

HECM MIC Endorsement Report

WELLS FARGO BANK NA

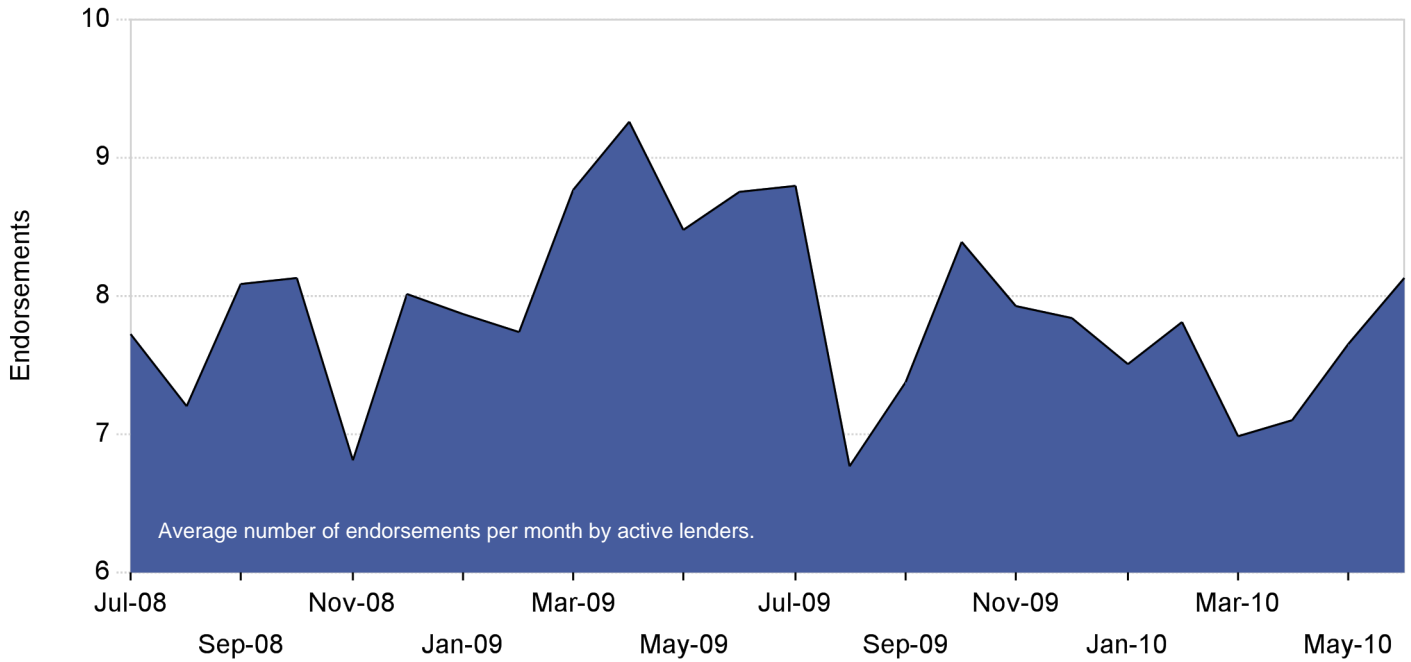
As of June 2010



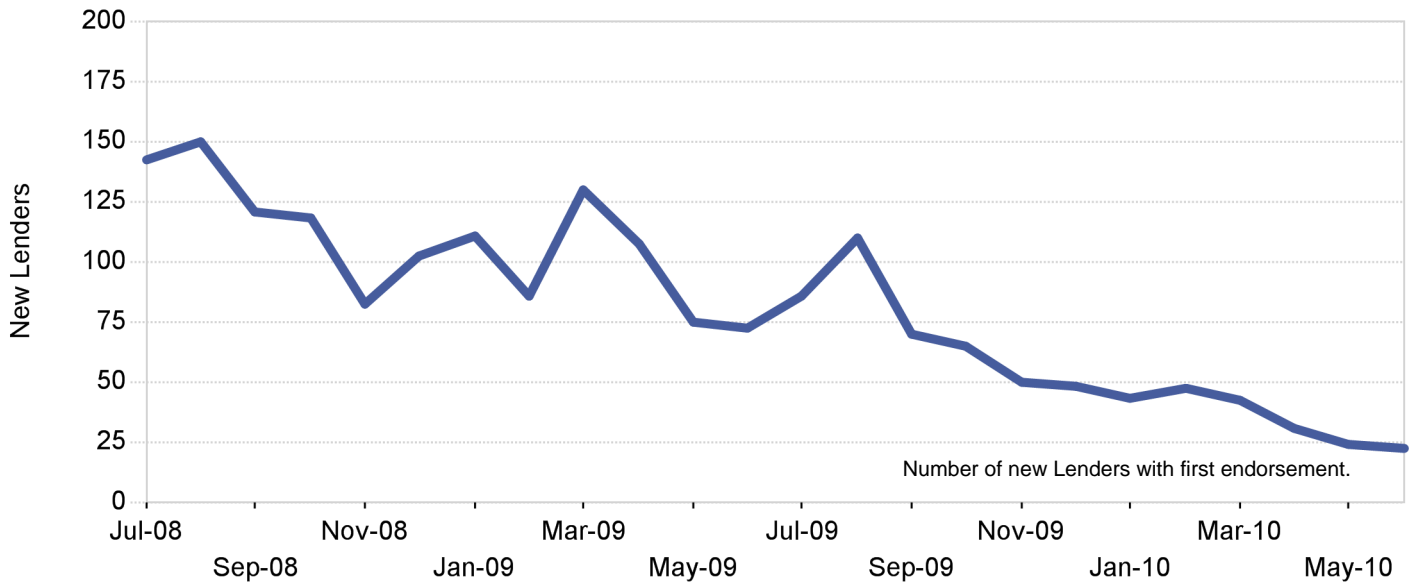
REVERSE MARKET
INSIGHT

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Endorsements per Lender



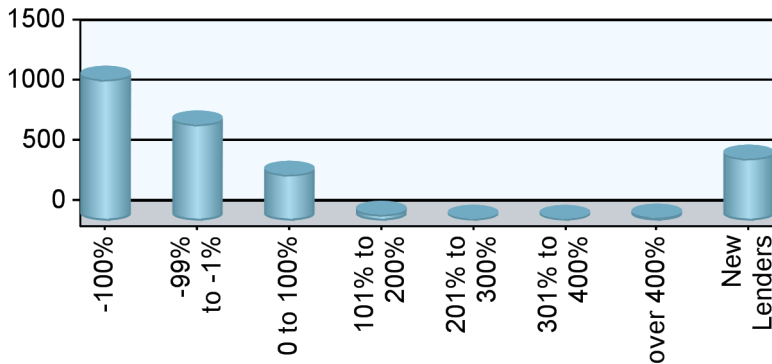
New Lenders by Month



National Top 10

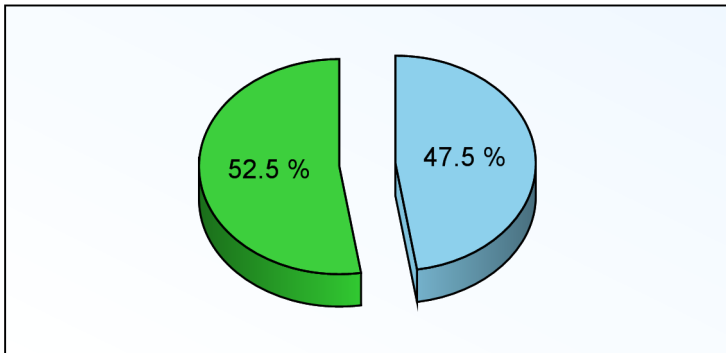
Rank	Chg	Lender Name	2010YTD	Chg%	YTD Share	Chg%
1	-	WELLS FARGO BANK NA	6,897	-34.6 %	19.24 %	7.4 %
2	-	BANK OF AMERICA NA CHARLOTTE	3,574	-35.4 %	9.97 %	6.1 %
3	2	ONE REVERSE MORTGAGE LLC	1,368	-14.1 %	3.82 %	41.2 %
4	2	METLIFE BANK	1,218	-10.2 %	3.40 %	47.5 %
5	3	URBAN FINANCIAL GROUP	1,036	41.0 %	2.89 %	131.6 %
6	1	GENERATION MORTGAGE COMPANY	725	-30.8 %	2.02 %	13.7 %
7	-4	FINANCIAL FREEDOM ACQUISITION	668	-69.2 %	1.86 %	-49.4 %
8	10	GENWORTH FINANCIAL HM EQUITY A	568	80.9 %	1.58 %	197.2 %
9	2	1st AAA Reverse Mortgage	564	7.4 %	1.57 %	76.5 %
10	15	NET EQUITY FINANCIAL INC	420	83.4 %	1.17 %	201.3 %
Top 10 Subtotal			17,038	-29.2 %	47.53 %	16.4 %
1	-	WELLS FARGO BANK NA	6,897	-34.6 %	19.24 %	7.4 %
1805	-655	Industry Totals	35,844	-39.1 %		

Lender Distribution by YTD Growth Rate



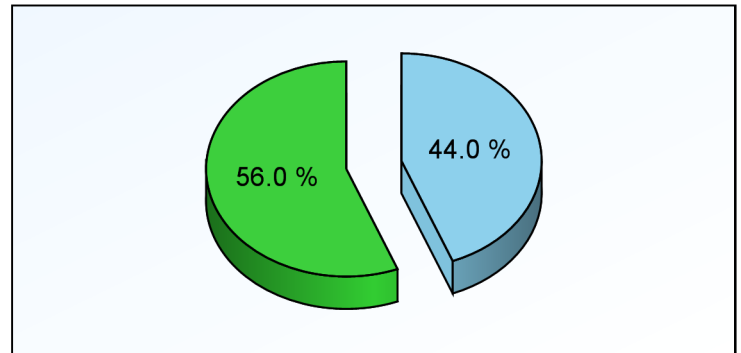
Growth Rate	Lenders	YTD MIC	Last YTD
-100%	1,171		4,558
-99% to -1%	800	24,942	48,839
0 to 100%	382	6,652	5,048
101% to 200%	50	635	241
201% to 300%	16	218	59
301% to 400%	15	315	70
over 400%	26	995	79
New Lenders	516	2,087	

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	

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) 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