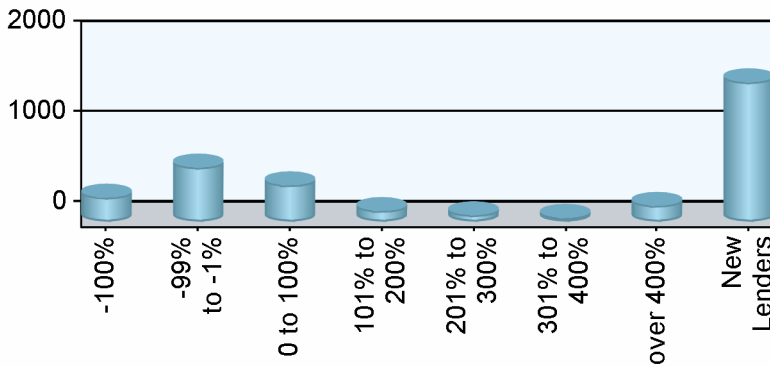


**Industry Overview**

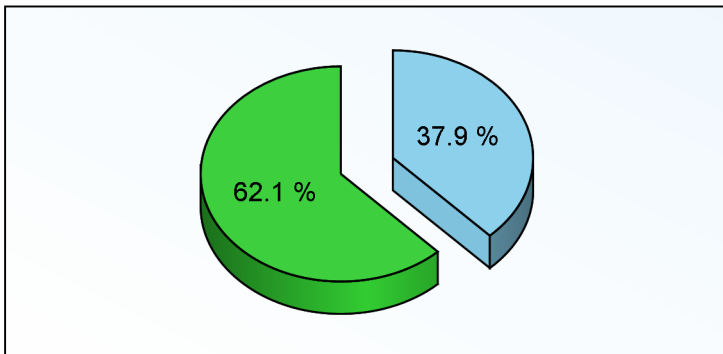
Rank	Chg	Region	Endorsements			Active Lenders		Region Share	
			2008YTD	YTDChg%	2007TOT	2008	Chg%	2008YTD	Chg%
1	1	Southeast/Caribbean	29,139	21.3 %	24,014	877	92.3 %	25.30 %	14.1 %
2	-1	Pacific/Hawaii	21,640	-15.5 %	25,612	775	48.5 %	18.79 %	-20.6 %
3	-	Mid-Atlantic	14,087	17.8 %	11,956	420	101.0 %	12.23 %	10.8 %
4	-	Midwest	11,701	2.3 %	11,434	531	60.9 %	10.16 %	-3.8 %
5	1	Southwest	10,478	29.8 %	8,073	315	88.6 %	9.10 %	22.0 %
6	-1	New York/New Jersey	8,342	0.2 %	8,322	320	90.5 %	7.24 %	-5.8 %
7	1	Northwest/Alaska	6,663	15.1 %	5,790	304	87.7 %	5.79 %	8.2 %
8	-1	New England	6,135	-11.9 %	6,963	308	55.6 %	5.33 %	-17.2 %
9	-	Rocky Mountain	4,130	25.3 %	3,296	199	57.9 %	3.59 %	17.8 %
10	-	Great Plains	2,861	1.2 %	2,827	183	79.4 %	2.48 %	-4.9 %
<b>Industry Totals</b>			<b>115,176</b>	<b>6.4 %</b>	<b>108,287</b>	<b>2,949</b>	<b>76.5 %</b>		

Lender Distribution by YTD Growth Rate



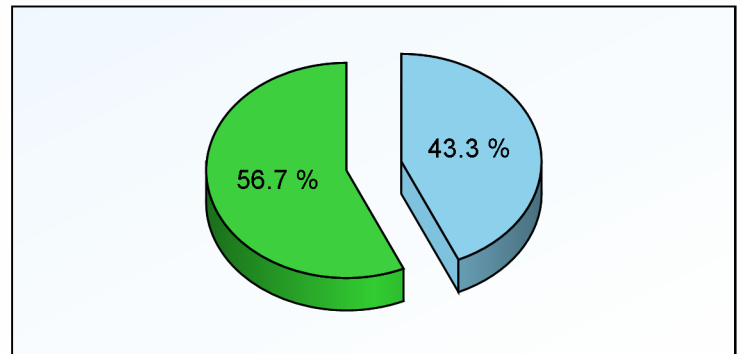
Growth Rate	Lenders	YTD MIC	Last YTD
-100%	266		2,341
-99% to -1%	599	53,547	82,345
0 to 100%	402	23,789	17,726
101% to 200%	117	5,486	2,277
201% to 300%	71	7,053	2,029
301% to 400%	41	1,556	341
over 400%	175	13,536	1,228
New Lenders	1,544	10,209	

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 December 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)