

Highest Volume Endorsement Lenders of Basic FHA Loans

Other is a 2-year operating loss loan on a nursing home.

| 06 Rank | 07 Rank | Originator | Data | FHA NC/SR Apts | 232 Health Care | 223f Refi/ Pchse Apts | 223a7 Refi Apts | 241a Impvmts Apts | Other FHA | Total |
|---------|---------|--------------------------|----------------|----------------|-----------------|-----------------------|-----------------|-------------------|-----------|---------|
| 1 | 1 | CAPMARK FINANCE, INC | # Loans | 14 | 28 | 53 | 28 | | | 123 |
| | | | # Units | 2,567 | 2,870 | 4,883 | 2,419 | | | 12,739 |
| | | | Mtge (mils) | \$212.2 | \$175.3 | \$198.4 | \$44.5 | | | \$630.4 |
| | | | % of col loans | 21.9% | 27.5% | 20.3% | 22.2% | | | 22.1% |
| | | | % of col units | 27.8% | 27.2% | 22.3% | 18.7% | | | 23.1% |
| | | | % of col \$\$ | 35.5% | 25.6% | 22.1% | 14.3% | | | 25.2% |
| 2 | 2 | WELLS FARGO BANK NA | # Loans | 14 | 11 | 25 | 14 | 1 | 1 | 66 |
| | | | # Units | 1,849 | 930 | 1,363 | 1,696 | 256 | 210 | 6,304 |
| | | | Mtge (mils) | \$122.1 | \$83.8 | \$71.6 | \$52.5 | \$1.2 | \$7.0 | \$338.3 |
| | | | % of col loans | 21.9% | 10.8% | 9.6% | 11.1% | 50.0% | 100.0% | 11.9% |
| | | | % of col units | 20.0% | 8.8% | 6.2% | 13.1% | 67.7% | 100.0% | 11.4% |
| | | | % of col \$\$ | 20.4% | 12.2% | 8.0% | 16.8% | 41.8% | 100.0% | 13.5% |
| 3 | 3 | PRUDENTIAL HUNTOON PAIGE | # Loans | 17 | 10 | 17 | 15 | | | 59 |
| | | | # Units | 2,311 | 846 | 1,626 | 1,199 | | | 5,982 |
| | | | Mtge (mils) | \$139.5 | \$96.8 | \$64.8 | \$27.9 | | | \$329.0 |
| | | | % of col loans | 26.6% | 9.8% | 6.5% | 11.9% | | | 10.6% |
| | | | % of col units | 25.0% | 8.0% | 7.4% | 9.3% | | | 10.8% |
| | | | % of col \$\$ | 23.3% | 14.1% | 7.2% | 9.0% | | | 13.2% |
| 6 | 4 | LANCASTER POLLARD MTGE | # Loans | 1 | 5 | 47 | 1 | | | 54 |
| | | | # Units | 40 | 567 | 4,119 | 150 | | | 4,876 |
| | | | Mtge (mils) | \$1.6 | \$16.9 | \$166.1 | \$1.7 | | | \$186.3 |
| | | | % of col loans | 1.6% | 4.9% | 18.0% | 0.8% | | | 9.7% |
| | | | % of col units | 0.4% | 5.4% | 18.8% | 1.2% | | | 8.8% |
| | | | % of col \$\$ | 0.3% | 2.5% | 18.5% | 0.6% | | | 7.4% |
| 2 | 5 | CAPSTONE REALTY ADVISORS | # Loans | 7 | 11 | 25 | 5 | | | 48 |
| | | | # Units | 799 | 1,320 | 1,768 | 357 | | | 4,244 |
| | | | Mtge (mils) | \$42.6 | \$84.4 | \$70.8 | \$7.2 | | | \$205.0 |
| | | | % of col loans | 10.9% | 10.8% | 9.6% | 4.0% | | | 8.6% |
| | | | % of col units | 8.6% | 12.5% | 8.1% | 2.8% | | | 7.7% |
| | | | % of col \$\$ | 7.1% | 12.3% | 7.9% | 2.3% | | | 8.2% |

| 06 Rank | 07 Rank | Originator | Data | FHA NC/SR Apts | 232 Health Care | 223f Refi/ Pchse Apts | 223a7 Refi Apts | 241a Impvmts Apts | Other FHA | Total |
|---------|---------|------------------------|----------------|----------------|-----------------|-----------------------|-----------------|-------------------|-----------|---------|
| 5 | 6 | GREYSTONE SERVICING | # Loans | 2 | 7 | 15 | 20 | | | 44 |
| | | | # Units | 643 | 1,110 | 1,349 | 1,989 | | | 5,091 |
| | | | Mtge (mils) | \$44.7 | \$83.7 | \$59.2 | \$48.5 | | | \$236.1 |
| | | | % of col loans | 3.1% | 6.9% | 5.7% | 15.9% | | | 7.9% |
| | | | % of col units | 7.0% | 10.5% | 6.2% | 15.4% | | | 9.2% |
| | | | % of col \$\$ | 7.5% | 12.2% | 6.6% | 15.5% | | | 9.4% |
| 8 | 7 | CWCAPITAL LLC | # Loans | 2 | 8 | 23 | 8 | | | 41 |
| | | | # Units | 237 | 723 | 2,188 | 1,191 | | | 4,339 |
| | | | Mtge (mils) | \$7.3 | \$45.2 | \$86.0 | \$42.2 | | | \$180.8 |
| | | | % of col loans | 3.1% | 7.8% | 8.8% | 6.3% | | | 7.4% |
| | | | % of col units | 2.6% | 6.9% | 10.0% | 9.2% | | | 7.9% |
| | | | % of col \$\$ | 1.2% | 6.6% | 9.6% | 13.5% | | | 7.2% |
| 9 | 8 | RED MORTGAGE CAPITAL | # Loans | 4 | 9 | 8 | 15 | | | 36 |
| | | | # Units | 408 | 1,009 | 512 | 2,037 | | | 3,966 |
| | | | Mtge (mils) | \$13.1 | \$47.3 | \$23.3 | \$51.2 | | | \$135.0 |
| | | | % of col loans | 6.3% | 8.8% | 3.1% | 11.9% | | | 6.5% |
| | | | % of col units | 4.4% | 9.6% | 2.3% | 15.7% | | | 7.2% |
| | | | % of col \$\$ | 2.2% | 6.9% | 2.6% | 16.4% | | | 5.4% |
| 13 | 9 | LOVE FUNDING CORP | # Loans | 2 | 7 | 18 | 6 | | | 33 |
| | | | # Units | 291 | 508 | 1,177 | 437 | | | 2,413 |
| | | | Mtge (mils) | \$13.0 | \$22.2 | \$42.5 | \$6.6 | | | \$84.3 |
| | | | % of col loans | 3.1% | 6.9% | 6.9% | 4.8% | | | 5.9% |
| | | | % of col units | 3.1% | 4.8% | 5.4% | 3.4% | | | 4.4% |
| | | | % of col \$\$ | 2.2% | 3.2% | 4.7% | 2.1% | | | 3.4% |
| 11 | 10 | P/R MTGE & INVEST CORP | # Loans | | 3 | 11 | 13 | 1 | | 28 |
| | | | # Units | | 463 | 1,679 | 1,352 | 122 | | 3,616 |
| | | | Mtge (mils) | | \$14.7 | \$63.9 | \$28.8 | \$1.7 | | \$109.2 |
| | | | % of col loans | | 2.9% | 4.2% | 10.3% | 50.0% | | 5.0% |
| | | | % of col units | | 4.4% | 7.7% | 10.4% | 32.3% | | 6.5% |
| | | | % of col \$\$ | | 2.2% | 7.1% | 9.2% | 58.2% | | 4.4% |

| 06 Rank | 07 Rank | Originator | Data | FHA NC/SR Apts | 232 Health Care | 223f Refi/Pchse Apts | 223a7 Refi Apts | 241a Impvmts Apts | Other FHA | Total |
|---------|---------|--------------------------|----------------|----------------|-----------------|----------------------|-----------------|-------------------|--------------|------------------|
| 16 | 11 | EVANSTON FINANCIAL CORP | # Loans | 1 | 3 | 19 | 1 | | | 24 |
| | | | # Units | 104 | 208 | 1,229 | 113 | | | 1,654 |
| | | | Mtge (mils) | \$1.7 | \$14.6 | \$50.0 | \$0.6 | | | \$66.9 |
| | | | % of col loans | 1.6% | 2.9% | 7.3% | 0.8% | | | 4.3% |
| | | | % of col units | 1.1% | 2.0% | 5.6% | 0.9% | | | 3.0% |
| | | | % of col \$\$ | 0.3% | 2.1% | 5.6% | 0.2% | | | 2.7% |
| | | Total # Loans | | 64 | 102 | 261 | 126 | 2 | 1 | 556 |
| | | Total # Units | | 9,249 | 10,554 | 21,893 | 12,940 | 378 | 210 | 55,224 |
| | | Total Mtge (mils) | | \$597.7 | \$685.0 | \$896.6 | \$311.9 | \$2.9 | \$7.0 | \$2,501.2 |

| | | FHA NC/SR Apts | 232 Health Care | 223f Refi/Pchse Apts | 223a7 Refi Apts | 241a Impvmts Apts | Other FHA | Tota |
|--|---|------------------|------------------|----------------------|-----------------|-------------------|--------------|------------------|
| | <i>FY 07's Top Lenders' % of All Loans Made</i> | 61.5% | 58.6% | 73.5% | 75.4% | 50.0% | 100% | 69.1% |
| | <i>FY 07's Top Lenders' % of All Units</i> | 57.0% | 55.8% | 74.8% | 73.8% | 46.2% | 100% | 66.5% |
| | <i>FY 07's Top Lenders' % of All \$\$</i> | 56.2% | 59.7% | 76.8% | 72.3% | 53.4% | 100% | 65.5% |
| | All Lenders' FY 07 Loans | 104 | 174 | 355 | 167 | 4 | 1 | 805 |
| | All Lenders' FY 07 Units | 16,219 | 18,910 | 29,284 | 17,541 | 819 | 210 | 82,983 |
| | All Lenders' FY 07 \$\$ (Mils) | \$1,062.9 | \$1,147.1 | \$1,167.4 | \$431.6 | \$5.5 | \$7.0 | \$3,821.5 |

| FHA NC/SR Apts | 232 Health Care | 223f Refi/Pchse Apts | 223a7 Refi Apts | 241a Impvmts Apts | Other FHA | Tota |
|----------------|-----------------|----------------------|-----------------|-------------------|-----------|------|
|----------------|-----------------|----------------------|-----------------|-------------------|-----------|------|

FY 06: Top Lenders in 06 vs All Lenders in 06

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|---|-------|-------|-------|-------|------|-------|-------|
| <i>Top Lenders' % of All Loans Made</i> | 58.7% | 56.3% | 64.9% | 69.4% | 100% | 50.0% | 63.4% |
| <i>Top Lenders' % of All Units</i> | 62.3% | 55.4% | 66.5% | 73.2% | 100% | 56.2% | 64.9% |
| <i>Top Lenders' % of All \$\$</i> | 61.3% | 54.3% | 63.0% | 72.6% | 100% | 33.9% | 61.5% |

| 06 Rank | 07 Rank | Originator | Data | FHA NC/SR Apts | 232 Health Care | 223f Refi/ Pchse Apts | 223a7 Refi Apts | 241a Impvmts Apts | Other FHA | Total |
|---------|---------|------------|------|----------------------|--------------------|--------------------------|--------------------|-------------------------|--------------|-------|
|---------|---------|------------|------|----------------------|--------------------|--------------------------|--------------------|-------------------------|--------------|-------|

FY 05: Top Lenders in 05 vs All Lenders in 05

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|---|-------|-------|-------|-------|--|-------|-------|
| <i>Top Lenders' % of All Loans Made</i> | 58.2% | 57.3% | 52.5% | 70.2% | | 66.7% | 62.1% |
| <i>Top Lenders' % of All Units</i> | 56.9% | 51.3% | 53.8% | 67.8% | | 72.1% | 59.4% |
| <i>Top Lenders' % of All \$\$</i> | 58.9% | 54.9% | 50.0% | 61.0% | | 86.4% | 56.9% |

FY 04: Top Lenders in 04 vs All Lenders in 04

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|---|-------|-------|-------|-------|--|-------|-------|
| <i>Top Lenders' % of All Loans Made</i> | 50.7% | 47.3% | 68.3% | 70.8% | | 50.0% | 62.0% |
| <i>Top Lenders' % of All Units</i> | 50.0% | 45.2% | 71.4% | 70.7% | | 73.2% | 60.4% |
| <i>Top Lenders' % of All \$\$</i> | 49.8% | 42.4% | 70.7% | 63.9% | | 29.3% | 54.1% |

FY 03: Top Lenders in 03 vs All Lenders in 03

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|---|-------|-------|-------|-------|--|-------|-------|
| <i>Top Lenders' % of All Loans Made</i> | 62.2% | 73.5% | 70.3% | 82.6% | | 66.7% | 75.6% |
| <i>Top Lenders' % of All Units</i> | 65.6% | 75.0% | 68.2% | 79.8% | | 71.2% | 74.2% |
| <i>Top Lenders' % of All \$\$</i> | 66.4% | 71.3% | 63.8% | 76.9% | | 75.5% | 70.2% |