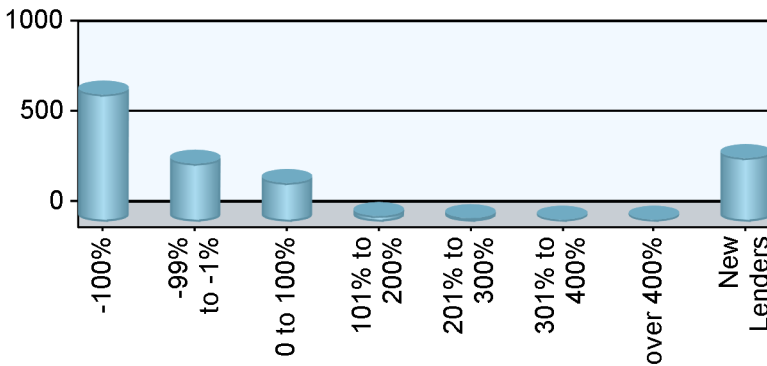


**Industry Overview**

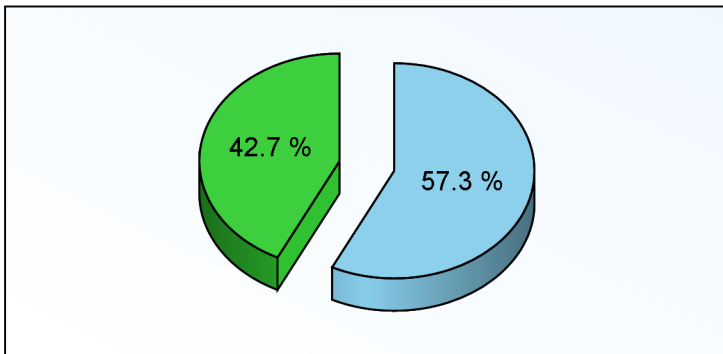
Rank	Chg	Region	Endorsements			Active Lenders		Region Share	
			2011YTD	YTDChg%	2010TOT	2011	Chg%	2011YTD	Chg%
1	-	Southeast/Caribbean	2,730	-11.7 %	15,508	262	-26.0 %	20.42 %	-3.2 %
2	-	Pacific/Hawaii	2,334	-9.3 %	12,044	218	-25.3 %	17.46 %	-0.6 %
3	-	Mid-Atlantic	1,812	-9.7 %	9,817	149	-23.6 %	13.55 %	-1.0 %
4	-	Southwest	1,687	-1.9 %	9,397	117	-26.9 %	12.62 %	7.5 %
5	1	New York/New Jersey	1,351	0.9 %	6,929	137	-19.9 %	10.11 %	10.6 %
6	-1	Midwest	1,183	-13.9 %	6,660	142	-38.3 %	8.85 %	-5.6 %
7	-	Northwest/Alaska	726	-20.3 %	3,994	99	-26.7 %	5.43 %	-12.6 %
8	-	New England	696	-14.9 %	3,757	96	-28.9 %	5.21 %	-6.7 %
9	-	Rocky Mountain	520	3.2 %	2,850	88	-6.4 %	3.89 %	13.1 %
10	-	Great Plains	329	4.4 %	1,792	44	-22.8 %	2.46 %	14.5 %
<b>Industry Totals</b>			<b>13,368</b>	<b>-8.8 %</b>	<b>72,748</b>	<b>959</b>	<b>-26.8 %</b>		

Lender Distribution by YTD Growth Rate



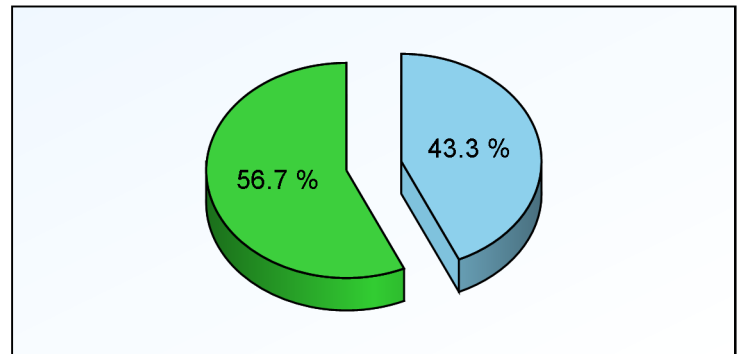
Growth Rate	Lenders	YTD MIC	Last YTD
-100%	704		2,014
-99% to -1%	321	2,859	6,032
0 to 100%	214	7,816	5,875
101% to 200%	31	1,455	630
201% to 300%	19	199	55
301% to 400%	11	130	29
over 400%	11	191	18
New Lenders	352	718	

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](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)