

# HECM Originators (FHA & Non-FHA)

## Industry Summary

HECMs endorsed through May 2024

Next Release Date: Week 4 of August

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**Retail Endorsement Growth**

**11.1 %**

**Wholesale Endorsement Growth**

**27.0 %**

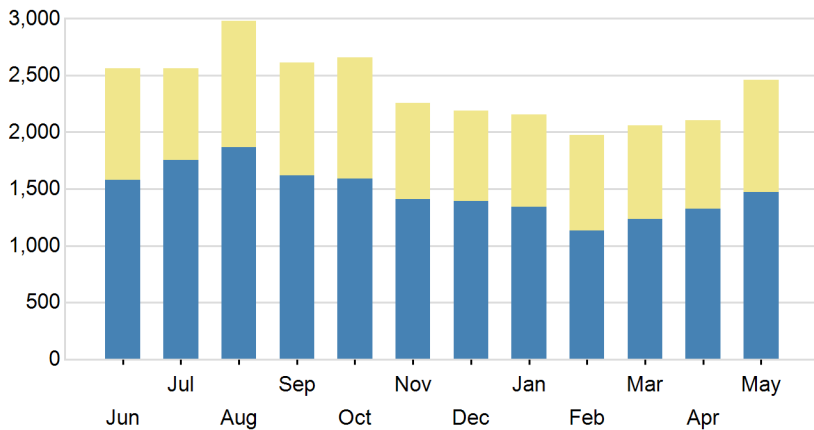
**Total Endorsement Growth**

**17.0 %**

Figures above reflect change from prior month

## PERFORMANCE

Trailing Twelve Month Endorsements



|              | Retail        |         | Wholesale     |         | Total         |         |
|--------------|---------------|---------|---------------|---------|---------------|---------|
|              | Units         | Chg %   | Units         | Chg %   | Units         | Chg %   |
| 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 %   |
| Apr          | 1,326         | 7.5 %   | 777           | -5.7 %  | 2,103         | 2.2 %   |
| May          | 1,473         | 11.1 %  | 987           | 27.0 %  | 2,460         | 17.0 %  |
| <b>Total</b> | <b>17,721</b> |         | <b>10,846</b> |         | <b>28,567</b> |         |

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| Top 10 by Retail and Wholesale Volume |              |              |              |              |              |              |              |              |              |              |              |              |               |              |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|
| Rank / Company                        | Jun          | Jul          | Aug          | Sep          | Oct          | Nov          | Dec          | Jan          | Feb          | Mar          | Apr          | May          | Total         | Mkt Shr      |
| FINANCE OF AMERICA REVER              | 835          | 998          | 942          | 880          | 825          | 692          | 581          | 682          | 576          | 480          | 614          | 588          | 8,693         | 30.4%        |
| MUTUAL OF OMAHA MORTGAGE              | 516          | 558          | 612          | 560          | 614          | 555          | 559          | 530          | 451          | 493          | 572          | 637          | 6,657         | 23.3%        |
| LONGBRIDGE FINANCIAL LLC              | 331          | 337          | 332          | 348          | 367          | 328          | 342          | 358          | 403          | 345          | 190          | 474          | 4,155         | 14.5%        |
| LIBERTY REVERSE MORTGAGE              | 194          | 166          | 223          | 133          | 155          | 160          | 137          | 104          | 111          | 112          | 144          | 151          | 1,790         | 6.3%         |
| FAIRWAY INDEPENDENT MORT              | 114          | 95           | 148          | 108          | 83           | 111          | 88           | 107          | 82           | 85           | 102          | 95           | 1,218         | 4.3%         |
| SOUTH RIVER MORTGAGE LLC              | 100          | 73           | 219          | 80           | 71           | 12           | 69           | 4            | 9            | 122          | 43           | 86           | 888           | 3.1%         |
| GUILD MORTGAGE COMPANY                | 20           | 12           | 248          | 136          | 53           | 58           | 73           | 39           | 35           | 57           | 78           | 47           | 856           | 3.0%         |
| GOODLIFE HOME LOANS                   |              |              | 62           | 83           | 139          | 87           | 40           | 50           | 71           | 87           | 80           | 102          | 801           | 2.8%         |
| PLAZA HOME MORTGAGE INC               |              | 40           | 36           | 41           |              |              |              |              |              |              |              |              | 117           | 0.4%         |
| HIGHTECHLENDING INC                   | 70           | 44           | 53           | 46           | 35           | 28           | 36           | 22           | 24           | 25           | 29           | 19           | 431           | 1.5%         |
| <b>Total</b>                          | <b>2,180</b> | <b>2,323</b> | <b>2,875</b> | <b>2,415</b> | <b>2,342</b> | <b>2,031</b> | <b>1,925</b> | <b>1,896</b> | <b>1,762</b> | <b>1,806</b> | <b>1,852</b> | <b>2,199</b> | <b>25,606</b> | <b>89.6%</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     | 6,210          | 2,483        | 8,693         | -35.8 %        | -57.3 %        | -43.9 %        | 71 %        | 29 %        | 21.7 %        | 22.9 %        | 30.4 %        |
| MUTUAL OF OMAHA MORTGAGE                      | 2        | 3    | 2     | 5,413          | 1,244        | 6,657         | 5.2 %          | 89.1 %         | 14.8 %         | 81 %        | 19 %        | 18.9 %        | 11.5 %        | 23.3 %        |
| LONGBRIDGE FINANCIAL LLC                      | 3        | 1    | 3     | 1,452          | 2,703        | 4,155         | -22.0 %        | -43.9 %        | -37.8 %        | 35 %        | 65 %        | 5.1 %         | 24.9 %        | 14.5 %        |
| LIBERTY REVERSE MORTGAGE                      | 6        | 4    | 4     | 669            | 1,121        | 1,790         | -48.5 %        | -29.7 %        | -38.1 %        | 37 %        | 63 %        | 2.3 %         | 10.3 %        | 6.3 %         |
| FAIRWAY INDEPENDENT MORTG                     | 4        |      | 5     | 1,218          | 0            | 1,218         | -43.5 %        | NaN            | -43.5 %        | 100 %       | 0 %         | 4.3 %         |               | 4.3 %         |
| SOUTH RIVER MORTGAGE LLC                      | 5        |      | 6     | 888            | 0            | 888           | -28.9 %        | NaN            | -28.9 %        | 100 %       | 0 %         | 3.1 %         |               | 3.1 %         |
| GUILD MORTGAGE COMPANY                        | 7        | 8    | 7     | 575            | 281          | 856           | 505.3 %        | >1,000%        | 801.1 %        | 67 %        | 33 %        | 2.0 %         | 2.6 %         | 3.0 %         |
| GOODLIFE HOME LOANS                           | 72       | 5    | 8     | 32             | 784          | 816           | -92.4 %        | 41.8 %         | -16.0 %        | 4 %         | 96 %        | 0.1 %         | 7.2 %         | 2.9 %         |
| PLAZA HOME MORTGAGE INC                       | 481      | 6    | 9     | 3              | 495          | 498           | -82.4 %        | 16.2 %         | 12.4 %         | 1 %         | 99 %        | 0.0 %         | 4.6 %         | 1.7 %         |
| HIGHTECHLENDING INC                           | 10       | 11   | 10    | 253            | 178          | 431           | 4.1 %          | -42.6 %        | -22.1 %        | 59 %        | 41 %        | 0.9 %         | 1.6 %         | 1.5 %         |
| <b>Total</b>                                  |          |      |       | <b>16,713</b>  | <b>9,289</b> | <b>26,002</b> | <b>-24.6 %</b> | <b>-34.5 %</b> | <b>-28.4 %</b> | <b>64 %</b> | <b>36 %</b> | <b>58.5 %</b> | <b>85.6 %</b> | <b>91.0 %</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         |
| GUILD MORTGAGE COMPANY      | 7        | 8    | 7     | 575            | 281          | 856          | 480          | 281        | 761          | 67 %        | 33 %        | 2.0 %         | 2.6 %         | 3.0 %         |
| MOVEMENT MORTGAGE LLC       | 8        |      | 12    | 345            | 0            | 345          | 277          | 0          | 277          | 100 %       | 0 %         | 1.2 %         |               | 1.2 %         |
| MUTUAL OF OMAHA MORTGAGE    | 2        | 3    | 2     | 5,413          | 1,244        | 6,657        | 270          | 586        | 856          | 81 %        | 19 %        | 18.9 %        | 11.5 %        | 23.3 %        |
| ATLANTIC AVENUE MORTGAGE    | 9        |      | 14    | 288            | 0            | 288          | 259          | 0          | 259          | 100 %       | 0 %         | 1.0 %         |               | 1.0 %         |
| ALL WESTERN MORTGAGE INC    | 19       |      | 26    | 158            | 0            | 158          | 125          | 0          | 125          | 100 %       | 0 %         | 0.6 %         |               | 0.6 %         |
| <b>Total</b>                |          |      |       | <b>6,779</b>   | <b>1,525</b> | <b>8,304</b> | <b>1,411</b> | <b>867</b> | <b>2,278</b> | <b>82 %</b> | <b>18 %</b> | <b>23.7 %</b> | <b>14.1 %</b> | <b>29.1 %</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        | 3    | 2     | 5,413          | 1,244        | 6,657        | 270         | 586          | 856          | 81 %        | 19 %        | 18.9 %        | 11.5 %        | 23.3 %        |
| GUILD MORTGAGE COMPANY         | 7        | 8    | 7     | 575            | 281          | 856          | 480         | 281          | 761          | 67 %        | 33 %        | 2.0 %         | 2.6 %         | 3.0 %         |
| GOODLIFE HOME LOANS            | 72       | 5    | 8     | 32             | 784          | 816          | -387        | 231          | -156         | 4 %         | 96 %        | 0.1 %         | 7.2 %         | 2.9 %         |
| SMARTFI HOME LOANS LLC         | 971      | 10   | 15    | 1              | 269          | 270          | -27         | 184          | 157          | 0 %         | 100 %       | 0.0 %         | 2.5 %         | 0.9 %         |
| GMFS LLC                       | 52       | 13   | 25    | 50             | 115          | 165          | 50          | 115          | 165          | 30 %        | 70 %        | 0.2 %         | 1.1 %         | 0.6 %         |
| <b>Total</b>                   |          |      |       | <b>6,071</b>   | <b>2,693</b> | <b>8,764</b> | <b>386</b>  | <b>1,397</b> | <b>1,783</b> | <b>69 %</b> | <b>31 %</b> | <b>21.3 %</b> | <b>24.8 %</b> | <b>30.7 %</b> |

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| Top 10 Wholesale               | Active Brokers | % Capture |
|--------------------------------|----------------|-----------|
| LONGBRIDGE FINANCIAL LLC       | 373            | 46 %      |
| FINANCE OF AMERICA REVERSE LLC | 644            | 38 %      |
| MUTUAL OF OMAHA MORTGAGE INC   | 303            | 24 %      |
| LIBERTY REVERSE MORTGAGE       | 271            | 30 %      |
| GOODLIFE HOME LOANS            | 75             | 38 %      |
| PLAZA HOME MORTGAGE INC        | 303            | 53 %      |
| MONEY HOUSE INC                | 73             | 30 %      |
| GUILD MORTGAGE COMPANY         | 28             | 37 %      |
| OPEN MORTGAGE LLC              | 77             | 18 %      |
| SMARTFI HOME LOANS LLC         | 125            | 37 %      |

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**Top 100 Ranking HECM Volume by Channel - Endorsements Last 12 Months through May 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 | 6,210 | 2,483 | 8,693 | 21.7 %       | 22.9 % | 30.4 % | 40   |    | 51 | HERITAGE HOME LOANS  | 64    | 0  | 64 | 0.2 %        | 0.0 % | 0.2 % |
| 2    | 3  | 2  | MUTUAL OF OMAHA MORT | 5,413 | 1,244 | 6,657 | 18.9 %       | 11.5 % | 23.3 % | 40   |    | 51 | CARRINGTON MORTGAGE  | 64    | 0  | 64 | 0.2 %        | 0.0 % | 0.2 % |
| 3    | 1  | 3  | LONGBRIDGE FINANCIAL | 1,452 | 2,703 | 4,155 | 5.1 %        | 24.9 % | 14.5 % | 159  | 17 | 53 | SUN WEST MORTGAGE CO | 13    | 50 | 63 | 0.0 %        | 0.5 % | 0.2 % |
| 6    | 4  | 4  | LIBERTY REVERSE MORT | 669   | 1,121 | 1,790 | 2.3 %        | 10.3 % | 6.3 %  | 43   |    | 54 | SUN AMERICAN MORTGAG | 62    | 0  | 62 | 0.2 %        | 0.0 % | 0.2 % |
| 4    | 5  | 5  | FAIRWAY INDEPENDENT  | 1,218 | 0     | 1,218 | 4.3 %        | 0.0 %  | 4.3 %  | 45   |    | 55 | PARAMOUNT RESIDENTIA | 61    | 0  | 61 | 0.2 %        | 0.0 % | 0.2 % |
| 5    | 6  | 6  | SOUTH RIVER MORTGAGE | 888   | 0     | 888   | 3.1 %        | 0.0 %  | 3.1 %  | 61   | 21 | 56 | NATIONWIDE EQUITIES  | 38    | 21 | 59 | 0.1 %        | 0.2 % | 0.2 % |
| 7    | 8  | 7  | GUILD MORTGAGE COMPA | 575   | 281   | 856   | 2.0 %        | 2.6 %  | 3.0 %  | 46   |    | 57 | PREMIER MORTGAGE RES | 56    | 0  | 56 | 0.2 %        | 0.0 % | 0.2 % |
| 72   | 5  | 8  | GOODLIFE HOME LOANS  | 32    | 784   | 816   | 0.1 %        | 7.2 %  | 2.9 %  | 47   |    | 58 | ACADEMY MORTGAGE COR | 55    | 0  | 55 | 0.2 %        | 0.0 % | 0.2 % |
| 481  | 6  | 9  | PLAZA HOME MORTGAGE  | 3     | 495   | 498   | 0.0 %        | 4.6 %  | 1.7 %  | 48   |    | 59 | PRIMARY RESIDENTIAL  | 53    | 0  | 53 | 0.2 %        | 0.0 % | 0.2 % |
| 10   | 11 | 10 | HIGHTECHLENDING INC  | 253   | 178   | 431   | 0.9 %        | 1.6 %  | 1.5 %  | 49   |    | 60 | THE REVERSE MORTGAGE | 52    | 0  | 52 | 0.2 %        | 0.0 % | 0.2 % |
| 26   | 9  | 11 | OPEN MORTGAGE LLC    | 91    | 271   | 362   | 0.3 %        | 2.5 %  | 1.3 %  | 50   |    | 61 | ATLANTIC COAST MORTG | 51    | 0  | 51 | 0.2 %        | 0.0 % | 0.2 % |
| 8    |    | 12 | MOVEMENT MORTGAGE LL | 345   | 0     | 345   | 1.2 %        | 0.0 %  | 1.2 %  | 50   |    | 61 | OPULENCE FUNDING LLC | 51    | 0  | 51 | 0.2 %        | 0.0 % | 0.2 % |
| 332  | 7  | 13 | MONEY HOUSE INC      | 5     | 289   | 294   | 0.0 %        | 2.7 %  | 1.0 %  | 53   |    | 63 | BAY EQUITY LLC       | 49    | 0  | 49 | 0.2 %        | 0.0 % | 0.2 % |
| 9    |    | 14 | ATLANTIC AVENUE MORT | 288   | 0     | 288   | 1.0 %        | 0.0 %  | 1.0 %  | 53   |    | 63 | TREBOR REVERSE LLC   | 49    | 0  | 49 | 0.2 %        | 0.0 % | 0.2 % |
| 971  | 10 | 15 | SMARTFI HOME LOANS L | 1     | 269   | 270   | 0.0 %        | 2.5 %  | 0.9 %  | 56   |    | 65 | AMERICAN FINANCIAL N | 47    | 0  | 47 | 0.2 %        | 0.0 % | 0.2 % |
| 11   |    | 16 | CROSSCOUNTRY MORTGAG | 249   | 0     | 249   | 0.9 %        | 0.0 %  | 0.9 %  | 57   |    | 66 | NATIONWIDE MORTGAGE  | 46    | 0  | 46 | 0.2 %        | 0.0 % | 0.2 % |
| 40   | 12 | 17 | MID AMERICA MORTGAGE | 64    | 165   | 229   | 0.2 %        | 1.5 %  | 0.8 %  | 58   |    | 67 | NORWICH COMMERCIAL G | 44    | 0  | 44 | 0.2 %        | 0.0 % | 0.2 % |
| 12   |    | 18 | ADVISORS MORTGAGE GR | 217   | 0     | 217   | 0.8 %        | 0.0 %  | 0.8 %  | 60   |    | 68 | INTERCAP LENDING INC | 39    | 0  | 39 | 0.1 %        | 0.0 % | 0.1 % |
| 13   |    | 19 | AMERICAN PACIFIC MOR | 216   | 0     | 216   | 0.8 %        | 0.0 %  | 0.8 %  | 61   | 24 | 68 | CORNERSTONE MORTGAGE | 38    | 1  | 39 | 0.1 %        | 0.0 % | 0.1 % |
| 14   |    | 20 | CALIVER BEACH MORTGA | 213   | 0     | 213   | 0.7 %        | 0.0 %  | 0.7 %  | 61   |    | 70 | MORTGAGE SOUTH OF TE | 38    | 0  | 38 | 0.1 %        | 0.0 % | 0.1 % |
| 15   |    | 21 | C2 FINANCIAL CORPORA | 207   | 0     | 207   | 0.7 %        | 0.0 %  | 0.7 %  | 61   |    | 70 | EDGE HOME FINANCE CO | 38    | 0  | 38 | 0.1 %        | 0.0 % | 0.1 % |
| 16   |    | 22 | SENIOR LENDING CORPO | 189   | 0     | 189   | 0.7 %        | 0.0 %  | 0.7 %  | 65   |    | 72 | SENIOR FUNDING ASSOC | 37    | 0  | 37 | 0.1 %        | 0.0 % | 0.1 % |
| 17   | 23 | 23 | CALCON MUTUAL MORTGA | 186   | 2     | 188   | 0.7 %        | 0.0 %  | 0.7 %  | 66   |    | 73 | LEADER ONE FINANCIAL | 35    | 0  | 35 | 0.1 %        | 0.0 % | 0.1 % |
| 17   |    | 24 | ALL REVERSE MORTGAGE | 186   | 0     | 186   | 0.7 %        | 0.0 %  | 0.7 %  | 66   |    | 73 | AMERICA FIRST FEDERA | 35    | 0  | 35 | 0.1 %        | 0.0 % | 0.1 % |
| 52   | 13 | 25 | GMFS LLC             | 50    | 115   | 165   | 0.2 %        | 1.1 %  | 0.6 %  | 66   |    | 73 | T2 FINANCIAL LLC     | 35    | 0  | 35 | 0.1 %        | 0.0 % | 0.1 % |
| 19   |    | 26 | ALL WESTERN MORTGAGE | 158   | 0     | 158   | 0.6 %        | 0.0 %  | 0.6 %  | 69   |    | 76 | THRIVE MORTGAGE LLC  | 34    | 0  | 34 | 0.1 %        | 0.0 % | 0.1 % |
| 20   |    | 27 | ENNKAR INC           | 155   | 0     | 155   | 0.5 %        | 0.0 %  | 0.5 %  | 69   |    | 76 | ARK-LA-TEX FINANCIAL | 34    | 0  | 34 | 0.1 %        | 0.0 % | 0.1 % |
| 53   | 14 | 28 | CHERRY CREEK MORTGAG | 49    | 97    | 146   | 0.2 %        | 0.9 %  | 0.5 %  | 71   |    | 78 | COMMUNITY FIRST NATI | 33    | 0  | 33 | 0.1 %        | 0.0 % | 0.1 % |
| 21   |    | 29 | GUARANTEED RATE INC  | 134   | 0     | 134   | 0.5 %        | 0.0 %  | 0.5 %  | 72   |    | 79 | LAKEVIEW LOAN SERVIC | 32    | 0  | 32 | 0.1 %        | 0.0 % | 0.1 % |
| 22   |    | 30 | CMG MORTGAGE INC     | 107   | 0     | 107   | 0.4 %        | 0.0 %  | 0.4 %  | 74   |    | 80 | SENIOR MANAGEMENT GR | 31    | 0  | 31 | 0.1 %        | 0.0 % | 0.1 % |
| 136  | 15 | 31 | MCM HOLDINGS INC     | 16    | 89    | 105   | 0.1 %        | 0.8 %  | 0.4 %  | 74   |    | 80 | US MORTGAGE CORPORAT | 31    | 0  | 31 | 0.1 %        | 0.0 % | 0.1 % |
| 23   |    | 32 | NEW AMERICAN FUNDING | 104   | 0     | 104   | 0.4 %        | 0.0 %  | 0.4 %  | 74   |    | 80 | THE OCONNELL MARKETI | 31    | 0  | 31 | 0.1 %        | 0.0 % | 0.1 % |
| 24   |    | 33 | PREMIER REVERSE MORT | 97    | 0     | 97    | 0.3 %        | 0.0 %  | 0.3 %  | 74   |    | 80 | WEST CAPITAL LENDING | 31    | 0  | 31 | 0.1 %        | 0.0 % | 0.1 % |
| 30   | 22 | 34 | VIP MORTGAGE INC     | 85    | 10    | 95    | 0.3 %        | 0.1 %  | 0.3 %  | 74   |    | 80 | AMERIFUND HOME LOANS | 31    | 0  | 31 | 0.1 %        | 0.0 % | 0.1 % |
| 43   | 18 | 34 | TOTAL MEDIA MANAGEME | 62    | 33    | 95    | 0.2 %        | 0.3 %  | 0.3 %  | 74   |    | 80 | CARDINAL FINANCIAL C | 31    | 0  | 31 | 0.1 %        | 0.0 % | 0.1 % |
| 122  | 16 | 34 | TRUST MORTGAGE LENDI | 18    | 77    | 95    | 0.1 %        | 0.7 %  | 0.3 %  | 80   |    | 86 | C & E FINANCIAL GROU | 30    | 0  | 30 | 0.1 %        | 0.0 % | 0.1 % |
| 25   |    | 37 | WATERMARK CAPITAL IN | 92    | 0     | 92    | 0.3 %        | 0.0 %  | 0.3 %  | 386  | 20 | 86 | LAND-HOME FINANCIAL  | 4     | 26 | 30 | 0.0 %        | 0.2 % | 0.1 % |
| 27   |    | 38 | AMERICAN FINANCIAL M | 90    | 0     | 90    | 0.3 %        | 0.0 %  | 0.3 %  | 81   |    | 88 | MORTGAGE & INSURANCE | 29    | 0  | 29 | 0.1 %        | 0.0 % | 0.1 % |
| 27   |    | 38 | FIRST AMERICAN HOME  | 90    | 0     | 90    | 0.3 %        | 0.0 %  | 0.3 %  | 82   |    | 89 | E MORTGAGE CAPITAL I | 28    | 0  | 28 | 0.1 %        | 0.0 % | 0.1 % |
| 29   |    | 40 | JET DIRECT FUNDING C | 87    | 0     | 87    | 0.3 %        | 0.0 %  | 0.3 %  | 82   |    | 89 | NOVA FINANCIAL & INV | 28    | 0  | 28 | 0.1 %        | 0.0 % | 0.1 % |
| 31   |    | 41 | THE FEDERAL SAVINGS  | 83    | 0     | 83    | 0.3 %        | 0.0 %  | 0.3 %  | 84   |    | 91 | CONTOUR MORTGAGE COR | 27    | 0  | 27 | 0.1 %        | 0.0 % | 0.1 % |
| 31   |    | 41 | INTEGRITY 1ST MORTGA | 83    | 0     | 83    | 0.3 %        | 0.0 %  | 0.3 %  | 84   |    | 91 | PACIFIC RESIDENTIAL  | 27    | 0  | 27 | 0.1 %        | 0.0 % | 0.1 % |
| 31   |    | 41 | UNITED PACIFIC MORTG | 83    | 0     | 83    | 0.3 %        | 0.0 %  | 0.3 %  | 86   |    | 93 | TJC MORTGAGE INC     | 26    | 0  | 26 | 0.1 %        | 0.0 % | 0.1 % |
| 34   |    | 44 | AMERICAN MORTGAGE &  | 81    | 0     | 81    | 0.3 %        | 0.0 %  | 0.3 %  | 86   |    | 93 | FOUNTAIN CITY FUNDIN | 26    | 0  | 26 | 0.1 %        | 0.0 % | 0.1 % |
| 35   |    | 45 | EAST COAST CAPITAL C | 80    | 0     | 80    | 0.3 %        | 0.0 %  | 0.3 %  | 86   |    | 93 | SUCCESS MORTGAGE PAR | 26    | 0  | 26 | 0.1 %        | 0.0 % | 0.1 % |
| 36   |    | 46 | NEXA MORTGAGE LLC    | 78    | 0     | 78    | 0.3 %        | 0.0 %  | 0.3 %  | 86   |    | 93 | MASON MCDUFFIE MORTG | 26    | 0  | 26 | 0.1 %        | 0.0 % | 0.1 % |
| 37   |    | 47 | REVERSE FREEDOM LLC  | 75    | 0     | 75    | 0.3 %        | 0.0 %  | 0.3 %  | 86   |    | 93 | HOMESTEAD MORTGAGE L | 26    | 0  | 26 | 0.1 %        | 0.0 % | 0.1 % |
| 58   | 19 | 48 | UNIVERSITY BANK      | 44    | 27    | 71    | 0.2 %        | 0.2 %  | 0.2 %  | 91   |    | 98 | GENEVA FINANCIAL LLC | 25    | 0  | 25 | 0.1 %        | 0.0 % | 0.1 % |
| 38   |    | 48 | BARRETT FINANCIAL GR | 71    | 0     | 71    | 0.2 %        | 0.0 %  | 0.2 %  | 91   |    | 98 | UNITED AMERICAN MORT | 25    | 0  | 25 | 0.1 %        | 0.0 % | 0.1 % |
| 39   |    | 50 | LOANDEPOTCOM         | 65    | 0     | 65    | 0.2 %        | 0.0 %  | 0.2 %  | 91   |    | 98 | EVERGREEN MONEYSOURC | 25    | 0  | 25 | 0.1 %        | 0.0 % | 0.1 % |

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## Top 100 HECM Originators - May 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 | 519 | 2,126 | 425.2  | 14.3 %  | -0.3 %  | 44 | 85    | AMERICAN LIBERTY MOR | 5   | 11     | 2.2 | 400.0 % | 83.3 %    |
| 2    | 2  | FINANCE OF AMERICA R | 388 | 1,930 | 386.0  | -6.3 %  | -32.6 % | 44 | 94    | HOMESIDE FINANCIAL L | 5   | 10     | 2.0 | 400.0 % | 11.1 %    |
| 3    | 3  | LONGBRIDGE FINANCIAL | 182 | 630   | 126.0  | 203.3 % | 11.5 %  | 44 | 136   | DATA MORTGAGE DBA ES | 5   | 6      | 1.2 |         | 20.0 %    |
| 4    | 4  | FAIRWAY INDEPENDENT  | 95  | 471   | 94.2   | -6.9 %  | -29.8 % | 44 | 162   | LOWER LLC            | 5   | 5      | 1.0 |         |           |
| 5    | 5  | SOUTH RIVER MORTGAGE | 86  | 264   | 52.8   | 100.0 % | -46.7 % | 55 | 35    | VIP MORTGAGE INC     | 4   | 31     | 6.2 | -33.3 % | -31.1 %   |
| 6    | 6  | LIBERTY REVERSE MORT | 55  | 253   | 50.6   | -9.8 %  | -22.4 % | 55 | 46    | PARAMOUNT RESIDENTIA | 4   | 24     | 4.8 | 0.0 %   | 26.3 %    |
| 7    | 7  | GUILD MORTGAGE COMPA | 43  | 234   | 46.8   | -39.4 % | 735.7 % | 55 | 51    | SUN AMERICAN MORTGAG | 4   | 21     | 4.2 | -42.9 % | -30.0 %   |
| 7    | 9  | ATLANTIC AVENUE MORT | 43  | 150   | 30.0   | 34.4 %  | 417.2 % | 55 | 57    | NATIONWIDE MORTGAGE  | 4   | 18     | 3.6 | 0.0 %   | 5.9 %     |
| 9    | 8  | MOVEMENT MORTGAGE LL | 38  | 171   | 34.2   | 40.7 %  | 375.0 % | 55 | 64    | EVERGREEN MONEYSOURC | 4   | 14     | 2.8 | 100.0 % | 40.0 %    |
| 10   | 12 | ADVISORS MORTGAGE GR | 31  | 90    | 18.0   | 93.8 %  | -10.9 % | 55 | 72    | SUCCESS MORTGAGE PAR | 4   | 13     | 2.6 | 300.0 % | 18.2 %    |
| 11   | 10 | CROSSCOUNTRY MORTGAG | 25  | 112   | 22.4   | 25.0 %  | 69.7 %  | 55 | 72    | HOMESTEAD MORTGAGE L | 4   | 13     | 2.6 | 300.0 % | 116.7 %   |
| 12   | 13 | C2 FINANCIAL CORPORA | 23  | 86    | 17.2   | 43.8 %  | -1.1 %  | 55 | 78    | GUARANTEED RATE AFFI | 4   | 12     | 2.4 | 33.3 %  | 1,100.0 % |
| 13   | 11 | CALIVER BEACH MORTGA | 20  | 100   | 20.0   | -28.6 % | 92.3 %  | 55 | 85    | MORTGAGESHOP LLC     | 4   | 11     | 2.2 | -20.0 % | 10.0 %    |
| 14   | 14 | SENIOR LENDING CORPO | 17  | 83    | 16.6   | 41.7 %  | 72.9 %  | 55 | 94    | JACK TENOLD LLC      | 4   | 10     | 2.0 | 300.0 % | 25.0 %    |
| 15   | 15 | AMERICAN PACIFIC MOR | 16  | 78    | 15.6   | 100.0 % | -20.4 % | 55 | 94    | FOUNTAIN CITY FUNDIN | 4   | 10     | 2.0 | 300.0 % | 42.9 %    |
| 16   | 20 | GUARANTEED RATE INC  | 14  | 58    | 11.6   | 133.3 % | 61.1 %  | 55 | 105   | MEADOWBROOK FINANCIA | 4   | 8      | 1.6 | 300.0 % | 60.0 %    |
| 17   | 18 | ALL REVERSE MORTGAGE | 13  | 67    | 13.4   | 0.0 %   | -28.0 % | 55 | 117   | PULTE MORTGAGE LLC   | 4   | 7      | 1.4 | 300.0 % | -41.7 %   |
| 17   | 21 | NEW AMERICAN FUNDING | 13  | 50    | 10.0   | 62.5 %  | 19.0 %  | 55 | 136   | SECURITY HOME MORTGA | 4   | 6      | 1.2 |         | 20.0 %    |
| 19   | 23 | CARRINGTON MORTGAGE  | 12  | 46    | 9.2    | 20.0 %  |         | 55 | 162   | ATLANTIC COAST MORTG | 4   | 5      | 1.0 | 300.0 % |           |
| 19   | 29 | TOTAL MEDIA MANAGEME | 12  | 34    | 6.8    | 200.0 % | -2.9 %  | 70 | 22    | ENNKAR INC           | 3   | 48     | 9.6 | -25.0 % | -40.7 %   |
| 21   | 24 | CMG MORTGAGE INC     | 11  | 45    | 9.0    | 83.3 %  | 350.0 % | 70 | 46    | BAY EQUITY LLC       | 3   | 24     | 4.8 | -50.0 % | 84.6 %    |
| 22   | 16 | HIGHTECHLENDING INC  | 10  | 74    | 14.8   | -50.0 % | 37.0 %  | 70 | 51    | HERITAGE HOME LOANS  | 3   | 21     | 4.2 | -50.0 % | -62.5 %   |
| 22   | 37 | PREMIER REVERSE MORT | 10  | 30    | 6.0    | 100.0 % | -16.7 % | 70 | 58    | OPULENCE FUNDING LLC | 3   | 17     | 3.4 | -40.0 % | 6.3 %     |
| 24   | 27 | EAST COAST CAPITAL C | 9   | 40    | 8.0    | 50.0 %  | 21.2 %  | 70 | 58    | AMERICAN FINANCIAL N | 3   | 17     | 3.4 | 0.0 %   | -48.5 %   |
| 24   | 30 | AMERICAN MORTGAGE &  | 9   | 33    | 6.6    | 200.0 % | 6.5 %   | 70 | 62    | NOVA FINANCIAL & INV | 3   | 15     | 3.0 | -57.1 % | 25.0 %    |
| 26   | 17 | CALCON MUTUAL MORTGA | 8   | 72    | 14.4   | -33.3 % | -19.1 % | 70 | 62    | THE OCONNELL MARKETI | 3   | 15     | 3.0 | 50.0 %  | 50.0 %    |
| 26   | 30 | REVERSE FREEDOM LLC  | 8   | 33    | 6.6    | 14.3 %  | -13.2 % | 70 | 64    | C & E FINANCIAL GROU | 3   | 14     | 2.8 | -40.0 % | 0.0 %     |
| 26   | 34 | LOANDEPOTCOM         | 8   | 32    | 6.4    | 60.0 %  | 128.6 % | 70 | 64    | TJC MORTGAGE INC     | 3   | 14     | 2.8 | 50.0 %  | 100.0 %   |
| 26   | 35 | INTEGRITY 1ST MORTGA | 8   | 31    | 6.2    | 0.0 %   | -31.1 % | 70 | 72    | NATIONWIDE EQUITIES  | 3   | 13     | 2.6 | 0.0 %   | -72.3 %   |
| 26   | 37 | UNITED PACIFIC MORTG | 8   | 30    | 6.0    | 100.0 % | 36.4 %  | 70 | 72    | TILA MORTGAGE LLC    | 3   | 13     | 2.6 |         |           |
| 26   | 42 | T2 FINANCIAL LLC     | 8   | 27    | 5.4    | 166.7 % | 800.0 % | 70 | 78    | SENIOR FUNDING ASSOC | 3   | 12     | 2.4 | -25.0 % | -20.0 %   |
| 26   | 51 | PREMIER MORTGAGE RES | 8   | 21    | 4.2    | 300.0 % | -19.2 % | 70 | 78    | REVERSE MORTGAGE EDU | 3   | 12     | 2.4 | 200.0 % | -7.7 %    |
| 33   | 19 | ALL WESTERN MORTGAGE | 7   | 61    | 12.2   | -50.0 % | 90.6 %  | 70 | 85    | CONTOUR MORTGAGE COR | 3   | 11     | 2.2 | 50.0 %  | -35.3 %   |
| 33   | 25 | FIRST AMERICAN HOME  | 7   | 44    | 8.8    | 0.0 %   | 37.5 %  | 70 | 85    | AMERICAS MORTGAGE RE | 3   | 11     | 2.2 | 200.0 % | -15.4 %   |
| 33   | 26 | GMFS LLC             | 7   | 43    | 8.6    | -46.2 % |         | 70 | 85    | WEST CAPITAL LENDING | 3   | 11     | 2.2 | 200.0 % | 83.3 %    |
| 33   | 40 | THE FEDERAL SAVINGS  | 7   | 28    | 5.6    | 16.7 %  | -31.7 % | 70 | 100   | FSI MORTGAGE LLC     | 3   | 9      | 1.8 | 200.0 % | 28.6 %    |
| 33   | 44 | ATLANTIC COAST MORTG | 7   | 25    | 5.0    | 16.7 %  | 31.6 %  | 70 | 105   | CORNERSTONE MORTGAGE | 3   | 8      | 1.6 | 50.0 %  | -27.3 %   |
| 38   | 28 | AMERICAN FINANCIAL M | 6   | 36    | 7.2    | 50.0 %  | 5.9 %   | 70 | 105   | NUDGE FUNDING LLC    | 3   | 8      | 1.6 | 50.0 %  | 0.0 %     |
| 38   | 30 | BARRETT FINANCIAL GR | 6   | 33    | 6.6    | 20.0 %  | 73.7 %  | 70 | 105   | WATERSTONE MORTGAGE  | 3   | 8      | 1.6 | 50.0 %  | 33.3 %    |
| 38   | 30 | JET DIRECT FUNDING C | 6   | 33    | 6.6    | 50.0 %  | -17.5 % | 70 | 105   | MORTGAGEONE INC      | 3   | 8      | 1.6 | 50.0 %  | 300.0 %   |
| 38   | 42 | NEXA MORTGAGE LLC    | 6   | 27    | 5.4    | 50.0 %  | -27.0 % | 70 | 117   | EVERETT FINANCIAL    | 3   | 7      | 1.4 | 50.0 %  | -50.0 %   |
| 38   | 46 | NORWICH COMMERCIAL G | 6   | 24    | 4.8    | 20.0 %  | 60.0 %  | 70 | 117   | AXIA FINANCIAL LLC   | 3   | 7      | 1.4 | 50.0 %  | 75.0 %    |
| 38   | 54 | EDGE HOME FINANCE CO | 6   | 20    | 4.0    | 50.0 %  | 185.7 % | 70 | 117   | SUMMIT FUNDING INC   | 3   | 7      | 1.4 | 200.0 % | -58.8 %   |
| 44   | 39 | WATERMARK CAPITAL IN | 5   | 29    | 5.8    | 0.0 %   | 7.4 %   | 70 | 117   | PENNY LANE FINANCIAL | 3   | 7      | 1.4 | 200.0 % | 600.0 %   |
| 44   | 44 | TREBOR REVERSE LLC   | 5   | 25    | 5.0    | 25.0 %  | 25.0 %  | 70 | 136   | KEY HOME LENDING LLC | 3   | 6      | 1.2 | 200.0 % | 0.0 %     |
| 44   | 55 | AMERIFUND HOME LOANS | 5   | 19    | 3.8    | 150.0 % | 375.0 % | 70 | 136   | MORIA DEVELOPMENT IN | 3   | 6      | 1.2 |         | -45.5 %   |
| 44   | 58 | MORTGAGE & INSURANCE | 5   | 17    | 3.4    | 400.0 % | 6.3 %   | 70 | 162   | OMNI-FUND INC        | 3   | 5      | 1.0 |         | 25.0 %    |
| 44   | 64 | XPERT HOME LENDING I | 5   | 14    | 2.8    | 150.0 % | 366.7 % | 70 | 178   | INFINITY EQUITY GROU | 3   | 4      | 0.8 | 200.0 % |           |
| 44   | 64 | E MORTGAGE CAPITAL I | 5   | 14    | 2.8    | 400.0 % | -30.0 % | 70 | 178   | THE MORTGAGE FIRM IN | 3   | 4      | 0.8 |         | -63.6 %   |
| 44   | 72 | MORTGAGE SOUTH OF TE | 5   | 13    | 2.6    | 150.0 % | -31.6 % | 70 | 178   | NJ LENDERS CORP      | 3   | 4      | 0.8 |         | -55.6 %   |

### 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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