

# HECM Originators (FHA & Non-FHA)

## Industry Summary

HECMs endorsed through May 2020

Next Release Date: Week 4 of August

**Retail  
Endorsement Growth**

# 235.5 %

**Wholesale  
Endorsement Growth**

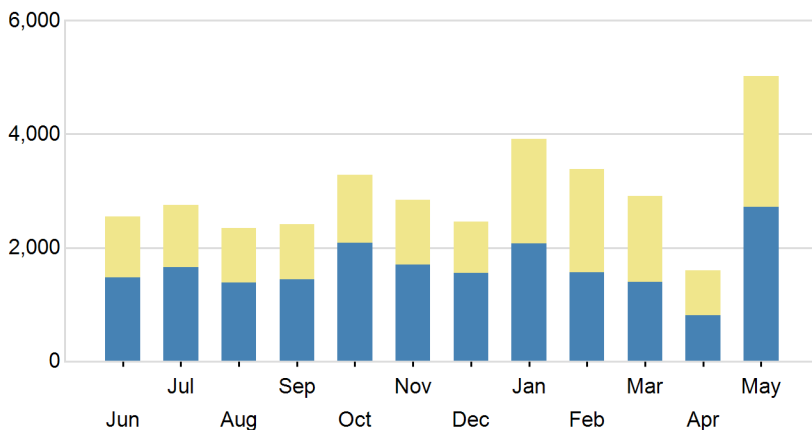
# 193.4 %

**Total  
Endorsement Growth**

# 214.8 %

Figures above reflect change from prior month

## PERFORMANCE

**Trailing Twelve Month Endorsements**


	Retail		Wholesale		Total	
	Units	Chg %	Units	Chg %	Units	Chg %
Jun	1,471	-8.7 %	1,073	-0.9 %	2,544	-5.6 %
Jul	1,661	12.9 %	1,092	1.8 %	2,753	8.2 %
Aug	1,383	-16.7 %	957	-12.4 %	2,340	-15.0 %
Sep	1,442	4.3 %	972	1.6 %	2,414	3.2 %
Oct	2,091	45.0 %	1,193	22.7 %	3,284	36.0 %
Nov	1,702	-18.6 %	1,139	-4.5 %	2,841	-13.5 %
Dec	1,557	-8.5 %	899	-21.1 %	2,456	-13.6 %
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 %
Total	19,871		15,587		35,458	



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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
AMERICAN ADVISORS GROUP	846	994	701	821	1,337	1,168	936	1,227	752	850	561	1,827	12,020	33.9%
FINANCE OF AMERICA REVER	410	392	299	351	332	387	245	420	481	586	486	810	5,199	14.7%
REVERSE MORTGAGE FUNDING	240	293	317	300	311	266	386	454	390	344	28	768	4,097	11.6%
LIBERTY REVERSE MORTGAGE	187	230	72	140	213	145	3	660	794	324	120	205	3,093	8.7%
ONE REVERSE MORTGAGE LLC	215	240	249	185	284	204	161	164	180	164	43	135	2,224	6.3%
SYNERGY ONE LENDING INC	148	178	182	164	217	200	208	198	177	138	120	245	2,175	6.1%
LONGBRIDGE FINANCIAL LLC	119	126	160	162	134	94	72	241	225	177	128	257	1,895	5.3%
FAIRWAY INDEPENDENT MORT	98	113	98	99	103	75	48	93	150	197	122	226	1,422	4.0%
OPEN MORTGAGE LLC	30	45	66	53	108	81	91	189	86	78		157	984	2.8%
HIGHTECHLENDING INC	59	28	76	39	65	49	71	66	34	47		24	558	1.6%
<b>Total</b>	<b>2,352</b>	<b>2,639</b>	<b>2,220</b>	<b>2,314</b>	<b>3,104</b>	<b>2,669</b>	<b>2,221</b>	<b>3,712</b>	<b>3,269</b>	<b>2,905</b>	<b>1,608</b>	<b>4,654</b>	<b>33,667</b>	<b>94.9%</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
AMERICAN ADVISORS GROUP	1	4	1	9,945	2,075	12,020	15.2 %	49.7 %	20.0 %	83 %	17 %	28.0 %	13.3 %	33.9 %
FINANCE OF AMERICA REVERS	6	1	2	925	4,274	5,199	-23.0 %	26.0 %	13.2 %	18 %	82 %	2.6 %	27.4 %	14.7 %
REVERSE MORTGAGE FUNDING	3	2	3	1,640	2,457	4,097	57.1 %	13.8 %	27.9 %	40 %	60 %	4.6 %	15.8 %	11.6 %
LIBERTY REVERSE MORTGAGE	7	3	4	875	2,218	3,093	28.3 %	2.8 %	8.9 %	28 %	72 %	2.5 %	14.2 %	8.7 %
ONE REVERSE MORTGAGE LLC	2	7	5	1,734	490	2,224	-30.2 %	240.3 %	-15.3 %	78 %	22 %	4.9 %	3.1 %	6.3 %
SYNERGY ONE LENDING INC	4	6	6	1,609	566	2,175	27.5 %	-6.4 %	16.5 %	74 %	26 %	4.5 %	3.6 %	6.1 %
LONGBRIDGE FINANCIAL LLC	9	5	7	494	1,401	1,895	38.8 %	30.9 %	32.9 %	26 %	74 %	1.4 %	9.0 %	5.3 %
FAIRWAY INDEPENDENT MORTG	5		8	1,422	0	1,422	64.4 %	NaN	64.4 %	100 %	0 %	4.0 %		4.0 %
OPEN MORTGAGE LLC	8	8	9	524	460	984	116.5 %	49.4 %	78.9 %	53 %	47 %	1.5 %	3.0 %	2.8 %
HIGHTECHLENDING INC	15	11	10	345	213	558	-17.3 %	4.4 %	-10.1 %	62 %	38 %	1.0 %	1.4 %	1.6 %
<b>Total</b>				<b>19,513</b>	<b>14,154</b>	<b>33,667</b>	<b>13.5 %</b>	<b>23.9 %</b>	<b>17.7 %</b>	<b>58 %</b>	<b>42 %</b>	<b>55.0 %</b>	<b>90.8 %</b>	<b>94.9 %</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
AMERICAN ADVISORS GROUP	1	4	1	9,945	2,075	12,020	1,312	689	2,001	83 %	17 %	28.0 %	13.3 %	33.9 %
REVERSE MORTGAGE FUNDING	3	2	3	1,640	2,457	4,097	596	297	893	40 %	60 %	4.6 %	15.8 %	11.6 %
FAIRWAY INDEPENDENT MORTG	5		8	1,422	0	1,422	557	0	557	100 %	0 %	4.0 %		4.0 %
SYNERGY ONE LENDING INC	4	6	6	1,609	566	2,175	347	-39	308	74 %	26 %	4.5 %	3.6 %	6.1 %
OPEN MORTGAGE LLC	8	8	9	524	460	984	282	152	434	53 %	47 %	1.5 %	3.0 %	2.8 %
<b>Total</b>				<b>15,140</b>	<b>5,558</b>	<b>20,698</b>	<b>3,094</b>	<b>1,099</b>	<b>4,193</b>	<b>73 %</b>	<b>27 %</b>	<b>42.7 %</b>	<b>35.7 %</b>	<b>58.4 %</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
FINANCE OF AMERICA REVERS	6	1	2	925	4,274	5,199	-277	883	606	18 %	82 %	2.6 %	27.4 %	14.7 %
AMERICAN ADVISORS GROUP	1	4	1	9,945	2,075	12,020	1,312	689	2,001	83 %	17 %	28.0 %	13.3 %	33.9 %
ONE REVERSE MORTGAGE LLC	2	7	5	1,734	490	2,224	-749	346	-403	78 %	22 %	4.9 %	3.1 %	6.3 %
LONGBRIDGE FINANCIAL LLC	9	5	7	494	1,401	1,895	138	331	469	26 %	74 %	1.4 %	9.0 %	5.3 %
PHH MORTGAGE CORPORATION		9	16		325	325	0	325	325	0 %	100 %	NaN	2.1 %	Infinity
<b>Total</b>				<b>13,098</b>	<b>8,565</b>	<b>21,663</b>	<b>424</b>	<b>2,574</b>	<b>2,998</b>	<b>60 %</b>	<b>40 %</b>	<b>36.9 %</b>	<b>54.9 %</b>	<b>61.1 %</b>

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Top 10 Wholesale	Active Brokers	% Capture
FINANCE OF AMERICA REVERSE LLC	549	45 %
REVERSE MORTGAGE FUNDING LLC	297	34 %
LIBERTY REVERSE MORTGAGE	390	30 %
AMERICAN ADVISORS GROUP	369	27 %
LONGBRIDGE FINANCIAL LLC	82	30 %
SYNERGY ONE LENDING INC	112	32 %
ONE REVERSE MORTGAGE LLC	220	46 %
OPEN MORTGAGE LLC	110	22 %
PHH MORTGAGE CORPORATION	151	7 %
PLAZA HOME MORTGAGE INC	192	45 %

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## Top 100 HECM Originators - May 2020 Rankings (Single Month)

Rank		Company	Loans			Growth		Rank		Company	Loans			Growth	
M	Y		Mth	YTD	Avg	Mth	YTD	M	Y		Mth	YTD	Avg	Mth	YTD
1	1	AMERICAN ADVISORS GR	1,517	4,256	851.2	220.7 %	14.0 %	49	63	ACCESS REVERSE MORTG	10	26	5.2		136.4 %
2	2	REVERSE MORTGAGE FUN	354	846	169.2	2,428.6 %	88.0 %	49	109	VAN DYK MORTGAGE COR	10	16	3.2	400.0 %	166.7 %
3	3	FAIRWAY INDEPENDENT	226	788	157.6	85.2 %	99.0 %	53	36	VIP MORTGAGE INC	9	51	10.2	0.0 %	-12.1 %
4	4	SYNERGY ONE LENDING	191	651	130.2	109.9 %	19.7 %	53	53	GREAT FLORIDA LENDIN	9	33	6.6		83.3 %
5	5	LIBERTY REVERSE MORT	131	613	122.6	172.9 %	99.0 %	53	57	CF CAPITAL GROUP	9	29	5.8	200.0 %	70.6 %
6	6	FINANCE OF AMERICA R	125	464	92.8	58.2 %	11.3 %	53	72	MEADOWBROOK FINANCIA	9	23	4.6	50.0 %	-11.5 %
7	13	CHERRY CREEK MORTGAG	72	181	36.2		20.7 %	53	81	TOWNEBANK	9	21	4.2	800.0 %	-32.3 %
8	10	OPEN MORTGAGE LLC	66	244	48.8		165.2 %	53	88	ATLANTIC COAST MORTG	9	20	4.0	350.0 %	11.1 %
9	9	ENNKAR INC	64	254	50.8	178.3 %	179.1 %	59	40	AMERICAN FINANCIAL M	8	44	8.8	300.0 %	83.3 %
10	7	ONE REVERSE MORTGAGE	59	407	81.4	96.7 %	-60.5 %	59	53	CROSSCOUNTRY MORTGAG	8	33	6.6	700.0 %	153.8 %
11	8	LONGBRIDGE FINANCIAL	54	258	51.6	116.0 %	68.6 %	59	56	INTERCONTINENTAL CAP	8	31	6.2	166.7 %	3.3 %
11	12	ADVISORS MORTGAGE GR	54	190	38.0	237.5 %	57.0 %	59	59	PARAMOUNT RESIDENTIA	8	28	5.6	700.0 %	12.0 %
13	14	ALL REVERSE MORTGAGE	50	173	34.6	233.3 %	16.1 %	59	62	DATA MORTGAGE DBA ES	8	27	5.4	300.0 %	350.0 %
14	11	FINANCE OF AMERICA M	46	224	44.8	24.3 %	103.6 %	59	72	FAMILY FIRST FUNDING	8	23	4.6	166.7 %	15.0 %
15	16	AMERICAN PACIFIC MOR	33	109	21.8	371.4 %	19.8 %	59	72	FSI MORTGAGE LLC	8	23	4.6		27.8 %
16	22	JET DIRECT FUNDING C	27	81	16.2	170.0 %	6.6 %	59	81	ABSOLUTE HOME MORTGA	8	21	4.2	166.7 %	200.0 %
17	17	ELITE FUNDING CORPOR	26	102	20.4	766.7 %	2,450.0 %	59	81	SECURITYNATIONAL MOR	8	21	4.2	700.0 %	162.5 %
17	22	BROKER SOLUTIONS INC	26	81	16.2	136.4 %	68.8 %	59	88	SUCCESS MORTGAGE PAR	8	20	4.0	300.0 %	17.6 %
17	24	SILVER LEAF MORTGAGE	26	80	16.0	271.4 %	86.0 %	59	109	NORWICH COMMERCIAL G	8	16	3.2	700.0 %	45.5 %
20	21	PRIMARY RESIDENTIAL	25	82	16.4	150.0 %	74.5 %	59	118	DALE ERNEST TILLMAN	8	15	3.0	700.0 %	87.5 %
21	43	REVERSE FREEDOM LLC	24	41	8.2	2,300.0 %	141.2 %	59	129	SHORE CAPITAL CORPOR	8	14	2.8	700.0 %	133.3 %
22	19	HOMEBRIDGE FINANCIAL	23	96	19.2	155.6 %	146.2 %	72	39	GREEN MONARCH MORTGA	7	46	9.2	250.0 %	187.5 %
23	25	MAGNOLIA BANK INC	22	76	15.2	340.0 %	204.0 %	72	44	HERITAGE HOME LOANS	7	40	8.0	-30.0 %	122.2 %
24	18	NATIONWIDE EQUITIES	20	100	20.0	25.0 %	28.2 %	72	47	BAY EQUITY LLC	7	39	7.8	40.0 %	18.2 %
24	28	C2 FINANCIAL CORPORA	20	62	12.4	150.0 %	82.4 %	72	55	MORTGAGE MASTER SERV	7	32	6.4	250.0 %	77.8 %
26	26	INTEGRITY 1ST MORTGA	18	65	13.0	800.0 %	30.0 %	72	70	FOUNTAIN CITY FUNDIN	7	24	4.8		118.2 %
27	27	GOODLIFE HOME LOANS	17	63	12.6	142.9 %	250.0 %	72	78	HOME MORTGAGE ALLIAN	7	22	4.4		450.0 %
28	30	UNIVERSAL LENDING CO	16	56	11.2	100.0 %	93.1 %	72	97	OMNI-FUND INC	7	18	3.6		5.9 %
28	34	SUN AMERICAN MORTGAG	16	52	10.4	700.0 %	10.6 %	72	109	HOMETOWN LENDERS LLC	7	16	3.2	600.0 %	77.8 %
28	34	THE FEDERAL SAVINGS	16	52	10.4		18.2 %	72	118	BROOKSTONE MORTGAGE	7	15	3.0	250.0 %	66.7 %
28	47	SENIOR FUNDING ASSOC	16	39	7.8	700.0 %	200.0 %	72	149	HARBOR MORTGAGE SOLU	7	11	2.2		57.1 %
32	15	HIGHTECHLENDING INC	15	111	22.2		-40.6 %	72	185	TRUST MORTGAGE LENDI	7	9	1.8		800.0 %
32	32	BANK OF ENGLAND	15	54	10.8	150.0 %	92.9 %	83	59	GENEVA FINANCIAL LLC	6	28	5.6	200.0 %	27.3 %
32	51	GUARANTEED RATE INC	15	34	6.8	400.0 %	25.9 %	83	68	THE PRIVATE BANK & T	6	25	5.0	500.0 %	56.3 %
32	63	REVERSE MORTGAGE EDU	15	26	5.2	400.0 %	62.5 %	83	72	EVERGREEN MONEYSOURC	6	23	4.6	500.0 %	187.5 %
36	29	FIRST AMERICAN HOME	14	61	12.2	600.0 %	69.4 %	83	88	KRS CAPITAL PARTNERS	6	20	4.0	100.0 %	0.0 %
36	44	ACADEMY MORTGAGE COR	14	40	8.0	180.0 %	-9.1 %	83	88	LOANDEPOTCOM	6	20	4.0	200.0 %	25.0 %
36	44	ALPHA MORTGAGE CORPO	14	40	8.0	250.0 %	53.8 %	83	88	CALIVER BEACH MORTGA	6	20	4.0		66.7 %
36	63	PREMIUM SECURITY INC	14	26	5.2			83	95	CALIFORNIA REVERSE A	6	19	3.8		850.0 %
40	37	MID AMERICA MORTGAGE	13	50	10.0	62.5 %		83	103	BORBA INVESTMENTS IN	6	17	3.4		325.0 %
40	37	APPROVAL FIRST HOME	13	50	10.0	160.0 %	38.9 %	83	118	PREMIER LENDING GROU	6	15	3.0	50.0 %	275.0 %
40	42	SENIOR LENDING CORPO	13	43	8.6	160.0 %	-4.4 %	83	118	REVERSE MORTGAGE LEN	6	15	3.0	200.0 %	66.7 %
43	30	EAST COAST CAPITAL C	12	56	11.2	50.0 %	93.1 %	83	129	NEXA MORTGAGE LLC	6	14	2.8	100.0 %	366.7 %
43	49	I3 LENDING INC	12	37	7.4	500.0 %	1,750.0 %	83	129	INTERCAP LENDING INC	6	14	2.8	500.0 %	100.0 %
43	88	MORTGAGESHOP LLC	12	20	4.0		25.0 %	83	137	CORNERSTONE MORTGAGE	6	13	2.6		44.4 %
46	20	AMERICAN FINANCIAL N	11	85	17.0	0.0 %	80.9 %	83	149	MORTGAGE & INSURANCE	6	11	2.2	500.0 %	120.0 %
46	50	GUILD MORTGAGE COMPA	11	35	7.0	450.0 %	-10.3 %	83	149	LONE STAR REVERSE MO	6	11	2.2	500.0 %	175.0 %
46	51	UNITED PACIFIC MORTG	11	34	6.8	266.7 %	3.0 %	83	163	HECM SENIOR HOME FIN	6	10	2.0		-33.3 %
49	59	REVERSE MORTGAGE ANS	10	28	5.6	900.0 %	75.0 %	83	163	NEW HOME FINANCE LLC	6	10	2.0		150.0 %
49	63	C & E FINANCIAL GROU	10	26	5.2		62.5 %	83	163	UNIVERSAL MORTGAGE A	6	10	2.0		

### 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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