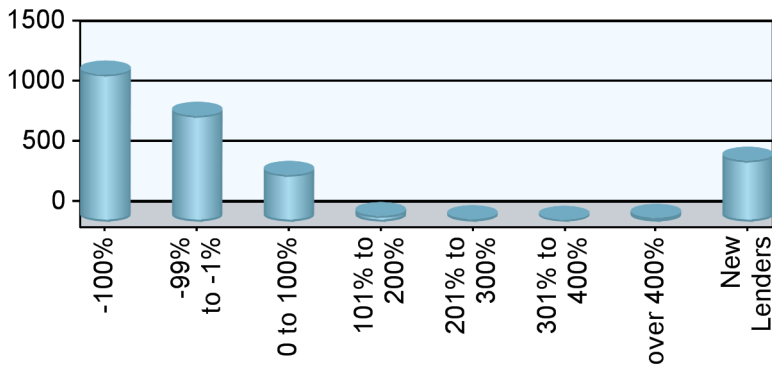


Industry Overview

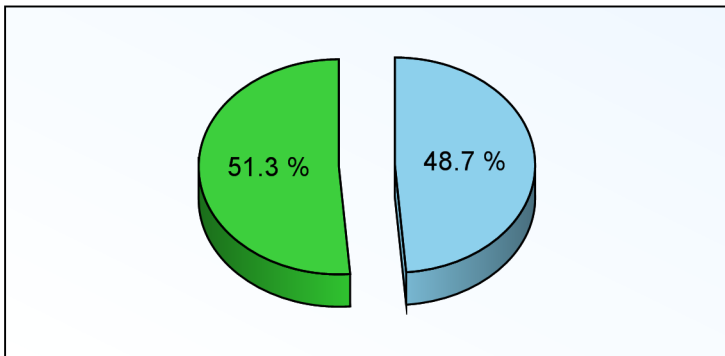
| Rank | Chg | Region | Endorsements | | | Active Lenders | | Region Share | |
|------------------------|-----|---------------------|---------------|----------------|----------------|----------------|----------------|--------------|--------|
| | | | 2010YTD | YTDChg% | 2009TOT | 2010 | Chg% | 2010YTD | Chg% |
| 1 | - | Southeast/Caribbean | 8,937 | -44.3 % | 24,889 | 519 | -35.0 % | 21.41 % | -8.3 % |
| 2 | - | Pacific/Hawaii | 7,050 | -44.5 % | 20,995 | 439 | -25.5 % | 16.89 % | -8.6 % |
| 3 | - | Mid-Atlantic | 5,754 | -30.3 % | 13,571 | 272 | -27.1 % | 13.78 % | 14.7 % |
| 4 | 1 | Southwest | 5,025 | -24.2 % | 11,288 | 222 | -20.7 % | 12.04 % | 24.8 % |
| 5 | 1 | New York/New Jersey | 3,990 | -37.0 % | 10,515 | 243 | -17.9 % | 9.56 % | 3.7 % |
| 6 | -2 | Midwest | 3,884 | -42.1 % | 10,518 | 330 | -28.4 % | 9.30 % | -4.7 % |
| 7 | - | Northwest/Alaska | 2,433 | -44.7 % | 7,483 | 183 | -29.3 % | 5.83 % | -9.0 % |
| 8 | - | New England | 2,168 | -35.0 % | 5,744 | 187 | -26.4 % | 5.19 % | 7.0 % |
| 9 | - | Rocky Mountain | 1,555 | -43.1 % | 4,445 | 134 | -30.6 % | 3.72 % | -6.3 % |
| 10 | - | Great Plains | 949 | -39.8 % | 2,476 | 94 | -37.3 % | 2.27 % | -0.9 % |
| Industry Totals | | | 41,745 | -39.3 % | 111,924 | 1,887 | -27.5 % | | |

Lender Distribution by YTD Growth Rate



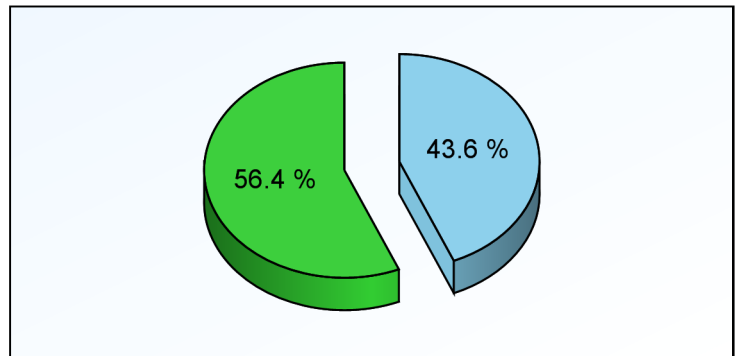
| Growth Rate | Lenders | YTD MIC | Last YTD |
|--------------|---------|---------|----------|
| -100% | 1,222 | | 4,947 |
| -99% to -1% | 880 | 29,848 | 57,817 |
| 0 to 100% | 389 | 6,614 | 5,145 |
| 101% to 200% | 47 | 1,216 | 514 |
| 201% to 300% | 21 | 498 | 152 |
| 301% to 400% | 11 | 156 | 35 |
| over 400% | 32 | 1,603 | 114 |
| New Lenders | 507 | 1,810 | |

Current YTD Top 10 Lenders' Market Share



Top 10 All Others

Prior YTD Top 10 Lenders' Market Share



Top 10 All Others

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) 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
- 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