

HECM Originators (FHA & Non-FHA)

Industry Summary


HECMs endorsed through December 2020

Next Release Date: Week 4 of March

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Retail Endorsement Growth

15.2 %

Wholesale Endorsement Growth

28.0 %

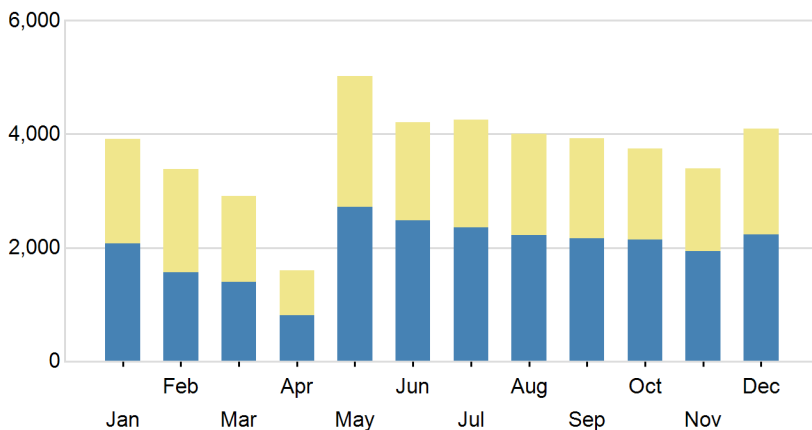
Total Endorsement Growth

20.7 %

Figures above reflect change from prior month

PERFORMANCE

Trailing Twelve Month Endorsements



	Retail		Wholesale		Total	
	Units	Chg %	Units	Chg %	Units	Chg %
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 %
Apr	811	-42.0 %	786	-47.8 %	1,597	-45.0 %
May	2,721	235.5 %	2,306	193.4 %	5,027	214.8 %
Jun	2,486	-8.6 %	1,717	-25.5 %	4,203	-16.4 %
Jul	2,355	-5.3 %	1,899	10.6 %	4,254	1.2 %
Aug	2,224	-5.6 %	1,776	-6.5 %	4,000	-6.0 %
Sep	2,160	-2.9 %	1,763	-0.7 %	3,923	-1.9 %
Oct	2,138	-1.0 %	1,603	-9.1 %	3,741	-4.6 %
Nov	1,935	-9.5 %	1,455	-9.2 %	3,390	-9.4 %
Dec	2,230	15.2 %	1,863	28.0 %	4,093	20.7 %
Total	24,092		20,338		44,430	

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Top 10 by Retail and Wholesale Volume														
Rank / Company	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Mkt Shr
AMERICAN ADVISORS GROUP	1,227	752	850	561	1,827	1,689	1,649	1,379	1,399	1,256	1,295	1,265	15,149	34.1%
FINANCE OF AMERICA REVER	420	481	586	486	810	653	682	550	667	631	580	742	7,288	16.4%
REVERSE MORTGAGE FUNDING	454	390	344	28	768	432	485	449	378	389	329	536	4,982	11.2%
LIBERTY REVERSE MORTGAGE	660	794	324	145	505	336	312	298	328	308	317	300	4,627	10.4%
LONGBRIDGE FINANCIAL LLC	241	225	177	128	257	213	381	499	320	295	156	321	3,213	7.2%
MUTUAL OF OMAHA MORTGAGE	198	177	138	120	245	272	214	246	222	238	263	279	2,612	5.9%
FAIRWAY INDEPENDENT MORT	93	150	197	122	226	179	182	160	160	145	134	154	1,902	4.3%
OPEN MORTGAGE LLC	189	86	78		157	101	139	179	242	214	113	232	1,730	3.9%
HIGHTECHLENDING INC	66	34	47		24	169	95	98	78	56	96	56	819	1.8%
ONE REVERSE MORTGAGE LLC	164	180	164	43	135								686	1.5%
Total	3,712	3,269	2,905	1,633	4,954	4,044	4,139	3,858	3,794	3,532	3,283	3,885	43,008	96.8%

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	12,525	2,624	15,149	32.9 %	51.7 %	35.8 %	83 %	17 %	28.2 %	12.9 %	34.1 %
FINANCE OF AMERICA REVERS	5	1	2	1,426	5,862	7,288	62.4 %	76.7 %	73.7 %	20 %	80 %	3.2 %	28.8 %	16.4 %
REVERSE MORTGAGE FUNDING	2	3	3	2,251	2,731	4,982	80.9 %	27.1 %	46.8 %	45 %	55 %	5.1 %	13.4 %	11.2 %
LIBERTY REVERSE MORTGAGE	6	2	4	1,325	3,302	4,627	132.5 %	83.4 %	95.2 %	29 %	71 %	3.0 %	16.2 %	10.4 %
LONGBRIDGE FINANCIAL LLC	7	5	5	826	2,387	3,213	112.3 %	119.4 %	117.5 %	26 %	74 %	1.9 %	11.7 %	7.2 %
MUTUAL OF OMAHA MORTGAGE	3	7	6	1,988	624	2,612	32.4 %	4.9 %	24.6 %	76 %	24 %	4.5 %	3.1 %	5.9 %
FAIRWAY INDEPENDENT MORTG	4		7	1,902	0	1,902	84.7 %	NaN	84.7 %	100 %	0 %	4.3 %		4.3 %
OPEN MORTGAGE LLC	8	6	8	680	1,050	1,730	82.8 %	232.3 %	151.5 %	39 %	61 %	1.5 %	5.2 %	3.9 %
HIGHTECHLENDING INC	10	10	9	554	265	819	31.6 %	3.9 %	21.2 %	68 %	32 %	1.2 %	1.3 %	1.8 %
ONE REVERSE MORTGAGE LLC	16	9	10	407	280	687	-82.7 %	-8.2 %	-74.2 %	59 %	41 %	0.9 %	1.4 %	1.5 %
Total				23,884	19,125	43,009	31.3 %	65.5 %	44.6 %	56 %	44 %	53.8 %	94.0 %	96.8 %

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	12,525	2,624	15,149	3,102	894	3,996	83 %	17 %	28.2 %	12.9 %	34.1 %
REVERSE MORTGAGE FUNDING	2	3	3	2,251	2,731	4,982	1,007	582	1,589	45 %	55 %	5.1 %	13.4 %	11.2 %
FAIRWAY INDEPENDENT MORTG	4		7	1,902	0	1,902	872	0	872	100 %	0 %	4.3 %		4.3 %
LIBERTY REVERSE MORTGAGE	6	2	4	1,325	3,302	4,627	755	1,502	2,257	29 %	71 %	3.0 %	16.2 %	10.4 %
FINANCE OF AMERICA REVERS	5	1	2	1,426	5,862	7,288	548	2,544	3,092	20 %	80 %	3.2 %	28.8 %	16.4 %
Total				19,429	14,519	33,948	6,284	5,522	11,806	57 %	43 %	43.7 %	71.4 %	76.4 %

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
FINANCE OF AMERICA REVERS	5	1	2	1,426	5,862	7,288	548	2,544	3,092	20 %	80 %	3.2 %	28.8 %	16.4 %
LIBERTY REVERSE MORTGAGE	6	2	4	1,325	3,302	4,627	755	1,502	2,257	29 %	71 %	3.0 %	16.2 %	10.4 %
LONGBRIDGE FINANCIAL LLC	7	5	5	826	2,387	3,213	437	1,299	1,736	26 %	74 %	1.9 %	11.7 %	7.2 %
AMERICAN ADVISORS GROUP	1	4	1	12,525	2,624	15,149	3,102	894	3,996	83 %	17 %	28.2 %	12.9 %	34.1 %
OPEN MORTGAGE LLC	8	6	8	680	1,050	1,730	308	734	1,042	39 %	61 %	1.5 %	5.2 %	3.9 %
Total				16,782	15,225	32,007	5,150	6,973	12,123	52 %	48 %	37.8 %	74.9 %	72.0 %

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Top 10 Wholesale	Active Brokers	% Capture
FINANCE OF AMERICA REVERSE LLC	638	44 %
LIBERTY REVERSE MORTGAGE	424	32 %
REVERSE MORTGAGE FUNDING LLC	336	27 %
AMERICAN ADVISORS GROUP	408	26 %
LONGBRIDGE FINANCIAL LLC	154	33 %
OPEN MORTGAGE LLC	129	30 %
MUTUAL OF OMAHA MORTGAGE INC	107	24 %
MONEY HOUSE INC	40	32 %
ONE REVERSE MORTGAGE LLC	135	33 %
HIGHTECHLENDING INC	141	32 %

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Top 100 HECM Originators - December 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	1,028	12,525	1,043.8	-4.5 %	32.9 %	51	41	BANK OF ENGLAND	10	123	10.3	42.9 %	86.4 %
2	2	REVERSE MORTGAGE FUN	246	2,251	187.6	56.7 %	80.9 %	51	42	AMERICAN FINANCIAL M	10	118	9.8	42.9 %	100.0 %
3	3	MUTUAL OF OMAHA MORT	218	1,988	165.7	4.8 %	32.4 %	51	54	GUILD MORTGAGE COMPA	10	87	7.3	42.9 %	8.7 %
4	5	FINANCE OF AMERICA R	199	1,426	118.8	57.9 %	62.4 %	54	48	APPROVAL FIRST HOME	9	94	7.8	125.0 %	54.1 %
5	4	FAIRWAY INDEPENDENT	154	1,902	158.5	14.9 %	84.7 %	54	51	GUARANTEED RATE INC	9	89	7.4	80.0 %	30.9 %
6	6	LIBERTY REVERSE MORT	112	1,325	110.4	3.7 %	132.5 %	54	57	BAY EQUITY LLC	9	78	6.5	200.0 %	-2.5 %
7	14	SOUTH RIVER MORTGAGE	96	443	36.9	113.3 %		54	82	THRIVE MORTGAGE LLC	9	50	4.2	28.6 %	138.1 %
8	7	LONGBRIDGE FINANCIAL	86	826	68.8	186.7 %	112.3 %	54	108	SHORE CAPITAL CORPOR	9	41	3.4	125.0 %	215.4 %
9	8	OPEN MORTGAGE LLC	72	680	56.7	89.5 %	82.8 %	59	28	SUN AMERICAN MORTGAG	8	180	15.0	300.0 %	73.1 %
10	11	ADVISORS MORTGAGE GR	58	530	44.2	20.8 %	90.0 %	59	30	FIRST AMERICAN HOME	8	170	14.2	-46.7 %	120.8 %
11	9	ENNKAR INC	56	640	53.3	21.7 %	201.9 %	59	67	ACCESS REVERSE MORTG	8	64	5.3	300.0 %	73.0 %
11	15	CHERRY CREEK MORTGAG	56	428	35.7	60.0 %	22.3 %	59	73	AMERICAN LIBERTY MOR	8	58	4.8	166.7 %	75.8 %
13	10	HIGHTECHLENDING INC	37	554	46.2	-50.7 %	31.6 %	59	78	AMERICA INTEGRITY FI	8	52	4.3	300.0 %	136.4 %
13	13	ALL REVERSE MORTGAGE	37	480	40.0	76.2 %	42.4 %	59	149	SENIOR MANAGEMENT GR	8	28	2.3	166.7 %	133.3 %
15	12	FINANCE OF AMERICA M	33	501	41.8	-13.2 %	82.2 %	65	45	EAST COAST CAPITAL C	7	105	8.8	16.7 %	90.9 %
16	17	NATIONWIDE EQUITIES	29	270	22.5	31.8 %	42.1 %	65	63	INTERCONTINENTAL CAP	7	70	5.8	-12.5 %	37.3 %
17	19	GOODLIFE HOME LOANS	26	249	20.8	766.7 %	96.1 %	65	76	MORTGAGESHOP LLC	7	54	4.5	-41.7 %	80.0 %
17	32	SENIOR LENDING CORPO	26	150	12.5	116.7 %	44.2 %	65	80	DALE ERNEST TILLMAN	7	51	4.3	75.0 %	155.0 %
17	33	VIP MORTGAGE INC	26	148	12.3	550.0 %	0.7 %	69	58	THE REVERSE MORTGAGE	6	74	6.2	-40.0 %	10.4 %
20	37	UNIVERSAL LENDING CO	24	139	11.6	200.0 %	73.8 %	69	74	PARAMOUNT RESIDENTIA	6	56	4.7		-5.1 %
21	27	INTEGRITY 1ST MORTGA	22	187	15.6	340.0 %	57.1 %	69	82	FAMILY FIRST FUNDING	6	50	4.2	100.0 %	4.2 %
22	25	PREMIUM SECURITY INC	21	192	16.0	75.0 %	6,300.0 %	69	96	NEXA MORTGAGE LLC	6	44	3.7	500.0 %	158.8 %
22	36	REVERSE FREEDOM LLC	21	140	11.7	133.3 %	233.3 %	69	120	HECM SENIOR HOME FIN	6	37	3.1	200.0 %	19.4 %
24	21	PRIMARY RESIDENTIAL	20	234	19.5	0.0 %	75.9 %	69	125	NORWICH COMMERCIAL G	6	36	3.0	500.0 %	33.3 %
24	22	HOMEBRIDGE FINANCIAL	20	224	18.7	5.3 %	133.3 %	69	132	MORIA DEVELOPMENT IN	6	33	2.8	500.0 %	73.7 %
26	23	BROKER SOLUTIONS INC	19	210	17.5	46.2 %	25.0 %	69	153	REMARKABLE LLC	6	26	2.2	500.0 %	160.0 %
26	34	HERITAGE HOME LOANS	19	146	12.2	216.7 %	217.4 %	69	193	KEY CITY LENDING INC	6	19	1.6	200.0 %	850.0 %
28	18	AMERICAN FINANCIAL N	18	262	21.8	-47.1 %	156.9 %	69	449	AMERA REVERSE MORTGA	6	6	0.5		
28	20	AMERICAN PACIFIC MOR	18	248	20.7	-10.0 %	25.3 %	79	49	UNITED PACIFIC MORTG	5	91	7.6	-44.4 %	15.2 %
28	29	MAGNOLIA BANK INC	18	174	14.5	200.0 %	128.9 %	79	51	GREEN MONARCH MORTGA	5	89	7.4		154.3 %
28	43	ACADEMY MORTGAGE COR	18	114	9.5	157.1 %	9.6 %	79	60	I3 LENDING INC	5	73	6.1	-44.4 %	305.6 %
32	38	MID AMERICA MORTGAGE	17	137	11.4	70.0 %	315.2 %	79	62	MORTGAGE MASTER SERV	5	72	6.0	25.0 %	63.6 %
33	31	C2 FINANCIAL CORPORA	16	167	13.9	45.5 %	94.2 %	79	70	REVERSE MORTGAGE EDU	5	63	5.3	0.0 %	65.8 %
33	38	GOLDEN YEARS MORTGAG	16	137	11.4	60.0 %	270.3 %	79	75	KRS CAPITAL PARTNERS	5	55	4.6	0.0 %	34.1 %
33	58	OPULENCE FUNDING LLC	16	74	6.2	166.7 %	3,600.0 %	79	84	TREBOR REVERSE LLC	5	49	4.1	150.0 %	96.0 %
33	120	RESIDENTIAL HOME FUN	16	37	3.1	128.6 %	146.7 %	79	92	JACK TENOLD LLC	5	46	3.8	400.0 %	557.1 %
37	47	GENEVA FINANCIAL LLC	15	99	8.3	15.4 %	59.7 %	79	96	MIDWEST LOAN Solutio	5	44	3.7	-44.4 %	1,000.0 %
37	72	REVERSE MORTGAGE LEN	15	59	4.9	114.3 %	168.2 %	79	103	TRUST MORTGAGE LENDI	5	42	3.5	400.0 %	1,300.0 %
39	56	KELLY MORTGAGE INC	14	81	6.8	55.6 %	153.1 %	79	103	MEADOWBROOK FINANCIA	5	42	3.5		-2.3 %
40	35	THE FEDERAL SAVINGS	13	145	12.1	30.0 %	17.9 %	79	115	MORTGAGE SOUTH OF TE	5	38	3.2	-16.7 %	58.3 %
40	49	SENIOR FUNDING ASSOC	13	91	7.6	62.5 %	175.8 %	79	120	AMERICAS MORTGAGE RE	5	37	3.1	150.0 %	0.0 %
40	67	NORTHWEST REVERSE MO	13	64	5.3	550.0 %	100.0 %	79	142	PROFESSIONAL MORTGAG	5	29	2.4	150.0 %	93.3 %
43	24	JET DIRECT FUNDING C	12	200	16.7	-40.0 %	23.5 %	79	205	SPENCER HOME EQUITIE	5	18	1.5	400.0 %	12.5 %
43	53	ALPHA MORTGAGE CORPO	12	88	7.3	140.0 %	29.4 %	79	253	THE GUILFORD SAVINGS	5	14	1.2	150.0 %	133.3 %
43	55	LEADER ONE FINANCIAL	12	85	7.1	33.3 %	286.4 %	95	65	GREAT FLORIDA LENDIN	4	68	5.7	-42.9 %	70.0 %
46	26	SILVER LEAF MORTGAGE	11	188	15.7	-31.3 %	121.2 %	95	67	CROSSCOUNTRY MORTGAG	4	64	5.3	100.0 %	68.4 %
46	40	PREMIER MORTGAGE RES	11	124	10.3	37.5 %	85.1 %	95	78	LOANDEPOTCOM	4	52	4.3	100.0 %	67.7 %
46	46	CF CAPITAL GROUP	11	104	8.7	0.0 %	131.1 %	95	80	C & E FINANCIAL GROU	4	51	4.3	33.3 %	15.9 %
46	63	PREMIER REVERSE MORT	11	70	5.8	57.1 %	191.7 %	95	91	DIRECTORS MORTGAGE I	4	47	3.9	-33.3 %	46.9 %
46	77	HOMETOWN LENDERS LLC	11	53	4.4	83.3 %	96.3 %	95	96	FSI MORTGAGE LLC	4	44	3.7		18.9 %

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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