

## MORTGAGE BAROMETER

DECEMBER 2019

| BANK                                   | December # | December \$     | YTD#   | YTD \$           |
|--|------------|-----------------|--------|------------------|
| American Savings Bank FSB              | 307        | \$122,065,729   | 3,616  | \$1,225,250,744  |
| Bank of Hawaii                         | 520        | \$252,274,703   | 5,104  | \$2,291,954,770  |
| Central Pacific Bank                   | 200        | \$102,721,889   | 2,194  | \$1,042,732,350  |
| Chase Bank USA NA                      | 10         | \$8,756,341     | 105    | \$1,104,126,667  |
| Citibank NA                            | 5          | \$2,876,000     | 33     | \$182,807,108    |
| First Hawaiian Bank                    | 303        | \$241,808,038   | 3,369  | \$1,827,467,864  |
| Hawaii National Bank                   | 21         | \$19,475,017    | 139    | \$75,421,960     |
| Territorial Savings Bank               | 54         | \$22,360,800    | 477    | \$243,609,965    |
| USAA Federal Savings Bank              | 15         | \$7,611,104     | 161    | \$80,776,425     |
| Misc Banks                             | 152        | \$1,291,135,760 | 1,348  | \$7,789,086,973  |
| Total                                  | 1,587      | \$2,071,085,381 | 16,546 | \$15,863,234,826 |
| MORTGAGE COMPANIES  Bank of America NA | 19         | \$13,368,203    | 202    | \$386,841,291    |
| Caliber Home Loans INC                 | 96         | \$43,110,946    | 869    | \$433,735,642    |
| Compass Home Loans LLC                 | 39         | \$22,050,510    | 553    | \$274,408,988    |
| Freedom Mortgage Corp                  | 65         | \$34,456,083    | 761    | \$400,273,343    |
| Guaranteed Rate Inc                    | 38         | \$20,134,022    | 501    | \$256,462,997    |
| Guild Mortgage Company                 | 20         | \$9,391,092     | 483    | \$216,556,499    |
| HighTechLending Inc                    | 19         | \$10,246,519    | 236    | \$126,080,935    |
| HomeBridge Financial Services Inc      | 85         | \$42,582,343    | 1,020  | \$532,249,361    |
| LoanDepot.com LLC                      | 183        | \$91,576,938    | 1,275  | \$630,457,473    |
| Plaza Home Mortgage Inc                | 20         | \$10,069,439    | 286    | \$126,055,769    |
| Primary Residential Mortgage Inc       | 22         | \$11,694,014    | 245    | \$112,143,665    |
| Primelending, A Plaincapital Co        | 16         | \$8,130,798     | 209    | \$100,690,222    |
| Quicken Loans Inc                      | 137        | \$62,227,884    | 1,495  | \$649,326,954    |
| Wells Fargo Home Mortgage Inc          | 74         | \$56,279,052    | 676    | \$764,823,371    |
| Misc Mortgage Companies & Brokers      | 719        | \$374,648,524   | 7,015  | \$3,690,253,120  |
| Total                                  | 1,552      | \$809,966,367   | 15,826 | \$8,700,359,630  |
| GOVERNMENT                             |            |                 |        |                  |
| Misc Government                        | 22         | \$12,866,683    | 371    | \$378,622,899    |
| Total                                  | 22         | \$12,866,683    | 371    | \$378,622,899    |



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| FINANCE COMPANIES                   | December # | December \$     | YTD#   | YTD \$           |
|-------------------------------------|------------|-----------------|--------|------------------|
| Finance Factors Ltd                 | 23         | \$9,336,368     | 298    | \$133,779,658    |
| House of Finance Inc                | 23         | \$11,056,074    | 271    | \$142,671,320    |
| Misc Finance Companies              | 160        | \$107,928,274   | 1,782  | \$1,121,614,841  |
| Total                               | 206        | \$128,320,716   | 2,351  | \$1,398,065,819  |
| CREDIT UNIONS                       |            |                 |        |                  |
| Aloha Pacific FCU                   | 39         | \$13,886,575    | 463    | \$122,551,359    |
| Gather Federal Credit Union         | 21         | \$3,927,300     | 229    | \$46,001,816     |
| Hawaii Central Federal Credit Union | 8          | \$849,375       | 139    | \$30,094,637     |
| Hawaii Community FCU                | 16         | \$9,683,020     | 258    | \$73,518,634     |
| Hawaii Federal Credit Union         | 1          | \$100,000       | 36     | \$3,253,000      |
| Hawaii Law Enforcement FCU          | 3          | \$919,000       | 108    | \$26,681,480     |
| Hawaii State FCU                    | 117        | \$25,721,600    | 1,224  | \$329,975,489    |
| *Hawaiian Financial FCU             | 28         | \$12,020,900    | 317    | \$129,154,145    |
| Hawaii USA Federal Credit Union     | 36         | \$12,702,201    | 386    | \$119,663,287    |
| HFS Federal Credit Union            | 11         | \$1,879,000     | 147    | \$21,259,100     |
| Hickam FCU                          | 30         | \$9,227,123     | 250    | \$53,166,611     |
| Honolulu FCU                        | 6          | \$1,751,200     | 125    | \$33,998,120     |
| Maui County FCU                     | 10         | \$2,682,500     | 86     | \$17,517,700     |
| Navy Federal Credit Union           | 47         | \$21,802,233    | 464    | \$191,293,364    |
| Pearl Hawaii Federal Credit Union   | 12         | \$2,407,000     | 132    | \$20,891,949     |
| Pentagon Federal Credit Union       | 2          | \$682,000       | 46     | \$10,580,550     |
| University Of Hawaii FCU            | 21         | \$5,370,641     | 240    | \$53,911,719     |
| Misc Credit Union                   | 23         | \$6,960,941     | 327    | \$93,074,738     |
| Total                               | 431        | \$132,572,609   | 4,977  | \$1,376,587,698  |
| MISCELLANEOUS                       |            |                 |        |                  |
| Miscellaneous Company               | 110        | \$98,836,622    | 961    | \$5,507,496,835  |
| Total                               | 110        | \$98,836,622    | 961    | \$5,507,496,835  |
|                                     | 2.000      | £2.252.640.272  | 41.022 | <u> </u>         |
| Grand Total                         | 3,908      | \$3,253,648,378 | 41,032 | \$33,224,367,707 |
| Total Agreements of Sale            | 7          | \$1,807,609     | 54     | \$28,992,443     |

<sup>\*</sup> Formerly Hawaiian Tel FCU