

# **Report of 2014 Mortgage Loan/Trust Deed Annual Reports**



**California Bureau of Real Estate**

## Number of Reporting Brokers

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1993	376	2004	316
1994	329	2005	336
1995	290	2006	352
1996	272	2007	352
1997	235	2008	336
1998	266	2009	362
1999	265	2010	356
2000	284	2011	347
2001	300	2012	336
2002	300	2013	317
2003	304	2014	332

## Number of Reporting Multi-Lenders (New category as of 1999)

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1999	139	2007	166
2000	146	2008	153
2001	159	2009	146
2002	164	2010	137
2003	163	2011	123
2004	161	2012	124
2005	164	2013	132
2006	173	2014	130

## I. LOANS ORIGINATED AS AGENT (Section 10131(d))

### Total Number

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	3,132	54,052	2005	179	18,193
1994	2,284	33,431	2006	150	15,339
1995	2,026	15,330	2007	90	11,008
1996	1,535	11,571	2008	44	6,355
1997	584	7,451	2009	35	5,761
1998	520	9,786	2010	83	5,852
1999	511	11,407	2011	141	6,085
2000	554	10,602	2012	166	8,032
2001	488	9,904	2013	122	8,789
2002	424	13,718	2014	91	9104
2003	302	14,868			
2004	216	16,153			

### Aggregate Principal Amount

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$40,516,729	\$7,527,402,859	2004	\$4,289,182	\$4,587,143,212
1994	\$30,676,716	\$4,662,875,657	2005	\$2,929,970	\$5,749,378,571
1995	\$31,199,913	\$2,209,872,953	2006	\$2,407,663	\$4,952,869,615
1996	\$24,887,818	\$1,278,603,031	2007	\$1,474,205	\$3,295,878,176
1997	\$8,969,571	\$965,696,691	2008	\$1,795,280	\$1,854,882,672
1998	\$8,208,229	\$1,453,015,738	2009	\$695,160	\$1,124,123,100
1999	\$8,317,746	\$2,061,484,817	2010	\$1,697,067	\$1,169,190,028
2000	\$8,899,425	\$1,973,990,575	2011	\$3,049,139	\$1,220,198,925
2001	\$8,295,235	\$1,926,499,358	2012	\$3,472,276	\$1,649,021,218
2002	\$7,174,984	\$3,130,092,119	2013	\$2,376,803	\$2,364,693,706
2003	\$5,997,036	\$3,457,580,377	2014	\$1,520,658	\$2,798,640,977

### Commissions Received

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$4,837,766	\$167,350,067	2004	\$251,535	\$156,197,092
1994	\$3,589,242	\$88,822,171	2005	\$226,644	\$184,272,059
1995	\$3,250,122	\$67,744,345	2006	\$114,499	\$172,208,294
1996	\$2,307,159	\$53,459,831	2007	\$59,224	\$130,049,072
1997	\$795,133	\$39,611,565	2008	\$29,808	\$57,557,469
1998	\$779,846	\$51,571,204	2009	\$36,418	\$37,082,022
1999	\$666,906	\$64,309,429	2010	\$90,843	\$38,030,309
2000	\$603,253	\$70,033,962	2011	\$207,141	\$37,817,376
2001	\$639,063	\$69,631,284	2012	\$237,248	\$71,857,514
2002	\$598,433	\$97,149,222	2013	\$128,441	\$63,337,529
2003	\$355,866	\$134,040,886	2014	\$207,464	\$103,923,920

### A. Multiple Lender Loans (Fractionalized)

#### Number

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	317	4,503	2004	6	5,190
1994	360	4,220	2005	1	5,791
1995	248	3,482	2006	4	5,430
1996	133	3,004	2007	2	3,806
1997	85	2,724	2008	2	2,099
1998	45	2,854	2009	1	1,538
1999	17	3,539	2010	4	1,578
2000	44	3,730	2011	10	1,754
2001	22	3,519	2012	16	1,951
2002	20	4,256	2013	14	2,393
2003	5	4,665	2014	3	2,953

**Aggregate Principal Amount**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$5,158,646	\$561,526,615	2004	\$105,000	\$2,197,966,789
1994	\$5,683,719	\$542,902,046	2005	\$17,650	\$2,468,078,804
1995	\$4,102,618	\$398,442,275	2006	\$90,500	\$2,434,028,274
1996	\$2,311,010	\$436,685,539	2007	\$38,961	\$1,508,029,158
1997	\$1,633,437	\$413,803,408	2008	\$41,000	\$734,758,940
1998	\$723,025	\$533,881,421	2009	\$30,000	\$359,558,303
1999	\$326,700	\$735,332,229	2010	\$89,700	\$399,222,720
2000	\$1,014,200	\$841,479,360	2011	\$163,200	\$445,265,948
2001	\$586,501	\$870,325,882	2012	\$391,165	\$582,374,288
2002	\$486,000	\$1,297,253,852	2013	\$222,270	\$846,384,152
2003	\$147,894	\$1,588,861,463	2014	\$56,400	\$1,069,670,731

**Total Number of Investors (New category as of 1999)**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1999	38	11,538	2007	4	18,293
2000	81	12,436	2008	4	9,851
2001	48	10,946	2009	2	5,864
2002	61	14,389	2010	8	5,801
2003	11	14,532	2011	22	6,333
2004	18	15,624	2012	34	6,770
2005	2	19,008	2013	29	8,626
2006	8	52,151	2014	8	9,965

**B. Loans to Refinance Loans Previously Negotiated by Reporting Broker or Affiliate****Number**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	310	2,167	2004	4	752
1994	254	1,488	2005	1	398
1995	241	1,003	2006	11	462
1996	98	867	2007	4	52
1997	45	486	2008	4	227
1998	27	636	2009	1	231
1999	24	381	2010	1	340
2000	15	424	2011	0	112
2001	23	375	2012	3	185
2002	33	602	2013	1	156
2003	5	451	2014	2	230

**Aggregate Principal Amount**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$4,636,329	\$242,162,556	2004	\$99,500	\$198,955,404
1994	\$3,493,970	\$158,723,490	2005	\$30,000	\$251,259,562
1995	\$3,424,306	\$92,677,448	2006	\$206,800	\$317,055,175
1996	\$1,614,511	\$93,826,506	2007	\$22,000	\$243,246,954
1997	\$731,350	\$72,265,571	2008	\$100,500	\$104,850,786
1998	\$516,004	\$147,382,280	2009	\$13,500	\$87,014,346
1999	\$447,850	\$70,349,694	2010	\$25,000	\$111,679,240
2000	\$296,200	\$90,869,488	2011	\$0	\$28,351,847
2001	\$394,251	\$102,793,907	2012	\$75,000	\$65,988,381
2002	\$563,850	\$185,013,396	2013	\$20,000	\$48,160,844
2003	\$85,300	\$179,184,496	2014	\$38,130	\$97,606,557

**C. Balloon Payment or Interest-Only Loans**

**Number**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	651	8,313	2004	86	9,995
1994	534	7,572	2005	70	10,908
1995	275	6,402	2006	70	10,520
1996	222	6,204	2007	51	7,855
1997	166	5,031	2008	15	4,491
1998	213	5,925	2009	12	3,692
1999	281	7,203	2010	21	3,984
2000	395	7,854	2011	55	4,483
2001	333	6,902	2012	79	5,190
2002	250	8,523	2013	91	7,233
2003	123	8,704	2014	55	7,885

**Aggregate Principal Amount (at maturity)**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$10,032,361	\$821,196,574	2004	\$1,794,729	\$4,286,577,638
1994	\$8,120,927	\$795,628,177	2005	\$1,200,189	\$3,885,629,067
1995	\$4,144,323	\$772,239,127	2006	\$1,208,365	\$3,690,845,973
1996	\$3,229,830	\$737,656,224	2007	\$851,554	\$2,454,319,124
1997	\$2,832,975	\$693,710,307	2008	\$303,467	\$1,408,983,031
1998	\$3,476,331	\$818,946,295	2009	\$187,444	\$726,572,127
1999	\$4,258,813	\$1,301,778,150	2010	\$394,823	\$790,170,519
2000	\$6,587,478	\$1,462,076,714	2011	\$1,055,770	\$887,103,608
2001	\$6,040,723	\$1,361,707,212	2012	\$1,431,785	\$1,195,808,465
2002	\$4,370,620	\$1,882,607,746	2013	\$850,141	\$1,927,962,034
2003	\$2,655,382	\$2,300,940,125	2014	\$453,916	\$2,508,604,340

**D. Loans covered under Financial Code Section 4970 (New category as of 2007)**

**Number**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
2007	24	284
2008	12	217
2009	1	277
2010	3	179
2011	10	243
2012	16	358
2013	1	735
2014	1	333

**Aggregate Principal Amount**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
2007	\$379,725	\$35,918,357
2008	\$176,580	\$40,886,453
2009	\$18,500	\$47,804,335
2010	\$50,700	\$29,040,412
2011	\$212,564	\$31,906,655
2012	\$340,775	\$59,034,468
2013	\$23,000	\$293,598,918
2014	\$27,000	\$65,353,249

**II. LOANS ORIGINATED AS PRINCIPAL (FUNDED BY BROKER) FOR RESALE (Section 10131.1)**

**Total Number**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	1,752	50,302	2004	22	2,663
1994	1,751	42,373	2005	22	2,297
1995	1,383	3,990	2006	19	1,884
1996	1,022	3,870	2007	9	1,870
1997	260	1,743	2008	0	885
1998	417	2,963	2009	10	643
1999	261	3,933	2010	8	562
2000	153	4,366	2011	5	525
2001	157	4,028	2012	2	1,034
2002	42	2,342	2013	0	881
2003	46	2,368	2014	0	1,388

### Aggregate Principal Amount

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$23,663,664	\$6,528,024,240	2004	\$337,018	\$620,859,005
1994	\$23,583,076	\$5,397,648,308	2005	\$306,300	\$652,648,589
1995	\$18,231,932	\$339,450,848	2006	\$243,500	\$599,879,009
1996	\$14,454,763	\$363,474,119	2007	\$131,630	\$579,752,771
1997	\$3,356,018	\$254,118,462	2008	\$0	\$295,097,129
1998	\$5,382,034	\$477,072,674	2009	\$238,000	\$140,723,544
1999	\$3,338,902	\$669,966,107	2010	\$165,700	\$151,551,779
2000	\$1,987,967	\$814,548,241	2011	\$110,700	\$99,674,931
2001	\$1,932,324	\$813,011,551	2012	\$26,900	\$201,825,309
2002	\$693,846	\$378,775,999	2013	\$0	\$202,972,201
2003	\$552,976	\$463,436,721	2014	\$0	\$383,634,070

### Loan Origination or Other Fees in Lieu of Commission

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$2,205,130	\$81,114,242	2004	\$15,036	\$21,123,260
1994	\$2,046,550	\$56,482,231	2005	\$12,160	\$25,210,795
1995	\$1,608,343	\$18,340,628	2006	\$10,360	\$19,231,467
1996	\$1,285,294	\$18,669,368	2007	\$6,555	\$18,842,228
1997	\$191,570	\$10,948,689	2008	\$0	\$8,833,014
1998	\$344,307	\$11,401,286	2009	\$9,920	\$4,518,208
1999	\$201,334	\$20,489,645	2010	\$7,327	\$2,815,346
2000	\$144,630	\$24,389,899	2011	\$9,225	\$3,049,672
2001	\$119,941	\$26,513,667	2012	\$2,052	\$4,221,509
2002	\$57,794	\$15,364,820	2013	\$0	\$100,209,635
2003	\$28,457	\$15,478,813	2014	\$0	\$80,087,473

### A. Loans to Refinance Loans Previously Negotiated by Reporting Broker or Affiliate

#### Numbers

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	105	3,559	2004	1	73
1994	92	384	2005	2	52
1995	13	198	2006	1	71
1996	10	265	2007	0	60
1997	34	126	2008	0	35
1998	32	447	2009	0	31
1999	20	520	2010	0	40
2000	11	489	2011	0	13
2001	7	641	2012	0	21
2002	4	66	2013	0	30
2003	0	102	2014	0	88

**Aggregate Principal Amount**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$1,672,349	\$471,010,356	2004	\$30,000	\$18,456,205
1994	\$1,299,406	\$55,474,333	2005	\$45,200	\$11,292,000
1995	\$177,800	\$40,122,228	2006	\$7,000	\$24,761,346
1996	\$127,300	\$33,503,608	2007	\$0	\$17,742,700
1997	\$478,195	\$35,185,274	2008	\$0	\$15,606,305
1998	\$584,560	\$80,364,365	2009	\$0	\$4,970,718
1999	\$295,228	\$82,912,120	2010	\$0	\$8,250,250
2000	\$177,111	\$128,409,200	2011	\$0	\$2,445,995
2001	\$111,200	\$148,728,010	2012	\$0	\$5,245,200
2002	\$98,000	\$16,577,250	2013	\$0	\$10,341,824
2003	\$0	\$25,404,495	2014	\$0	\$45,271,861

**B. Balloon Payment or Interest-Only Loans**

**Number**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	445	5,896	2004	6	1,900
1994	211	3,579	2005	13	2,195
1995	46	1,283	2006	14	1,533
1996	86	1,401	2007	6	1,777
1997	48	1,114	2008	0	579
1998	38	1,488	2009	1	427
1999	81	1,950	2010	7	353
2000	65	1,837	2011	3	459
2001	123	1,160	2012	0	1,032
2002	17	1,837	2013	0	983
2003	29	1,750	2014	0	1,619

**Aggregate Principal Amount (at maturity)**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$6,573,374	\$687,128,253	2004	\$74,303	\$454,093,530
1994	\$3,081,903	\$452,952,818	2005	\$210,527	\$612,899,313
1995	\$727,866	\$156,090,079	2006	\$149,908	\$515,492,114
1996	\$1,222,464	\$183,053,950	2007	\$74,419	\$542,987,481
1997	\$871,468	\$190,109,318	2008	\$0	\$235,694,134
1998	\$501,755	\$173,163,678	2009	\$22,220	\$96,205,118
1999	\$1,020,987	\$378,238,445	2010	\$136,185	\$77,004,911
2000	\$836,831	\$445,528,740	2011	\$64,206	\$90,132,540
2001	\$1,370,897	\$321,438,730	2012	\$0	\$200,970,667
2002	\$302,797	\$301,131,293	2013	\$0	\$223,986,571
2003	\$373,499	\$344,888,890	2014	\$0	\$465,681,504

## C. Principal (Broker Funded) Loans Resold

### 1. Single Purchaser

#### Number

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	1,456	41,665	2004	17	1,009
1994	1,220	34,544	2005	10	1,042
1995	864	1,269	2006	11	820
1996	484	1,480	2007	4	744
1997	186	645	2008	0	291
1998	324	1,916	2009	8	235
1999	198	2,280	2010	9	292
2000	107	3,025	2011	5	214
2001	60	3,209	2012	1	330
2002	18	742	2013	0	456
2003	16	932	2014	0	1,011

#### Aggregate Selling Price

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$18,300,969	\$5,408,877,513	2004	\$275,648	\$197,185,260
1994	\$14,017,995	\$4,414,045,616	2005	\$148,000	\$167,669,433
1995	\$8,673,530	\$82,568,984	2006	\$189,000	\$174,493,605
1996	\$5,232,556	\$112,141,532	2007	\$50,000	\$162,639,843
1997	\$2,225,387	\$72,648,462	2008	\$0	\$83,221,798
1998	\$4,024,062	\$379,945,439	2009	\$184,000	\$35,187,536
1999	\$2,490,658	\$429,009,817	2010	\$204,700	\$79,020,931
2000	\$1,444,653	\$519,979,202	2011	\$110,700	\$35,179,028
2001	\$948,002	\$643,007,092	2012	\$20,000	\$53,902,912
2002	\$256,935	\$116,691,136	2013	\$0	\$85,190,263
2003	\$252,184	\$146,321,183	2014	\$0	\$280,042,617

### 2. Multiple Purchasers (Fractionalized)

#### Number

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	41	929	2004	0	887
1994	43	913	2005	0	864
1995	25	646	2006	0	719
1996	54	720	2007	0	618
1997	34	693	2008	0	296
1998	22	863	2009	0	196
1999	17	1,016	2010	0	116
2000	16	1,021	2011	0	160
2001	26	678	2012	0	229
2002	10	851	2013	0	265
2003	0	776	2014	0	407

**Aggregate Selling Price**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$773,723	\$147,750,514	2004	\$0	\$301,614,767
1994	\$541,736	\$168,259,624	2005	\$0	\$358,070,270
1995	\$394,578	\$110,564,348	2006	\$0	\$298,786,047
1996	\$935,971	\$116,791,795	2007	\$0	\$201,835,779
1997	\$680,385	\$145,041,584	2008	\$0	\$108,182,561
1998	\$359,450	\$160,191,618	2009	\$0	\$38,288,390
1999	\$268,409	\$168,214,220	2010	\$0	\$30,450,341
2000	\$219,000	\$228,479,003	2011	\$0	\$48,997,569
2001	\$311,650	\$152,109,025	2012	\$0	\$67,197,898
2002	\$175,900	\$181,180,967	2013	\$0	\$71,130,850
2003	\$0	\$237,982,684	2014	\$0	\$138,474,787

**D. Loans Covered under Financial Code Section 4970 (New category as of 2007)**

**Number**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
2007	3	26
2008	0	25
2009	0	14
2010	0	13
2011	0	23
2012	0	8
2013	0	12
2014	0	7

**Aggregate Principal Amount**

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
2007	\$30,730	\$4,179,040
2008	\$0	\$4,657,688
2009	\$0	\$3,194,682
2010	\$0	\$2,066,750
2011	\$0	\$3,692,200
2012	\$0	\$1,394,500
2013	\$0	\$2,463,754
2014	\$0	\$1,194,000

### III. COSTS AND EXPENSES CHARGED TO BORROWERS IN ORIGINATED LOAN TRANSACTIONS

#### Total Amount

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$3,240,963	\$93,520,110	2004	\$112,686	\$84,101,785
1994	\$2,362,295	\$54,562,226	2005	\$72,066	\$111,839,396
1995	\$4,342,546	\$39,622,089	2006	\$65,162	\$88,167,506
1996	\$2,511,622	\$47,061,137	2007	\$58,191	\$74,094,204
1997	\$450,564	\$24,539,661	2008	\$17,346	\$43,848,389
1998	\$651,529	\$38,989,956	2009	\$31,840	\$33,018,222
1999	\$436,445	\$50,490,254	2010	\$87,809	\$36,411,120
2000	\$460,141	\$46,188,040	2011	\$169,394	\$53,015,625
2001	\$393,427	\$38,770,707	2012	\$77,800	\$41,204,725
2002	\$351,512	\$49,891,557	2013	\$89,849	\$79,839,604
2003	\$149,630	\$67,262,864	2014	\$297,262	\$99,270,489

#### Retained by Broker Affiliate for Services

<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
1993	\$1,693,381	\$41,192,203	2004	\$67,937	\$35,931,325
1994	\$1,332,404	\$26,791,169	2005	\$38,499	\$51,910,901
1995	\$3,804,789	\$25,318,399	2006	\$26,796	\$40,636,041
1996	\$2,203,582	\$31,109,025	2007	\$29,993	\$31,136,994
1997	\$248,615	\$8,581,603	2008	\$5,695	\$18,763,729
1998	\$230,429	\$14,265,084	2009	\$11,860	\$15,088,982
1999	\$189,601	\$19,125,633	2010	\$22,417	\$14,388,650
2000	\$248,424	\$20,273,548	2011	\$70,896	\$19,110,702
2001	\$211,298	\$15,902,807	2012	\$69,127	\$16,341,664
2002	\$184,536	\$21,549,426	2013	\$30,442	\$13,435,237
2003	\$80,729	\$24,098,026	2014	\$32,098	\$19,215,663

### IV. LOANS FOR BROKER'S USE OR BENEFIT (Section 10231.2)

#### Total Amount

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1993	343	2004	58
1994	325	2005	102
1995	31	2006	30
1996	19	2007	46
1997	27	2008	20
1998	34	2009	7
1999	69	2010	14
2000	47	2011	15
2001	19	2012	5
2002	62	2013	21
2003	37	2014	4

**Number of Fractionalized Loans (New category as of 1999)**

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1999	35	2007	1
2000	8	2008	1
2001	4	2009	2
2002	1	2010	0
2003	4	2011	0
2004	0	2012	0
2005	7	2013	0
2006	4	2014	1

**Aggregate Amount Borrowed**

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1993	\$15,017,111	2004	\$10,552,250
1994	\$13,862,841	2005	\$22,090,900
1995	\$1,800,895	2006	\$11,211,000
1996	\$1,436,243	2007	\$9,402,037
1997	\$1,519,724	2008	\$2,989,800
1998	\$2,334,767	2009	\$1,580,000
1999	\$12,989,861	2010	\$3,872,765
2000	\$28,835,489	2011	\$2,076,625
2001	\$2,106,500	2012	\$2,058,450
2002	\$8,677,877	2013	\$3,040,250
2003	\$10,831,750	2014	\$1,260,000

**V. SALES OF NOTES AS AGENT (Section 10131(e))**

**Total Number**

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1993	1,015	2005	1,234
1994	1,247	2006	1,312
1995	611	2007	1,085
1996	485	2008	208
1997	396	2009	295
1998	525	2010	355
1999	542	2011	608
2000	594	2012	1,138
2001	421	2013	1,329
2002	527	2014	1,899
2003	807		
2004	1,153		

### Aggregate Selling Price (Total Loans)

<u>Year</u>	<u>Price</u>	<u>Year</u>	<u>Price</u>
1993	\$69,111,118	2004	\$263,821,751
1994	\$83,987,784	2005	\$300,702,281
1995	\$38,797,437	2006	\$377,804,039
1996	\$65,966,801	2007	\$526,392,362
1997	\$70,311,577	2008	\$44,240,995
1998	\$58,795,575	2009	\$50,409,151
1999	\$85,180,758	2010	\$28,500,287
2000	\$96,478,648	2011	\$152,164,565
2001	\$119,981,471	2012	\$283,339,866
2002	\$140,954,090	2013	\$359,366,042
2003	\$178,384,898	2014	\$514,916,886

### Commissions Received

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1993	\$1,945,080	2004	\$4,712,865
1994	\$2,409,330	2005	\$3,583,203
1995	\$1,297,233	2006	\$3,068,613
1996	\$1,212,453	2007	\$2,688,463
1997	\$919,570	2008	\$1,287,238
1998	\$1,676,094	2009	\$888,368
1999	\$1,670,866	2010	\$786,165
2000	\$2,053,135	2011	\$1,315,209
2001	\$1,744,908	2012	\$2,262,890
2002	\$1,816,846	2013	\$549,677
2003	\$3,513,027	2014	\$259,828

### Number Multi-Lender Sales (Fractionalized) (New category as of 1999)

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1999	71	2007	362
2000	66	2008	86
2001	99	2009	104
2002	86	2011	147
2003	172	2012	223
2004	404	2013	281
2005	709	2014	241
2006	520		

### Aggregate Number of Multi-Lender Investors

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1999	219	2007	1,054
2000	233	2008	309
2001	389	2009	453
2002	255	2010	219
2003	327	2011	530
2004	1,057	2012	777
2005	1,489	2013	947
2006	1,405	2014	774

### Aggregate Selling Price of Multi-Lender Notes

<u>Year</u>	<u>Price</u>	<u>Year</u>	<u>Price</u>
1999	\$7,904,052	2007	\$207,140,219
2000	\$14,451,576	2008	\$24,301,762
2001	\$18,051,368	2009	\$29,429,034
2002	\$16,456,377	2010	\$12,943,251
2003	\$36,204,302	2011	\$80,943,805
2004	\$109,630,311	2012	\$113,371,011
2005	\$215,691,032	2013	\$125,435,463
2006	\$230,795,384	2014	\$100,657,784

### Commissions Received in Multi-Lender Note Sales (New category as of 1999)

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1999	\$244,548	2007	\$733,845
2000	\$286,229	2008	\$420,409
2001	\$599,234	2009	\$555,457
2002	\$466,777	2010	\$525,738
2003	\$513,146	2011	\$683,303
2004	\$896,630	2012	\$923,376
2005	\$857,761	2013	\$549,677
2006	\$1,183,660	2014	\$259,828

### VI. REALES AS PRINCIPAL OF NOTES PURCHASED BY BROKER (Section 10131.1)

#### Number

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1993	225	2004	349
1994	174	2005	394
1995	180	2006	718
1996	330	2007	384
1997	230	2008	56
1998	329	2009	78
1999	231	2010	36
2000	105	2011	138
2001	95	2012	99
2002	45	2013	84
2003	202	2014	243

### Aggregate Purchase Price

<u>Year</u>	<u>Price</u>	<u>Year</u>	<u>Price</u>
1993	\$14,114,432	2004	\$84,987,601
1994	\$17,330,868	2005	\$89,417,687
1995	\$19,887,453	2006	\$194,338,559
1996	\$31,414,913	2007	\$300,211,050
1997	\$28,585,992	2008	\$18,933,920
1998	\$15,549,569	2009	\$19,488,332
1999	\$27,173,093	2010	\$12,009,281
2000	\$22,081,554	2011	\$30,992,945
2001	\$34,793,618	2012	\$27,328,638
2002	\$12,135,243	2013	\$15,787,688
2003	\$32,568,564	2014	\$69,275,321

### Aggregate Resale Price

<u>Year</u>	<u>Price</u>	<u>Year</u>	<u>Price</u>
1993	\$14,799,218	2004	\$85,089,235
1994	\$17,595,868	2005	\$89,722,791
1995	\$19,912,821	2006	\$194,421,502
1996	\$32,101,267	2007	\$300,437,797
1997	\$28,762,584	2008	\$19,024,163
1998	\$15,555,077	2009	\$19,629,781
1999	\$27,443,133	2010	\$12,152,329
2000	\$22,091,379	2011	\$30,993,645
2001	\$34,991,834	2012	\$27,423,409
2002	\$12,308,244	2013	\$16,376,845
2003	\$32,347,641	2014	\$46,024,921

### Number of Multi-Lender Resale (Fractionalized) (New category as of 1999)

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1999	132	2007	73
2000	62	2008	25
2001	48	2009	35
2002	20	2010	25
2003	174	2011	57
2004	304	2012	54
2005	339	2013	70
2006	246	2014	77

### Aggregate Number of Multi- Lenders Investors

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1999	584	2007	157
2000	270	2008	127
2001	263	2009	160
2002	77	2010	143
2003	423	2011	170
2004	1,323	2012	149
2005	901	2013	312
2006	392	2014	227

### Aggregate Selling Price of Multi-Lender Notes

<u>Year</u>	<u>Price</u>	<u>Year</u>	<u>Price</u>
1999	\$14,974,836	2007	\$30,149,076
2000	\$10,934,255	2008	\$6,981,400
2001	\$7,807,195	2009	\$10,061,601
2002	\$6,855,554	2010	\$6,043,713
2003	\$26,410,985	2011	\$14,041,145
2004	\$73,153,491	2012	\$13,824,500
2005	\$144,557,686	2013	\$14,156,619
2006	\$56,866,635	2014	\$25,546,556

### Commissions Received in Multi-Lender Notes Resale

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1999	\$72,958	2007	\$53,426
2000	\$373,355	2008	\$45,110
2001	\$317,062	2009	\$64,483
2002	\$212,735	2010	\$317,711
2003	\$320,554	2011	\$257,595
2004	\$614,238	2012	\$276,490
2005	\$543,428	2013	\$485,925
2006	\$38,553	2014	\$698,254

### VII. SALES OF REAL PROPERTY SALES (RPS) CONTRACTS AS AGENT OR PRINCIPAL (Sections 10131(e) and 10131.1)

#### Number

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1993	53	2004	89
1994	225	2005	100
1995	74	2006	24
1996	40	2007	18
1997	84	2008	58
1998	27	2009	69
1999	89	2010	88
2000	164	2011	176
2001	101	2012	170
2002	40	2013	38
2003	60	2014	47

### Aggregate Selling Price

<u>Year</u>	<u>Price</u>	<u>Year</u>	<u>Price</u>
1993	\$12,043,813	2004	\$37,821,345
1994	\$23,700,420	2005	\$35,223,200
1995	\$12,815,630	2006	\$15,429,625
1996	\$5,711,850	2007	\$6,996,825
1997	\$13,736,785	2008	\$17,671,959
1998	\$4,737,102	2009	\$25,359,126
1999	\$17,899,490	2010	\$21,126,615
2000	\$48,203,168	2011	\$32,942,805
2001	\$23,386,813	2012	\$39,336,238
2002	\$13,486,791	2013	\$14,269,254
2003	\$23,308,800	2014	\$21,662,947

### VIII. NOTE AND REAL PROPERTY SALES CONTRACT SERVICING

#### Number Serviced by Broker or Affiliate

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1993	150,249	2004	67,246
1994	189,216	2005	58,766
1995	116,746	2006	57,431
1996	122,146	2007	51,108
1997	111,602	2008	49,272
1998	100,514	2009	73,050
1999	95,010	2010	72,044
2000	106,774	2011	74,481
2001	99,059	2012	64,562
2002	90,178	2013	83,088
2003	75,478	2014	42,975

#### Number of Fractionalized Loans Serviced

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1999	14,994	2007	17,191
2000	15,769	2008	14,802
2001	17,024	2009	12,803
2002	17,334	2010	11,848
2003	17,750	2011	11,148
2004	19,118	2012	11,579
2005	18,898	2013	12,110
2006	20,485	2014	10,808

### Total Amount of Payments Collected

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1993	No Data	2004	\$3,958,871,954
1994	\$2,645,330,898	2005	\$4,444,139,673
1995	\$1,874,641,411	2006	\$4,761,461,878
1996	\$2,066,185,285	2007	\$3,997,378,910
1997	\$1,593,971,561	2008	\$2,500,546,339
1998	\$1,939,924,303	2009	\$1,825,305,972
1999	\$2,362,939,422	2010	\$1,812,755,329
2000	\$2,564,278,632	2011	\$1,856,252,028
2001	\$2,946,945,951	2012	\$1,887,415,479
2002	\$3,288,438,212	2013	\$2,756,720,877
2003	\$3,563,191,654	2014	\$3,290,914,277

### Amount of Fractionalized Payments Collected

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1999	\$958,996,074	2007	\$1,816,517,455
2000	\$1,081,828,484	2008	\$985,920,285
2001	\$1,182,327,328	2009	\$537,240,501
2002	\$1,470,288,191	2010	\$472,238,238
2003	\$1,847,699,125	2011	\$430,602,396
2004	\$2,325,060,834	2012	\$532,361,634
2005	\$2,472,778,539	2013	\$659,515,557
2006	\$2,792,845,865	2014	\$655,560,277

### Total Principal Amount of Loans Serviced

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1993	No Data	2004	\$8,571,214,176
1994	\$10,969,860,974	2005	\$9,133,498,866
1995	\$6,338,915,941	2006	\$11,018,692,777
1996	\$7,323,474,102	2007	\$10,615,869,052
1997	\$5,358,573,265	2008	\$9,032,782,242
1998	\$5,810,875,242	2009	\$9,403,134,895
1999	\$6,511,909,321	2010	\$8,908,919,722
2000	\$7,973,597,736	2011	\$8,527,829,001
2001	\$7,656,581,079	2012	\$7,403,367,041
2002	\$7,189,779,277	2013	\$9,873,620,521
2003	\$7,381,963,790	2014	\$9,546,302,553

### Total Principal Amount of Fractionalized Loans Serviced

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1999	\$1,757,274,594	2007	\$6,335,604,625
2000	\$2,376,180,746	2008	\$5,133,116,129
2001	\$2,570,465,761	2009	\$3,517,989,835
2002	\$3,038,285,255	2010	\$3,303,048,941
2003	\$3,612,511,288	2011	\$3,001,441,563
2004	\$4,453,268,591	2012	\$2,639,644,962
2005	\$4,960,861,031	2013	\$3,004,443,093
2006	\$6,124,848,977	2014	\$2,727,100,790

**Total Late Charges Received**

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1993	\$9,499,242	2004	\$10,576,680
1994	\$9,955,811	2005	\$10,786,039
1995	\$8,286,669	2006	\$14,702,304
1996	\$8,114,639	2007	\$16,307,600
1997	\$5,823,610	2008	\$11,532,595
1998	\$6,532,131	2009	\$9,591,607
1999	\$6,693,079	2010	\$9,263,181
2000	\$8,092,119	2011	\$7,932,326
2001	\$8,563,572	2012	\$9,593,040
2002	\$9,140,077	2013	\$7,805,968
2003	\$10,525,338	2014	\$6,488,531

**Total Late Charges Retained by Broker or Affiliate**

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1993	\$6,162,432	2004	\$5,146,834
1994	\$6,351,374	2005	\$5,723,985
1995	\$5,014,006	2006	\$6,961,547
1996	\$5,181,695	2007	\$7,963,572
1997	\$3,167,595	2008	\$5,841,613
1998	\$3,526,816	2009	\$4,463,112
1999	\$3,559,885	2010	\$4,232,972
2000	\$4,224,201	2011	\$3,667,688
2001	\$4,237,750	2012	\$3,392,489
2002	\$4,224,356	2013	\$4,463,292
2003	\$4,832,940	2014	\$3,765,430

**Number of Loans Prepaid**

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1993	33,513	2004	9,707
1994	16,684	2005	8,598
1995	7,735	2006	8,782
1996	8,711	2007	6,810
1997	3,921	2008	3,699
1998	4,861	2009	3,025
1999	7,316	2010	3,276
2000	6,247	2011	3,817
2001	6,054	2012	6,963
2002	7,637	2013	7,092
2003	8,167	2014	4,908

### Total Amount of Prepayment Penalties Paid by Borrowers

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1993	\$14,634,078	2004	\$6,512,200
1994	\$12,968,286	2005	\$7,882,500
1995	\$8,832,233	2006	\$7,760,622
1996	\$9,913,442	2007	\$8,315,262
1997	\$2,074,043	2008	\$3,899,408
1998	\$2,463,171	2009	\$1,698,028
1999	\$1,904,039	2010	\$1,236,068
2000	\$1,743,979	2011	\$1,399,067
2001	\$2,409,028	2012	\$1,578,981
2002	\$3,093,437	2013	\$1,788,506
2003	\$3,079,911	2014	\$1,804,358

### Total Amount of Prepayment Penalties Retained by Broker or Affiliate

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1993	No Data	2004	\$1,898,789
1994	\$2,834,234	2005	\$2,492,707
1995	\$2,989,976	2006	\$2,114,369
1996	\$3,386,735	2007	\$2,809,670
1997	\$849,886	2008	\$1,270,250
1998	\$1,027,019	2009	\$718,593
1999	\$617,885	2010	\$481,067
2000	\$682,329	2011	\$553,815
2001	\$685,336	2012	\$483,474
2002	\$811,137	2013	\$546,934
2003	\$1,029,193	2014	\$538,667

### Total Other Broker Charges for Servicing

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1993	\$24,517,130	2004	\$38,817,811
1994	\$25,105,198	2005	\$56,465,650
1995	\$21,137,628	2006	\$68,362,126
1996	\$24,212,940	2007	\$66,127,909
1997	\$10,525,783	2008	\$59,696,930
1998	\$12,439,144	2009	\$36,373,357
1999	\$14,819,515	2010	\$38,318,451
2000	\$22,299,453	2011	\$36,819,559
2001	\$26,585,113	2012	\$27,704,309
2002	\$32,127,980	2013	\$31,273,116
2003	\$34,030,465	2014	\$29,304,507

**Number of Notices of Default Filed**

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1993	10,188	2004	1,700
1994	8,585	2005	2,218
1995	6,429	2006	3,360
1996	5,275	2007	4,676
1997	2,573	2008	4,547
1998	2,541	2009	3,394
1999	2,011	2010	2,236
2000	1,821	2011	1,690
2001	1,987	2012	1,487
2002	2,033	2013	1,161
2003	1,750	2014	840

**Number of Trustee's Sales, Judicial Sales or Deeds in Lieu of Foreclosure Recorded**

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1993	2,264	2004	175
1994	2,556	2005	116
1995	1,782	2006	305
1996	1,345	2007	867
1997	857	2008	2,234
1998	785	2009	1,822
1999	660	2010	1,104
2000	416	2011	763
2001	306	2012	622
2002	351	2013	437
2003	262	2014	289