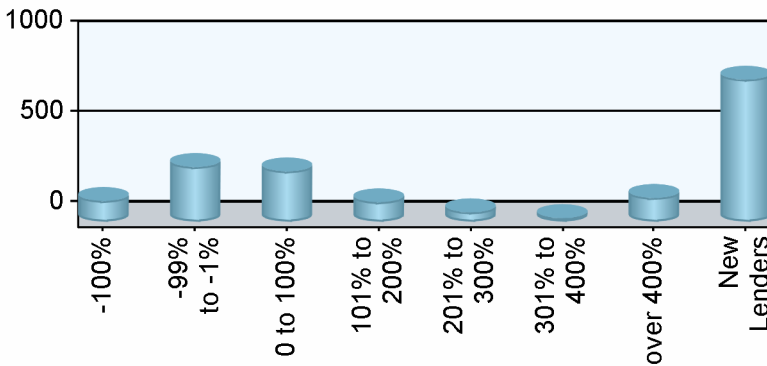


**Industry Overview**

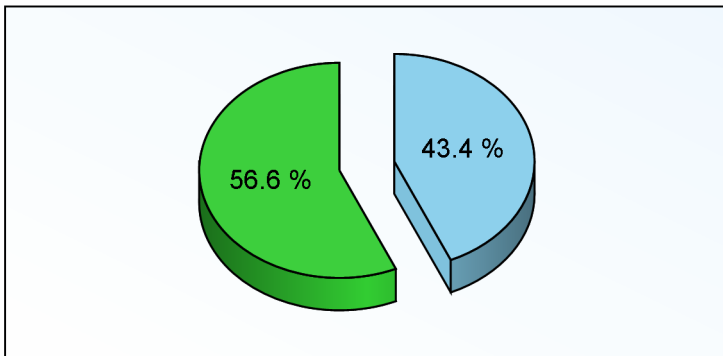
Rank	Chg	Region	Endorsements			Active Lenders		Region Share	
			2007YTD	YTDChg%	2006TOT	2007	Chg%	2007YTD	Chg%
1	-	Pacific/Hawaii	25,612	-13.4 %	29,569	521	55.5 %	23.65 %	-31.5 %
2	-	Southeast/Caribbean	24,014	80.3 %	13,318	457	143.1 %	22.18 %	42.5 %
3	1	Mid-Atlantic	11,956	60.5 %	7,449	210	100.0 %	11.04 %	26.9 %
4	-1	Midwest	11,434	44.0 %	7,938	329	60.5 %	10.56 %	13.9 %
5	-	New York/New Jersey	8,322	27.8 %	6,513	169	111.3 %	7.69 %	1.0 %
6	-	Southwest	8,073	32.8 %	6,079	166	48.2 %	7.46 %	5.0 %
7	-	New England	6,963	27.7 %	5,451	199	79.3 %	6.43 %	1.0 %
8	-	Northwest/Alaska	5,790	27.5 %	4,542	161	76.9 %	5.35 %	0.8 %
9	-	Rocky Mountain	3,296	8.9 %	3,026	125	28.9 %	3.04 %	-13.9 %
10	-	Great Plains	2,827	64.1 %	1,723	103	53.7 %	2.61 %	29.7 %
<b>Industry Totals</b>			<b>108,287</b>	<b>26.5 %</b>	<b>85,608</b>	<b>1,674</b>	<b>67.1 %</b>		

Lender Distribution by YTD Growth Rate



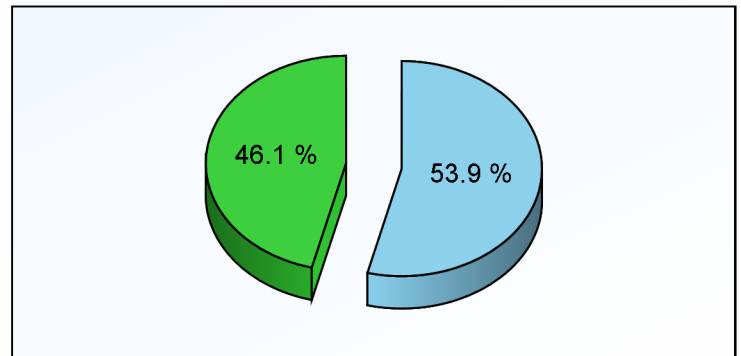
Growth Rate	Lenders	YTD MIC	Last YTD
-100%	114		676
-99% to -1%	302	38,549	49,882
0 to 100%	278	37,206	28,381
101% to 200%	107	9,154	3,848
201% to 300%	51	5,075	1,477
301% to 400%	19	1,588	347
over 400%	131	9,041	997
New Lenders	786	7,674	0

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 December 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.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)