

BUREAU OF REAL ESTATE COMPOSITE REPORT OF MORTGAGE LOAN/TRUST DEED ANNUAL REPORTS

Number of Reporting Brokers	1993- 376	2003- 304
	1994- 329	2004- 316
	1995- 290	2005- 336
	1996- 272	2006- 352
	1997- 235	2007- 352
	1998- 266	2008- 336
	1999- 265	2009- 362
	2000- 284	2010- 356
	2001- 300	2011- 347
	2002- 300	2012- 336

Number Reporting Multi-Lenders New category as of 1999	1999 - 139	2006 - 173
	2000 - 146	2007 - 166
	2001 - 159	2008 - 153
	2002 - 164	2009 - 146
	2003 - 163	2010 - 137
	2004 - 161	2011 - 123
	2005 - 164	2012 - 124
	2006 - 173	

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

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

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

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

**A. Multiple Lender Loans
(Fractionalized)
Number**

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

Aggregate Principal Amount

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

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

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

Number		<u>Article 7 Loans</u>	<u>Other Loans</u>
	1993	310	2,167
	1994	254	1,488
	1995	241	1,003
	1996	98	867
	1997	45	486
	1998	27	636
	1999	24	381
	2000	15	424
	2001	23	375
	2002	33	602
	2003	5	451
	2004	4	752
	2005	1	398
	2006	11	462
	2007	4	452
	2008	4	227
	2009	1	231
	2010	1	340
	2011	0	112
	2012	3	185

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

C. Balloon Payment or Interest-Only Loans

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

**Agregate Principal
Amount (at maturity)**

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

**D. Loans covered under Financial
Code Section 4970**

New category as of 2007

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

Aggregate Principal Amount

	<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	

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

		<u>Article 7 Loans</u>	<u>Other Loans</u>
Total Number	1993	1,752	50,302
	1994	1,751	42,373
	1995	1,383	3,990
	1996	1,022	3,870
	1997	260	1,743
	1998	417	2,963
	1999	261	3,933
	2000	153	4,366
	2001	157	4,028
	2002	42	2,342
	2003	46	2,368
	2004	22	2,663
	2005	22	2,297
	2006	19	1,884
	2007	9	1,870
	2008	0	885
	2009	10	643
	2010	8	562
	2011	5	525
	2012	2	1034

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

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

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

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

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

B. Balloon Payment or Interest-Only Loans

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

**Aggregate Principal Amount
(at maturity)**

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

**C. Principal (Broker Funded)
Loans Resold
1. Single Purchaser**

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

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

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

**Aggregate Selling
Price**

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

**D. Loans Covered under Financial
Code Section 4970**

New category as of 2007

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

	<u>Article 7 Loans</u>	<u>Other Loans</u>
Aggregate Principal Amount		
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

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

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

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

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

Total Amount	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		
	2003	37		

Number of Fractionalized Loans New category as of 1999	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		
	2006	4		

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

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

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

**Aggregate Selling Price
(Total Loans)**

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

Commissions Received

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

Number Multi-Lender Sales (Fractionalized)	1999	71
	2000	66
New category as of 1999	2001	99
	2002	86
	2003	172
	2004	404
	2005	709
	2006	520
	2007	362
	2008	86
	2009	104
	2011	147
	2012	223

Aggregate Number of Multi-Lender Investors	1999	219
	2000	233
	2001	389
	2002	255
	2003	327
	2004	1,057
	2005	1,489
	2006	1,405
	2007	1,054
	2008	309
	2009	453
	2010	219
	2011	530
	2012	777

Aggregate Selling Price of Multi-Lender Notes	1999	\$7,904,052
	2000	\$14,451,576
	2001	\$18,051,368
	2002	\$16,456,377
	2003	\$36,204,302
	2004	\$109,630,311
	2005	\$215,691,032
	2006	\$230,795,384
	2007	\$207,140,219
	2008	\$24,301,762
	2009	\$29,429,034
	2010	\$12,943,251
	2011	\$80,943,805
	2012	\$113,371,011

**Commissions Received in Multi-Lender
Note Sales**

New category as of 1999

1999	\$244,548
2000	\$286,229
2001	\$599,234
2002	\$466,777
2003	\$513,146
2004	\$896,630
2005	\$857,761
2006	\$1,183,660
2007	\$733,845
2008	\$420,409
2009	\$555,457
2010	\$525,738
2011	\$683,303
2012	\$923,376

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

Number

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

Aggregate Purchase Price

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

Aggregate Resale Price

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

Number of Multi-Lender Resale (Fractionalized)	1999	132
	2000	62
New category as of 1999	2001	48
	2002	20
	2003	174
	2004	304
	2005	339
	2006	246
	2007	73
	2008	25
	2009	35
	2010	25
	2011	57
	2012	54

Aggregate Number of Multi- Lenders Investors	1999	584
	2000	270
	2001	263
	2002	77
	2003	423
	2004	1,323
	2005	901
	2006	392
	2007	157
	2008	127
	2009	160
	2010	143
	2011	170
	2012	149

Aggregate Selling Price of Multi-Lender Notes	1999	\$14,974,836
	2000	\$10,934,255
	2001	\$7,807,195
	2002	\$6,855,554
	2003	\$26,410,985
	2004	\$73,153,491
	2005	\$144,557,686
	2006	\$56,866,635
	2007	\$30,149,076
	2008	\$6,981,400
	2009	\$10,061,601
	2010	\$6,043,713
	2011	\$14,041,145
	2012	\$13,824,500

Commissions Received in Multi-Lender	1999	\$72,958
Notes Resale	2000	\$373,355
	2001	\$317,062
	2002	\$212,735
	2003	\$320,554
	2004	\$614,238
	2005	\$543,428
	2006	\$38,553
	2007	\$53,426
	2008	\$45,110
	2009	\$64,483
	2011	\$257,595
	2012	\$276,490

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

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

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

VIII. NOTE AND REAL PROPERTY SALES CONTRACT SERVICING

Number Serviced by Broker or Affiliate	1993	150,249
	1994	189,216
	1995	116,746
	1996	122,146
	1997	111,602
	1998	100,514
	1999	95,010
	2000	106,774
	2001	99,059
	2002	90,178
	2003	75,478
	2004	67,246
	2005	58,766
	2006	57,431
	2007	51,108
	2008	49,272
	2009	73,050
	2010	72,044
	2011	74,481
	2012	64,562

Number of Fractionalized Loans Serviced

1999	14,994
2000	15,769
2001	17,024
2002	17,334
2003	17,750
2004	19,118
2005	18,898
2006	20,485
2007	17,191
2008	14,802
2009	12,803
2010	11,848
2011	11,148
2012	11,579

Total Amount of Payments Collected

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

Amount of Fractionalized Payments Collected	1999	\$958,996,074
	2000	\$1,081,828,484
	2001	\$1,182,327,328
	2002	\$1,470,288,191
	2003	\$1,847,699,125
	2004	\$2,325,060,834
	2005	\$2,472,778,539
	2006	\$2,792,845,865
	2007	\$1,816,517,455
	2008	\$985,920,285
	2009	\$537,240,501
	2010	\$472,238,238
	2011	\$430,602,396
	2012	\$532,361,634

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

Total Principal Amount of Fractionalized Loans Serviced	1999	\$1,757,274,594
	2000	\$2,376,180,746
	2001	\$2,570,465,761
	2002	\$3,038,285,255
	2003	\$3,612,511,288
	2004	\$4,453,268,591
	2005	\$4,960,861,031
	2006	\$6,124,848,977
	2007	\$6,335,604,625
	2008	\$5,133,116,129
	2009	\$3,517,989,835
	2010	\$3,303,048,941
	2011	\$3,001,441,563
	2012	\$2,639,644,962

Total Late Charges Received

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

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

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

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

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

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

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

Total Other Broker Charges for Servicing

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

Number of Notices of Default Filed	1993	10,188
	1994	8,585
	1995	6,429
	1996	5,275
	1997	2,573
	1998	2,541
	1999	2,011
	2000	1,821
	2001	1,987
	2002	2,033
	2003	1,750
	2004	1,700
	2005	2,218
	2006	3,360
	2007	4,676
	2008	4,547
	2009	3,394
	2010	2,236
	2011	1,690
	2012	1,487

Number of Trustee's Sales, Judicial Sales or Deeds in Lieu of Foreclosure Recorded	1993	2,264
	1994	2,556
	1995	1,782
	1996	1,345
	1997	857
	1998	785
	1999	660
	2000	416
	2001	306
	2002	351
	2003	262
	2004	175
	2005	116
	2006	305
	2007	867
	2008	2,234
	2009	1,822
	2010	1,104
	2011	763
	2012	622