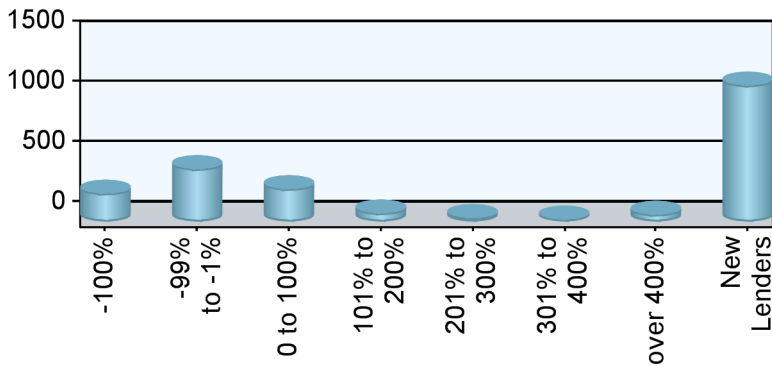


**Industry Overview**

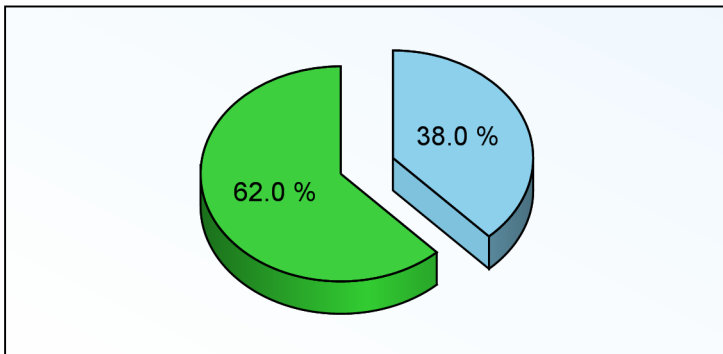
Rank	Chg	Region	Endorsements			Active Lenders		Region Share	
			2008YTD	YTDChg%	2007TOT	2008	Chg%	2008YTD	Chg%
1	1	Southeast/Caribbean	12,149	18.3 %	24,014	576	119.0 %	24.69 %	14.3 %
2	-1	Pacific/Hawaii	9,988	-10.2 %	25,612	549	54.2 %	20.30 %	-13.3 %
3	-	Mid-Atlantic	5,963	10.0 %	11,956	263	92.0 %	12.12 %	6.2 %
4	-	Midwest	4,967	-2.0 %	11,434	350	52.8 %	10.09 %	-5.4 %
5	2	Southwest	4,203	27.9 %	8,073	212	92.7 %	8.54 %	23.5 %
6	-1	New York/New Jersey	3,538	-10.9 %	8,322	214	87.7 %	7.19 %	-13.9 %
7	1	Northwest/Alaska	2,804	16.2 %	5,790	202	90.6 %	5.70 %	12.2 %
8	-2	New England	2,657	-22.7 %	6,963	220	53.8 %	5.40 %	-25.3 %
9	-	Rocky Mountain	1,704	28.7 %	3,296	135	64.6 %	3.46 %	24.3 %
10	-	Great Plains	1,236	3.2 %	2,827	117	88.7 %	2.51 %	-0.4 %
<b>Industry Totals</b>			<b>49,209</b>	<b>3.6 %</b>	<b>108,287</b>	<b>2,012</b>	<b>80.6 %</b>		

Lender Distribution by YTD Growth Rate



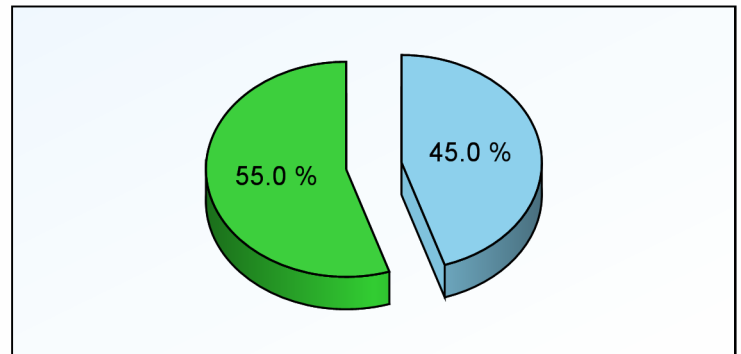
Growth Rate	Lenders	YTD MIC	Last YTD
-100%	233		1,706
-99% to -1%	437	22,307	36,349
0 to 100%	270	10,628	7,630
101% to 200%	69	3,053	1,257
201% to 300%	30	498	146
301% to 400%	17	368	79
over 400%	58	4,869	344
New Lenders	1,131	7,486	

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 May 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)