

HECM Originators (FHA & Non-FHA)

Industry Summary


HECMs endorsed through March 2021

Next Release Date: Week 4 of June

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Retail Endorsement Growth

4.1 %

Wholesale Endorsement Growth

3.3 %

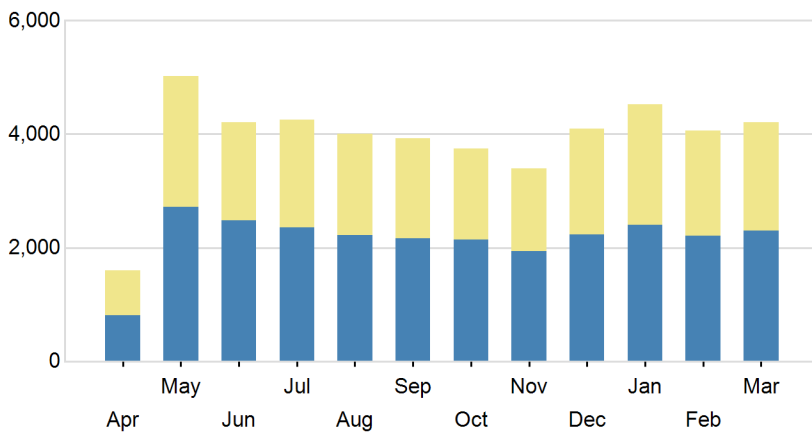
Total Endorsement Growth

3.7 %

Figures above reflect change from prior month

PERFORMANCE

Trailing Twelve Month Endorsements



	Retail		Wholesale		Total	
	Units	Chg %	Units	Chg %	Units	Chg %
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 %
Jan	2,404	7.8 %	2,125	14.1 %	4,529	10.7 %
Feb	2,209	-8.1 %	1,853	-12.8 %	4,062	-10.3 %
Mar	2,299	4.1 %	1,915	3.3 %	4,214	3.7 %
Total	25,972		21,061		47,033	

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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	561	1,827	1,689	1,649	1,379	1,399	1,256	1,295	1,265	1,344	1,437	1,313	16,414	34.9%
FINANCE OF AMERICA REVER	486	810	653	682	550	667	631	580	742	753	671	788	8,013	17.0%
REVERSE MORTGAGE FUNDING	28	768	432	485	449	378	389	329	536	694	445	564	5,497	11.7%
LONGBRIDGE FINANCIAL LLC	128	257	213	381	499	320	295	156	321	513	411	341	3,835	8.2%
LIBERTY REVERSE MORTGAGE	145	505	336	312	298	328	308	317	300	317	314	341	3,821	8.1%
MUTUAL OF OMAHA MORTGAGE	120	245	272	214	246	222	238	263	279	267	221	253	2,840	6.0%
OPEN MORTGAGE LLC		157	101	139	179	242	214	113	232	198	219	201	1,995	4.2%
FAIRWAY INDEPENDENT MORT	122	226	179	182	160	160	145	134	154	197	169	158	1,986	4.2%
HIGHTECHLENDING INC		24	169	95	98	78	56	96	56	94	42	98	906	1.9%
SOUTH RIVER MORTGAGE LLC		4	22	48	51	106	71	45	96	116	122	119	800	1.7%
Total	1,590	4,823	4,066	4,187	3,909	3,900	3,603	3,328	3,981	4,493	4,051	4,176	46,107	98.0%

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	13,680	2,734	16,414	44.7 %	41.1 %	44.1 %	83 %	17 %	29.1 %	13.0 %	34.9 %
FINANCE OF AMERICA REVERS	5	1	2	1,621	6,392	8,013	86.1 %	74.5 %	76.7 %	20 %	80 %	3.4 %	30.3 %	17.0 %
REVERSE MORTGAGE FUNDING	2	2	3	2,582	2,915	5,497	77.0 %	23.6 %	44.0 %	47 %	53 %	5.5 %	13.8 %	11.7 %
LONGBRIDGE FINANCIAL LLC	7	3	4	956	2,879	3,835	96.7 %	123.7 %	116.3 %	25 %	75 %	2.0 %	13.7 %	8.2 %
LIBERTY REVERSE MORTGAGE	6	5	5	1,259	2,562	3,821	49.0 %	-2.8 %	9.8 %	33 %	67 %	2.7 %	12.2 %	8.1 %
MUTUAL OF OMAHA MORTGAGE	3	7	6	2,200	640	2,840	40.4 %	9.4 %	32.0 %	77 %	23 %	4.7 %	3.0 %	6.0 %
OPEN MORTGAGE LLC	10	6	7	658	1,337	1,995	36.0 %	226.1 %	123.2 %	33 %	67 %	1.4 %	6.3 %	4.2 %
FAIRWAY INDEPENDENT MORTG	4		8	1,986	0	1,986	61.1 %	NaN	61.1 %	100 %	0 %	4.2 %		4.2 %
HIGHTECHLENDING INC	11	9	9	628	278	906	64.8 %	16.8 %	46.4 %	69 %	31 %	1.3 %	1.3 %	1.9 %
SOUTH RIVER MORTGAGE LLC	8		10	800	0	800	>1,000%	NaN	>1,000%	100 %	0 %	1.7 %		1.7 %
Total				26,370	19,737	46,107	57.2 %	50.5 %	54.2 %	57 %	43 %	56.1 %	93.7 %	98.0 %

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	13,680	2,734	16,414	4,228	796	5,024	83 %	17 %	29.1 %	13.0 %	34.9 %
REVERSE MORTGAGE FUNDING	2	2	3	2,582	2,915	5,497	1,123	556	1,679	47 %	53 %	5.5 %	13.8 %	11.7 %
SOUTH RIVER MORTGAGE LLC	8		10	800	0	800	800	0	800	100 %	0 %	1.7 %		1.7 %
FAIRWAY INDEPENDENT MORTG	4		8	1,986	0	1,986	753	0	753	100 %	0 %	4.2 %		4.2 %
FINANCE OF AMERICA REVERS	5	1	2	1,621	6,392	8,013	750	2,729	3,479	20 %	80 %	3.4 %	30.3 %	17.0 %
Total				20,669	12,041	32,710	7,654	4,081	11,735	63 %	37 %	43.9 %	57.2 %	69.5 %

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	1,621	6,392	8,013	750	2,729	3,479	20 %	80 %	3.4 %	30.3 %	17.0 %
LONGBRIDGE FINANCIAL LLC	7	3	4	956	2,879	3,835	470	1,592	2,062	25 %	75 %	2.0 %	13.7 %	8.2 %
OPEN MORTGAGE LLC	10	6	7	658	1,337	1,995	174	927	1,101	33 %	67 %	1.4 %	6.3 %	4.2 %
AMERICAN ADVISORS GROUP	1	4	1	13,680	2,734	16,414	4,228	796	5,024	83 %	17 %	29.1 %	13.0 %	34.9 %
REVERSE MORTGAGE FUNDING	2	2	3	2,582	2,915	5,497	1,123	556	1,679	47 %	53 %	5.5 %	13.8 %	11.7 %
Total				19,497	16,257	35,754	6,745	6,600	13,345	55 %	45 %	41.5 %	77.2 %	76.0 %

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Top 10 Wholesale	Active Brokers	% Capture
FINANCE OF AMERICA REVERSE LLC	656	44 %
REVERSE MORTGAGE FUNDING LLC	335	27 %
LONGBRIDGE FINANCIAL LLC	180	36 %
AMERICAN ADVISORS GROUP	418	25 %
LIBERTY REVERSE MORTGAGE	352	33 %
OPEN MORTGAGE LLC	117	33 %
MUTUAL OF OMAHA MORTGAGE INC	106	17 %
MONEY HOUSE INC	43	31 %
HIGHTECHLENDING INC	141	29 %
PLAZA HOME MORTGAGE INC	150	34 %

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Top 100 HECM Originators - March 2021 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	1,098	3,421	1,140.3	-9.8 %	51.0 %	48	57	PARAMOUNT RESIDENTIA	9	25	8.3	28.6 %	31.6 %
2	2	REVERSE MORTGAGE FUN	258	809	269.7	42.5 %	69.2 %	48	66	SENIOR FUNDING ASSOC	9	21	7.0	80.0 %	0.0 %
3	3	MUTUAL OF OMAHA MORT	201	581	193.7	19.6 %	57.5 %	48	100	OMNI-FUND INC	9	13	4.3	800.0 %	18.2 %
4	5	FINANCE OF AMERICA R	189	455	151.7	26.8 %	75.0 %	54	40	AMERICAN FINANCIAL M	8	35	11.7	-46.7 %	2.9 %
5	4	FAIRWAY INDEPENDENT	158	524	174.7	-6.5 %	19.1 %	54	44	OPULENCE FUNDING LLC	8	32	10.7	-42.9 %	220.0 %
6	6	LIBERTY REVERSE MORT	123	368	122.7	1.7 %	-15.2 %	54	49	REVERSE MORTGAGE LEN	8	29	9.7	-27.3 %	314.3 %
7	7	SOUTH RIVER MORTGAGE	119	357	119.0	-2.5 %		54	51	RESIDENTIAL HOME FUN	8	27	9.0	0.0 %	1,250.0 %
8	8	LONGBRIDGE FINANCIAL	85	309	103.0	-19.8 %	72.6 %	54	66	REVERSE MORTGAGE EDU	8	21	7.0	33.3 %	162.5 %
9	11	HIGHTECHLENDING INC	77	170	56.7	165.5 %	77.1 %	54	79	HECM SENIOR HOME FIN	8	16	5.3	100.0 %	300.0 %
10	10	ADVISORS MORTGAGE GR	75	185	61.7	70.5 %	54.2 %	54	88	CALIVER BEACH MORTGA	8	15	5.0	166.7 %	7.1 %
11	9	ENNKAR INC	69	224	74.7	4.5 %	34.1 %	54	96	TOP FLITE FINANCIAL	8	14	4.7	100.0 %	100.0 %
12	18	PREMIUM SECURITY INC	44	83	27.7	100.0 %	591.7 %	54	100	ARAMCO MORTGAGE INC	8	13	4.3	166.7 %	62.5 %
13	12	OPEN MORTGAGE LLC	43	156	52.0	-24.6 %	-12.4 %	63	17	SUN AMERICAN MORTGAG	7	87	29.0	-74.1 %	155.9 %
14	15	CHERRY CREEK MORTGAG	42	110	36.7	7.7 %	0.9 %	63	38	PREMIER MORTGAGE RES	7	37	12.3	-46.2 %	15.6 %
15	13	FINANCE OF AMERICA M	40	155	51.7	-20.0 %	9.9 %	63	55	LEADER ONE FINANCIAL	7	26	8.7	-30.0 %	85.7 %
16	14	ALL REVERSE MORTGAGE	36	144	48.0	-21.7 %	33.3 %	63	55	MIDWEST LOAN Solutio	7	26	8.7	133.3 %	766.7 %
17	22	MAGNOLIA BANK INC	35	69	23.0	45.8 %	40.8 %	63	61	EAST COAST CAPITAL C	7	22	7.3	0.0 %	-38.9 %
18	26	SENIOR LENDING CORPO	29	63	21.0	141.7 %	152.0 %	63	71	INTERCAP LENDING INC	7	19	6.3	-22.2 %	171.4 %
19	23	JET DIRECT FUNDING C	27	64	21.3	92.9 %	45.5 %	63	71	GREAT FLORIDA LENDIN	7	19	6.3	0.0 %	-20.8 %
20	16	AMERICAN PACIFIC MOR	26	88	29.3	0.0 %	27.5 %	63	71	DALE ERNEST TILLMAN	7	19	6.3	40.0 %	216.7 %
20	23	PRIMARY RESIDENTIAL	26	64	21.3	23.8 %	36.2 %	63	88	IREVERSE HOME LOANS	7	15	5.0	16.7 %	36.4 %
22	20	NATIONWIDE EQUITIES	25	74	24.7	31.6 %	15.6 %	63	112	CALIFORNIA REVERSE A	7	12	4.0	75.0 %	-7.7 %
23	29	MID AMERICA MORTGAGE	20	49	16.3	53.8 %	69.0 %	63	112	THE SENIOR EQUITY GR	7	12	4.0	600.0 %	140.0 %
24	23	INTEGRITY 1ST MORTGA	19	64	21.3	-17.4 %	42.2 %	74	46	NORTHWEST REVERSE MO	6	31	10.3	-57.1 %	287.5 %
25	28	C2 FINANCIAL CORPORA	18	50	16.7	0.0 %	47.1 %	74	48	TREBOR REVERSE LLC	6	30	10.0	-33.3 %	66.7 %
25	44	SHORE CAPITAL CORPOR	18	32	10.7	125.0 %	540.0 %	74	51	ACCESS REVERSE MORTG	6	27	9.0	-40.0 %	68.8 %
27	27	HOMEBRIDGE FINANCIAL	17	53	17.7	21.4 %	-17.2 %	74	51	KRS CAPITAL PARTNERS	6	27	9.0	0.0 %	145.5 %
27	30	FIRST AMERICAN HOME	17	48	16.0	21.4 %	6.7 %	74	61	DATA MORTGAGE DBA ES	6	22	7.3	0.0 %	29.4 %
27	35	GOLDEN YEARS MORTGAG	17	40	13.3	13.3 %	-20.0 %	74	66	MORTGAGE MASTER SERV	6	21	7.0	50.0 %	-8.7 %
30	19	HERITAGE HOME LOANS	16	79	26.3	-23.8 %	243.5 %	74	79	APPROVAL FIRST HOME	6	16	5.3	100.0 %	-50.0 %
31	32	REVERSE FREEDOM LLC	15	46	15.3	-6.3 %	187.5 %	74	88	MORTGAGE SOUTH OF TE	6	15	5.0	-14.3 %	50.0 %
31	33	THE FEDERAL SAVINGS	15	41	13.7	114.3 %	13.9 %	74	100	INNOVATIVE HOME LOAN	6	13	4.3	50.0 %	
31	59	MCM HOLDINGS INC	15	23	7.7	275.0 %	155.6 %	74	100	SECURITYNATIONAL MOR	6	13	4.3	500.0 %	8.3 %
34	21	AMERICAN FINANCIAL N	14	73	24.3	-36.4 %	15.9 %	74	100	TRUST MORTGAGE LENDI	6	13	4.3	500.0 %	550.0 %
35	36	GENEVA FINANCIAL LLC	13	38	12.7	44.4 %	90.0 %	74	112	SENIOR MANAGEMENT GR	6	12	4.0	50.0 %	200.0 %
35	41	SILVER LEAF MORTGAGE	13	34	11.3	30.0 %	-27.7 %	74	112	US MORTGAGE CORPORAT	6	12	4.0	200.0 %	140.0 %
37	41	BANK OF ENGLAND	12	34	11.3	71.4 %	3.0 %	74	125	MAC5 MORTGAGE INC	6	10	3.3	200.0 %	-23.1 %
38	30	BROKER SOLUTIONS INC	11	48	16.0	-35.3 %	9.1 %	74	149	LADERA LENDING INC	6	7	2.3	500.0 %	40.0 %
38	33	VIP MORTGAGE INC	11	41	13.7	-8.3 %	24.2 %	89	70	DIRECTORS MORTGAGE I	5	20	6.7	-28.6 %	5.3 %
38	43	GUARANTEED RATE INC	11	33	11.0	-15.4 %	106.3 %	89	71	CREATIVE RETIREMENT	5	19	6.3	-37.5 %	533.3 %
41	36	ALPHA MORTGAGE CORPO	10	38	12.7	11.1 %	72.7 %	89	79	CARLSON JAMES EDWARD	5	16	5.3	-28.6 %	220.0 %
41	39	UNIVERSAL LENDING CO	10	36	12.0	-16.7 %	12.5 %	89	79	BAY EQUITY LLC	5	16	5.3	0.0 %	-40.7 %
41	58	CF CAPITAL GROUP	10	24	8.0	42.9 %	41.2 %	89	79	UNITED AMERICAN MORT	5	16	5.3	0.0 %	128.6 %
41	61	GUILD MORTGAGE COMPA	10	22	7.3	66.7 %	0.0 %	89	79	BORBA INVESTMENTS IN	5	16	5.3	150.0 %	45.5 %
41	61	UNITED PACIFIC MORTG	10	22	7.3	66.7 %	10.0 %	89	88	FAMILY FIRST FUNDING	5	15	5.0	0.0 %	25.0 %
41	66	BROOKSTONE MORTGAGE	10	21	7.0	42.9 %	250.0 %	89	88	MORTGAGESHOP LLC	5	15	5.0	25.0 %	87.5 %
41	79	INNOVATIVE REAL ESTA	10	16	5.3			89	96	BARRETT FINANCIAL GR	5	14	4.7	-16.7 %	40.0 %
48	46	KELLY MORTGAGE INC	9	31	10.3	-43.8 %	138.5 %	89	112	MALIBU FUNDING	5	12	4.0	0.0 %	50.0 %
48	49	ACADEMY MORTGAGE COR	9	29	9.7	-10.0 %	38.1 %	89	131	55 PLACES MORTGAGE L	5	9	3.0	150.0 %	200.0 %
48	51	HOMETOWN LENDERS LLC	9	27	9.0	80.0 %	237.5 %	89	131	MORIA DEVELOPMENT IN	5	9	3.0	400.0 %	-35.7 %

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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