

# Mortgage Barometer

## SEPTEMBER 2019

Compliments of Title Guaranty

|                                   | September No | September Amt        | Y-T-D No      | Y-T-D Amt               |
|-----------------------------------|--------------|----------------------|---------------|-------------------------|
| <b>Bank</b>                       |              |                      |               |                         |
| American Savings Bank FSB         | 322          | \$104,166,053        | 2,725         | \$908,240,761           |
| Bank of Hawaii                    | 445          | \$239,285,097        | 3,574         | \$1,635,824,341         |
| Central Pacific Bank              | 209          | \$88,657,518         | 1,557         | \$743,584,445           |
| Chase Bank USA NA                 | 8            | \$7,824,800          | 73            | \$1,046,264,894         |
| Citibank NA                       | 6            | \$29,142,041         | 24            | \$177,456,608           |
| First Foundation Bank             | 1            | \$815,000            | 9             | \$5,665,000             |
| First Hawaiian Bank               | 276          | \$135,385,581        | 2,483         | \$1,277,946,620         |
| Hawaii National Bank              | 13           | \$6,495,579          | 92            | \$44,415,628            |
| Territorial Savings Bank          | 49           | \$26,548,400         | 321           | \$169,011,165           |
| USAA Federal Savings Bank         | 15           | \$8,230,415          | 110           | \$55,968,496            |
| Misc Banks                        | 147          | \$125,749,931        | 870           | \$5,206,161,300         |
| <b>Total</b>                      | <b>1,491</b> | <b>\$772,300,415</b> | <b>11,838</b> | <b>\$11,270,539,258</b> |
| <b>Mortgage Companies</b>         |              |                      |               |                         |
| Bank of America NA                | 16           | \$42,752,250         | 147           | \$337,840,167           |
| Caliber Home Loans INC            | 75           | \$37,466,520         | 610           | \$310,306,457           |
| Compass Home Loans LLC            | 62           | \$30,144,522         | 378           | \$185,031,037           |
| Guaranteed Rate Inc               | 46           | \$23,322,106         | 365           | \$186,669,098           |
| Guild Mortgage Company            | 55           | \$26,452,070         | 362           | \$160,954,862           |
| HighTechLending Inc               | 20           | \$10,331,601         | 157           | \$83,743,509            |
| HomeBridge Financial Services Inc | 73           | \$39,252,187         | 763           | \$390,742,513           |
| LoanDepot.com LLC                 | 148          | \$78,516,518         | 673           | \$325,426,841           |
| Plaza Home Mortgage Inc           | 37           | \$18,455,704         | 167           | \$67,825,483            |
| Primary Residential Mortgage Inc  | 35           | \$14,949,455         | 160           | \$71,650,998            |
| Primelending, A Plaincapital Co   | 12           | \$4,755,812          | 156           | \$74,164,583            |
| Provident Funding Associates LP   | 0            | \$0                  | 5             | \$2,421,846             |
| Quicken Loans Inc                 | 126          | \$57,964,866         | 1,058         | \$453,941,122           |
| Wells Fargo Home Mortgage Inc     | 45           | \$32,491,222         | 469           | \$625,683,670           |
| Misc Mortgage Companies & Brokers | 811          | \$463,570,091        | 5,339         | \$2,848,946,633         |
| <b>Total</b>                      | <b>1,561</b> | <b>\$880,424,924</b> | <b>10,809</b> | <b>\$6,125,348,819</b>  |
| <b>Government</b>                 |              |                      |               |                         |
| Misc Government                   | 30           | \$66,154,735         | 279           | \$298,632,355           |
| <b>Total</b>                      | <b>30</b>    | <b>\$66,154,735</b>  | <b>279</b>    | <b>\$298,632,355</b>    |

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| <b>Finance Companies</b>            |              |                        |               |                         |
| Finance Factors Ltd                 | 28           | \$10,822,450           | 227           | \$106,155,950           |
| House of Finance Inc                | 26           | \$14,150,078           | 185           | \$98,167,817            |
| Misc Finance Companies              | 159          | \$82,052,044           | 1,266         | \$819,790,302           |
| <i>Total</i>                        | <i>213</i>   | <i>\$107,024,572</i>   | <i>1,678</i>  | <i>\$1,024,114,069</i>  |
| <b>Credit Unions</b>                |              |                        |               |                         |
| Aloha Pacific FCU                   | 42           | \$13,428,000           | 355           | \$88,709,084            |
| *Gather Federal Credit Union        | 19           | \$4,751,300            | 153           | \$31,570,816            |
| Hawaii Central Federal Credit Union | 9            | \$1,576,875            | 103           | \$23,460,970            |
| Hawaii Community FCU                | 19           | \$5,634,515            | 201           | \$50,928,409            |
| Hawaii Federal Credit Union         | 2            | \$85,000               | 23            | \$1,944,000             |
| Hawaii Law Enforcement FCU          | 11           | \$2,578,450            | 86            | \$19,739,480            |
| Hawaii State FCU                    | 107          | \$29,336,278           | 855           | \$205,663,114           |
| Hawaii USA Federal Credit Union     | 28           | \$11,963,497           | 269           | \$81,942,689            |
| Hawaiian Tel FCU                    | 0            | \$0                    | 16            | \$5,573,150             |
| HFS Federal Credit Union            | 16           | \$2,164,600            | 113           | \$15,253,100            |
| Hickam FCU                          | 18           | \$1,765,000            | 178           | \$35,654,859            |
| Honolulu FCU                        | 10           | \$2,376,900            | 101           | \$27,091,920            |
| Maui County FCU                     | 8            | \$2,096,200            | 58            | \$10,596,200            |
| Navy Federal Credit Union           | 40           | \$18,370,130           | 331           | \$131,089,648           |
| Pearl Hawaii Federal Credit Union   | 11           | \$2,290,600            | 101           | \$14,533,157            |
| Pentagon Federal Credit Union       | 3            | \$937,737              | 28            | \$6,425,037             |
| University Of Hawaii FCU            | 18           | \$4,472,100            | 184           | \$39,585,165            |
| Windward Community FCU              | 0            | \$0                    | 3             | \$840,000               |
| Misc Credit Union                   | 62           | \$20,375,674           | 447           | \$148,213,998           |
| <i>Total</i>                        | <i>423</i>   | <i>\$124,202,856</i>   | <i>3,605</i>  | <i>\$938,814,796</i>    |
| <b>Miscellaneous</b>                |              |                        |               |                         |
| Miscellaneous Company               | 92           | \$174,289,466          | 648           | \$3,296,549,344         |
| <i>Total</i>                        | <i>92</i>    | <i>\$174,289,466</i>   | <i>648</i>    | <i>\$3,296,549,344</i>  |
| <b>Grand Total</b>                  | <b>3,810</b> | <b>\$2,124,396,968</b> | <b>28,857</b> | <b>\$22,953,998,641</b> |
| <b>Total - Agreements of Sale</b>   | <b>4</b>     | <b>\$2,041,000</b>     | <b>38</b>     | <b>\$24,105,272</b>     |

\* Formerly Kauai Community FCU

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