

# Report of 2018 Business Activity Reports



California Department of Real Estate

### Number of Reporting Brokers

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1993	376	2004	316	2015	336
1994	329	2005	336	2016	342
1995	290	2006	352	2017	342
1996	272	2007	352	2018	321
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>	<u>Year</u>	<u>Number</u>
1999	139	2007	166	2015	137
2000	146	2008	153	2016	135
2001	159	2009	146	2017	130
2002	164	2010	137	2018	128
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	2006	150	15,339
1994	2,284	33,431	2007	90	11,008
1995	2,026	15,330	2008	44	6,355
1996	1,535	11,571	2009	35	5,761
1997	584	7,451	2010	83	5,852
1998	520	9,786	2011	141	6,085
1999	511	11,407	2012	166	8,032
2000	554	10,602	2013	122	8,789
2001	488	9,904	2014	91	9,104
2002	424	13,718	2015	76	6,120
2003	302	14,868	2016	69	11,347
2004	216	16,153	2017	55	8,134
2005	179	18,193	2018	74	11,543

### 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	2006	\$2,407,663	\$4,952,869,615
1994	\$30,676,716	\$4,662,875,657	2007	\$1,474,205	\$3,295,878,176
1995	\$31,199,913	\$2,209,872,953	2008	\$1,795,280	\$1,854,882,672
1996	\$24,887,818	\$1,278,603,031	2009	\$695,160	\$1,124,123,100
1997	\$8,969,571	\$965,696,691	2010	\$1,697,067	\$1,169,190,028
1998	\$8,208,229	\$1,453,015,738	2011	\$3,049,139	\$1,220,198,925
1999	\$8,317,746	\$2,061,484,817	2012	\$3,472,276	\$1,649,021,218
2000	\$8,899,425	\$1,973,990,575	2013	\$2,376,803	\$2,364,693,706
2001	\$8,295,235	\$1,926,499,358	2014	\$1,520,658	\$2,798,640,977
2002	\$7,174,984	\$3,130,092,119	2015	\$1,157,890	\$1,946,617,502
2003	\$5,997,036	\$3,457,580,377	2016	\$1,1006,730	\$4,105,116,992
2004	\$4,289,182	\$4,587,143,212	2017	\$881,294	\$3,830,873,211
2005	\$2,929,970	\$5,749,378,571	2018	\$1,210,975	\$5,836,416,945

### 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	2006	\$114,499	\$172,208,294
1994	\$3,589,242	\$88,822,171	2007	\$59,224	\$130,049,072
1995	\$3,250,122	\$67,744,345	2008	\$29,808	\$57,557,469
1996	\$2,307,159	\$53,459,831	2009	\$36,418	\$37,082,022
1997	\$795,133	\$39,611,565	2010	\$90,843	\$38,030,309
1998	\$779,846	\$51,571,204	2011	\$207,141	\$37,817,376
1999	\$666,906	\$64,309,429	2012	\$237,248	\$71,857,514
2000	\$603,253	\$70,033,962	2013	\$128,441	\$63,337,529
2001	\$639,063	\$69,631,284	2014	\$207,464	\$103,923,920
2002	\$598,433	\$97,149,222	2015	\$100,250	\$47,539,275
2003	\$355,866	\$134,040,886	2016	\$588,029	\$92,289,721
2004	\$251,535	\$156,197,092	2017	\$57,445	\$76,019,834
2005	\$226,644	\$184,272,059	2018	\$60,199	\$107,893,328

### 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	2006	4	5,430
1994	360	4,220	2007	2	3,806
1995	248	3,482	2008	2	2,099
1996	133	3,004	2009	1	1,538
1997	85	2,724	2010	4	1,578
1998	45	2,854	2011	10	1,754
1999	17	3,539	2012	16	1,951
2000	44	3,730	2013	14	2,393
2001	22	3,519	2014	3	2,953
2002	20	4,256	2015	3	1,764
2003	5	4,665	2016	4	3,362
2004	6	5,190	2017	2	2,989
2005	1	5,791	2018	4	3,744

### 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	2006	\$90,500	\$2,434,028,274
1994	\$5,683,719	\$542,902,046	2007	\$38,961	\$1,508,029,158
1995	\$4,102,618	\$398,442,275	2008	\$41,000	\$734,758,940
1996	\$2,311,010	\$436,685,539	2009	\$30,000	\$359,558,303
1997	\$1,633,437	\$413,803,408	2010	\$89,700	\$399,222,720
1998	\$723,025	\$533,881,421	2011	\$163,200	\$445,265,948
1999	\$326,700	\$735,332,229	2012	\$391,165	\$582,374,288
2000	\$1,014,200	\$841,479,360	2013	\$222,270	\$846,384,152
2001	\$586,501	\$870,325,882	2014	\$56,400	\$1,069,670,731
2002	\$486,000	\$1,297,253,852	2015	\$71,500	\$632,274,472
2003	\$147,894	\$1,588,861,463	2016	\$90,500	\$1,528,853,218
2004	\$105,000	\$2,197,966,789	2017	\$50,500	\$1,506,934,284
2005	\$17,650	\$2,468,078,804	2018	\$100,250	\$1,723,237,732

### 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	2009	2	5,864
2000	81	12,436	2010	8	5,801
2001	48	10,946	2011	22	6,333
2002	61	14,389	2012	34	6,770
2003	11	14,532	2013	29	8,626
2004	18	15,624	2014	8	9,965
2005	2	19,008	2015	7	6,358
2006	8	52,151	2016	9	11,847
2007	4	18,293	2017	4	59,268
2008	4	9,851	2018	12	11,583

### 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	2006	11	462
1994	254	1,488	2007	4	52
1995	241	1,003	2008	4	227
1996	98	867	2009	1	231
1997	45	486	2010	1	340
1998	27	636	2011	0	112
1999	24	381	2012	3	185
2000	15	424	2013	1	156
2001	23	375	2014	2	230
2002	33	602	2015	1	111
2003	5	451	2016	0	224
2004	4	752	2017	0	203
2005	1	398	2018	1	354

**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	2006	\$206,800	\$317,055,175
1994	\$3,493,970	\$158,723,490	2007	\$22,000	\$243,246,954
1995	\$3,424,306	\$92,677,448	2008	\$100,500	\$104,850,786
1996	\$1,614,511	\$93,826,506	2009	\$13,500	\$87,014,346
1997	\$731,350	\$72,265,571	2010	\$25,000	\$111,679,240
1998	\$516,004	\$147,382,280	2011	\$0	\$28,351,847
1999	\$447,850	\$70,349,694	2012	\$75,000	\$65,988,381
2000	\$296,200	\$90,869,488	2013	\$20,000	\$48,160,844
2001	\$394,251	\$102,793,907	2014	\$38,130	\$97,606,557
2002	\$563,850	\$185,013,396	2015	\$18,000	\$33,860,304
2003	\$85,300	\$179,184,496	2016	\$0	\$106,745,870
2004	\$99,500	\$198,955,404	2017	\$0	\$91,217,654
2005	\$30,000	\$251,259,562	2018	\$22,500	\$175,108,830

**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	2006	70	10,520
1994	534	7,572	2007	51	7,855
1995	275	6,402	2008	15	4,491
1996	222	6,204	2009	12	3,692
1997	166	5,031	2010	21	3,984
1998	213	5,925	2011	55	4,483
1999	281	7,203	2012	79	5,190
2000	395	7,854	2013	91	7,233
2001	333	6,902	2014	55	7,885
2002	250	8,523	2015	39	5,370
2003	123	8,704	2016	49	9,063
2004	86	9,995	2017	32	6,495
2005	70	10,908	2018	35	9,771

**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	2006	\$1,208,365	\$3,690,845,973
1994	\$8,120,927	\$795,628,177	2007	\$851,554	\$2,454,319,124
1995	\$4,144,323	\$772,239,127	2008	\$303,467	\$1,408,983,031
1996	\$3,229,830	\$737,656,224	2009	\$187,444	\$726,572,127
1997	\$2,832,975	\$693,710,307	2010	\$394,823	\$790,170,519
1998	\$3,476,331	\$818,946,295	2011	\$1,055,770	\$887,103,608
1999	\$4,258,813	\$1,301,778,150	2012	\$1,431,785	\$1,195,808,465
2000	\$6,587,478	\$1,462,076,714	2013	\$850,141	\$1,927,962,034
2001	\$6,040,723	\$1,361,707,212	2014	\$453,916	\$2,508,604,340
2002	\$4,370,620	\$1,882,607,746	2015	\$368,109	\$1,768,610,775
2003	\$2,655,382	\$2,300,940,125	2016	\$461,456	\$3,356,892,437
2004	\$1,794,729	\$4,286,577,638	2017	\$391,566	\$3,100,831,184
2005	\$1,200,189	\$3,885,629,067	2018	\$373,194	\$4,814,806,725

**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>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
2007	24	284	2015	27	493
2008	12	217	2016	20	1,017
2009	1	277	2017	19	481
2010	3	179	2018	1	594
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>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
2007	\$379,725	\$35,918,357	2015	\$474,100	\$171,451,738
2008	\$176,580	\$40,886,453	2016	\$622,075	\$267,422,332
2009	\$18,500	\$47,804,335	2017	\$338,525	\$108,857,825
2010	\$50,700	\$29,040,412	2018	\$28,000	\$198,958,725
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	2006	19	1,884
1994	1,751	42,373	2007	9	1,870
1995	1,383	3,990	2008	0	885
1996	1,022	3,870	2009	10	643
1997	260	1,743	2010	8	562
1998	417	2,963	2011	5	525
1999	261	3,933	2012	2	1,034
2000	153	4,366	2013	0	881
2001	157	4,028	2014	0	1,388
2002	42	2,342	2015	1	1,350
2003	46	2,368	2016	3	3,003
2004	22	2,663	2017	0	2,857
2005	22	2,297	2018	0	2,482

### 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	2006	\$243,500	\$599,879,009
1994	\$23,583,076	\$5,397,648,308	2007	\$131,630	\$579,752,771
1995	\$18,231,932	\$339,450,848	2008	\$0	\$295,097,129
1996	\$14,454,763	\$363,474,119	2009	\$238,000	\$140,723,544
1997	\$3,356,018	\$254,118,462	2010	\$165,700	\$151,551,779
1998	\$5,382,034	\$477,072,674	2011	\$110,700	\$99,674,931
1999	\$3,338,902	\$669,966,107	2012	\$26,900	\$201,825,309
2000	\$1,987,967	\$814,548,241	2013	\$0	\$202,972,201
2001	\$1,932,324	\$813,011,551	2014	\$0	\$383,634,070
2002	\$693,846	\$378,775,999	2015	\$25,000	\$403,869,316
2003	\$552,976	\$463,436,721	2016	\$63,000	\$1,098,345,387
2004	\$337,018	\$620,859,005	2017	\$0	\$1,199,167,494
2005	\$306,300	\$652,648,589	2018	\$0	\$1,011,493,288

### 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	2006	\$10,360	\$19,231,467
1994	\$2,046,550	\$56,482,231	2007	\$6,555	\$18,842,228
1995	\$1,608,343	\$18,340,628	2008	\$0	\$8,833,014
1996	\$1,285,294	\$18,669,368	2009	\$9,920	\$4,518,208
1997	\$191,570	\$10,948,689	2010	\$7,327	\$2,815,346
1998	\$344,307	\$11,401,286	2011	\$9,225	\$3,049,672
1999	\$201,334	\$20,489,645	2012	\$2,052	\$4,221,509
2000	\$144,630	\$24,389,899	2013	\$0	\$100,209,635
2001	\$119,941	\$26,513,667	2014	\$0	\$80,087,473
2002	\$57,794	\$15,364,820	2015	\$1,000	\$57,351,126
2003	\$28,457	\$15,478,813	2016	\$2,850	\$230,892,480
2004	\$15,036	\$21,123,260	2017	\$0	\$92,778,071
2005	\$12,160	\$25,210,795	2018	\$0	\$176,132,636

### 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	2006	1	71
1994	92	384	2007	0	60
1995	13	198	2008	0	35
1996	10	265	2009	0	31
1997	34	126	2010	0	40
1998	32	447	2011	0	13
1999	20	520	2012	0	21
2000	11	489	2013	0	30
2001	7	641	2014	0	88
2002	4	66	2015	0	15
2003	0	102	2016	0	48
2004	1	73	2017	0	40
2005	2	52	2018	0	63

**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	2006	\$7,000	\$24,761,346
1994	\$1,299,406	\$55,474,333	2007	\$0	\$17,742,700
1995	\$177,800	\$40,122,228	2008	\$0	\$15,606,305
1996	\$127,300	\$33,503,608	2009	\$0	\$4,970,718
1997	\$478,195	\$35,185,274	2010	\$0	\$8,250,250
1998	\$584,560	\$80,364,365	2011	\$0	\$2,445,995
1999	\$295,228	\$82,912,120	2012	\$0	\$5,245,200
2000	\$177,111	\$128,409,200	2013	\$0	\$10,341,824
2001	\$111,200	\$148,728,010	2014	\$0	\$45,271,861
2002	\$98,000	\$16,577,250	2015	\$0	\$7,128,000
2003	\$0	\$25,404,495	2016	\$0	\$19,392,000
2004	\$30,000	\$18,456,205	2017	\$0	\$21,861,095
2005	\$45,200	\$11,292,000	2018	\$0	\$44,051,660

**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	2006	14	1,533
1994	211	3,579	2007	6	1,777
1995	46	1,283	2008	0	579
1996	86	1,401	2009	1	427
1997	48	1,114	2010	7	353
1998	38	1,488	2011	3	459
1999	81	1,950	2012	0	1,032
2000	65	1,837	2013	0	983
2001	123	1,160	2014	0	1,619
2002	17	1,837	2015	0	1,298
2003	29	1,750	2016	1	2,683
2004	6	1,900	2017	0	2,224
2005	13	2,195	2018	0	2,236

**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	2006	\$149,908	\$515,492,114
1994	\$3,081,903	\$452,952,818	2007	\$74,419	\$542,987,481
1995	\$727,866	\$156,090,079	2008	\$0	\$235,694,134
1996	\$1,222,464	\$183,053,950	2009	\$22,220	\$96,205,118
1997	\$871,468	\$190,109,318	2010	\$136,185	\$77,004,911
1998	\$501,755	\$173,163,678	2011	\$64,206	\$90,132,540
1999	\$1,020,987	\$378,238,445	2012	\$0	\$200,970,667
2000	\$836,831	\$445,528,740	2013	\$0	\$223,986,571
2001	\$1,370,897	\$321,438,730	2014	\$0	\$465,681,504
2002	\$302,797	\$301,131,293	2015	\$0	\$387,715,988
2003	\$373,499	\$344,888,890	2016	\$23,000	\$978,612,176
2004	\$74,303	\$454,093,530	2017	\$0	\$826,333,055
2005	\$210,527	\$612,899,313	2018	\$0	\$734,126,251



### 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	2006	11	820
1994	1,220	34,544	2007	4	744
1995	864	1,269	2008	0	291
1996	484	1,480	2009	8	235
1997	186	645	2010	9	292
1998	324	1,916	2011	5	214
1999	198	2,280	2012	1	330
2000	107	3,025	2013	0	456
2001	60	3,209	2014	0	1,011
2002	18	742	2015	1	365
2003	16	932	2016	0	1,961
2004	17	1,009	2017	0	2,040
2005	10	1,042	2018	0	1,612

##### 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	2006	\$189,000	\$174,493,605
1994	\$14,017,995	\$4,414,045,616	2007	\$50,000	\$162,639,843
1995	\$8,673,530	\$82,568,984	2008	\$0	\$83,221,798
1996	\$5,232,556	\$112,141,532	2009	\$184,000	\$35,187,536
1997	\$2,225,387	\$72,648,462	2010	\$204,700	\$79,020,931
1998	\$4,024,062	\$379,945,439	2011	\$110,700	\$35,179,028
1999	\$2,490,658	\$429,009,817	2012	\$20,000	\$53,902,912
2000	\$1,444,653	\$519,979,202	2013	\$0	\$85,190,263
2001	\$948,002	\$643,007,092	2014	\$0	\$280,042,617
2002	\$256,935	\$116,691,136	2015	\$25,000	\$70,060,299
2003	\$252,184	\$146,321,183	2016	\$0	\$732,292,301
2004	\$275,648	\$197,185,260	2017	\$0	\$798,977,076
2005	\$148,000	\$167,669,433	2018	\$0	\$560,970,474

## 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	2006	0	719
1994	43	913	2007	0	618
1995	25	646	2008	0	296
1996	54	720	2009	0	196
1997	34	693	2010	0	116
1998	22	863	2011	0	160
1999	17	1,016	2012	0	229
2000	16	1,021	2013	0	265
2001	26	678	2014	0	407
2002	10	851	2015	0	332
2003	0	776	2016	0	393
2004	0	887	2017	0	362
2005	0	864	2018	0	582

### 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	2006	\$0	\$298,786,047
1994	\$541,736	\$168,259,624	2007	\$0	\$201,835,779
1995	\$394,578	\$110,564,348	2008	\$0	\$108,182,561
1996	\$935,971	\$116,791,795	2009	\$0	\$38,288,390
1997	\$680,385	\$145,041,584	2010	\$0	\$30,450,341
1998	\$359,450	\$160,191,618	2011	\$0	\$48,997,569
1999	\$268,409	\$168,214,220	2012	\$0	\$67,197,898
2000	\$219,000	\$228,479,003	2013	\$0	\$71,130,850
2001	\$311,650	\$152,109,025	2014	\$0	\$138,474,787
2002	\$175,900	\$181,180,967	2015	\$0	\$118,150,380
2003	\$0	\$237,982,684	2016	\$0	\$180,230,740
2004	\$0	\$301,614,767	2017	\$0	\$166,246,775
2005	\$0	\$358,070,270	2018	\$0	\$182,205,648

## 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>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
2007	3	26	2015	0	180
2008	0	25	2016	2	187
2009	0	14	2017	0	50
2010	0	13	2018	0	19
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>	<u>Year</u>	<u>Article 7 Loans</u>	<u>Other Loans</u>
2007	\$30,730	\$4,179,040	2015	0	\$30,070,316
2008	\$0	\$4,657,688	2016	\$38,000	\$35,917,859
2009	\$0	\$3,194,682	2017	\$0	\$13,267,574
2010	\$0	\$2,066,750	2018	\$0	\$3,888,800
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	2006	\$65,162	\$88,167,506
1994	\$2,362,295	\$54,562,226	2007	\$58,191	\$74,094,204
1995	\$4,342,546	\$39,622,089	2008	\$17,346	\$43,848,389
1996	\$2,511,622	\$47,061,137	2009	\$31,840	\$33,018,222
1997	\$450,564	\$24,539,661	2010	\$87,809	\$36,411,120
1998	\$651,529	\$38,989,956	2011	\$169,394	\$53,015,625
1999	\$436,445	\$50,490,254	2012	\$77,800	\$41,204,725
2000	\$460,141	\$46,188,040	2013	\$89,849	\$79,839,604
2001	\$393,427	\$38,770,707	2014	\$297,262	\$99,270,489
2002	\$351,512	\$49,891,557	2015	\$128,880	\$72,134,246
2003	\$149,630	\$67,262,864	2016	\$643,117	\$167,973,076
2004	\$112,686	\$84,101,785	2017	\$70,549	\$185,582,899
2005	\$72,066	\$111,839,396	2018	\$88,327	\$177,485,742

#### 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	2006	\$26,796	\$40,636,041
1994	\$1,332,404	\$26,791,169	2007	\$29,993	\$31,136,994
1995	\$3,804,789	\$25,318,399	2008	\$5,695	\$18,763,729
1996	\$2,203,582	\$31,109,025	2009	\$11,860	\$15,088,982
1997	\$248,615	\$8,581,603	2010	\$22,417	\$14,388,650
1998	\$230,429	\$14,265,084	2011	\$70,896	\$19,110,702
1999	\$189,601	\$19,125,633	2012	\$69,127	\$16,341,664
2000	\$248,424	\$20,273,548	2013	\$30,442	\$13,435,237
2001	\$211,298	\$15,902,807	2014	\$32,098	\$19,215,663
2002	\$184,536	\$21,549,426	2015	\$7,211	\$11,957,795
2003	\$80,729	\$24,098,026	2016	\$30,375	\$24,666,812
2004	\$67,937	\$35,931,325	2017	\$45,464	\$21,830,106
2005	\$38,499	\$51,910,901	2018	\$30,740	\$31,166,973

#### 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>	<u>Year</u>	<u>Number</u>
1993	343	2004	58	2015	4
1994	325	2005	102	2016	118
1995	31	2006	30	2017	13
1996	19	2007	46	2018	38
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>	<u>Year</u>	<u>Number</u>
1999	35	2007	1	2015	0
2000	8	2008	1	2016	5
2001	4	2009	2	2017	3
2002	1	2010	0	2018	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>	<u>Year</u>	<u>Amount</u>
1993	\$15,017,111	2004	\$10,552,250	2015	\$2,251,250
1994	\$13,862,841	2005	\$22,090,900	2016	\$47,494,335
1995	\$1,800,895	2006	\$11,211,000	2017	\$3,487,650
1996	\$1,436,243	2007	\$9,402,037	2018	\$11,395,750
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	2006	1,312
1994	1,247	2007	1,085
1995	611	2008	208
1996	485	2009	295
1997	396	2010	355
1998	525	2011	608
1999	542	2012	1,138
2000	594	2013	1,329
2001	421	2014	1,899
2002	527	2015	1,722
2003	807	2016	1,641
2004	1,153	2017	631
2005	1,234	2018	1,934

### Aggregate Selling Price (Total Loans)

<u>Year</u>	<u>Price</u>	<u>Year</u>	<u>Price</u>	<u>Year</u>	<u>Price</u>
1993	\$69,111,118	2004	\$263,821,751	2015	\$252,761,493
1994	\$83,987,784	2005	\$300,702,281	2016	\$270,805,990
1995	\$38,797,437	2006	\$377,804,039	2017	\$234,910,602
1996	\$65,966,801	2007	\$526,392,362	2018	\$511,543,708
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>	<u>Year</u>	<u>Amount</u>
1993	\$1,945,080	2004	\$4,712,865	2015	\$2
1994	\$2,409,330	2005	\$3,583,203	2016	\$236,050
1995	\$1,297,233	2006	\$3,068,613	2017	\$2,055,740
1996	\$1,212,453	2007	\$2,688,463	2018	\$1,867,204
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>	<u>Year</u>	<u>Number</u>
1999	71	2007	362	2015	152
2000	66	2008	86	2016	189
2001	99	2009	104	2017	458
2002	86	2010	66	2018	324
2003	172	2011	147		
2004	404	2012	223		
2005	709	2013	281		
2006	520	2014	241		

**Aggregate Number of Multi-Lender Investors**

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1999	219	2007	1,054	2015	241
2000	233	2008	309	2016	490
2001	389	2009	453	2017	2,099
2002	255	2010	219	2018	1,809
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>	<u>Year</u>	<u>Price</u>
1999	\$7,904,052	2007	\$207,140,219	2015	\$30,870,106
2000	\$14,451,576	2008	\$24,301,762	2016	\$64,816,089
2001	\$18,051,368	2009	\$29,429,034	2017	\$179,808,444
2002	\$16,456,377	2010	\$12,943,251	2018	\$210,234,585
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>	<u>Year</u>	<u>Amount</u>
1999	\$244,548	2007	\$733,845	2015	\$2
2000	\$286,229	2008	\$420,409	2016	\$236,050
2001	\$599,234	2009	\$555,457	2017	\$2,055,740
2002	\$466,777	2010	\$525,738	2018	\$1,867,204
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>	<u>Year</u>	<u>Number</u>
1993	225	2004	349	2015	23
1994	174	2005	394	2016	158
1995	180	2006	718	2017	148
1996	330	2007	384	2018	647
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>	<u>Year</u>	<u>Price</u>
1993	\$14,114,432	2004	\$84,987,601	2015	\$12,673,689
1994	\$17,330,868	2005	\$89,417,687	2016	\$58,772,879
1995	\$19,887,453	2006	\$194,338,559	2017	\$43,107,555
1996	\$31,414,913	2007	\$300,211,050	2018	\$427,127,926
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>	<u>Year</u>	<u>Price</u>
1993	\$14,799,218	2004	\$85,089,235	2015	\$13,478,990
1994	\$17,595,868	2005	\$89,722,791	2016	\$54,077,262
1995	\$19,912,821	2006	\$194,421,502	2017	\$47,474,938
1996	\$32,101,267	2007	\$300,437,797	2018	\$427,373,029
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>	<u>Year</u>	<u>Number</u>
1999	132	2007	73	2015	10
2000	62	2008	25	2016	46
2001	48	2009	35	2017	41
2002	20	2010	25	2018	69
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>	<u>Year</u>	<u>Number</u>
1999	584	2007	157	2015	48
2000	270	2008	127	2016	239
2001	263	2009	160	2017	132
2002	77	2010	143	2018	193
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>	<u>Year</u>	<u>Price</u>
1999	\$14,974,836	2007	\$30,149,076	2015	\$4,294,008
2000	\$10,934,255	2008	\$6,981,400	2016	\$20,719,999
2001	\$7,807,195	2009	\$10,061,601	2017	\$13,930,593
2002	\$6,855,554	2010	\$6,043,713	2018	\$21,238,990
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>	<u>Year</u>	<u>Amount</u>
1999	\$72,958	2007	\$53,426	2015	\$145,634
2000	\$373,355	2008	\$45,110	2016	\$180,644
2001	\$317,062	2009	\$64,483	2017	\$188,112
2002	\$212,735	2010	\$317,711	2018	\$304,909
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>	<u>Year</u>	<u>Number</u>
1993	53	2004	89	2015	27
1994	225	2005	100	2016	101
1995	74	2006	24	2017	39
1996	40	2007	18	2018	118
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>	<u>Year</u>	<u>Price</u>
1993	\$12,043,813	2004	\$37,821,345	2015	\$9,992,315
1994	\$23,700,420	2005	\$35,223,200	2016	\$27,206,611
1995	\$12,815,630	2006	\$15,429,625	2017	\$24,509,925
1996	\$5,711,850	2007	\$6,996,825	2018	\$24,313,987
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>	<u>Year</u>	<u>Number</u>
1993	150,249	2004	67,246	2015	27,669
1994	189,216	2005	58,766	2016	82,735
1995	116,746	2006	57,431	2017	81,603
1996	122,146	2007	51,108	2018	99,685
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>	<u>Year</u>	<u>Number</u>
1999	14,994	2007	17,191	2015	9,109
2000	15,769	2008	14,802	2016	15,654
2001	17,024	2009	12,803	2017	14,344
2002	17,334	2010	11,848	2018	18,021
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>	<u>Year</u>	<u>Amount</u>
1993	No Data	2004	\$3,958,871,954	2015	\$1,521,231,134
1994	\$2,645,330,898	2005	\$4,444,139,673	2016	\$5,115,991,711
1995	\$1,874,641,411	2006	\$4,761,461,878	2017	\$6,616,405,115
1996	\$2,066,185,285	2007	\$3,997,378,910	2018	\$9,487,039,459
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>	<u>Year</u>	<u>Amount</u>
1999	\$958,996,074	2007	\$1,816,517,455	2015	\$767,726,653
2000	\$1,081,828,484	2008	\$985,920,285	2016	\$1,413,698,994
2001	\$1,182,327,328	2009	\$537,240,501	2017	\$1,496,447,605
2002	\$1,470,288,191	2010	\$472,238,238	2018	\$2,519,212,275
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>	<u>Year</u>	<u>Amount</u>
1993	No Data	2004	\$8,571,214,176	2015	\$4,282,357,608
1994	\$10,969,860,974	2005	\$9,133,498,866	2016	\$11,687,138,268
1995	\$6,338,915,941	2006	\$11,018,692,777	2017	\$12,736,736,807
1996	\$7,323,474,102	2007	\$10,615,869,052	2018	\$22,642,003,052
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>	<u>Year</u>	<u>Amount</u>
1999	\$1,757,274,594	2007	\$6,335,604,625	2015	\$3,555,710,925
2000	\$2,376,180,746	2008	\$5,133,116,129	2016	\$4,103,123,260
2001	\$2,570,465,761	2009	\$3,517,989,835	2017	\$4,084,673,452
2002	\$3,038,285,255	2010	\$3,303,048,941	2018	\$5,980,961,483
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>	<u>Year</u>	<u>Amount</u>
1993	\$9,499,242	2004	\$10,576,680	2015	\$4,152,538
1994	\$9,955,811	2005	\$10,786,039	2016	\$11,636,225
1995	\$8,286,669	2006	\$14,702,304	2017	\$12,660,300
1996	\$8,114,639	2007	\$16,307,600	2018	\$17,750,579
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>	<u>Year</u>	<u>Amount</u>
1993	\$6,162,432	2004	\$5,146,834	2015	\$2,411,864
1994	\$6,351,374	2005	\$5,723,985	2016	\$5,494,409
1995	\$5,014,006	2006	\$6,961,547	2017	\$5,939,493
1996	\$5,181,695	2007	\$7,963,572	2018	\$8,251,943
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>	<u>Year</u>	<u>Number</u>
1993	33,513	2004	9,707	2015	3,100
1994	16,684	2005	8,598	2016	6,292
1995	7,735	2006	8,782	2017	15,280
1996	8,711	2007	6,810	2018	8,644
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>	<u>Year</u>	<u>Amount</u>
1993	\$14,634,078	2004	\$6,512,200	2015	\$2,058,538
1994	\$12,968,286	2005	\$7,882,500	2016	\$2,707,495
1995	\$8,832,233	2006	\$7,760,622	2017	\$2,293,474
1996	\$9,913,442	2007	\$8,315,262	2018	\$2,396,184
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>	<u>Year</u>	<u>Amount</u>
1993	No Data	2004	\$1,898,789	2015	\$506,032
1994	\$2,834,234	2005	\$2,492,707	2016	\$532,096
1995	\$2,989,976	2006	\$2,114,369	2017	\$451,784
1996	\$3,386,735	2007	\$2,809,670	2018	\$511,622
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>	<u>Year</u>	<u>Amount</u>
1993	\$24,517,130	2004	\$38,817,811	2015	\$20,325,628
1994	\$25,105,198	2005	\$56,465,650	2016	\$48,878,522
1995	\$21,137,628	2006	\$68,362,126	2017	\$44,006,309
1996	\$24,212,940	2007	\$66,127,909	2018	\$54,933,691
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>	<u>Year</u>	<u>Number</u>
1993	10,188	2004	1,700	2015	519
1994	8,585	2005	2,218	2016	953
1995	6,429	2006	3,360	2017	1,163
1996	5,275	2007	4,676	2018	984
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>	<u>Year</u>	<u>Number</u>
1993	2,264	2004	175	2015	129
1994	2,556	2005	116	2016	243
1995	1,782	2006	305	2017	194
1996	1,345	2007	867	2018	259
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		

## IX. Total Dollar Amount of Trust Funds Received

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
2001	\$4,838,047,933	2015	\$1,644,717,489
2002	\$5,898,600,466	2016	\$2,281,214,515
2003	\$6,830,792,014	2017	\$393,859,883
2004	\$8,809,661,216	2018	\$13,168,195,376
2005	\$10,659,711,061		
2006	\$10,543,075,192		
2007	\$8,327,924,541		
2008	\$5,453,972,593		
2009	\$3,523,580,338		
2010	\$3,095,052,797		
2011	\$3,352,075,276		
2012	\$3,777,332,851		
2013	\$5,111,142,532		
2014	\$2,140,533,495		

## Escrow/Client Activity

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
2001	\$1,856,485,353	2015	\$389,047,741
2002	\$2,444,500,216	2016	\$681,160,051
2003	\$3,031,042,065	2017	\$18,391,347
2004	\$3,995,337,187	2018	\$1,118,176,403
2005	\$4,789,373,360		
2006	\$4,360,675,885		
2007	\$3,269,775,119		
2008	\$1,596,814,377		
2009	\$931,548,694		
2010	\$944,689,194		
2011	\$992,388,082		
2012	\$1,172,122,530		
2013	\$1,573,390,815		
2014	\$1,315,068,343		

## Servicing/Payoff Activity

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
2001	\$3,064,717,341	2015	\$1,834,361,700
2002	\$3,454,100,250	2016	\$3,494,385,546
2003	\$3,799,749,949	2017	\$375,468,536
2004	\$4,814,324,029	2018	\$12,050,018,973
2005	\$5,870,337,701		
2006	\$6,182,399,307		
2007	\$5,058,149,422		
2008	\$3,857,158,216		
2009	\$2,592,031,644		
2010	\$2,150,363,603		
2011	\$2,363,367,737		
2012	\$2,631,777,310		
2013	\$3,538,767,993		
2014	\$841,244,487		