

Report of 2023 Business Activity Reports



California Department of Real Estate

Introduction

Real estate licensees who conduct mortgage loan brokerage activities, and who arrange or sell notes secured by real property to primarily private investors, are required by the California Real Estate Law to submit specified quarterly and annual reports to the Department of Real Estate (DRE) when they meet a threshold level of loan origination or loan servicing activity.

One of the annual reports is the Business Activity Report, which contains information on the broker's business activities during the fiscal year, including loan originations, loans funded as a principal and resold, and information specific to loan servicing activity. The other annual report is the Trust Account Review, which contains information on the broker's trust fund activities during the fiscal year, including trust funds collected and trust account balances.

These Business Activity Reports and Trust Account Reviews are reviewed by the DRE, and the individual report statistics are then aggregated into this composite report which is made available to the public as required by Business and Professions Code Section 10232.2(f).

Questions about this report may be directed to:

Department of Real Estate
Attn: Mortgage Loan Activities
1651 Exposition Boulevard
Sacramento, CA 95815
Phone: (877) 373-4542

Number of Reporting Brokers

<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>	<u>Year</u>	<u>Number</u>
1993	376	2007	352	2021	341
1994	329	2008	336	2022	314
1995	290	2009	362	2023	350
1996	272	2010	356		
1997	235	2011	347		
1998	266	2012	336		
1999	265	2013	317		
2000	284	2014	332		
2001	300	2015	336		
2002	300	2016	342		
2003	304	2017	342		
2004	316	2018	321		
2005	336	2019	316		
2006	352	2020	339		

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	2010	137	2021	128
2000	146	2011	123	2022	123
2001	159	2012	124	2023	122
2002	164	2013	132		
2003	163	2014	130		
2004	161	2015	137		
2005	164	2016	135		
2006	173	2017	130		
2007	166	2018	128		
2008	153	2019	132		
2009	146	2020	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	2014	91	9,104
1994	2,284	33,431	2015	76	6,120
1995	2,026	15,330	2016	69	11,347
1996	1,535	11,571	2017	55	8,134
1997	584	7,451	2018	74	11,543
1998	520	9,786	2019	53	20,605
1999	511	11,407	2020	30	31,294
2000	554	10,602	2021	7	30,112
2001	488	9,904	2022	6	19,461
2002	424	13,718	2023	14	11,276
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			
2013	122	8,789			

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	2014	\$1,520,658	\$2,798,640,977
1994	\$30,676,716	\$4,662,875,657	2015	\$1,157,890	\$1,946,617,502
1995	\$31,199,913	\$2,209,872,953	2016	\$1,1006,730	\$4,105,116,992
1996	\$24,887,818	\$1,278,603,031	2017	\$881,294	\$3,830,873,211
1997	\$8,969,571	\$965,696,691	2018	\$1,210,975	\$5,836,416,945
1998	\$8,208,229	\$1,453,015,738	2019	\$785,726	\$9,628,017,108
1999	\$8,317,746	\$2,061,484,817	2020	\$399,111	\$14,421,249,064
2000	\$8,899,425	\$1,973,990,575	2021	\$89,200	\$15,673,576,737
2001	\$8,295,235	\$1,926,499,358	2022	\$104,785	\$12,042,930,118
2002	\$7,174,984	\$3,130,092,119	2023	\$7,153,870	\$6,544,607,731
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			
2013	\$2,376,803	\$2,364,693,706			

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	2013	\$128,441	\$63,337,529
1994	\$3,589,242	\$88,822,171	2014	\$207,464	\$103,923,920
1995	\$3,250,122	\$67,744,345	2015	\$100,250	\$47,539,275
1996	\$2,307,159	\$53,459,831	2016	\$588,029	\$92,289,721
1997	\$795,133	\$39,611,565	2017	\$57,445	\$76,019,834
1998	\$779,846	\$51,571,204	2018	\$60,199	\$107,893,328
1999	\$666,906	\$64,309,429	2019	\$33,227	\$162,700,703
2000	\$603,253	\$70,033,962	2020	\$18,513	\$353,465,308
2001	\$639,063	\$69,631,284	2021	\$3,187	\$258,908,152
2002	\$598,433	\$97,149,222	2022	\$60,519	\$222,125,661
2003	\$355,866	\$134,040,886	2023	\$88,039	\$225,366,611
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>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	2012	16	1,951
1994	360	4,220	2013	14	2,393
1995	248	3,482	2014	3	2,953
1996	133	3,004	2015	3	1,764
1997	85	2,724	2016	4	3,362
1998	45	2,854	2017	2	2,989
1999	17	3,539	2018	4	3,744
2000	44	3,730	2019	0	3,566
2001	22	3,519	2020	0	2,738
2002	20	4,256	2021	0	3,003
2003	5	4,665	2022	0	4,623
2004	6	5,190	2023	39	2,947
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			

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	2013	\$222,270	\$846,384,152
1994	\$5,683,719	\$542,902,046	2014	\$56,400	\$1,069,670,731
1995	\$4,102,618	\$398,442,275	2015	\$71,500	\$632,274,472
1996	\$2,311,010	\$436,685,539	2016	\$90,500	\$1,528,853,218
1997	\$1,633,437	\$413,803,408	2017	\$50,500	\$1,506,934,284
1998	\$723,025	\$533,881,421	2018	\$100,250	\$1,723,237,732
1999	\$326,700	\$735,332,229	2019	\$0	\$1,728,490,015
2000	\$1,014,200	\$841,479,360	2020	\$0	\$1,881,625,294
2001	\$586,501	\$870,325,882	2021	\$0	\$1,935,676,855
2002	\$486,000	\$1,297,253,852	2022	\$0	\$2,440,653,142
2003	\$147,894	\$1,588,861,463	2023	\$38,263,150	\$3,179,319,085
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			

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	2016	9	11,847
2000	81	12,436	2017	4	59,268
2001	48	10,946	2018	12	11,583
2002	61	14,389	2019	0	11,714
2003	11	14,532	2020	0	9,414
2004	18	15,624	2021	0	10,553
2005	2	19,008	2022	0	12,878
2006	8	52,151	2023	13	10,716
2007	4	18,293			
2008	4	9,851			
2009	2	5,864			
2010	8	5,801			
2011	22	6,333			
2012	34	6,770			
2013	29	8,626			
2014	8	9,965			
2015	7	6,358			

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	2013	1	156
1994	254	1,488	2014	2	230
1995	241	1,003	2015	1	111
1996	98	867	2016	0	224
1997	45	486	2017	0	203
1998	27	636	2018	1	354
1999	24	381	2019	0	370
2000	15	424	2020	0	403
2001	23	375	2021	0	372
2002	33	602	2022	0	563
2003	5	451	2023	5	355
2004	4	752			
2005	1	398			
2006	11	462			
2007	4	52			
2008	4	227			
2009	1	231			
2010	1	340			
2011	0	112			
2012	3	185			

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	2014	\$38,130	\$97,606,557
1994	\$3,493,970	\$158,723,490	2015	\$18,000	\$33,860,304
1995	\$3,424,306	\$92,677,448	2016	\$0	\$106,745,870
1996	\$1,614,511	\$93,826,506	2017	\$0	\$91,217,654
1997	\$731,350	\$72,265,571	2018	\$22,500	\$175,108,830
1998	\$516,004	\$147,382,280	2019	\$0	\$219,443,621
1999	\$447,850	\$70,349,694	2020	\$0	\$219,384,116
2000	\$296,200	\$90,869,488	2021	\$0	\$245,393,670
2001	\$394,251	\$102,793,907	2022	\$0	\$346,596,716
2002	\$563,850	\$185,013,396	2023	\$4,134,270	\$227,525,384
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			
2013	\$20,000	\$48,160,844			

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	2013	91	7,233
1994	534	7,572	2014	55	7,885
1995	275	6,402	2015	39	5,370
1996	222	6,204	2016	49	9,063
1997	166	5,031	2017	32	6,495
1998	213	5,925	2018	35	9,771
1999	281	7,203	2019	15	8,779
2000	395	7,854	2020	24	6,777
2001	333	6,902	2021	7	8,710
2002	250	8,523	2022	5	9,060
2003	123	8,704	2023	144	7,157
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			

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	2014	\$453,916	\$2,508,604,340
1994	\$8,120,927	\$795,628,177	2015	\$368,109	\$1,768,610,775
1995	\$4,144,323	\$772,239,127	2016	\$461,456	\$3,356,892,437
1996	\$3,229,830	\$737,656,224	2017	\$391,566	\$3,100,831,184
1997	\$2,832,975	\$693,710,307	2018	\$373,194	\$4,814,806,725
1998	\$3,476,331	\$818,946,295	2019	\$72,109	\$3,969,531,950
1999	\$4,258,813	\$1,301,778,150	2020	\$272,252	\$3,307,738,446
2000	\$6,587,478	\$1,462,076,714	2021	\$87,325	\$4,348,384,250
2001	\$6,040,723	\$1,361,707,212	2022	\$85,000	\$5,902,468,729
2002	\$4,370,620	\$1,882,607,746	2023	\$178,385,820	\$4,188,477,775
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			
2013	\$850,141	\$1,927,962,034			

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	2020	0	495
2008	12	217	2021	0	331
2009	1	277	2022	0	335
2010	3	179	2023	0	365
2011	10	243			
2012	16	358			
2013	1	735			
2014	1	333			
2015	27	493			
2016	20	1,017			
2017	19	481			
2018	1	594			
2019	21	631			

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	2020	\$0	\$160,901,566
2008	\$176,580	\$40,886,453	2021	\$0	\$145,141,511
2009	\$18,500	\$47,804,335	2022	\$0	\$118,636,851
2010	\$50,700	\$29,040,412	2023	\$0	\$138,997,547
2011	\$212,564	\$31,906,655			
2012	\$340,775	\$59,034,468			
2013	\$23,000	\$293,598,918			
2014	\$27,000	\$65,353,249			
2015	\$474,100	\$171,451,738			
2016	\$622,075	\$267,422,332			
2017	\$338,525	\$108,857,825			
2018	\$28,000	\$198,958,725			
2019	\$442,100	\$221,788,918			

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	2015	1	1,350
1994	1,751	42,373	2016	3	3,003
1995	1,383	3,990	2017	0	2,857
1996	1,022	3,870	2018	0	2,482
1997	260	1,743	2019	0	2,092
1998	417	2,963	2020	0	1,375
1999	261	3,933	2021	0	1,082
2000	153	4,366	2022	0	1,633
2001	157	4,028	2023	0	1,434
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	1,034			
2013	0	881			
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	2014	\$0	\$383,634,070
1994	\$23,583,076	\$5,397,648,308	2015	\$25,000	\$403,869,316
1995	\$18,231,932	\$339,450,848	2016	\$63,000	\$1,098,345,387
1996	\$14,454,763	\$363,474,119	2017	\$0	\$1,199,167,494
1997	\$3,356,018	\$254,118,462	2018	\$0	\$1,011,493,288
1998	\$5,382,034	\$477,072,674	2019	\$0	\$971,172,909
1999	\$3,338,902	\$669,966,107	2020	\$0	\$708,073,333
2000	\$1,987,967	\$814,548,241	2021	\$0	\$540,155,854
2001	\$1,932,324	\$813,011,551	2022	\$0	\$901,008,707
2002	\$693,846	\$378,775,999	2023	\$0	\$530,813,528
2003	\$552,976	\$463,436,721			
2004	\$337,018	\$620,859,005			
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			
2013	\$0	\$202,972,201			

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	2014	\$0	\$80,087,473
1994	\$2,046,550	\$56,482,231	2015	\$1,000	\$57,351,126
1995	\$1,608,343	\$18,340,628	2016	\$2,850	\$230,892,480
1996	\$1,285,294	\$18,669,368	2017	\$0	\$92,778,071
1997	\$191,570	\$10,948,689	2018	\$0	\$176,132,636
1998	\$344,307	\$11,401,286	2019	\$0	\$501,211,110
1999	\$201,334	\$20,489,645	2020	\$0	\$11,205,185
2000	\$144,630	\$24,389,899	2021	\$0	\$10,287,200
2001	\$119,941	\$26,513,667	2022	\$0	\$113,419,041
2002	\$57,794	\$15,364,820	2023	\$0	\$12,960,378
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			
2013	\$0	\$100,209,635			

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	2014	0	88
1994	92	384	2015	0	15
1995	13	198	2016	0	48
1996	10	265	2017	0	40
1997	34	126	2018	0	63
1998	32	447	2019	0	115
1999	20	520	2020	0	31
2000	11	489	2021	0	37
2001	7	641	2022	0	251
2002	4	66	2023	0	37
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			
2013	0	30			

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	2014	\$0	\$45,271,861
1994	\$1,299,406	\$55,474,333	2015	\$0	\$7,128,000
1995	\$177,800	\$40,122,228	2016	\$0	\$19,392,000
1996	\$127,300	\$33,503,608	2017	\$0	\$21,861,095
1997	\$478,195	\$35,185,274	2018	\$0	\$44,051,660
1998	\$584,560	\$80,364,365	2019	\$0	\$48,493,726
1999	\$295,228	\$82,912,120	2020	\$0	\$17,996,300
2000	\$177,111	\$128,409,200	2021	\$0	\$17,594,500
2001	\$111,200	\$148,728,010	2022	\$0	\$150,823,200
2002	\$98,000	\$16,577,250	2023	\$0	\$34,913,166
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			
2013	\$0	\$10,341,824			

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	2014	0	1,619
1994	211	3,579	2015	0	1,298
1995	46	1,283	2016	1	2,683
1996	86	1,401	2017	0	2,224
1997	48	1,114	2018	0	2,236
1998	38	1,488	2019	0	1,988
1999	81	1,950	2020	0	1,461
2000	65	1,837	2021	0	1,408
2001	123	1,160	2022	0	1,886
2002	17	1,837	2023	10	1,689
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			
2013	0	983			

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	2014	\$0	\$465,681,504
1994	\$3,081,903	\$452,952,818	2015	\$0	\$387,715,988
1995	\$727,866	\$156,090,079	2016	\$23,000	\$978,612,176
1996	\$1,222,464	\$183,053,950	2017	\$0	\$826,333,055
1997	\$871,468	\$190,109,318	2018	\$0	\$734,126,251
1998	\$501,755	\$173,163,678	2019	\$0	\$760,980,497
1999	\$1,020,987	\$378,238,445	2020	\$0	\$517,905,207
2000	\$836,831	\$445,528,740	2021	\$0	\$602,907,658
2001	\$1,370,897	\$321,438,730	2022	\$0	\$894,130,866
2002	\$302,797	\$301,131,293	2023	\$4,523,00	\$1,036,252,394
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			
2013	\$0	\$223,986,571			

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	2014	0	1,011
1994	1,220	34,544	2015	1	365
1995	864	1,269	2016	0	1,961
1996	484	1,480	2017	0	2,040
1997	186	645	2018	0	1,612
1998	324	1,916	2019	0	1,143
1999	198	2,280	2020	0	808
2000	107	3,025	2021	0	1,471
2001	60	3,209	2022	0	1,177
2002	18	742	2023	0	993
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			
2013	0	456			

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	2014	\$0	\$280,042,617
1994	\$14,017,995	\$4,414,045,616	2015	\$25,000	\$70,060,299
1995	\$8,673,530	\$82,568,984	2016	\$0	\$732,292,301
1996	\$5,232,556	\$112,141,532	2017	\$0	\$798,977,076
1997	\$2,225,387	\$72,648,462	2018	\$0	\$560,970,474
1998	\$4,024,062	\$379,945,439	2019	\$0	\$745,533,331
1999	\$2,490,658	\$429,009,817	2020	\$0	\$411,442,414
2000	\$1,444,653	\$519,979,202	2021	\$0	\$114,082,165
2001	\$948,002	\$643,007,092	2022	\$0	\$351,867,141
2002	\$256,935	\$116,691,136	2023	\$0	\$269,820,088
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			
2013	\$0	\$85,190,263			

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	2014	0	407
1994	43	913	2015	0	332
1995	25	646	2016	0	393
1996	54	720	2017	0	362
1997	34	693	2018	0	582
1998	22	863	2019	0	545
1999	17	1,016	2020	0	432
2000	16	1,021	2021	0	344
2001	26	678	2022	0	240
2002	10	851	2023	0	295
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			
2013	0	265			

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	2014	\$0	\$138,474,787
1994	\$541,736	\$168,259,624	2015	\$0	\$118,150,380
1995	\$394,578	\$110,564,348	2016	\$0	\$180,230,740
1996	\$935,971	\$116,791,795	2017	\$0	\$166,246,775
1997	\$680,385	\$145,041,584	2018	\$0	\$182,205,648
1998	\$359,450	\$160,191,618	2019	\$0	\$276,874,561
1999	\$268,409	\$168,214,220	2020	\$0	\$237,754,704
2000	\$219,000	\$228,479,003	2021	\$0	\$144,478,807
2001	\$311,650	\$152,109,025	2022	\$0	\$154,816,700
2002	\$175,900	\$181,180,967	2023	\$0	\$180,162,452
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			
2013	\$0	\$71,130,850			

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	2019	0	60
2008	0	25	2020	0	98
2009	0	14	2021	0	1
2010	0	13	2022	0	348
2011	0	23	2023	0	4
2012	0	8			
2013	0	12			
2014	0	7			
2015	0	180			
2016	2	187			
2017	0	50			
2018	0	19			

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	2019	\$0	\$6,677,909
2008	\$0	\$4,657,688	2020	\$0	\$14,147,200
2009	\$0	\$3,194,682	2021	\$0	\$641,250
2010	\$0	\$2,066,750	2022	\$0	\$221,558,850
2011	\$0	\$3,692,200	2023	\$0	\$1,315,000
2012	\$0	\$1,394,500			
2013	\$0	\$2,463,754			
2014	\$0	\$1,194,000			
2015	\$0	\$30,070,316			
2016	\$38,000	\$35,917,859			
2017	\$0	\$13,267,574			
2018	\$0	\$3,888,800			

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	2015	\$128,880	\$72,134,246
1994	\$2,362,295	\$54,562,226	2016	\$643,117	\$167,973,076
1995	\$4,342,546	\$39,622,089	2017	\$70,549	\$185,582,899
1996	\$2,511,622	\$47,061,137	2018	\$88,327	\$177,485,742
1997	\$450,564	\$24,539,661	2019	\$54,595	\$161,168,323
1998	\$651,529	\$38,989,956	2020	\$24,818	\$301,093,574
1999	\$436,445	\$50,490,254	2021	\$16,224	\$162,919,100
2000	\$460,141	\$46,188,040	2022	\$61,920	\$239,917,131
2001	\$393,427	\$38,770,707	2023	\$91,782	\$155,641,628
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			
2013	\$89,849	\$79,839,604			
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	2014	\$32,098	\$19,215,663
1994	\$1,332,404	\$26,791,169	2015	\$7,211	\$11,957,795
1995	\$3,804,789	\$25,318,399	2016	\$30,375	\$24,666,812
1996	\$2,203,582	\$31,109,025	2017	\$45,464	\$21,830,106
1997	\$248,615	\$8,581,603	2018	\$30,740	\$31,166,973
1998	\$230,429	\$14,265,084	2019	\$2,615	\$32,776,514
1999	\$189,601	\$19,125,633	2020	\$4,328	\$24,261,498
2000	\$248,424	\$20,273,548	2021	\$2,635	\$23,299,065
2001	\$211,298	\$15,902,807	2022	\$45	\$22,681,505
2002	\$184,536	\$21,549,426	2023	\$0	\$126,515,939
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			
2013	\$30,442	\$13,435,237			

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	2007	46	2021	75
1994	325	2008	20	2022	233
1995	31	2009	7	2023	43
1996	19	2010	14		
1997	27	2011	15		
1998	34	2012	5		
1999	69	2013	21		
2000	47	2014	4		
2001	19	2015	4		
2002	62	2016	118		
2003	37	2017	13		
2004	58	2018	38		
2005	102	2019	8		
2006	30	2020	56		

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	2009	2	2019	0
2000	8	2010	0	2020	0
2001	4	2011	0	2021	0
2002	1	2012	0	2022	10
2003	4	2013	0	2023	0
2004	0	2014	1		
2005	7	2015	0		
2006	4	2016	5		
2007	1	2017	3		
2008	1	2018	0		

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	2007	\$9,402,037	2021	\$9,968,000
1994	\$13,862,841	2008	\$2,989,800	2022	\$76,447,207
1995	\$1,800,895	2009	\$1,580,000	2023	\$9,069,500
1996	\$1,436,243	2010	\$3,872,765		
1997	\$1,519,724	2011	\$2,076,625		
1998	\$2,334,767	2012	\$2,058,450		
1999	\$12,989,861	2013	\$3,040,250		
2000	\$28,835,489	2014	\$1,260,000		
2001	\$2,106,500	2015	\$2,251,250		
2002	\$8,677,877	2016	\$47,494,335		
2003	\$10,831,750	2017	\$3,487,650		
2004	\$10,552,250	2018	\$11,395,750		
2005	\$22,090,900	2019	\$2,267,500		
2006	\$11,211,000	2020	\$21,634,407		

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	2011	608
1994	1,247	2012	1,138
1995	611	2013	1,329
1996	485	2014	1,899
1997	396	2015	1,722
1998	525	2016	1,641
1999	542	2017	631
2000	594	2018	1,934
2001	421	2019	2,480
2002	527	2020	1,767
2003	807	2021	3,439
2004	1,153	2022	4,381
2005	1,234	2023	883
2006	1,312		
2007	1,085		
2008	208		
2009	295		
2010	355		

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	2007	\$526,392,362	2021	\$568,758,933
1994	\$83,987,784	2008	\$44,240,995	2022	\$1,546,029,004
1995	\$38,797,437	2009	\$50,409,151	2023	\$441,646,422
1996	\$65,966,801	2010	\$28,500,287		
1997	\$70,311,577	2011	\$152,164,565		
1998	\$58,795,575	2012	\$283,339,866		
1999	\$85,180,758	2013	\$359,366,042		
2000	\$96,478,648	2014	\$514,916,886		
2001	\$119,981,471	2015	\$252,761,493		
2002	\$140,954,090	2016	\$270,805,990		
2003	\$178,384,898	2017	\$234,910,602		
2004	\$263,821,751	2018	\$511,543,708		
2005	\$300,702,281	2019	\$671,507,909		
2006	\$377,804,039	2020	\$623,992,884		

Commissions Received

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
1993	\$1,945,080	2006	\$3,068,613	2019	0
1994	\$2,409,330	2007	\$2,688,463	2020	\$5,936
1995	\$1,297,233	2008	\$1,287,238	2021	\$44,501
1996	\$1,212,453	2009	\$888,368	2022	\$5,150
1997	\$919,570	2010	\$786,165	2023	\$300
1998	\$1,676,094	2011	\$1,315,209		
1999	\$1,670,866	2012	\$2,262,890		
2000	\$2,053,135	2013	\$549,677		
2001	\$1,744,908	2014	\$259,828		
2002	\$1,816,846	2015	\$2		
2003	\$3,513,027	2016	\$236,050		
2004	\$4,712,865	2017	\$2,055,740		
2005	\$3,583,203	2018	\$1,867,204		

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	2010	66	2021	161
2000	66	2011	147	2022	135
2001	99	2012	223	2023	184
2002	86	2013	281		
2003	172	2014	241		
2004	404	2015	152		
2005	709	2016	189		
2006	520	2017	458		
2007	362	2018	324		
2008	86	2019	266		
2009	104	2020	169		

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	2010	219	2021	820
2000	233	2011	530	2022	821
2001	389	2012	777	2023	1,152
2002	255	2013	947		
2003	327	2014	774		
2004	1,057	2015	241		
2005	1,489	2016	490		
2006	1,405	2017	2,099		
2007	1,054	2018	1,809		
2008	309	2019	1,462		
2009	453	2020	1,121		

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	2010	\$12,943,251	2021	\$74,026,298
2000	\$14,451,576	2011	\$80,943,805	2022	\$101,242,542
2001	\$18,051,368	2012	\$113,371,011	2023	\$149,636,374
2002	\$16,456,377	2013	\$125,435,463		
2003	\$36,204,302	2014	\$100,657,784		
2004	\$109,630,311	2015	\$30,870,106		
2005	\$215,691,032	2016	\$64,816,089		
2006	\$230,795,384	2017	\$179,808,444		
2007	\$207,140,219	2018	\$210,234,585		
2008	\$24,301,762	2019	\$160,306,500		
2009	\$29,429,034	2020	\$124,117,398		

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	2010	\$525,738	2021	\$44,501
2000	\$286,229	2011	\$683,303	2022	\$500
2001	\$599,234	2012	\$923,376	2023	\$300
2002	\$466,777	2013	\$549,677		
2003	\$513,146	2014	\$259,828		
2004	\$896,630	2015	\$2		
2005	\$857,761	2016	\$236,050		
2006	\$1,183,660	2017	\$2,055,740		
2007	\$733,845	2018	\$1,867,204		
2008	\$420,409	2019	0		
2009	\$555,457	2020	\$5,936		

VI. RESALES 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	2007	384	2021	18
1994	174	2008	56	2022	88
1995	180	2009	78	2023	2
1996	330	2010	36		
1997	230	2011	138		
1998	329	2012	99		
1999	231	2013	84		
2000	105	2014	243		
2001	95	2015	23		
2002	45	2016	158		
2003	202	2017	148		
2004	349	2018	647		
2005	394	2019	115		
2006	718	2020	29		

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	2007	\$300,211,050	2021	\$12,891,894
1994	\$17,330,868	2008	\$18,933,920	2022	\$92,813,962
1995	\$19,887,453	2009	\$19,488,332	2023	\$1,950,000
1996	\$31,414,913	2010	\$12,009,281		
1997	\$28,585,992	2011	\$30,992,945		
1998	\$15,549,569	2012	\$27,328,638		
1999	\$27,173,093	2013	\$15,787,688		
2000	\$22,081,554	2014	\$69,275,321		
2001	\$34,793,618	2015	\$12,673,689		
2002	\$12,135,243	2016	\$58,772,879		
2003	\$32,568,564	2017	\$43,107,555		
2004	\$84,987,601	2018	\$427,127,926		
2005	\$89,417,687	2019	\$26,139,395		
2006	\$194,338,559	2020	\$17,026,520		

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	2007	\$300,437,797	2021	\$12,914,000
1994	\$17,595,868	2008	\$19,024,163	2022	\$14,375,000
1995	\$19,912,821	2009	\$19,629,781	2023	\$1,950,000
1996	\$32,101,267	2010	\$12,152,329		
1997	\$28,762,584	2011	\$30,993,645		
1998	\$15,555,077	2012	\$27,423,409		
1999	\$27,443,133	2013	\$16,376,845		
2000	\$22,091,379	2014	\$46,024,921		
2001	\$34,991,834	2015	\$13,478,990		
2002	\$12,308,244	2016	\$54,077,262		
2003	\$32,347,641	2017	\$47,474,938		
2004	\$85,089,235	2018	\$427,373,029		
2005	\$89,722,791	2019	\$26,209,395		
2006	\$194,421,502	2020	\$4,979,277		

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	2010	25	2021	9
2000	62	2011	57	2022	92
2001	48	2012	54	2023	1
2002	20	2013	70		
2003	174	2014	77		
2004	304	2015	10		
2005	339	2016	46		
2006	246	2017	41		
2007	73	2018	69		
2008	25	2019	32		
2009	35	2020	7		

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	2010	143	2021	32
2000	270	2011	170	2022	20
2001	263	2012	149	2023	4
2002	77	2013	312		
2003	423	2014	227		
2004	1,323	2015	48		
2005	901	2016	239		
2006	392	2017	132		
2007	157	2018	193		
2008	127	2019	83		
2009	160	2020	20		

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	2010	\$6,043,713	2021	\$11,189,000
2000	\$10,934,255	2011	\$14,041,145	2022	\$1,755,000
2001	\$7,807,195	2012	\$13,824,500	2023	\$1,600,000
2002	\$6,855,554	2013	\$14,156,619		
2003	\$26,410,985	2014	\$25,546,556		
2004	\$73,153,491	2015	\$4,294,008		
2005	\$144,557,686	2016	\$20,719,999		
2006	\$56,866,635	2017	\$13,930,593		
2007	\$30,149,076	2018	\$21,238,990		
2008	\$6,981,400	2019	\$10,560,249		
2009	\$10,061,601	2020	\$2,271,750		

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	2010	\$317,711	2021	\$22,106
2000	\$373,355	2011	\$257,595	2022	\$5,000
2001	\$317,062	2012	\$276,490	2023	\$0
2002	\$212,735	2013	\$485,925		
2003	\$320,554	2014	\$698,254		
2004	\$614,238	2015	\$145,634		
2005	\$543,428	2016	\$180,644		
2006	\$38,553	2017	\$188,112		
2007	\$53,426	2018	\$304,909		
2008	\$45,110	2019	\$30,000		
2009	\$64,483	2020	\$12,985		

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	2007	18	2021	151
1994	225	2008	58	2022	411
1995	74	2009	69	2023	51
1996	40	2010	88		
1997	84	2011	176		
1998	27	2012	170		
1999	89	2013	38		
2000	164	2014	47		
2001	101	2015	27		
2002	40	2016	101		
2003	60	2017	39		
2004	89	2018	118		
2005	100	2019	293		
2006	24	2020	95		

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	2007	\$6,996,825	2021	\$63,243,314
1994	\$23,700,420	2008	\$17,671,959	2022	\$246,173,831
1995	\$12,815,630	2009	\$25,359,126	2023	\$23,503,431
1996	\$5,711,850	2010	\$21,126,615		
1997	\$13,736,785	2011	\$32,942,805		
1998	\$4,737,102	2012	\$39,336,238		
1999	\$17,899,490	2013	\$14,269,254		
2000	\$48,203,168	2014	\$21,662,947		
2001	\$23,386,813	2015	\$9,992,315		
2002	\$13,486,791	2016	\$27,206,611		
2003	\$23,308,800	2017	\$24,509,925		
2004	\$37,821,345	2018	\$24,313,987		
2005	\$35,223,200	2019	\$26,217,995		
2006	\$15,429,625	2020	\$35,739,235		

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	2007	51,108	2021	98,945
1994	189,216	2008	49,272	2022	106,738
1995	116,746	2009	73,050	2023	112,561
1996	122,146	2010	72,044		
1997	111,602	2011	74,481		
1998	100,514	2012	64,562		
1999	95,010	2013	83,088		
2000	106,774	2014	42,975		
2001	99,059	2015	27,669		
2002	90,178	2016	82,735		
2003	75,478	2017	81,603		
2004	67,246	2018	99,685		
2005	58,766	2019	108,501		
2006	57,431	2020	100,707		

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	2010	11,848	2021	15,431
2000	15,769	2011	11,148	2022	15,085
2001	17,024	2012	11,579	2023	14,489
2002	17,334	2013	12,110		
2003	17,750	2014	10,808		
2004	19,118	2015	9,109		
2005	18,898	2016	15,654		
2006	20,485	2017	14,344		
2007	17,191	2018	18,021		
2008	14,802	2019	16,610		
2009	12,803	2020	15,300		

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	2007	\$3,997,378,910	2021	\$13,447,263,525
1994	\$2,645,330,898	2008	\$2,500,546,339	2022	\$17,216,178,130
1995	\$1,874,641,411	2009	\$1,825,305,972	2023	\$25,341,114,584
1996	\$2,066,185,285	2010	\$1,812,755,329		
1997	\$1,593,971,561	2011	\$1,856,252,028		
1998	\$1,939,924,303	2012	\$1,887,415,479		
1999	\$2,362,939,422	2013	\$2,756,720,877		
2000	\$2,564,278,632	2014	\$3,290,914,277		
2001	\$2,946,945,951	2015	\$1,521,231,134		
2002	\$3,288,438,212	2016	\$5,115,991,711		
2003	\$3,563,191,654	2017	\$6,616,405,115		
2004	\$3,958,871,954	2018	\$9,487,039,459		
2005	\$4,444,139,673	2019	\$11,094,739,200		
2006	\$4,761,461,878	2020	\$11,317,574,204		

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	2010	\$472,238,238	2021	\$3,040,021,763
2000	\$1,081,828,484	2011	\$430,602,396	2022	\$2,995,316,188
2001	\$1,182,327,328	2012	\$532,361,634	2023	\$7,370,604,388
2002	\$1,470,288,191	2013	\$659,515,557		
2003	\$1,847,699,125	2014	\$655,560,277		
2004	\$2,325,060,834	2015	\$767,726,653		
2005	\$2,472,778,539	2016	\$1,413,698,994		
2006	\$2,792,845,865	2017	\$1,496,447,605		
2007	\$1,816,517,455	2018	\$2,519,212,275		
2008	\$985,920,285	2019	\$2,699,559,985		
2009	\$537,240,501	2020	\$2,407,999,538		

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	2007	\$10,615,869,052	2021	\$28,203,554,355
1994	\$10,969,860,974	2008	\$9,032,782,242	2022	\$38,749,246,464
1995	\$6,338,915,941	2009	\$9,403,134,895	2023	\$59,119,296,468
1996	\$7,323,474,102	2010	\$8,908,919,722		
1997	\$5,358,573,265	2011	\$8,527,829,001		
1998	\$5,810,875,242	2012	\$7,403,367,041		
1999	\$6,511,909,321	2013	\$9,873,620,521		
2000	\$7,973,597,736	2014	\$9,546,302,553		
2001	\$7,656,581,079	2015	\$4,282,357,608		
2002	\$7,189,779,277	2016	\$11,687,138,268		
2003	\$7,381,963,790	2017	\$12,736,736,807		
2004	\$8,571,214,176	2018	\$22,642,003,052		
2005	\$9,133,498,866	2019	\$27,920,355,565		
2006	\$11,018,692,777	2020	\$27,462,187,300		

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	2010	\$3,303,048,941	2021	\$6,351,532,193
2000	\$2,376,180,746	2011	\$3,001,441,563	2022	\$7,300,175,086
2001	\$2,570,465,761	2012	\$2,639,644,962	2023	\$22,731,069,935
2002	\$3,038,285,255	2013	\$3,004,443,093		
2003	\$3,612,511,288	2014	\$2,727,100,790		
2004	\$4,453,268,591	2015	\$3,555,710,925		
2005	\$4,960,861,031	2016	\$4,103,123,260		
2006	\$6,124,848,977	2017	\$4,084,673,452		
2007	\$6,335,604,625	2018	\$5,980,961,483		
2008	\$5,133,116,129	2019	\$6,281,768,965		
2009	\$3,517,989,835	2020	\$6,065,614,260		

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	2007	\$16,307,600	2021	\$19,513,439
1994	\$9,955,811	2008	\$11,532,595	2022	\$18,190,798
1995	\$8,286,669	2009	\$9,591,607	2023	\$45,907,086
1996	\$8,114,639	2010	\$9,263,181		
1997	\$5,823,610	2011	\$7,932,326		
1998	\$6,532,131	2012	\$9,593,040		
1999	\$6,693,079	2013	\$7,805,968		
2000	\$8,092,119	2014	\$6,488,531		
2001	\$8,563,572	2015	\$4,152,538		
2002	\$9,140,077	2016	\$11,636,225		
2003	\$10,525,338	2017	\$12,660,300		
2004	\$10,576,680	2018	\$17,750,579		
2005	\$10,786,039	2019	\$20,259,806		
2006	\$14,702,304	2020	\$18,225,744		

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	2007	\$7,963,572	2021	\$8,134,672
1994	\$6,351,374	2008	\$5,841,613	2022	\$7,811,914
1995	\$5,014,006	2009	\$4,463,112	2023	\$24,043,033
1996	\$5,181,695	2010	\$4,232,972		
1997	\$3,167,595	2011	\$3,667,688		
1998	\$3,526,816	2012	\$3,392,489		
1999	\$3,559,885	2013	\$4,463,292		
2000	\$4,224,201	2014	\$3,765,430		
2001	\$4,237,750	2015	\$2,411,864		
2002	\$4,224,356	2016	\$5,494,409		
2003	\$4,832,940	2017	\$5,939,493		
2004	\$5,146,834	2018	\$8,251,943		
2005	\$5,723,985	2019	\$8,648,150		
2006	\$6,961,547	2020	\$7,731,669		

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	2006	8,782	2019	7,707
1994	16,684	2007	6,810	2020	6,592
1995	7,735	2008	3,699	2021	8,039
1996	8,711	2009	3,025	2022	46,375
1997	3,921	2010	3,276	2023	10,523
1998	4,861	2011	3,817		
1999	7,316	2012	6,963		
2000	6,247	2013	7,092		
2001	6,054	2014	4,908		
2002	7,637	2015	3,100		
2003	8,167	2016	6,292		
2004	9,707	2017	15,280		
2005	8,598	2018	8,644		

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	2007	\$8,315,262	2021	\$3,286,162
1994	\$12,968,286	2008	\$3,899,408	2022	\$8,001,897
1995	\$8,832,233	2009	\$1,698,028	2023	\$4,219,393
1996	\$9,913,442	2010	\$1,236,068		
1997	\$2,074,043	2011	\$1,399,067		
1998	\$2,463,171	2012	\$1,578,981		
1999	\$1,904,039	2013	\$1,788,506		
2000	\$1,743,979	2014	\$1,804,358		
2001	\$2,409,028	2015	\$2,058,538		
2002	\$3,093,437	2016	\$2,707,495		
2003	\$3,079,911	2017	\$2,293,474		
2004	\$6,512,200	2018	\$2,396,184		
2005	\$7,882,500	2019	\$3,218,900		
2006	\$7,760,622	2020	\$2,268,677		

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	2007	\$2,809,670	2021	\$648,100
1994	\$2,834,234	2008	\$1,270,250	2022	\$497,032
1995	\$2,989,976	2009	\$718,593	2023	\$872,793
1996	\$3,386,735	2010	\$481,067		
1997	\$849,886	2011	\$553,815		
1998	\$1,027,019	2012	\$483,474		
1999	\$617,885	2013	\$546,934		
2000	\$682,329	2014	\$538,667		
2001	\$685,336	2015	\$506,032		
2002	\$811,137	2016	\$532,096		
2003	\$1,029,193	2017	\$451,784		
2004	\$1,898,789	2018	\$511,622		
2005	\$2,492,707	2019	\$561,085		
2006	\$2,114,369	2020	\$357,693		

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	2007	\$66,127,909	2021	\$63,979,227
1994	\$25,105,198	2008	\$59,696,930	2022	\$67,122,991
1995	\$21,137,628	2009	\$36,373,357	2023	\$192,388,625
1996	\$24,212,940	2010	\$38,318,451		
1997	\$10,525,783	2011	\$36,819,559		
1998	\$12,439,144	2012	\$27,704,309		
1999	\$14,819,515	2013	\$31,273,116		
2000	\$22,299,453	2014	\$29,304,507		
2001	\$26,585,113	2015	\$20,325,628		
2002	\$32,127,980	2016	\$48,878,522		
2003	\$34,030,465	2017	\$44,006,309		
2004	\$38,817,811	2018	\$54,933,691		
2005	\$56,465,650	2019	\$59,289,599		
2006	\$68,362,126	2020	\$59,582,604		

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	2007	4,676	2021	680
1994	8,585	2008	4,547	2022	656
1995	6,429	2009	3,394	2023	1,198
1996	5,275	2010	2,236		
1997	2,573	2011	1,690		
1998	2,541	2012	1,487		
1999	2,011	2013	1,161		
2000	1,821	2014	840		
2001	1,987	2015	519		
2002	2,033	2016	953		
2003	1,750	2017	1,163		
2004	1,700	2018	984		
2005	2,218	2019	1,174		
2006	3,360	2020	849		

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	2007	867	2021	117
1994	2,556	2008	2,234	2022	104
1995	1,782	2009	1,822	2023	449
1996	1,345	2010	1,104		
1997	857	2011	763		
1998	785	2012	622		
1999	660	2013	437		
2000	416	2014	289		
2001	306	2015	129		
2002	351	2016	243		
2003	262	2017	194		
2004	175	2018	259		
2005	116	2019	268		
2006	305	2020	260		

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	2017	\$393,859,883
2002	\$5,898,600,466	2018	\$13,168,195,376
2003	\$6,830,792,014	2019	\$14,687,477,594
2004	\$8,809,661,216	2020	\$13,063,392,551
2005	\$10,659,711,061	2021	\$16,646,614,694
2006	\$10,543,075,192	2022	\$23,325,247,257
2007	\$8,327,924,541	2023	\$22,088,489,146
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		
2015	\$1,644,717,489		
2016	\$2,281,214,515		

Escrow/Client Activity

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
2001	\$1,856,485,353	2017	\$18,391,347
2002	\$2,444,500,216	2018	\$1,118,176,403
2003	\$3,031,042,065	2019	\$907,528,417
2004	\$3,995,337,187	2020	\$543,405,898
2005	\$4,789,373,360	2021	\$1,161,010,139
2006	\$4,360,675,885	2022	\$1,315,023,042
2007	\$3,269,775,119	2023	\$1,374,846,210
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		
2015	\$389,047,741		
2016	\$681,160,051		

Servicing/Payoff Activity

<u>Year</u>	<u>Amount</u>	<u>Year</u>	<u>Amount</u>
2001	\$3,064,717,341	2017	\$375,468,536
2002	\$3,454,100,250	2018	\$12,050,018,973
2003	\$3,799,749,949	2019	\$13,779,949,177
2004	\$4,814,324,029	2020	\$12,519,986,653
2005	\$5,870,337,701	2021	\$15,485,604,555
2006	\$6,182,399,307	2022	\$22,010,224,215
2007	\$5,058,149,422	2023	\$20,774,314,371
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		
2015	\$1,834,361,700		
2016	\$3,494,385,546		