 | ▲ |
| 8 LONGBRIDGE FINANCIAL LLC | 117 | 107 | 73 | 63 | 104 | 97 | 199 | 275 | 167 | 157 | 75 | 191 | 1,625 | ▲ |
| 9 HIGHTECHLENDING INC | 66 | 34 | 47 | | 24 | 169 | 95 | 98 | 79 | 56 | 107 | 56 | 831 | ▼ |
| 10 ONE REVERSE MORTGAGE LLC | 164 | 180 | 164 | 43 | 135 | 1 | | | | | | | 687 | ▼ |
| Top 10 SubTotal | 3,021 | 2,584 | 2,275 | 1,267 | 4,140 | 3,439 | 3,453 | 3,192 | 3,172 | 2,954 | 2,875 | 3,260 | 35,632 | ▲ |
| Industry Total | 3,919 | 3,386 | 2,913 | 1,601 | 5,038 | 4,209 | 4,256 | 4,007 | 3,937 | 3,737 | 3,561 | 4,097 | 44,661 | ▲ |



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Market Performance

| Market | YTD Volume 2020 | YTD Volume 2019 | Chg % | Active Lenders 2020 | Active Lenders 2019 | Chg % | Volume / Lender 2020 | Volume / Lender 2019 | Chg % |
|----------------------------|-----------------|-----------------|---------------|---------------------|---------------------|----------------|----------------------|----------------------|---------------|
| Great Plains | | | | | | | | | |
| KANSAS CITY | 230 | 209 | 10.0 % | 24 | 23 | 4.3 % | 2.8 | 2.4 | 19.2 % |
| ST. LOUIS | 150 | 144 | 4.2 % | 19 | 19 | 0.0 % | 2.2 | 2.0 | 9.1 % |
| DES MOINES | 113 | 119 | -5.0 % | 13 | 12 | 8.3 % | 2.5 | 3.0 | -14.4 % |
| OMAHA | 87 | 72 | 20.8 % | 13 | 10 | 30.0 % | 2.4 | 2.0 | 21.5 % |
| TOPEKA | 85 | 60 | 41.7 % | 12 | 11 | 9.1 % | 2.1 | 1.8 | 17.7 % |
| Region Total | 665 | 604 | 10.1 % | 39 | 34 | 14.7 % | 4.5 | 4.0 | 13.0 % |
| Mid-Atlantic | | | | | | | | | |
| RICHMOND | 601 | 552 | 8.9 % | 37 | 37 | 0.0 % | 3.7 | 3.3 | 12.9 % |
| PHILADELPHIA | 588 | 575 | 2.3 % | 37 | 47 | -21.3 % | 3.9 | 3.5 | 11.5 % |
| WASH. D.C. | 470 | 277 | 69.7 % | 34 | 32 | 6.3 % | 3.3 | 2.1 | 60.0 % |
| BALTIMORE | 340 | 305 | 11.5 % | 35 | 39 | -10.3 % | 2.8 | 2.5 | 9.9 % |
| PITTSBURGH | 167 | 225 | -25.8 % | 18 | 24 | -25.0 % | 2.8 | 2.8 | -0.2 % |
| WILMINGTON | 100 | 92 | 8.7 % | 18 | 16 | 12.5 % | 2.0 | 1.7 | 15.5 % |
| CHARLESTON | 82 | 73 | 12.3 % | 14 | 11 | 27.3 % | 2.8 | 2.5 | 11.4 % |
| Region Total | 2,348 | 2,099 | 11.9 % | 66 | 80 | -17.5 % | 7.4 | 6.4 | 16.9 % |
| Midwest | | | | | | | | | |
| CHICAGO | 462 | 423 | 9.2 % | 35 | 40 | -12.5 % | 3.1 | 3.0 | 1.2 % |
| MINN. ST. PAUL | 405 | 290 | 39.7 % | 27 | 25 | 8.0 % | 3.1 | 2.9 | 5.8 % |
| INDIANAPOLIS | 349 | 287 | 21.6 % | 23 | 19 | 21.1 % | 4.1 | 3.2 | 26.9 % |
| COLUMBUS | 300 | 238 | 26.1 % | 17 | 23 | -26.1 % | 4.3 | 3.5 | 21.9 % |
| MILWAUKEE | 276 | 197 | 40.1 % | 26 | 26 | 0.0 % | 2.9 | 2.5 | 14.3 % |
| DETROIT | 229 | 227 | 0.9 % | 23 | 21 | 9.5 % | 2.6 | 3.3 | -20.1 % |
| GRAND RAPIDS | 207 | 187 | 10.7 % | 16 | 16 | 0.0 % | 3.5 | 3.2 | 10.4 % |
| CLEVELAND | 194 | 198 | -2.0 % | 20 | 21 | -4.8 % | 2.9 | 2.6 | 13.4 % |
| CINCINNATI | 105 | 104 | 1.0 % | 15 | 13 | 15.4 % | 2.1 | 2.4 | -12.3 % |
| SPRINGFIELD | 95 | 81 | 17.3 % | 11 | 15 | -26.7 % | 3.1 | 2.2 | 37.4 % |
| FLINT | 46 | 47 | -2.1 % | 8 | 8 | 0.0 % | 2.8 | 2.0 | 38.6 % |
| Region Total | 2,668 | 2,279 | 17.1 % | 66 | 70 | -5.7 % | 8.9 | 8.0 | 11.0 % |
| New England | | | | | | | | | |
| BOSTON | 622 | 503 | 23.7 % | 26 | 29 | -10.3 % | 4.4 | 3.8 | 14.6 % |
| HARTFORD | 284 | 277 | 2.5 % | 28 | 28 | 0.0 % | 2.8 | 2.7 | 1.7 % |
| MANCHESTER | 120 | 104 | 15.4 % | 11 | 13 | -15.4 % | 2.2 | 2.1 | 2.5 % |
| BANGOR | 104 | 116 | -10.3 % | 12 | 13 | -7.7 % | 2.1 | 2.2 | -5.5 % |
| PROVIDENCE | 98 | 65 | 50.8 % | 13 | 10 | 30.0 % | 2.1 | 2.0 | 6.0 % |
| BURLINGTON | 28 | 33 | -15.2 % | 7 | 10 | -30.0 % | 1.4 | 1.3 | 10.2 % |
| Region Total | 1,256 | 1,098 | 14.4 % | 42 | 48 | -12.5 % | 6.3 | 5.7 | 10.6 % |
| New York/New Jersey | | | | | | | | | |
| NEW YORK | 1,015 | 986 | 2.9 % | 39 | 46 | -15.2 % | 4.9 | 4.4 | 12.8 % |
| NEWARK | 472 | 427 | 10.5 % | 40 | 46 | -13.0 % | 3.0 | 2.6 | 14.4 % |
| CAMDEN | 320 | 287 | 11.5 % | 33 | 39 | -15.4 % | 2.6 | 2.5 | 2.4 % |
| ALBANY | 118 | 156 | -24.4 % | 19 | 19 | 0.0 % | 2.2 | 2.5 | -11.0 % |
| BUFFALO | 65 | 119 | -45.4 % | 11 | 12 | -8.3 % | 2.3 | 2.4 | -6.5 % |
| Region Total | 1,990 | 1,975 | 0.8 % | 63 | 75 | -16.0 % | 6.1 | 5.4 | 13.0 % |
| Northwest/Alaska | | | | | | | | | |
| SEATTLE | 1,960 | 1,182 | 65.8 % | 61 | 53 | 15.1 % | 6.1 | 4.3 | 42.4 % |
| PORTLAND | 1,241 | 804 | 54.4 % | 48 | 51 | -5.9 % | 5.0 | 3.5 | 43.0 % |
| BOISE | 851 | 472 | 80.3 % | 28 | 36 | -22.2 % | 5.2 | 2.9 | 78.1 % |
| SPOKANE | 277 | 148 | 87.2 % | 36 | 31 | 16.1 % | 2.4 | 1.7 | 45.0 % |
| ANCHORAGE | 39 | 15 | 160.0 % | 6 | 7 | -14.3 % | 2.8 | 1.1 | 146.9 % |
| Region Total | 4,368 | 2,621 | 66.7 % | 75 | 77 | -2.6 % | 10.0 | 6.3 | 59.0 % |
| Pacific/Hawaii | | | | | | | | | |
| LOS ANGELES | 3,377 | 2,073 | 62.9 % | 70 | 81 | -13.6 % | 9.2 | 5.9 | 57.4 % |

| Market | YTD Volume 2020 | YTD Volume 2019 | Chg % | Active Lenders 2020 | Active Lenders 2019 | Chg % | Volume / Lender 2020 | Volume / Lender 2019 | Chg % |
|----------------------------|-----------------|-----------------|---------------|---------------------|---------------------|----------------|----------------------|----------------------|---------------|
| SANTA ANA | 2,628 | 1,634 | 60.8 % | 70 | 70 | 0.0 % | 7.7 | 5.0 | 54.3 % |
| PHOENIX | 2,381 | 1,471 | 61.9 % | 57 | 60 | -5.0 % | 7.3 | 4.8 | 51.9 % |
| SAN FRANCISCO | 2,065 | 1,331 | 55.1 % | 55 | 57 | -3.5 % | 7.1 | 5.1 | 38.8 % |
| SACRAMENTO | 1,443 | 954 | 51.3 % | 52 | 47 | 10.6 % | 5.8 | 3.8 | 52.3 % |
| SAN DIEGO | 1,186 | 742 | 59.8 % | 43 | 48 | -10.4 % | 5.8 | 3.9 | 49.1 % |
| LAS VEGAS | 736 | 518 | 42.1 % | 35 | 42 | -16.7 % | 3.9 | 3.0 | 28.8 % |
| FRESNO | 474 | 346 | 37.0 % | 32 | 37 | -13.5 % | 3.4 | 2.6 | 27.9 % |
| RENO | 273 | 250 | 9.2 % | 24 | 28 | -14.3 % | 2.4 | 2.3 | 2.5 % |
| TUCSON | 264 | 176 | 50.0 % | 20 | 26 | -23.1 % | 2.4 | 1.8 | 32.1 % |
| HONOLULU | 140 | 125 | 12.0 % | 16 | 14 | 14.3 % | 1.9 | 1.8 | 4.4 % |
| Region Total | 14,967 | 9,620 | 55.6 % | 116 | 131 | -11.5 % | 21.2 | 13.8 | 54.1 % |
| Rocky Mountain | | | | | | | | | |
| DENVER | 3,302 | 2,013 | 64.0 % | 63 | 67 | -6.0 % | 8.8 | 5.6 | 57.1 % |
| SALT LAKE CITY | 1,555 | 928 | 67.6 % | 43 | 42 | 2.4 % | 6.4 | 4.2 | 52.5 % |
| HELENA | 160 | 122 | 31.1 % | 16 | 18 | -11.1 % | 2.0 | 1.9 | 4.4 % |
| CASPER | 74 | 51 | 45.1 % | 10 | 15 | -33.3 % | 2.6 | 1.4 | 82.6 % |
| SIOUX FALLS | 46 | 48 | -4.2 % | 5 | 6 | -16.7 % | 1.7 | 2.2 | -20.6 % |
| FARGO | 21 | 19 | 10.5 % | 4 | 4 | 0.0 % | 1.7 | 1.3 | 33.3 % |
| Region Total | 5,158 | 3,181 | 62.2 % | 84 | 85 | -1.2 % | 10.4 | 6.9 | 52.3 % |
| Southeast/Caribbean | | | | | | | | | |
| MIAMI | 1,348 | 992 | 35.9 % | 57 | 63 | -9.5 % | 4.8 | 3.9 | 24.3 % |
| GREENSBORO | 1,021 | 849 | 20.3 % | 42 | 43 | -2.3 % | 5.2 | 4.4 | 16.4 % |
| TAMPA | 1,005 | 771 | 30.4 % | 48 | 52 | -7.7 % | 4.7 | 4.1 | 14.5 % |
| ORLANDO | 853 | 606 | 40.8 % | 49 | 45 | 8.9 % | 4.3 | 3.5 | 22.2 % |
| ATLANTA | 844 | 670 | 26.0 % | 35 | 45 | -22.2 % | 4.8 | 3.7 | 32.3 % |
| JACKSONVILLE | 589 | 413 | 42.6 % | 36 | 41 | -12.2 % | 4.0 | 3.1 | 30.2 % |
| COLUMBIA | 547 | 465 | 17.6 % | 34 | 42 | -19.0 % | 3.6 | 2.9 | 25.5 % |
| BIRMINGHAM | 327 | 271 | 20.7 % | 22 | 26 | -15.4 % | 3.3 | 2.7 | 22.8 % |
| NASHVILLE | 298 | 235 | 26.8 % | 24 | 25 | -4.0 % | 2.6 | 2.8 | -8.5 % |
| KNOXVILLE | 286 | 212 | 34.9 % | 23 | 26 | -11.5 % | 3.0 | 2.3 | 32.7 % |
| LOUISVILLE | 189 | 165 | 14.5 % | 15 | 16 | -6.3 % | 3.7 | 3.0 | 21.7 % |
| JACKSON | 103 | 139 | -25.9 % | 15 | 17 | -11.8 % | 2.6 | 2.2 | 19.6 % |
| MEMPHIS | 56 | 60 | -6.7 % | 13 | 12 | 8.3 % | 2.0 | 1.7 | 21.9 % |
| CARIBBEAN | 12 | 28 | -57.1 % | 4 | 2 | 100.0 % | 1.4 | 2.0 | -28.4 % |
| Region Total | 7,478 | 5,876 | 27.3 % | 106 | 103 | 2.9 % | 12.9 | 10.8 | 18.5 % |
| Southwest | | | | | | | | | |
| DALLAS | 779 | 613 | 27.1 % | 42 | 51 | -17.6 % | 3.5 | 3.1 | 13.3 % |
| FT. WORTH | 686 | 550 | 24.7 % | 39 | 43 | -9.3 % | 4.1 | 3.1 | 30.0 % |
| HOUSTON | 680 | 551 | 23.4 % | 39 | 39 | 0.0 % | 4.2 | 3.5 | 19.6 % |
| SAN ANTONIO | 547 | 495 | 10.5 % | 37 | 45 | -17.8 % | 3.3 | 2.9 | 14.2 % |
| NEW ORLEANS | 279 | 241 | 15.8 % | 21 | 27 | -22.2 % | 2.7 | 2.3 | 15.7 % |
| ALBUQUERQUE | 216 | 179 | 20.7 % | 19 | 22 | -13.6 % | 3.2 | 2.3 | 39.3 % |
| LITTLE ROCK | 170 | 152 | 11.8 % | 17 | 19 | -10.5 % | 2.8 | 2.4 | 18.2 % |
| OKLAHOMA CITY | 129 | 81 | 59.3 % | 11 | 13 | -15.4 % | 2.6 | 2.3 | 12.2 % |
| LUBBOCK | 112 | 119 | -5.9 % | 17 | 24 | -29.2 % | 2.1 | 1.8 | 20.0 % |
| TULSA | 105 | 96 | 9.4 % | 14 | 14 | 0.0 % | 2.1 | 2.2 | -4.0 % |
| SHREVEPORT | 60 | 52 | 15.4 % | 10 | 11 | -9.1 % | 1.7 | 1.9 | -6.3 % |
| Region Total | 3,763 | 3,129 | 20.3 % | 68 | 84 | -19.0 % | 9.5 | 7.3 | 30.5 % |
| Grand Total | 44,661 | 32,482 | 37.5 % | 261 | 278 | -6.1 % | 29.4 | 20.8 | 41.7 % |

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Top 100 Lenders - Year to Date

| Rank | Lender | Vol 2020 | Vol 2019 | Chg % | Mkt Share 2020 | Mkt Share 2019 | Chg % | Top State |
|------|--------------------------|----------|----------|-------|----------------|----------------|-------|-----------|
| 1 | AMERICAN ADVISORS GROUP | 14434 | 10608 | 36 % | 32.3 % | 32.7 % | -1 % | CA |
| 2 | FINANCE OF AMERICA REVER | 4109 | 2511 | 64 % | 9.2 % | 7.7 % | 19 % | CA |
| 3 | REVERSE MORTGAGE FUNDING | 4108 | 2504 | 64 % | 9.2 % | 7.7 % | 19 % | CA |
| 4 | LIBERTY REVERSE MORTGAGE | 3588 | 1443 | 149 % | 8.0 % | 4.4 % | 81 % | CA |
| 5 | MUTUAL OF OMAHA MORTGAGE | 2622 | 2076 | 26 % | 5.9 % | 6.4 % | -8 % | CA |
| 6 | FAIRWAY INDEPENDENT MORT | 1904 | 1030 | 85 % | 4.3 % | 3.2 % | 34 % | CO |
| 7 | OPEN MORTGAGE LLC | 1724 | 681 | 153 % | 3.9 % | 2.1 % | 84 % | CA |
| 8 | LONGBRIDGE FINANCIAL LLC | 1625 | 655 | 148 % | 3.6 % | 2.0 % | 80 % | CA |
| 9 | HIGHTECHLENDING INC | 831 | 678 | 23 % | 1.9 % | 2.1 % | -11 % | CA |
| 10 | ONE REVERSE MORTGAGE LLC | 687 | 2664 | -74 % | 1.5 % | 8.2 % | -81 % | CA |
| 11 | ADVISORS MORTGAGE GROUP | 534 | 278 | 92 % | 1.2 % | 0.9 % | 40 % | CA |
| 12 | CHERRY CREEK MORTGAGE CO | 530 | 455 | 16 % | 1.2 % | 1.4 % | -15 % | UT |
| 13 | FINANCE OF AMERICA MORTG | 502 | 238 | 111 % | 1.1 % | 0.7 % | 53 % | CA |
| 14 | ALL REVERSE MORTGAGE INC | 480 | 337 | 42 % | 1.1 % | 1.0 % | 4 % | CA |
| 15 | MONEY HOUSE INC | 313 | 209 | 50 % | 0.7 % | 0.6 % | 9 % | CA |
| 16 | NATIONWIDE EQUITIES CORP | 305 | 210 | 45 % | 0.7 % | 0.6 % | 6 % | CA |
| 17 | GOODLIFE HOME LOANS | 303 | 141 | 115 % | 0.7 % | 0.4 % | 56 % | CA |
| 18 | AMERICAN PACIFIC MORTGAG | 248 | 198 | 25 % | 0.6 % | 0.6 % | -9 % | CA |
| 19 | PLAZA HOME MORTGAGE INC | 235 | 278 | -15 % | 0.5 % | 0.9 % | -39 % | CA |
| 20 | HOMEBRIDGE FINANCIAL SER | 217 | 93 | 133 % | 0.5 % | 0.3 % | 70 % | CA |
| 21 | BROKER SOLUTIONS INC | 210 | 168 | 25 % | 0.5 % | 0.5 % | -9 % | CA |
| 22 | AMERICAN FINANCIAL NETWO | 198 | 61 | 225 % | 0.4 % | 0.2 % | 136 % | CA |
| 23 | PREMIUM SECURITY INC | 197 | 0 | | 0.4 % | 0.0 % | | CA |
| 24 | SUN AMERICAN MORTGAGE CO | 180 | 104 | 73 % | 0.4 % | 0.3 % | 26 % | AZ |
| 25 | MAGNOLIA BANK INC | 172 | 76 | 126 % | 0.4 % | 0.2 % | 65 % | TX |
| 26 | MID AMERICA MORTGAGE INC | 159 | 34 | 368 % | 0.4 % | 0.1 % | 240 % | TX |
| 27 | VIP MORTGAGE INC | 150 | 147 | 2 % | 0.3 % | 0.5 % | -26 % | AZ |
| 28 | THE FEDERAL SAVINGS BANK | 144 | 123 | 17 % | 0.3 % | 0.4 % | -15 % | NY |
| 29 | JET DIRECT FUNDING CORP | 142 | 64 | 122 % | 0.3 % | 0.2 % | 61 % | NY |
| 30 | MIDWEST LOAN SOLUTIONS I | 141 | 39 | 262 % | 0.3 % | 0.1 % | 163 % | CA |
| 31 | MCM HOLDINGS INC | 139 | 156 | -11 % | 0.3 % | 0.5 % | -35 % | FL |
| 32 | UNIVERSAL LENDING CORPOR | 139 | 80 | 74 % | 0.3 % | 0.2 % | 26 % | CO |
| 33 | PREMIER MORTGAGE RESOURC | 114 | 57 | 100 % | 0.3 % | 0.2 % | 45 % | ID |
| 34 | ACADEMY MORTGAGE CORPORA | 114 | 104 | 10 % | 0.3 % | 0.3 % | -20 % | UT |
| 35 | BANK OF ENGLAND | 107 | 54 | 98 % | 0.2 % | 0.2 % | 44 % | FL |
| 36 | LAND-HOME FINANCIAL SERV | 107 | 85 | 26 % | 0.2 % | 0.3 % | -8 % | CA |
| 37 | ALPHA MORTGAGE CORPORATI | 88 | 68 | 29 % | 0.2 % | 0.2 % | -6 % | NC |
| 38 | LEADER ONE FINANCIAL COR | 85 | 22 | 286 % | 0.2 % | 0.1 % | 181 % | CO |
| 39 | SUN WEST MORTGAGE CO INC | 83 | 143 | -42 % | 0.2 % | 0.4 % | -58 % | CA |
| 40 | ATLANTIC COAST MORTGAGE | 73 | 37 | 97 % | 0.2 % | 0.1 % | 43 % | VA |
| 41 | MORTGAGE MASTER SERVICE | 71 | 43 | 65 % | 0.2 % | 0.1 % | 20 % | WA |
| 42 | INTERCONTINENTAL CAPITAL | 68 | 49 | 39 % | 0.2 % | 0.2 % | 1 % | NY |
| 43 | NATIONWIDE MORTGAGE BANK | 65 | 68 | -4 % | 0.1 % | 0.2 % | -30 % | NY |
| 44 | EAST COAST CAPITAL CORP | 63 | 14 | 350 % | 0.1 % | 0.0 % | 227 % | MA |
| 45 | CROSSCOUNTRY MORTGAGE | 62 | 38 | 63 % | 0.1 % | 0.1 % | 19 % | FL |
| 46 | AMERICAN LIBERTY MORTGAG | 58 | 33 | 76 % | 0.1 % | 0.1 % | 28 % | CO |
| 47 | TOTAL MEDIA MANAGEMENT L | 53 | 88 | -40 % | 0.1 % | 0.3 % | -56 % | FL |
| 48 | PARAMOUNT RESIDENTIAL MO | 53 | 59 | -10 % | 0.1 % | 0.2 % | -35 % | CA |
| 49 | GEORGETOWN MORTGAGE | 50 | 21 | 138 % | 0.1 % | 0.1 % | 73 % | TX |
| 50 | TOWNEBANK | 49 | 65 | -25 % | 0.1 % | 0.2 % | -45 % | VA |

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| Rank | Lender | Vol 2020 | Vol 2019 | Chg % | Mkt Share 2020 | Mkt Share 2019 | Chg % | Top State |
|------|--------------------------|----------|----------|-------|----------------|----------------|-------|-----------|
| 51 | SUCCESS MORTGAGE PARTNER | 49 | 44 | 11 % | 0.1 % | 0.1 % | -19 % | MI |
| 52 | HOME MORTGAGE ALLIANCE C | 48 | 15 | 220 % | 0.1 % | 0.0 % | 133 % | DC |
| 53 | AMERICA FIRST FEDERAL CR | 48 | 41 | 17 % | 0.1 % | 0.1 % | -15 % | UT |
| 54 | FAMILY FIRST FUNDING LLC | 48 | 41 | 17 % | 0.1 % | 0.1 % | -15 % | NJ |
| 55 | DIRECTORS MORTGAGE INC | 46 | 32 | 44 % | 0.1 % | 0.1 % | 5 % | OR |
| 56 | SIMONICH CORPORATION | 45 | 42 | 7 % | 0.1 % | 0.1 % | -22 % | CA |
| 57 | HOMETOWN LENDERS LLC | 42 | 11 | 282 % | 0.1 % | 0.0 % | 178 % | WA |
| 58 | MEADOWBROOK FINANCIAL MO | 42 | 43 | -2 % | 0.1 % | 0.1 % | -29 % | NY |
| 59 | BAY EQUITY LLC | 42 | 30 | 40 % | 0.1 % | 0.1 % | 2 % | AZ |
| 60 | QUONTIC BANK FSB | 40 | 121 | -67 % | 0.1 % | 0.4 % | -76 % | NY |
| 61 | AMERICAS MORTGAGE RESOUR | 36 | 36 | 0 % | 0.1 % | 0.1 % | -27 % | LA |
| 62 | LOANDEPOTCOM | 35 | 26 | 35 % | 0.1 % | 0.1 % | -2 % | OR |
| 63 | NORWICH COMMERCIAL GROUP | 34 | 26 | 31 % | 0.1 % | 0.1 % | -5 % | CT |
| 64 | BANK OF UTAH | 34 | 19 | 79 % | 0.1 % | 0.1 % | 30 % | UT |
| 65 | MOVEMENT MORTGAGE LLC | 34 | 33 | 3 % | 0.1 % | 0.1 % | -25 % | CA |
| 66 | TRUST MORTGAGE LENDING C | 32 | 0 | | 0.1 % | 0.0 % | | FL |
| 67 | MORIA DEVELOPMENT INC | 32 | 18 | 78 % | 0.1 % | 0.1 % | 29 % | AZ |
| 68 | FIRST FEDERAL SAVINGS BA | 31 | 13 | 138 % | 0.1 % | 0.0 % | 73 % | ID |
| 69 | RESIDENTIAL HOME FUNDING | 31 | 15 | 107 % | 0.1 % | 0.0 % | 50 % | FL |
| 70 | MANN MORTGAGE LLC | 29 | 18 | 61 % | 0.1 % | 0.1 % | 17 % | MT |
| 71 | SECURITYNATIONAL MORTGAG | 27 | 14 | 93 % | 0.1 % | 0.0 % | 40 % | UT |
| 72 | ASPIRE FINANCIAL INC | 27 | 15 | 80 % | 0.1 % | 0.0 % | 31 % | TX |
| 73 | UNITED NORTHERN MORTGAGE | 27 | 45 | -40 % | 0.1 % | 0.1 % | -56 % | CA |
| 74 | FIRST ALLIANCE HOME MORT | 26 | 16 | 63 % | 0.1 % | 0.0 % | 18 % | PA |
| 75 | SALEM FIVE MORTGAGE CO L | 25 | 13 | 92 % | 0.1 % | 0.0 % | 40 % | MA |
| 76 | CMG MORTGAGE INC | 25 | 24 | 4 % | 0.1 % | 0.1 % | -24 % | CA |
| 77 | ABSOLUTE HOME MORTGAGE C | 24 | 10 | 140 % | 0.1 % | 0.0 % | 75 % | FL |
| 78 | US MORTGAGE CORPORATION | 24 | 24 | 0 % | 0.1 % | 0.1 % | -27 % | NY |
| 79 | SUMMIT FUNDING INC | 23 | 19 | 21 % | 0.1 % | 0.1 % | -12 % | CA |
| 80 | INDEPENDENT BANK | 23 | 6 | 283 % | 0.1 % | 0.0 % | 179 % | CO |
| 81 | JAMES B NUTTER AND COMPA | 22 | 19 | 16 % | 0.0 % | 0.1 % | -16 % | KS |
| 82 | NOVA FINANCIAL & INVESTM | 21 | 42 | -50 % | 0.0 % | 0.1 % | -64 % | AZ |
| 83 | PRIMARY RESIDENTIAL MORT | 20 | 28 | -29 % | 0.0 % | 0.1 % | -48 % | FL |
| 84 | CARROLLTON MORTGAGE CO | 20 | 17 | 18 % | 0.0 % | 0.1 % | -14 % | CA |
| 85 | AMCAP MORTGAGE LTD | 20 | 12 | 67 % | 0.0 % | 0.0 % | 21 % | TX |
| 86 | GOLDWATER BANK NA | 20 | 34 | -41 % | 0.0 % | 0.1 % | -57 % | CO |
| 87 | MILEND INC | 19 | 8 | 138 % | 0.0 % | 0.0 % | 73 % | GA |
| 88 | DIGNIFIED HOME LOANS LLC | 18 | 6 | 200 % | 0.0 % | 0.0 % | 118 % | CA |
| 89 | SFMC LP | 18 | 19 | -5 % | 0.0 % | 0.1 % | -31 % | TX |
| 90 | EVERGREEN MONEYSOURCE MT | 17 | 10 | 70 % | 0.0 % | 0.0 % | 24 % | WA |
| 91 | CORNERSTONE MORTGAGE COM | 17 | 21 | -19 % | 0.0 % | 0.1 % | -41 % | CO |
| 92 | HARTFORD FUNDING LTD | 16 | 2 | 700 % | 0.0 % | 0.0 % | 482 % | NY |
| 93 | CENTRAL PACIFIC BANK | 16 | 19 | -16 % | 0.0 % | 0.1 % | -39 % | HI |
| 94 | PACIFIC RESIDENTIAL MORT | 16 | 29 | -45 % | 0.0 % | 0.1 % | -60 % | OR |
| 95 | ALCOVA MORTGAGE LLC | 15 | 6 | 150 % | 0.0 % | 0.0 % | 82 % | VA |
| 96 | MOHAVE STATE BANK | 15 | 38 | -61 % | 0.0 % | 0.1 % | -71 % | AZ |
| 97 | CHRISTENSEN FINANCIAL IN | 15 | 2 | 650 % | 0.0 % | 0.0 % | 445 % | FL |
| 98 | ROYAL PACIFIC FUNDING CO | 14 | 31 | -55 % | 0.0 % | 0.1 % | -67 % | CA |
| 99 | AMERIFIRST FINANCIAL INC | 14 | 6 | 133 % | 0.0 % | 0.0 % | 70 % | AZ |
| 100 | SIERRA PACIFIC MORTGAGE | 14 | 29 | -52 % | 0.0 % | 0.1 % | -65 % | CA |

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