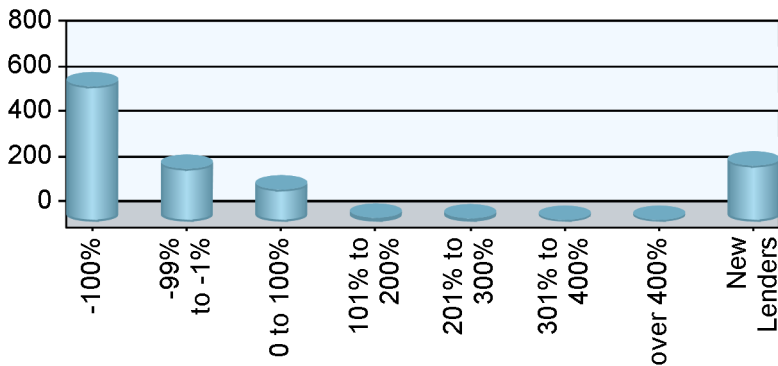


Industry Overview

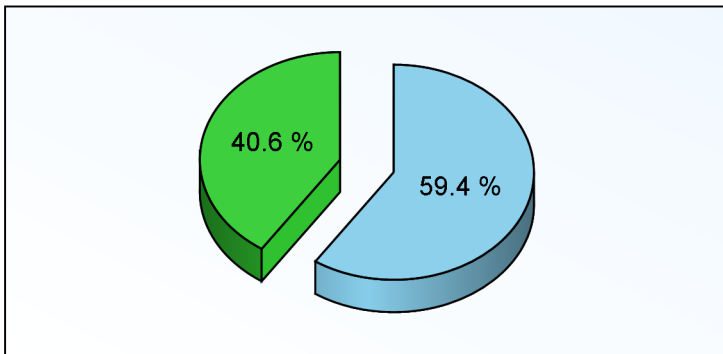
Rank	Chg	Region	Endorsements			Active Lenders		Region Share	
			2011YTD	YTDChg%	2010TOT	2011	Chg%	2011YTD	Chg%
1	-	Southeast/Caribbean	1,305	-16.3 %	15,508	172	-36.5 %	20.19 %	-1.3 %
2	-	Pacific/Hawaii	1,130	-14.4 %	12,044	149	-32.0 %	17.48 %	1.0 %
3	1	Southwest	864	6.1 %	9,397	83	-29.7 %	13.37 %	25.3 %
4	-1	Mid-Atlantic	850	-22.1 %	9,817	107	-31.4 %	13.15 %	-8.0 %
5	1	New York/New Jersey	642	-12.3 %	6,929	101	-21.7 %	9.93 %	3.5 %
6	-1	Midwest	540	-28.3 %	6,660	97	-43.9 %	8.35 %	-15.4 %
7	-	Northwest/Alaska	365	-24.4 %	3,994	70	-35.8 %	5.65 %	-10.8 %
8	-	New England	359	-24.1 %	3,757	61	-44.0 %	5.55 %	-10.4 %
9	-	Rocky Mountain	246	-1.6 %	2,850	65	-11.0 %	3.81 %	16.1 %
10	-	Great Plains	163	6.5 %	1,792	37	-14.0 %	2.52 %	25.7 %
Industry Totals			6,464	-15.3 %	72,748	666	-34.5 %		

Lender Distribution by YTD Growth Rate



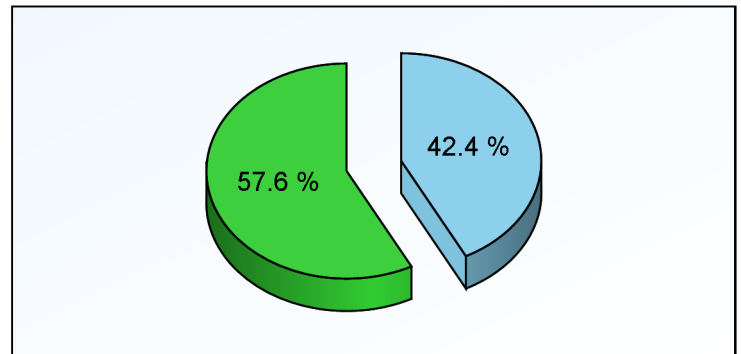
Growth Rate	Lenders	YTD MIC	Last YTD
-100%	600		1,379
-99% to -1%	235	1,411	3,068
0 to 100%	143	4,205	3,056
101% to 200%	18	175	72
201% to 300%	15	164	45
301% to 400%	2	14	3
over 400%	4	59	6
New Lenders	249	436	

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	Region 4 - Southeast/Caribbean	Region 6 - Southwest	Region 9 - Pacific/Hawaii
Connecticut	Alabama	Arkansas	Arizona
Maine	Florida	Louisiana	California
Massachusetts	Georgia	New Mexico	Federated States of
New Hampshire	Kentucky	Oklahoma	Micronesia
Rhode Island	Mississippi	Texas	Hawaii
Vermont	North Carolina		Nevada
Region 2 - New York/New Jersey	Puerto Rico	Region 7 - Great Plains	
New York	South Carolina	Iowa	Region 10 - Northwest/Alaska
New Jersey	Tennessee	Kansas	Alaska
	U.S. Virgin Islands	Missouri	Idaho
		Nebraska	Oregon
Region 3 - Mid-Atlantic	Region 5 - Midwest	Region 8 - Rocky Mountain	Washington
Delaware	Illinois	Colorado	
District of Columbia	Indiana	Montana	
Maryland	Michigan	North Dakota	
Pennsylvania	Minnesota	South Dakota	
Virginia	Ohio	Utah	
West Virginia	Wisconsin	Wyoming	

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- 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