

# HECM Lenders (FHA Approved Only)

## Industry Overview

HECMs Endorsed through January 2018

Next Release Date: Week 1 of March

Endorsement Growth Change

32.5 %

Competition Growth

26.5 %

Active Lender Change

48

Figures above reflect change from prior month

## PERFORMANCE

Rank/Region	02/17	03/17	04/17	05/17	06/17	07/17	08/17	09/17	10/17	11/17	12/17	01/18	Trend
1 Pacific/Hawaii	1,358	1,608	1,514	1,408	1,521	1,300	1,405	1,357	1,322	1,322	1,311	2,047	▲
2 Southeast/Caribbean	842	957	926	914	890	846	921	760	731	857	879	1,096	▲
3 Southwest	461	525	486	524	501	390	549	534	484	547	526	576	▲
4 Rocky Mountain	338	469	398	400	393	359	426	430	448	529	447	570	▲
5 Northwest/Alaska	294	380	361	341	335	269	325	326	352	334	328	613	▲
6 Mid-Atlantic	290	371	382	362	352	327	371	320	367	325	343	378	▲
7 Midwest	334	405	370	353	336	261	364	336	322	348	351	405	▲
8 New York/New Jersey	267	368	300	287	283	272	326	303	247	248	299	309	▲
9 New England	160	159	186	170	149	143	152	126	139	171	167	215	▲
10 Great Plains	82	122	113	95	77	87	88	100	85	101	114	104	▼
<b>Total</b>	4,426	5,364	5,036	4,854	4,837	4,254	4,927	4,592	4,497	4,782	4,765	6,313	▲

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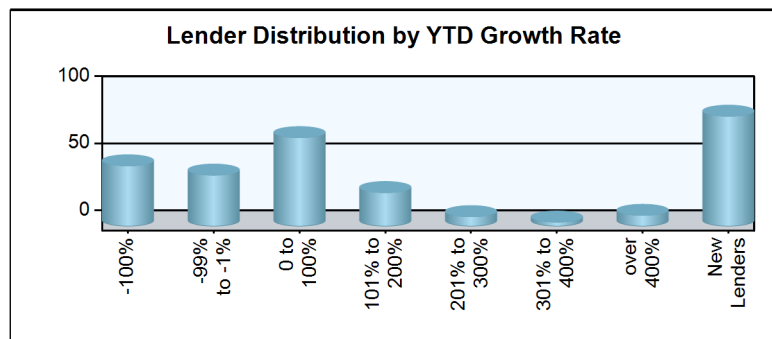
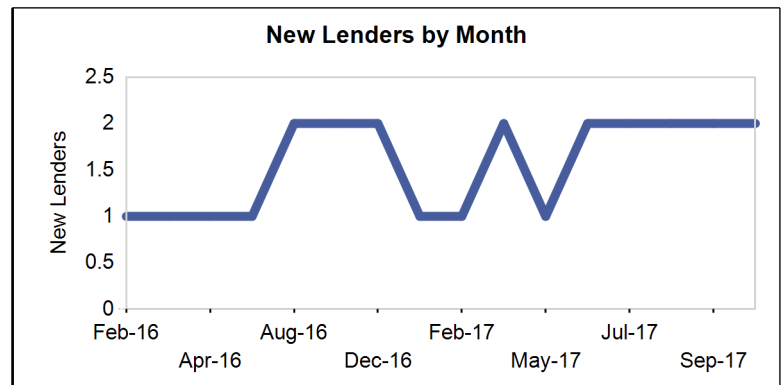
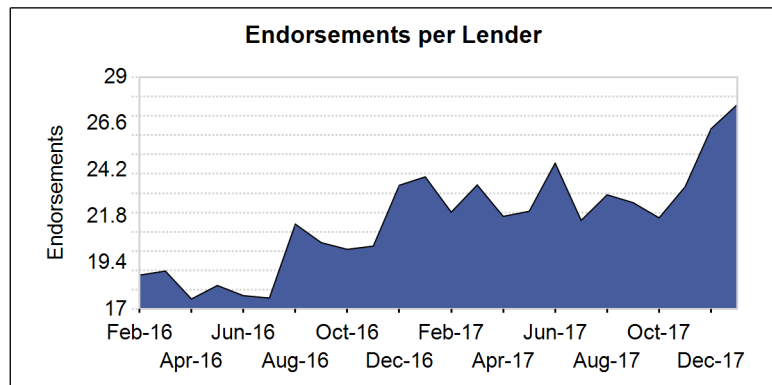
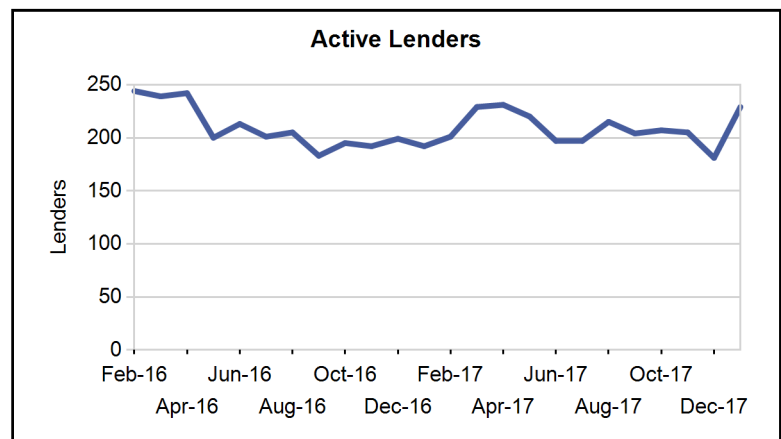
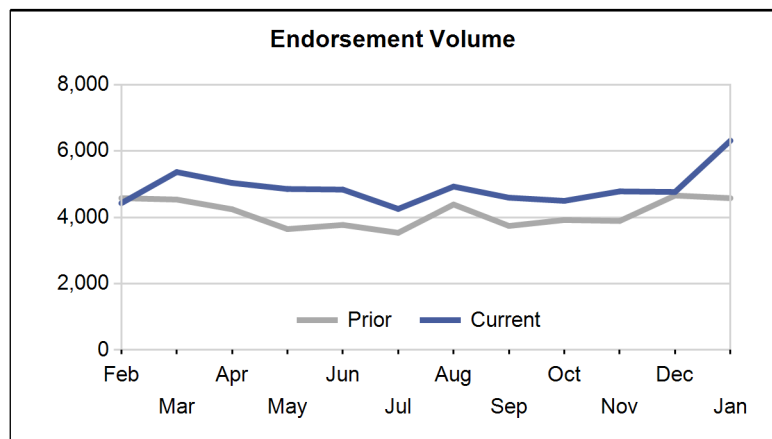
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# Competition

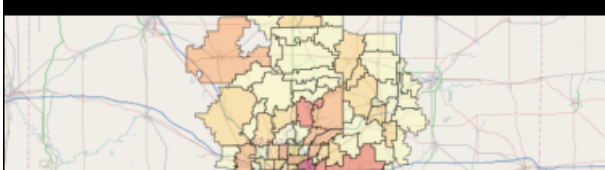
## Top 10 Lenders

Rank / Lender	02/17	03/17	04/17	05/17	06/17	07/17	08/17	09/17	10/17	11/17	12/17	01/18	Total	Trend
1 AMERICAN ADVISORS GROUP	1,064	1,167	993	1,028	1,126	986	1,123	1,072	983	1,132	1,141	1,218	13,033	▲
2 FINANCE OF AMERICA REVERSE LLC	269	482	439	348	532	504	601	496	509	425	435	636	5,676	▲
3 REVERSE MORTGAGE FUNDING LLC	345	363	364	380	407	361	399	359	358	399	457	591	4,783	▲
4 LIBERTY HOME EQUITY SOLUTIONS INC	376	536	462	299	227	211	269	209	266	230	192	576	3,853	▲
5 SYNERGY ONE LENDING INC	223	270	229	246	332	259	300	280	285	350	340	357	3,471	▲
6 ONE REVERSE MORTGAGE LLC	222	253	261	266	207	196	313	282	251	277	265	296	3,089	▲
7 LIVE WELL FINANCIAL INC	131	155	133	172	131	120	157	216	179	197	183	200	1,974	▲
8 HIGHTECHLENDING INC	189	144	122	112	109	89	119	85	108	112	79	104	1,372	▲
9 NATIONWIDE EQUITIES CORPORATION	81	156	96	115	140	99	108	99	84	90	75	132	1,275	▲
10 REVERSE MORTGAGESCOM INC	74	104	95	89	95	77	93	66	59	95	89	54	990	▼
<b>Top 10 SubTotal</b>	<b>2,974</b>	<b>3,630</b>	<b>3,194</b>	<b>3,055</b>	<b>3,306</b>	<b>2,902</b>	<b>3,482</b>	<b>3,164</b>	<b>3,082</b>	<b>3,307</b>	<b>3,256</b>	<b>4,164</b>	<b>39,516</b>	<b>▲</b>
<b>Industry Total</b>	<b>4,426</b>	<b>5,364</b>	<b>5,036</b>	<b>4,854</b>	<b>4,837</b>	<b>4,254</b>	<b>4,927</b>	<b>4,592</b>	<b>4,497</b>	<b>4,782</b>	<b>4,765</b>	<b>6,313</b>	<b>58,647</b>	<b>▲</b>



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# Market Performance

Market	YTD Volume 2018	YTD Volume 2017	Chg %	Active Lenders 2018	Active Lenders 2017	Chg %	Volume / Lender 2018	Volume / Lender 2017	Chg %
<b>Great Plains</b>									
ST. LOUIS	27	20	35.0 %	11	8	37.5 %	2.5	2.5	-1.8 %
KANSAS CITY	26	34	-23.5 %	12	13	-7.7 %	2.2	2.6	-17.2 %
TOPEKA	22	19	15.8 %	9	8	12.5 %	2.4	2.4	2.9 %
OMAHA	15	12	25.0 %	4	8	-50.0 %	3.8	1.5	150.0 %
DES MOINES	14	23	-39.1 %	9	9	0.0 %	1.6	2.6	-39.1 %
<b>Region Total</b>	<b>104</b>	<b>108</b>	<b>-3.7 %</b>	<b>27</b>	<b>20</b>	<b>35.0 %</b>	<b>3.9</b>	<b>5.4</b>	<b>-28.7 %</b>
<b>Mid-Atlantic</b>									
PHILADELPHIA	132	98	34.7 %	31	28	10.7 %	4.3	3.5	21.7 %
RICHMOND	76	81	-6.2 %	23	20	15.0 %	3.3	4.1	-18.4 %
WASH. D.C.	59	48	22.9 %	17	16	6.3 %	3.5	3.0	15.7 %
BALTIMORE	49	61	-19.7 %	18	20	-10.0 %	2.7	3.1	-10.7 %
PITTSBURGH	35	39	-10.3 %	12	15	-20.0 %	2.9	2.6	12.2 %
WILMINGTON	17	16	6.3 %	8	7	14.3 %	2.1	2.3	-7.0 %
CHARLESTON	10	16	-37.5 %	6	7	-14.3 %	1.7	2.3	-27.1 %
<b>Region Total</b>	<b>378</b>	<b>359</b>	<b>5.3 %</b>	<b>53</b>	<b>47</b>	<b>12.8 %</b>	<b>7.1</b>	<b>7.6</b>	<b>-6.6 %</b>
<b>Midwest</b>									
CHICAGO	91	56	62.5 %	21	15	40.0 %	4.3	3.7	16.1 %
MINN. ST. PAUL	60	42	42.9 %	20	17	17.6 %	3.0	2.5	21.4 %
MILWAUKEE	51	44	15.9 %	13	14	-7.1 %	3.9	3.1	24.8 %
INDIANAPOLIS	48	51	-5.9 %	14	12	16.7 %	3.4	4.3	-19.3 %
DETROIT	37	30	23.3 %	12	7	71.4 %	3.1	4.3	-28.1 %
CLEVELAND	31	27	14.8 %	14	11	27.3 %	2.2	2.5	-9.8 %
COLUMBUS	30	38	-21.1 %	10	10	0.0 %	3.0	3.8	-21.1 %
GRAND RAPIDS	19	36	-47.2 %	10	11	-9.1 %	1.9	3.3	-41.9 %
CINCINNATI	17	21	-19.0 %	9	10	-10.0 %	1.9	2.1	-10.1 %
SPRINGFIELD	16	16	0.0 %	7	7	0.0 %	2.3	2.3	0.0 %
FLINT	5	7	-28.6 %	3	5	-40.0 %	1.7	1.4	19.0 %
<b>Region Total</b>	<b>405</b>	<b>368</b>	<b>10.1 %</b>	<b>51</b>	<b>37</b>	<b>37.8 %</b>	<b>7.9</b>	<b>9.9</b>	<b>-20.2 %</b>
<b>New England</b>									
BOSTON	105	75	40.0 %	16	14	14.3 %	6.6	5.4	22.5 %
HARTFORD	54	33	63.6 %	14	16	-12.5 %	3.9	2.1	87.0 %
BANGOR	24	16	50.0 %	9	8	12.5 %	2.7	2.0	33.3 %
MANCHESTER	12	9	33.3 %	7	6	16.7 %	1.7	1.5	14.3 %
BURLINGTON	10	5	100.0 %	4	4	0.0 %	2.5	1.3	100.0 %
PROVIDENCE	10	6	66.7 %	6	5	20.0 %	1.7	1.2	38.9 %
<b>Region Total</b>	<b>215</b>	<b>144</b>	<b>49.3 %</b>	<b>28</b>	<b>27</b>	<b>3.7 %</b>	<b>7.7</b>	<b>5.3</b>	<b>44.0 %</b>
<b>New York/New Jersey</b>									
NEW YORK	145	147	-1.4 %	30	30	0.0 %	4.8	4.9	-1.4 %
NEWARK	61	55	10.9 %	20	22	-9.1 %	3.1	2.5	22.0 %
CAMDEN	48	41	17.1 %	18	20	-10.0 %	2.7	2.1	30.1 %
ALBANY	35	31	12.9 %	10	10	0.0 %	3.5	3.1	12.9 %
BUFFALO	20	12	66.7 %	7	3	133.3 %	2.9	4.0	-28.6 %
<b>Region Total</b>	<b>309</b>	<b>286</b>	<b>8.0 %</b>	<b>47</b>	<b>49</b>	<b>-4.1 %</b>	<b>6.6</b>	<b>5.8</b>	<b>12.6 %</b>
<b>Northwest/Alaska</b>									
SEATTLE	298	121	146.3 %	40	27	48.1 %	7.5	4.5	66.2 %
PORTLAND	222	71	212.7 %	35	24	45.8 %	6.3	3.0	114.4 %
BOISE	58	37	56.8 %	21	16	31.3 %	2.8	2.3	19.4 %
SPOKANE	27	19	42.1 %	15	10	50.0 %	1.8	1.9	-5.3 %
ANCHORAGE	8	4	100.0 %	6	2	200.0 %	1.3	2.0	-33.3 %
<b>Region Total</b>	<b>613</b>	<b>252</b>	<b>143.3 %</b>	<b>60</b>	<b>41</b>	<b>46.3 %</b>	<b>10.2</b>	<b>6.1</b>	<b>66.2 %</b>
<b>Pacific/Hawaii</b>									
LOS ANGELES	452	261	73.2 %	42	44	-4.5 %	10.8	5.9	81.4 %

Market	YTD Volume 2018	YTD Volume 2017	Chg %	Active Lenders 2018	Active Lenders 2017	Chg %	Volume / Lender 2018	Volume / Lender 2017	Chg %
SANTA ANA	388	232	67.2 %	48	37	29.7 %	8.1	6.3	28.9 %
SAN FRANCISCO	320	231	38.5 %	39	36	8.3 %	8.2	6.4	27.9 %
SACRAMENTO	232	126	84.1 %	32	28	14.3 %	7.3	4.5	61.1 %
PHOENIX	213	126	69.0 %	36	28	28.6 %	5.9	4.5	31.5 %
SAN DIEGO	197	111	77.5 %	30	29	3.4 %	6.6	3.8	71.6 %
FRESNO	80	51	56.9 %	21	21	0.0 %	3.8	2.4	56.9 %
LAS VEGAS	70	66	6.1 %	23	15	53.3 %	3.0	4.4	-30.8 %
RENO	37	19	94.7 %	15	11	36.4 %	2.5	1.7	42.8 %
TUCSON	32	19	68.4 %	13	9	44.4 %	2.5	2.1	16.6 %
HONOLULU	26	17	52.9 %	11	8	37.5 %	2.4	2.1	11.2 %
<b>Region Total</b>	<b>2,047</b>	<b>1,259</b>	<b>62.6 %</b>	<b>94</b>	<b>72</b>	<b>30.6 %</b>	<b>21.8</b>	<b>17.5</b>	<b>24.5 %</b>
<b>Rocky Mountain</b>									
DENVER	374	255	46.7 %	47	43	9.3 %	8.0	5.9	34.2 %
SALT LAKE CITY	139	85	63.5 %	29	19	52.6 %	4.8	4.5	7.1 %
HELENA	30	26	15.4 %	10	10	0.0 %	3.0	2.6	15.4 %
CASPER	15	8	87.5 %	6	4	50.0 %	2.5	2.0	25.0 %
SIOUX FALLS	8	4	100.0 %	7	3	133.3 %	1.1	1.3	-14.3 %
FARGO	4	7	-42.9 %	4	2	100.0 %	1.0	3.5	-71.4 %
<b>Region Total</b>	<b>570</b>	<b>385</b>	<b>48.1 %</b>	<b>62</b>	<b>51</b>	<b>21.6 %</b>	<b>9.2</b>	<b>7.5</b>	<b>21.8 %</b>
<b>Southeast/Caribbean</b>									
MIAMI	201	168	19.6 %	37	34	8.8 %	5.4	4.9	9.9 %
TAMPA	141	94	50.0 %	34	27	25.9 %	4.1	3.5	19.1 %
GREENSBORO	140	106	32.1 %	28	21	33.3 %	5.0	5.0	-0.9 %
ORLANDO	126	82	53.7 %	30	26	15.4 %	4.2	3.2	33.2 %
ATLANTA	111	78	42.3 %	18	24	-25.0 %	6.2	3.3	89.7 %
COLUMBIA	79	58	36.2 %	22	20	10.0 %	3.6	2.9	23.8 %
JACKSONVILLE	78	55	41.8 %	23	19	21.1 %	3.4	2.9	17.2 %
KNOXVILLE	57	36	58.3 %	14	11	27.3 %	4.1	3.3	24.4 %
NASHVILLE	51	33	54.5 %	15	12	25.0 %	3.4	2.8	23.6 %
BIRMINGHAM	49	62	-21.0 %	13	17	-23.5 %	3.8	3.6	3.3 %
JACKSON	25	21	19.0 %	11	6	83.3 %	2.3	3.5	-35.1 %
LOUISVILLE	21	26	-19.2 %	10	7	42.9 %	2.1	3.7	-43.5 %
MEMPHIS	10	8	25.0 %	3	4	-25.0 %	3.3	2.0	66.7 %
CARIBBEAN	7	13	-46.2 %	2	6	-66.7 %	3.5	2.2	61.5 %
<b>Region Total</b>	<b>1,096</b>	<b>840</b>	<b>30.5 %</b>	<b>72</b>	<b>67</b>	<b>7.5 %</b>	<b>15.2</b>	<b>12.5</b>	<b>21.4 %</b>
<b>Southwest</b>									
DALLAS	124	94	31.9 %	31	23	34.8 %	4.0	4.1	-2.1 %
SAN ANTONIO	102	95	7.4 %	27	21	28.6 %	3.8	4.5	-16.5 %
FT. WORTH	92	101	-8.9 %	29	29	0.0 %	3.2	3.5	-8.9 %
HOUSTON	78	97	-19.6 %	22	21	4.8 %	3.5	4.6	-23.2 %
ALBUQUERQUE	43	36	19.4 %	14	14	0.0 %	3.1	2.6	19.4 %
NEW ORLEANS	42	53	-20.8 %	16	15	6.7 %	2.6	3.5	-25.7 %
LITTLE ROCK	23	29	-20.7 %	8	10	-20.0 %	2.9	2.9	-0.9 %
SHREVEPORT	19	10	90.0 %	10	7	42.9 %	1.9	1.4	33.0 %
TULSA	19	14	35.7 %	11	8	37.5 %	1.7	1.8	-1.3 %
LUBBOCK	18	28	-35.7 %	10	9	11.1 %	1.8	3.1	-42.1 %
OKLAHOMA CITY	16	20	-20.0 %	7	7	0.0 %	2.3	2.9	-20.0 %
<b>Region Total</b>	<b>576</b>	<b>577</b>	<b>-0.2 %</b>	<b>62</b>	<b>52</b>	<b>19.2 %</b>	<b>9.3</b>	<b>11.1</b>	<b>-16.3 %</b>
<b>Grand Total</b>	<b>6,313</b>	<b>4,578</b>	<b>37.9 %</b>	<b>229</b>	<b>192</b>	<b>19.3 %</b>	<b>27.6</b>	<b>23.8</b>	<b>15.6 %</b>

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