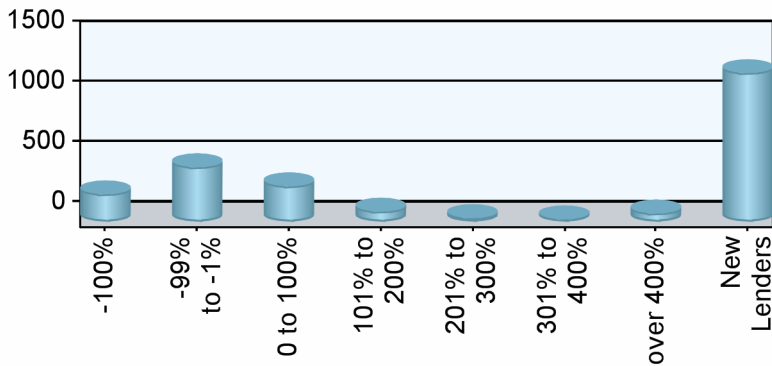


**Industry Overview**

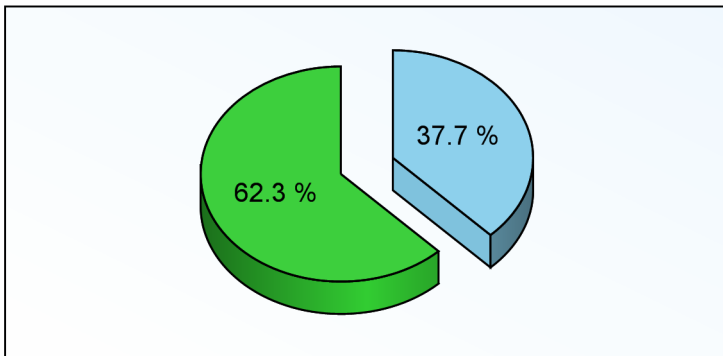
Rank	Chg	Region	Endorsements			Active Lenders		Region Share	
			2008YTD	YTDChg%	2007TOT	2008	Chg%	2008YTD	Chg%
1	1	Southeast/Caribbean	14,769	19.9 %	24,014	631	123.0 %	24.93 %	14.2 %
2	-1	Pacific/Hawaii	11,830	-11.9 %	25,612	588	56.8 %	19.97 %	-16.1 %
3	-	Mid-Atlantic	7,227	14.2 %	11,956	287	102.1 %	12.20 %	8.8 %
4	-	Midwest	5,937	-0.4 %	11,434	373	59.4 %	10.02 %	-5.2 %
5	2	Southwest	4,975	27.8 %	8,073	229	89.3 %	8.40 %	21.7 %
6	-1	New York/New Jersey	4,310	-6.8 %	8,322	235	95.8 %	7.28 %	-11.2 %
7	1	Northwest/Alaska	3,421	18.5 %	5,790	220	91.3 %	5.78 %	12.9 %
8	-2	New England	3,223	-18.6 %	6,963	238	54.5 %	5.44 %	-22.5 %
9	-	Rocky Mountain	2,049	26.1 %	3,296	141	62.1 %	3.46 %	20.1 %
10	-	Great Plains	1,494	6.5 %	2,827	129	98.5 %	2.52 %	1.4 %
<b>Industry Totals</b>			<b>59,235</b>	<b>5.0 %</b>	<b>108,287</b>	<b>2,175</b>	<b>86.1 %</b>		

Lender Distribution by YTD Growth Rate



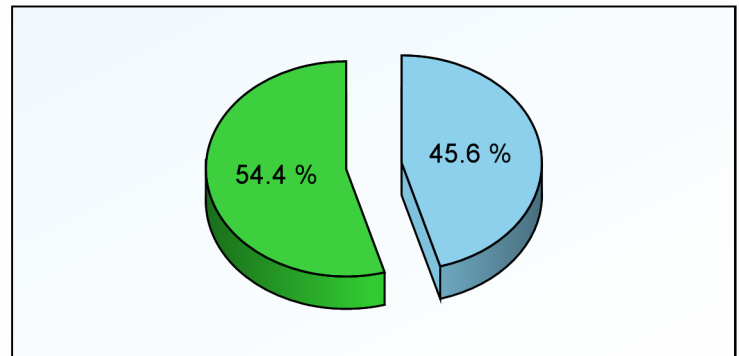
Growth Rate	Lenders	YTD MIC	Last YTD
-100%	227		1,793
-99% to -1%	451	26,638	42,773
0 to 100%	293	12,447	9,260
101% to 200%	83	4,276	1,808
201% to 300%	29	738	209
301% to 400%	19	538	116
over 400%	67	5,625	471
New Lenders	1,233	8,973	

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 June 2008



## 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)