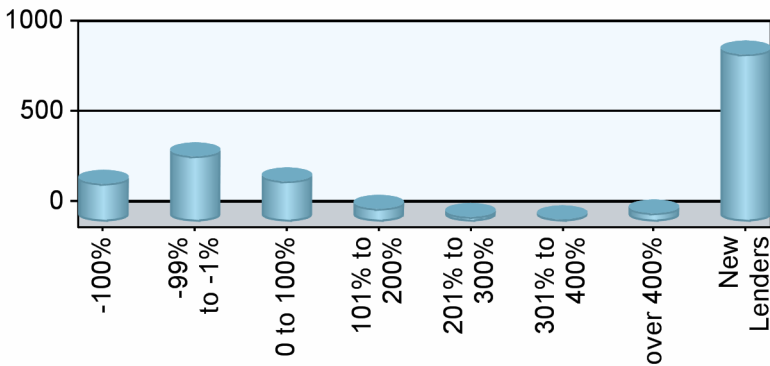


**Industry Overview**

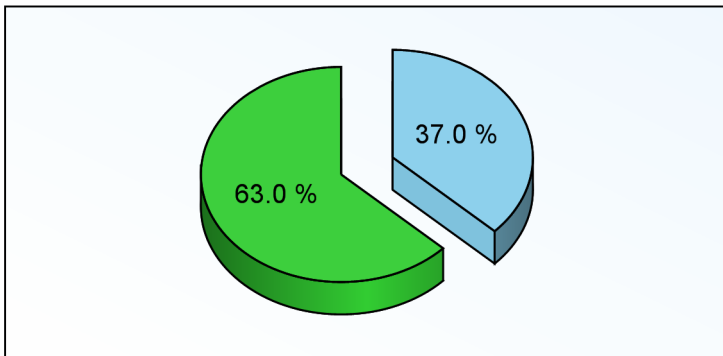
Rank	Chg	Region	Endorsements			Active Lenders		Region Share	
			2008YTD	YTDChg%	2007TOT	2008	Chg%	2008YTD	Chg%
1	1	Southeast/Caribbean	7,404	20.9 %	24,014	474	131.2 %	24.25 %	15.1 %
2	-1	Pacific/Hawaii	5,994	-13.4 %	25,612	453	50.5 %	19.63 %	-17.6 %
3	-	Mid-Atlantic	3,692	13.7 %	11,956	213	88.5 %	12.09 %	8.2 %
4	-	Midwest	3,234	3.5 %	11,434	279	48.4 %	10.59 %	-1.5 %
5	2	Southwest	2,653	27.4 %	8,073	177	78.8 %	8.69 %	21.3 %
6	-1	New York/New Jersey	2,229	-4.0 %	8,322	171	85.9 %	7.30 %	-8.7 %
7	-1	New England	1,769	-16.4 %	6,963	191	59.2 %	5.79 %	-20.4 %
8	-	Northwest/Alaska	1,678	12.7 %	5,790	169	83.7 %	5.50 %	7.3 %
9	-	Rocky Mountain	1,052	20.4 %	3,296	105	50.0 %	3.45 %	14.6 %
10	-	Great Plains	828	9.1 %	2,827	95	93.9 %	2.71 %	3.8 %
<b>Industry Totals</b>			<b>30,533</b>	<b>5.1 %</b>	<b>108,287</b>	<b>1,667</b>	<b>75.3 %</b>		

Lender Distribution by YTD Growth Rate



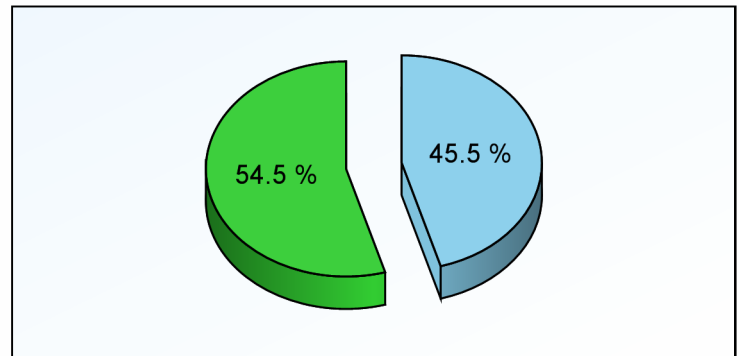
Growth Rate	Lenders	YTD MIC	Last YTD
-100%	210		1,250
-99% to -1%	362	13,410	22,002
0 to 100%	223	5,850	4,247
101% to 200%	71	2,827	1,194
201% to 300%	26	549	161
301% to 400%	13	192	42
over 400%	46	2,876	165
New Lenders	926	4,829	

Current YTD Top 10 Lenders' Market Share



Top 10 All Others

Prior YTD Top 10 Lenders' Market Share



Top 10 All Others



# HECM MIC Endorsement Statistics

As Of March 2008



## Appendix

- 1) All statistics based on retail originations from HUD's Monthly HECM MIC reports
- 2) Loans are in unit volume, based on HUD reported mortgage insurance certificate issuance
- 3) Lenders are aggregated using HUD's lender identification numbers and unique lender names, along with feedback from reporting lenders

### HUD Regions and Corresponding States/Territories

Region 1 - New England Connecticut Maine Massachusetts New Hampshire Rhode Island Vermont	Region 4 - Southeast/Caribbean Alabama Florida Georgia Kentucky Mississippi North Carolina Puerto Rico South Carolina Tennessee U.S. Virgin Islands	Region 6 - Southwest Arkansas Louisiana New Mexico Oklahoma Texas	Region 9 - Pacific/Hawaii Arizona California Federated States of Micronesia Hawaii Nevada
Region 2 - New York/New Jersey New York New Jersey	Region 5 - Midwest Illinois Indiana Michigan Minnesota Ohio Wisconsin	Region 7 - Great Plains Iowa Kansas Missouri Nebraska	Region 10 - Northwest/Alaska Alaska Idaho Oregon Washington
Region 3 - Mid-Atlantic Delaware District of Columbia Maryland Pennsylvania Virginia West Virginia		Region 8 - Rocky Mountain Colorado Montana North Dakota South Dakota Utah Wyoming	

## Client Notices

- 1) Help improve data quality in the Reverse Mortgage industry. If you believe your company's numbers on this report are inaccurate, please email us ([support@rminight.net](mailto:support@rminight.net)) and we will review your feedback promptly. Please include your name, company and contact information along with a thorough description of the suspected inaccuracy. Thanks!
- 2) If you received this report as a trial or sample and would like to purchase this report or future reports for your company, please visit: [www.rminight.net/MICreports.php](http://www.rminight.net/MICreports.php)
- 3) If you've been looking for a source for Reverse Mortgage intelligence beyond MIC endorsement numbers, we've got just what you need. Find out more at [www.rminight.net/rmarket.php](http://www.rminight.net/rmarket.php)