

# HECM Originators (FHA & Non-FHA)

## Industry Summary

HECMs endorsed through March 2024

Next Release Date: Week 4 of June

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**Retail Endorsement Growth**

**9.0 %**

**Wholesale Endorsement Growth**

**-2.3 %**

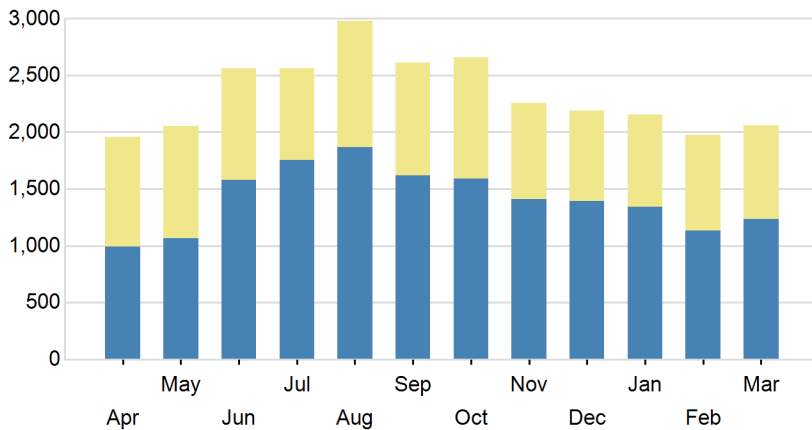
**Total Endorsement Growth**

**4.2 %**

Figures above reflect change from prior month

## PERFORMANCE

Trailing Twelve Month Endorsements



	Retail		Wholesale		Total	
	Units	Chg %	Units	Chg %	Units	Chg %
Apr	991	-62.8 %	969	-13.1 %	1,960	-48.1 %
May	1,064	7.4 %	987	1.9 %	2,051	4.6 %
Jun	1,581	48.6 %	980	-0.7 %	2,561	24.9 %
Jul	1,756	11.1 %	805	-17.9 %	2,561	0.0 %
Aug	1,866	6.3 %	1,115	38.5 %	2,981	16.4 %
Sep	1,621	-13.1 %	993	-10.9 %	2,614	-12.3 %
Oct	1,588	-2.0 %	1,071	7.9 %	2,659	1.7 %
Nov	1,411	-11.1 %	845	-21.1 %	2,256	-15.2 %
Dec	1,393	-1.3 %	795	-5.9 %	2,188	-3.0 %
Jan	1,342	-3.7 %	811	2.0 %	2,153	-1.6 %
Feb	1,131	-15.7 %	843	3.9 %	1,974	-8.3 %
Mar	1,233	9.0 %	824	-2.3 %	2,057	4.2 %
<b>Total</b>	<b>16,977</b>		<b>11,038</b>		<b>28,015</b>	

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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
FINANCE OF AMERICA REVER	306	216	835	998	942	880	825	692	581	682	576	480	8,013	28.6%
MUTUAL OF OMAHA MORTGAGE	498	589	516	558	612	560	614	555	559	530	451	493	6,535	23.3%
LONGBRIDGE FINANCIAL LLC	305	316	331	337	332	348	367	328	342	358	403	345	4,112	14.7%
LIBERTY REVERSE MORTGAGE	160	181	194	166	223	133	155	160	137	104	111	112	1,836	6.6%
FAIRWAY INDEPENDENT MORT	133	133	114	95	148	108	83	111	88	107	82	85	1,287	4.6%
SOUTH RIVER MORTGAGE LLC	153	120	100	73	219	80	71	12	69	4	9	122	1,032	3.7%
GUILD MORTGAGE COMPANY	4	5	20	12	248	136	53	58	73	39	35	57	740	2.6%
GOODLIFE HOME LOANS	35	54			62	83	139	87	40	50	71	87	708	2.5%
OPEN MORTGAGE LLC	113	123	79	56	47	49	57	25	30	16	1	2	598	2.1%
PLAZA HOME MORTGAGE INC				40	36	41							117	0.4%
<b>Total</b>	<b>1,707</b>	<b>1,737</b>	<b>2,189</b>	<b>2,335</b>	<b>2,869</b>	<b>2,418</b>	<b>2,364</b>	<b>2,028</b>	<b>1,919</b>	<b>1,890</b>	<b>1,739</b>	<b>1,783</b>	<b>24,978</b>	<b>89.2%</b>

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
FINANCE OF AMERICA REVERS	1	2	1	5,564	2,449	8,013	-57.2 %	-67.7 %	-61.1 %	69 %	31 %	19.9 %	22.2 %	28.6 %
MUTUAL OF OMAHA MORTGAGE	2	4	2	5,383	1,152	6,535	7.2 %	69.4 %	14.6 %	82 %	18 %	19.2 %	10.4 %	23.3 %
LONGBRIDGE FINANCIAL LLC	3	1	3	1,413	2,699	4,112	-25.9 %	-49.3 %	-43.2 %	34 %	66 %	5.0 %	24.5 %	14.7 %
LIBERTY REVERSE MORTGAGE	6	3	4	659	1,177	1,836	-61.8 %	-37.2 %	-49.0 %	36 %	64 %	2.4 %	10.7 %	6.6 %
FAIRWAY INDEPENDENT MORTG	4		5	1,287	0	1,287	-47.7 %	NaN	-47.7 %	100 %	0 %	4.6 %		4.6 %
SOUTH RIVER MORTGAGE LLC	5		6	1,032	0	1,032	-20.1 %	NaN	-20.1 %	100 %	0 %	3.7 %		3.7 %
GUILD MORTGAGE COMPANY	7	9	7	470	270	740	323.4 %	>1,000%	566.7 %	64 %	36 %	1.7 %	2.4 %	2.6 %
GOODLIFE HOME LOANS	67	5	8	36	687	723	-92.0 %	39.1 %	-23.3 %	5 %	95 %	0.1 %	6.2 %	2.6 %
OPEN MORTGAGE LLC	22	6	9	127	471	598	-61.4 %	-62.6 %	-62.3 %	21 %	79 %	0.5 %	4.3 %	2.1 %
PLAZA HOME MORTGAGE INC	469	7	10	3	446	449	-85.7 %	0.0 %	-3.9 %	1 %	99 %	0.0 %	4.0 %	1.6 %
<b>Total</b>				<b>15,974</b>	<b>9,351</b>	<b>25,325</b>	<b>-39.3 %</b>	<b>-47.1 %</b>	<b>-42.4 %</b>	<b>63 %</b>	<b>37 %</b>	<b>57.0 %</b>	<b>84.7 %</b>	<b>90.4 %</b>

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
MUTUAL OF OMAHA MORTGAGE	2	4	2	5,383	1,152	6,535	362	472	834	82 %	18 %	19.2 %	10.4 %	23.3 %
GUILD MORTGAGE COMPANY	7	9	7	470	270	740	359	270	629	64 %	36 %	1.7 %	2.4 %	2.6 %
MOVEMENT MORTGAGE LLC	8		15	303	0	303	251	0	251	100 %	0 %	1.1 %		1.1 %
ATLANTIC AVENUE MORTGAGE	9		17	235	0	235	228	0	228	100 %	0 %	0.8 %		0.8 %
ALL WESTERN MORTGAGE INC	20		27	162	0	162	153	0	153	100 %	0 %	0.6 %		0.6 %
<b>Total</b>				<b>6,553</b>	<b>1,422</b>	<b>7,975</b>	<b>1,353</b>	<b>742</b>	<b>2,095</b>	<b>82 %</b>	<b>18 %</b>	<b>23.4 %</b>	<b>12.9 %</b>	<b>28.5 %</b>

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
MUTUAL OF OMAHA MORTGAGE	2	4	2	5,383	1,152	6,535	362	472	834	82 %	18 %	19.2 %	10.4 %	23.3 %
GUILD MORTGAGE COMPANY	7	9	7	470	270	740	359	270	629	64 %	36 %	1.7 %	2.4 %	2.6 %
SMARTFI HOME LOANS LLC	985	10	16	1	263	264	-31	224	193	0 %	100 %	0.0 %	2.4 %	0.9 %
GOODLIFE HOME LOANS	67	5	8	36	687	723	-413	193	-220	5 %	95 %	0.1 %	6.2 %	2.6 %
CHERRY CREEK MORTGAGE CO	23	11	12	114	252	366	-588	87	-501	31 %	69 %	0.4 %	2.3 %	1.3 %
<b>Total</b>				<b>6,004</b>	<b>2,624</b>	<b>8,628</b>	<b>-311</b>	<b>1,246</b>	<b>935</b>	<b>70 %</b>	<b>30 %</b>	<b>21.4 %</b>	<b>23.8 %</b>	<b>30.8 %</b>

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Top 10 Wholesale	Active Brokers	% Capture
LONGBRIDGE FINANCIAL LLC	378	42 %
FINANCE OF AMERICA REVERSE LLC	659	36 %
LIBERTY REVERSE MORTGAGE	270	31 %
MUTUAL OF OMAHA MORTGAGE INC	302	22 %
GOODLIFE HOME LOANS	68	35 %
OPEN MORTGAGE LLC	85	26 %
PLAZA HOME MORTGAGE INC	283	53 %
MONEY HOUSE INC	80	17 %
GUILD MORTGAGE COMPANY	26	27 %
SMARTFI HOME LOANS LLC	131	36 %

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**Top 100 Ranking HECM Volume by Channel - Endorsements Last 12 Months through March 2024**

Rank			Company	Loans			Market Share			Rank			Company	Loans			Market Share		
R	W	T		R	W	Total	Ret	Whls	Total	R	W	T		R	W	T	Ret	Whls	Total
1	2	1	FINANCE OF AMERICA R	5,564	2,449	8,013	19.9%	22.2%	28.6%	175	17	51	SUN WEST MORTGAGE CO	12	57	69	0.0%	0.5%	0.2%
2	4	2	MUTUAL OF OMAHA MORT	5,383	1,152	6,535	19.2%	10.4%	23.3%	41		51	BARRETT FINANCIAL GR	69	0	69	0.2%	0.0%	0.2%
3	1	3	LONGBRIDGE FINANCIAL	1,413	2,699	4,112	5.0%	24.5%	14.7%	42		53	SUN AMERICAN MORTGAG	68	0	68	0.2%	0.0%	0.2%
6	3	4	LIBERTY REVERSE MORT	659	1,177	1,836	2.4%	10.7%	6.6%	44		54	THE REVERSE MORTGAGE	65	0	65	0.2%	0.0%	0.2%
4	5	5	FAIRWAY INDEPENDENT	1,287	0	1,287	4.6%	0.0%	4.6%	45		55	PARAMOUNT RESIDENTIA	61	0	61	0.2%	0.0%	0.2%
5	6	6	SOUTH RIVER MORTGAGE	1,032	0	1,032	3.7%	0.0%	3.7%	45		55	LOANDEPOTCOM	61	0	61	0.2%	0.0%	0.2%
7	9	7	GUILD MORTGAGE COMPA	470	270	740	1.7%	2.4%	2.6%	47		57	ACADEMY MORTGAGE COR	57	0	57	0.2%	0.0%	0.2%
67	5	8	GOODLIFE HOME LOANS	36	687	723	0.1%	6.2%	2.6%	49		58	PRIMARY RESIDENTIAL	56	0	56	0.2%	0.0%	0.2%
22	6	9	OPEN MORTGAGE LLC	127	471	598	0.5%	4.3%	2.1%	49		58	PREMIER MORTGAGE RES	56	0	56	0.2%	0.0%	0.2%
469	7	10	PLAZA HOME MORTGAGE	3	446	449	0.0%	4.0%	1.6%	51		60	AMERICAN FINANCIAL N	54	0	54	0.2%	0.0%	0.2%
10	13	11	HIGHTECHLENDING INC	234	207	441	0.8%	1.9%	1.6%	53		61	OPULENCE FUNDING LLC	50	0	50	0.2%	0.0%	0.2%
23	11	12	CHERRY CREEK MORTGAG	114	252	366	0.4%	2.3%	1.3%	54		62	ATLANTIC COAST MORTG	48	0	48	0.2%	0.0%	0.2%
37	12	13	MID AMERICA MORTGAGE	80	236	316	0.3%	2.1%	1.1%	55		63	TREBOR REVERSE LLC	47	0	47	0.2%	0.0%	0.2%
326	8	14	MONEY HOUSE INC	5	300	305	0.0%	2.7%	1.1%	56		64	NATIONWIDE MORTGAGE	46	0	46	0.2%	0.0%	0.2%
8	15	15	MOVEMENT MORTGAGE LL	303	0	303	1.1%	0.0%	1.1%	57		65	BAY EQUITY LLC	45	0	45	0.2%	0.0%	0.2%
985	10	16	SMARTFI HOME LOANS L	1	263	264	0.0%	2.4%	0.9%	57		65	LEADER ONE FINANCIAL	45	0	45	0.2%	0.0%	0.2%
9	17	17	ATLANTIC AVENUE MORT	235	0	235	0.8%	0.0%	0.8%	59		67	CARRINGTON MORTGAGE	42	0	42	0.1%	0.0%	0.1%
11	18	18	CROSSCOUNTRY MORTGAG	232	0	232	0.8%	0.0%	0.8%	60		68	MORTGAGE SOUTH OF TE	39	0	39	0.1%	0.0%	0.1%
12	19	19	AMERICAN PACIFIC MOR	220	0	220	0.8%	0.0%	0.8%	60		68	INTERCAP LENDING INC	39	0	39	0.1%	0.0%	0.1%
13	20	20	ADVISORS MORTGAGE GR	211	0	211	0.8%	0.0%	0.8%	62		70	THRIVE MORTGAGE LLC	38	0	38	0.1%	0.0%	0.1%
14	21	21	C2 FINANCIAL CORPORA	204	0	204	0.7%	0.0%	0.7%	62		70	LAKEVIEW LOAN SERVIC	38	0	38	0.1%	0.0%	0.1%
15	23	22	CALCON MUTUAL MORTGA	200	2	202	0.7%	0.0%	0.7%	62		70	CORNERSTONE MORTGAGE	38	0	38	0.1%	0.0%	0.1%
16	23	23	ALL REVERSE MORTGAGE	196	0	196	0.7%	0.0%	0.7%	62		70	NORWICH COMMERCIAL G	38	0	38	0.1%	0.0%	0.1%
17	24	24	CALIVER BEACH MORTGA	190	0	190	0.7%	0.0%	0.7%	66		74	ARK-LA-TEX FINANCIAL	37	0	37	0.1%	0.0%	0.1%
18	25	25	ENNKAR INC	182	0	182	0.6%	0.0%	0.6%	67		75	SENIOR FUNDING ASSOC	36	0	36	0.1%	0.0%	0.1%
19	26	26	SENIOR LENDING CORPO	179	0	179	0.6%	0.0%	0.6%	69		76	AMERICA FIRST FEDERA	34	0	34	0.1%	0.0%	0.1%
20	27	27	ALL WESTERN MORTGAGE	162	0	162	0.6%	0.0%	0.6%	70		77	EDGE HOME FINANCE CO	33	0	33	0.1%	0.0%	0.1%
21	28	28	GUARANTEED RATE INC	128	0	128	0.5%	0.0%	0.5%	71		78	E MORTGAGE CAPITAL I	32	0	32	0.1%	0.0%	0.1%
121	14	29	MCM HOLDINGS INC	18	95	113	0.1%	0.9%	0.4%	71		78	THE OCONNELL MARKETI	32	0	32	0.1%	0.0%	0.1%
25	22	30	VIP MORTGAGE INC	98	8	106	0.3%	0.1%	0.4%	73		80	CARDINAL FINANCIAL C	30	0	30	0.1%	0.0%	0.1%
73	16	31	GMFS LLC	30	75	105	0.1%	0.7%	0.4%	75		81	SENIOR MANAGEMENT GR	29	0	29	0.1%	0.0%	0.1%
24	32	32	WATERMARK CAPITAL IN	101	0	101	0.4%	0.0%	0.4%	75		81	PACIFIC RESIDENTIAL	29	0	29	0.1%	0.0%	0.1%
26	33	33	AMERICAN FINANCIAL M	96	0	96	0.3%	0.0%	0.3%	75		81	US MORTGAGE CORPORAT	29	0	29	0.1%	0.0%	0.1%
26	33	33	PREMIER REVERSE MORT	96	0	96	0.3%	0.0%	0.3%	75		81	UNITED AMERICAN MORT	29	0	29	0.1%	0.0%	0.1%
28	35	35	CMG MORTGAGE INC	94	0	94	0.3%	0.0%	0.3%	75		81	MASON MCDUFFIE MORTG	29	0	29	0.1%	0.0%	0.1%
29	36	36	NEW AMERICAN FUNDING	93	0	93	0.3%	0.0%	0.3%	75		81	WEST CAPITAL LENDING	29	0	29	0.1%	0.0%	0.1%
128	15	36	TRUST MORTGAGE LENDI	17	76	93	0.1%	0.7%	0.3%	81		87	NORTHWEST REVERSE MO	28	0	28	0.1%	0.0%	0.1%
47	18	38	TOTAL MEDIA MANAGEME	57	34	91	0.2%	0.3%	0.3%	386	19	87	LAND-HOME FINANCIAL	4	24	28	0.0%	0.2%	0.1%
30	39	39	JET DIRECT FUNDING C	90	0	90	0.3%	0.0%	0.3%	81		87	DIRECTORS MORTGAGE I	28	0	28	0.1%	0.0%	0.1%
43	19	39	NATIONWIDE EQUITIES	66	24	90	0.2%	0.2%	0.3%	81		87	COMMUNITY FIRST NATI	28	0	28	0.1%	0.0%	0.1%
31	41	41	FIRST AMERICAN HOME	89	0	89	0.3%	0.0%	0.3%	84		91	C & E FINANCIAL GROU	27	0	27	0.1%	0.0%	0.1%
31	41	41	THE FEDERAL SAVINGS	89	0	89	0.3%	0.0%	0.3%	84		91	CONTOUR MORTGAGE COR	27	0	27	0.1%	0.0%	0.1%
31	41	41	AMERICAN MORTGAGE &	89	0	89	0.3%	0.0%	0.3%	86		93	MOUNTAIN AMERICA CRE	26	0	26	0.1%	0.0%	0.1%
34	44	44	INTEGRITY 1ST MORTGA	85	0	85	0.3%	0.0%	0.3%	86		93	AMERICAS MORTGAGE RE	26	0	26	0.1%	0.0%	0.1%
35	45	45	NEXA MORTGAGE LLC	84	0	84	0.3%	0.0%	0.3%	88		95	MAGNOLIA BANK INC	25	0	25	0.1%	0.0%	0.1%
36	46	46	UNITED PACIFIC MORTG	82	0	82	0.3%	0.0%	0.3%	88		95	TJC MORTGAGE INC	25	0	25	0.1%	0.0%	0.1%
38	47	47	REVERSE FREEDOM LLC	78	0	78	0.3%	0.0%	0.3%	88		95	SECURITYNATIONAL MOR	25	0	25	0.1%	0.0%	0.1%
39	48	48	EAST COAST CAPITAL C	75	0	75	0.3%	0.0%	0.3%	88		95	AMERIFUND HOME LOANS	25	0	25	0.1%	0.0%	0.1%
40	49	49	HERITAGE HOME LOANS	74	0	74	0.3%	0.0%	0.3%	92		99	GENEVA FINANCIAL LLC	24	0	24	0.1%	0.0%	0.1%
52	21	50	UNIVERSITY BANK	52	20	72	0.2%	0.2%	0.3%	92		99	REVERSE MORTGAGE EDU	24	0	24	0.1%	0.0%	0.1%

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Reverse Market Insight (RMI) is the premier provider of market intelligence and strategic advisory solutions in the reverse mortgage marketplace.

RMI is proud to serve 8 of the top 10 reverse mortgage lenders as clients and is the exclusive strategic partner of the National Reverse Mortgage Lenders Association (NRMLA) for market intelligence.

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## Top 100 HECM Originators - March 2024 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	MUTUAL OF OMAHA MORT	387	1,153	384.3	10.9 %	-3.1 %	48	52	HERITAGE HOME LOANS	4	12	4.0	100.0 %	-67.6 %
2	2	FINANCE OF AMERICA R	275	1,128	376.0	-28.4 %	-58.3 %	48	56	MORTGAGE & INSURANCE	4	11	3.7	0.0 %	-26.7 %
3	3	LONGBRIDGE FINANCIAL	126	388	129.3	-3.8 %	7.2 %	48	66	SENIOR MANAGEMENT GR	4	9	3.0	100.0 %	350.0 %
4	6	SOUTH RIVER MORTGAGE	122	135	45.0	1,255.6 %	-39.2 %	48	71	EVERGREEN MONEYSOURC	4	8	2.7	100.0 %	33.3 %
5	4	FAIRWAY INDEPENDENT	85	274	91.3	3.7 %	-32.3 %	48	71	TRA INVESTMENT INC	4	8	2.7	300.0 %	
6	7	GUILD MORTGAGE COMPA	52	120	40.0	73.3 %	531.6 %	48	81	ADVANTAGEFIRST LENDI	4	7	2.3	100.0 %	
7	5	LIBERTY REVERSE MORT	50	137	45.7	25.0 %	-37.7 %	48	81	WEST CAPITAL LENDING	4	7	2.3	300.0 %	75.0 %
8	8	MOVEMENT MORTGAGE LL	43	106	35.3	38.7 %	715.4 %	48	94	FLORIDAS BEST MORTGA	4	6	2.0	100.0 %	50.0 %
9	13	CALIVER BEACH MORTGA	28	52	17.3	64.7 %	92.6 %	48	121	BOXCAR MORTGAGE LLC	4	4	1.3		
10	9	ATLANTIC AVENUE MORT	26	75	25.0	13.0 %	971.4 %	60	41	NEXA MORTGAGE LLC	3	17	5.7	-62.5 %	-19.0 %
11	10	CROSSCOUNTRY MORTGAG	24	67	22.3	9.1 %	76.3 %	60	50	NORWICH COMMERCIAL G	3	13	4.3	-62.5 %	30.0 %
12	17	ADVISORS MORTGAGE GR	23	43	14.3	283.3 %	-28.3 %	60	56	MOUNTAIN AMERICA CRE	3	11	3.7	-57.1 %	175.0 %
13	13	CALCON MUTUAL MORTGA	20	52	17.3	66.7 %	-5.5 %	60	56	AMERICAN FINANCIAL N	3	11	3.7	-25.0 %	-45.0 %
14	11	SENIOR LENDING CORPO	18	54	18.0	-21.7 %	86.2 %	60	61	SUN AMERICAN MORTGAG	3	10	3.3	-40.0 %	-23.1 %
14	18	ALL REVERSE MORTGAGE	18	41	13.7	28.6 %	-28.1 %	60	61	NATIONWIDE MORTGAGE	3	10	3.3	-40.0 %	11.1 %
16	11	AMERICAN PACIFIC MOR	16	54	18.0	-20.0 %	-22.9 %	60	61	EDGE HOME FINANCE CO	3	10	3.3	0.0 %	400.0 %
16	18	ENNKAR INC	16	41	13.7	33.3 %	-12.8 %	60	66	TJC MORTGAGE INC	3	9	3.0	-40.0 %	200.0 %
18	15	C2 FINANCIAL CORPORA	14	47	15.7	-33.3 %	-7.8 %	60	66	OPULENCE FUNDING LLC	3	9	3.0	0.0 %	0.0 %
18	16	HIGHTECHLENDING INC	14	44	14.7	0.0 %	2.3 %	60	71	GENEVA FINANCIAL LLC	3	8	2.7	200.0 %	-11.1 %
20	20	ALL WESTERN MORTGAGE	11	40	13.3	0.0 %	471.4 %	60	71	MONTICELLO REVERSE M	3	8	2.7	200.0 %	300.0 %
20	21	GUARANTEED RATE INC	11	38	12.7	-26.7 %	72.7 %	60	71	SLADE MORTGAGE GROUP	3	8	2.7		300.0 %
20	24	CMG MORTGAGE INC	11	28	9.3	0.0 %	366.7 %	60	81	NATIONWIDE EQUITIES	3	7	2.3	-25.0 %	-46.2 %
20	25	AMERICAN FINANCIAL M	11	26	8.7	83.3 %	44.4 %	60	81	LEADER ONE FINANCIAL	3	7	2.3	0.0 %	-56.3 %
24	31	AMERICAN MORTGAGE &	10	21	7.0	100.0 %	90.9 %	60	81	US MORTGAGE CORPORAT	3	7	2.3	0.0 %	16.7 %
25	27	CARRINGTON MORTGAGE	9	24	8.0	-10.0 %		60	81	WILMINGTON SAVINGS F	3	7	2.3	0.0 %	133.3 %
25	36	PRIMARY RESIDENTIAL	9	18	6.0	125.0 %	-28.0 %	60	94	AUGUSTA FINANCIAL IN	3	6	2.0	200.0 %	100.0 %
27	22	FIRST AMERICAN HOME	8	30	10.0	-27.3 %	57.9 %	60	101	AMERICA FIRST FEDERA	3	5	1.7	50.0 %	-16.7 %
27	23	NEW AMERICAN FUNDING	8	29	9.7	-46.7 %	-9.4 %	60	101	GREAT FLORIDA LENDIN	3	5	1.7		0.0 %
27	28	GMFS LLC	8	23	7.7	-20.0 %		60	121	SIERRA PACIFIC MORTG	3	4	1.3	200.0 %	-33.3 %
27	46	THE FEDERAL SAVINGS	8	15	5.0	166.7 %	-31.8 %	60	141	AMCAP MORTGAGE LTD	3	3	1.0		-40.0 %
27	50	ARK-LA-TEX FINANCIAL	8	13	4.3		160.0 %	60	141	FULCRUM HOME LOANS L	3	3	1.0		50.0 %
32	28	JET DIRECT FUNDING C	7	23	7.7	-12.5 %	-14.8 %	60	141	NEW CASTLE MORTGAGE	3	3	1.0		
32	36	TOTAL MEDIA MANAGEME	7	18	6.0	40.0 %	-25.0 %	83	36	UNITED PACIFIC MORTG	2	18	6.0	-81.8 %	63.6 %
32	36	ACADEMY MORTGAGE COR	7	18	6.0	133.3 %	-14.3 %	83	42	INTERCAP LENDING INC	2	16	5.3	-60.0 %	33.3 %
35	30	BARRETT FINANCIAL GR	6	22	7.3	0.0 %	120.0 %	83	52	ATLANTIC COAST MORTG	2	12	4.0	-60.0 %	33.3 %
35	31	VIP MORTGAGE INC	6	21	7.0	50.0 %	-4.5 %	83	56	PREMIER MORTGAGE RES	2	11	3.7	-60.0 %	-31.3 %
35	33	THE REVERSE MORTGAGE	6	20	6.7	-25.0 %	17.6 %	83	56	THRIVE MORTGAGE LLC	2	11	3.7	-60.0 %	-21.4 %
35	34	WATERMARK CAPITAL IN	6	19	6.3	100.0 %	137.5 %	83	61	TILA MORTGAGE LLC	2	10	3.3	-33.3 %	
35	42	TREBOR REVERSE LLC	6	16	5.3	0.0 %	23.1 %	83	66	TRUST MORTGAGE LENDI	2	9	3.0	-33.3 %	28.6 %
35	42	PARAMOUNT RESIDENTIA	6	16	5.3	200.0 %	45.5 %	83	71	SECURITYNATIONAL MOR	2	8	2.7	-33.3 %	-33.3 %
35	52	UNIVERSITY BANK	6	12	4.0	50.0 %	-42.9 %	83	71	SUCCESS MORTGAGE PAR	2	8	2.7	0.0 %	-20.0 %
35	61	THE OCONNELL MARKETI	6	10	3.3	500.0 %	150.0 %	83	81	GOODLIFE HOME LOANS	2	7	2.3	-50.0 %	-77.4 %
43	34	LOANDEPOTCOM	5	19	6.3	-28.6 %	280.0 %	83	81	MANN MORTGAGE LLC	2	7	2.3	0.0 %	-12.5 %
43	36	REVERSE FREEDOM LLC	5	18	6.0	-28.6 %	-10.0 %	83	81	BIG HORIZON MORTGAGE	2	7	2.3	0.0 %	16.7 %
43	46	INTEGRITY 1ST MORTGA	5	15	5.0	-28.6 %	-44.4 %	83	81	XPRT HOME LENDING I	2	7	2.3	0.0 %	600.0 %
43	46	PREMIER REVERSE MORT	5	15	5.0	25.0 %	-31.8 %	83	81	OPEN MORTGAGE LLC	2	7	2.3	100.0 %	-89.4 %
43	52	AMERIFUND HOME LOANS	5	12	4.0	0.0 %	300.0 %	83	81	DIRECTORS MORTGAGE I	2	7	2.3	100.0 %	-12.5 %
48	26	EAST COAST CAPITAL C	4	25	8.3	-71.4 %	8.7 %	83	94	CAPITAL FUNDING	2	6	2.0	0.0 %	100.0 %
48	42	T2 FINANCIAL LLC	4	16	5.3	-50.0 %	433.3 %	83	101	NOVA FINANCIAL & INV	2	5	1.7	-33.3 %	-37.5 %
48	46	BAY EQUITY LLC	4	15	5.0	100.0 %	87.5 %	83	101	MAGNOLIA BANK INC	2	5	1.7	0.0 %	-73.7 %

### 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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