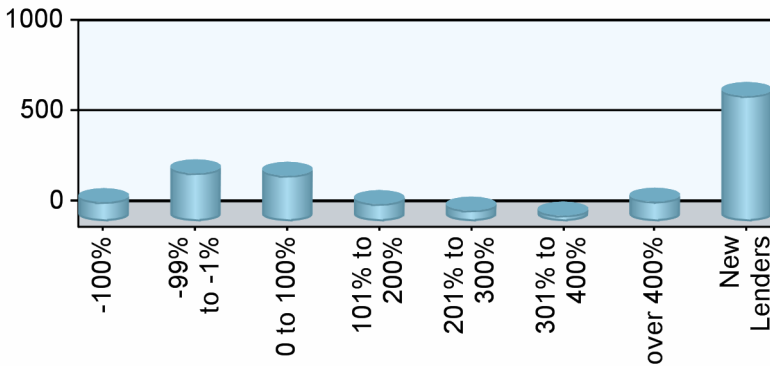


**Industry Overview**

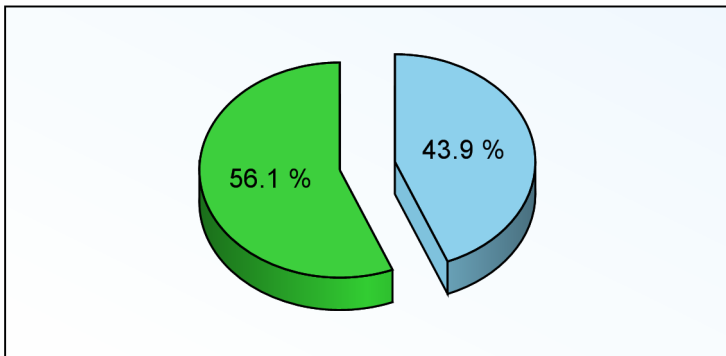
Rank	Chg	Region	Endorsements			Active Lenders		Region Share	
			2007YTD	YTDChg%	2006TOT	2007	Chg%	2007YTD	Chg%
1	-	Pacific/Hawaii	22,026	-13.0 %	29,569	477	57.9 %	23.94 %	-33.4 %
2	-	Southeast/Caribbean	20,161	93.6 %	13,318	391	130.0 %	21.91 %	48.0 %
3	1	Mid-Atlantic	10,175	73.4 %	7,449	178	93.5 %	11.06 %	32.6 %
4	-1	Midwest	9,534	49.2 %	7,938	295	66.7 %	10.36 %	14.1 %
5	-	New York/New Jersey	7,175	37.0 %	6,513	152	105.4 %	7.80 %	4.7 %
6	-	Southwest	6,807	31.3 %	6,079	153	51.5 %	7.40 %	0.4 %
7	-	New England	6,038	38.8 %	5,451	190	90.0 %	6.56 %	6.1 %
8	-	Northwest/Alaska	4,922	36.5 %	4,542	148	78.3 %	5.35 %	4.4 %
9	-	Rocky Mountain	2,762	6.4 %	3,026	111	23.3 %	3.00 %	-18.6 %
10	-	Great Plains	2,410	70.4 %	1,723	88	49.2 %	2.62 %	30.4 %
<b>Industry Totals</b>			<b>92,010</b>	<b>30.7 %</b>	<b>85,608</b>	<b>1,501</b>	<b>64.2 %</b>		

Lender Distribution by YTD Growth Rate



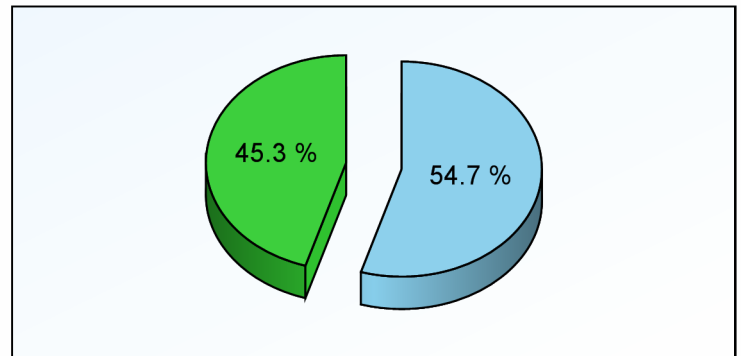
Growth Rate	Lenders	YTD MIC	Last YTD
-100%	105		783
-99% to -1%	265	32,477	41,754
0 to 100%	251	29,974	21,808
101% to 200%	95	7,514	3,093
201% to 300%	59	6,169	1,870
301% to 400%	31	1,585	343
over 400%	108	7,718	720
New Lenders	692	6,573	0

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 October 2007



## 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.com/MICreports.php](http://www.rminight.com/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)