

Real Estate Continues to Dominate

By Tracy Ashfield

I have been watching credit union mortgage activity since 1989. It's hard to believe that was 30 years ago.

You might be interested in knowing that 30 years ago, in 1989, the Mortgage Bankers Association reported total U.S. residential mortgage originations reached \$453 billion. Credit unions captured \$6.4 billion, or 1.4% of market share that year.

Considering the number and market share of mortgage loans CUs originate these days makes me think of the famous (and even older than 1989) television commercial tag line, "You've come a long way, baby!"

“Credit unions are working hard to be their members' choice for home loans.”

We are far from knowing what our 2019 volume will be, but what we do know is how things looked at the end of third quarter 2018. According to the Callahan & Associates peer-to-peer data, first mortgage balances grew 9.9% in the third quarter, and now first mortgages comprise 40.9% of the credit union loan portfolio.

That's a bigger chunk than any other product. Yes, credit unions have come a long way.

It may not surprise you that many credit unions are holding more first mortgage loans on their balance sheets. Sales to the secondary market represented only 32.3% of the loans granted in the third quarter of 2018. Higher rates seem to be making the investment more attractive to many.

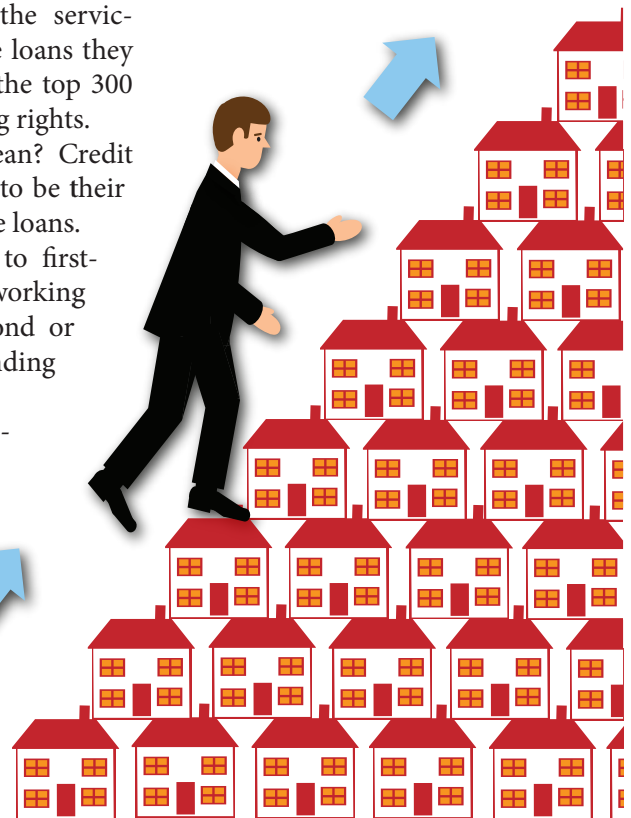
In the ranking report that follows you'll see another trend: More credit unions are retaining the servicing rights on many of the loans they grant. More than 250 of the top 300 are holding on to servicing rights.

What does all this mean? Credit unions are working hard to be their members' choice for home loans.

- They are reaching out to first-time homebuyers and working hard to grant that second or third loan to a long-standing member.
- They are using the secondary market actively to manage interest rate and credit risk.
- They are using their balance sheets wisely, crediting niche products that meet the needs of today's homebuyers.

At the end of the third quarter credit unions had granted more than \$106 billion, made over 521,000 mortgages and reached 8.5% market share in 2018.

Tracy Ashfield is a mortgage consultant for credit unions and the President-Elect of ACUMA.



Top 300 First Mortgage-Granting CUs Market Share as of Sept. 30, 2018

	\$ Originated 1st Mortgages (Fixed & Adjustable)	# Originated 1st Mortgages (Fixed & Adjustable)	\$ Outstanding 1st Mortgages (Fixed & Adjustable)	\$ Sold 1st Mortgages
Top 300 1st Mortgages Originated CUs	83,886,062,639	351,031	303,556,919,534	28,944,036,515
All Originating CUs (3,142 CUs)*	106,833,778,576	520,901	423,416,024,156	34,537,063,230
Top 300 Share	78.5	67	71.7	83.8

*CUs who granted \$10,000 or more 01/18 - 09/18

Continued →

Top 300 First Mortgage-Granting CUs Market Share as of Sept. 30, 2018

Rank	State	Name of Credit Union	\$ Originated 1st Mortgages (Fixed & Adjustable)	# Originated 1st Mortgages (Fixed & Adjustable)	\$ Outstanding 1st Mortgages (Fixed & Adjustable)	\$ Sold 1st Mortgages	RE Loans Sold but Serviced by CU
1	VA	Navy	\$11,920,923,087	43,881	\$33,231,922,319	\$6,231,998,875	\$32,469,041,743
2	NC	State Employees'	\$2,457,399,286	14,422	\$16,793,612,814	\$143,397	\$114,725,116
3	MI	Lake Michigan	\$2,158,427,754	10,206	\$3,805,777,175	\$1,041,520,242	\$7,325,338,683
4	VA	Pentagon	\$2,006,276,000	5,082	\$11,582,561,211	\$636,819,591	\$6,137,221,287
5	CA	First Tech	\$1,606,662,659	3,343	\$5,281,149,917	\$669,173,709	\$4,673,106,868
6	WA	BECU	\$1,506,932,622	5,575	\$6,313,362,543	\$489,593,975	\$3,697,923,253
7	NY	Bethpage	\$1,335,428,029	4,305	\$3,600,695,986	\$759,994,154	\$5,537,476,798
8	ID	Idaho Central	\$995,688,484	5,061	\$1,450,450,568	\$597,118,845	\$2,003,341,642
9	UT	Mountain America	\$951,983,707	5,582	\$2,333,098,431	\$397,681,706	\$1,587,694,027
10	CA	Logix	\$950,924,800	1,996	\$3,624,159,417	\$134,757,751	\$1,646,580,950
11	CO	Elevations	\$928,429,867	2,536	\$857,606,022	\$705,860,666	\$3,651,148,646
12	AK	Alaska USA	\$864,477,149	2,531	\$961,202,932	\$600,292,362	\$5,023,939,519
13	CA	SchoolsFirst	\$855,526,417	2,413	\$3,686,337,758	\$118,173,888	\$1,788,920,282
14	IA	University Of Iowa Community	\$834,178,242	3,419	\$2,897,008,813	\$416,404,212	\$75,051,217
15	UT	America First	\$745,304,844	5,377	\$1,223,411,955	\$303,226,280	\$2,475,767,548
16	MA	Digital	\$729,316,525	1,843	\$2,222,126,501	\$284,316,387	\$2,379,187,908
17	OR	OnPoint Community	\$664,524,175	4,350	\$1,751,101,192	\$353,768,346	\$1,942,471,580
18	WI	Landmark	\$660,728,131	3,321	\$1,195,153,872	\$312,830,157	\$2,416,796,110
19	WI	Summit	\$657,589,397	3,317	\$1,609,412,795	\$238,622,392	\$1,872,026,505
20	TX	Security Service	\$649,464,516	3,632	\$2,448,973,229	\$164,632,099	\$1,379,846,495
21	CA	Golden 1	\$641,301,756	2,704	\$2,759,798,153	\$155,285,373	\$800,445,728
22	CA	Patelco	\$628,068,163	1,110	\$2,853,407,164	\$71,234,282	\$964,428,222
23	TX	University	\$613,180,191	2,070	\$928,722,250	\$516,523,690	\$1,700,863,724
24	NV	Greater Nevada	\$612,251,359	182	\$245,562,073	\$119,455,069	\$579,805,271
25	UT	Utah Community	\$607,866,830	3,848	\$433,070,300	\$169,992,211	\$689,791,289
26	IA	Veridian	\$586,793,817	2,779	\$1,345,278,445	\$199,859,605	\$117,496
27	CA	Kinecta	\$541,047,894	927	\$2,017,101,857	\$115,182,182	\$3,043,805,274
28	TX	Randolph-Brooks	\$538,206,581	3,568	\$2,685,428,917	\$252,315,125	\$763,846,429
29	CO	Ent	\$528,493,567	2,003	\$2,298,123,961	\$121,841,178	\$813,802,481
30	IL	BCU	\$522,589,002	2,258	\$1,391,831,993	\$258,605,878	\$2,206,413,914
31	IL	Alliant	\$503,644,290	839	\$4,434,740,714	\$35,584,400	\$398,541,620
32	WI	University Of Wisconsin	\$480,677,811	2,331	\$704,877,024	\$288,809,000	\$2,050,003,828
33	NC	Coastal	\$474,820,391	2,048	\$1,037,705,278	\$199,154,152	\$1,611,276,976
34	CA	San Diego County	\$467,701,397	1,101	\$3,550,060,458	\$0	\$571,242,132
35	TN	Eastman	\$462,596,848	3,336	\$2,378,709,063	\$71,913	\$2,687,923
36	OH	Wright-Patt	\$450,389,445	3,263	\$1,071,676,160	\$37,883,307	\$4,082,556,678
37	WI	Royal	\$445,148,706	3,616	\$936,802,213	\$179,408,370	\$1,614,864,967
38	KS	CommunityAmerica	\$438,816,795	2,116	\$639,740,923	\$309,084,813	\$2,217,822,839
39	NY	United Nations	\$437,653,207	914	\$2,212,897,812	\$21,280,040	\$231,110,128
40	FL	Suncoast	\$434,298,356	2,510	\$2,439,939,187	\$177,399	\$289,094,277
41	NY	State Employees	\$430,506,390	2,302	\$964,645,755	\$265,834,175	\$1,935,882,363
42	CA	Stanford	\$419,741,014	433	\$1,591,375,308	\$30,935,510	\$588,135,381
43	MN	Wings Financial	\$415,766,125	1,481	\$1,773,091,747	\$50,447,626	\$335,371,569
44	FL	VyStar	\$414,584,618	2,475	\$2,489,556,810	\$5,298,364	\$219,700,085
45	NY	CAP COM	\$402,393,418	2,141	\$920,273,149	\$225,715,210	\$965,350,602
46	WI	Community First	\$390,356,824	2,418	\$1,835,799,276	\$18,401,050	\$2,129,195
47	GA	Georgia's Own	\$388,724,607	679	\$608,309,267	\$232,768,298	\$184,004,208
48	DC	Bank-Fund Staff	\$386,619,596	784	\$2,399,447,897	\$1,367,300	\$251,218,871
49	IN	Evansville Teachers	\$386,493,840	2,512	\$562,197,706	\$223,175,976	\$434,460,753
50	CA	Redwood	\$385,788,650	917	\$1,647,726,173	\$110,810,750	\$904,980,877

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51	GA	Delta Community	\$377,798,161	1,520	\$2,063,064,620	\$113,301,258	\$343,971,268
52	IL	CEFCU	\$361,575,515	1,735	\$2,482,765,176	\$5,000,000	\$54,704,476
53	AZ	Desert Financial	\$353,943,127	1,550	\$828,931,981	\$235,475,210	\$1,810,206,391
54	CA	Mission	\$353,275,837	666	\$1,421,218,335	\$53,626,550	\$949,535,790
55	CA	SAFE	\$351,905,867	907	\$1,138,145,357	\$112,491,565	\$787,775,596
56	CA	Chevron	\$351,572,855	968	\$2,396,428,367	\$0	\$9,816,409
57	CA	Wescom	\$344,964,932	1,160	\$1,302,368,617	\$32,162,663	\$997,637,193
58	PA	Members 1st	\$328,172,012	2,082	\$866,270,774	\$147,372,446	\$200,420,496
59	RI	Navigant	\$317,944,791	1,384	\$1,284,724,522	\$39,454,350	\$290,910,528
60	NY	Teachers	\$317,401,696	316	\$1,892,388,954	\$43,376,933	\$1,264,237,521
61	TX	American Airlines	\$310,479,506	1,253	\$2,092,578,189	\$0	\$2,669,872
62	CA	Premier America	\$299,345,150	280	\$1,538,067,215	\$30,452,520	\$253,416,399
63	MN	TruStone Financial	\$297,717,352	1,622	\$395,866,409	\$228,161,103	\$918,888,272
64	CA	Star One	\$292,091,852	629	\$3,238,438,111	\$259,565	\$5,560,394
65	NY	Visions	\$291,943,737	1,519	\$1,696,845,823	\$57,500	\$74,965,872
66	WI	Altra	\$291,257,756	1,591	\$603,961,350	\$152,615,953	\$998,524,294
67	CA	Provident	\$289,938,218	482	\$1,205,189,437	\$51,078,630	\$1,374,978,399
68	OH	General Electric	\$289,166,203	859	\$1,010,245,842	\$0	\$0
69	CO	Bellco	\$282,952,605	670	\$1,011,139,155	\$48,060,962	\$665,224,766
70	WA	Numerica	\$281,035,405	1,047	\$711,385,335	\$94,461,464	\$484,052,898
71	PA	American Heritage	\$272,463,026	727	\$727,951,558	\$118,411,943	\$855,619,909
72	NC	Local Government	\$269,564,097	1,831	\$718,726,489	\$105,473,155	\$0
73	NJ	Affinity	\$268,712,309	1,004	\$1,867,121,898	\$119,400	\$121,604,471
74	UT	Goldenwest	\$267,785,623	962	\$433,864,218	\$135,909,936	\$4,622,888
75	TX	TDECU	\$259,490,312	1,772	\$1,039,516,653	\$65,668,083	\$562,135,203
76	PA	Police And Fire	\$258,806,416	1,357	\$1,366,912,199	\$86,340,906	\$725,269,800
77	VA	Virginia	\$257,400,620	1,255	\$889,756,406	\$117,248,590	\$288,617,038
78	VT	New England	\$251,595,276	1,175	\$654,095,531	\$132,835,005	\$1,394,287,044
79	NY	Hudson Valley	\$245,335,813	972	\$1,007,279,291	\$96,746,166	\$1,337,431,319
80	WA	STCU	\$244,222,316	871	\$1,124,846,577	\$20,216,355	\$146,956,189
81	WI	Westconsin	\$238,222,415	1,336	\$449,945,434	\$93,118,566	\$919,841,088
82	MA	Metro	\$236,823,821	570	\$680,391,077	\$66,415,754	\$800,466,109
83	RI	Pawtucket	\$235,501,679	1,144	\$1,304,917,609	\$25,384,589	\$206,330,074
84	CA	Financial Partners	\$233,109,354	396	\$581,715,463	\$120,983,554	\$973,473,241
85	WA	Gesa	\$223,510,592	862	\$489,353,911	\$91,239,831	\$458,218,837
86	MI	Michigan State University	\$222,909,198	1,254	\$1,352,744,904	\$16,898,158	\$38,225,578
87	VA	Langley	\$222,136,325	817	\$656,193,093	\$17,942,398	\$145,975,123
88	NV	One Nevada	\$221,887,619	866	\$170,943,182	\$181,555,538	\$110,888,788
89	TN	ORNL	\$221,235,069	1,076	\$841,780,633	\$18,286,623	\$440,951,270
90	CA	UNIFY Financial	\$220,839,203	261	\$1,174,857,503	\$33,618,310	\$323,282,318
91	SC	Founders	\$219,011,789	1,607	\$915,630,643	\$0	\$0
92	FL	Fairwinds	\$218,716,307	1,284	\$907,888,702	\$82,884,597	\$310,803,077
93	MD	Andrews	\$217,313,470	790	\$542,450,150	\$314,541,266	\$1,211,384,709
94	AZ	OneAZ	\$217,027,785	908	\$629,548,007	\$121,674,660	\$879,673,720
95	VA	Northwest	\$215,253,054	618	\$740,004,283	\$93,709,123	\$1,432,525,993
96	NY	Nassau Educators	\$214,533,782	325	\$851,334,955	\$41,676,750	\$471,470,738
97	TX	Advancial	\$214,414,257	573	\$578,931,105	\$57,689,061	\$453,933,999
98	CA	American First	\$212,527,439	279	\$357,427,660	\$134,142,203	\$623,172,467
99	WA	Washington State Employees	\$210,412,071	868	\$703,855,892	\$42,353,525	\$1,532,342,571
100	WI	Fox Communities	\$203,682,895	1,513	\$1,027,192,026	\$16,518,836	\$114,104,756

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101	VA	Apple	\$195,900,419	455	\$1,035,589,174	\$77,048,990	\$518,198,340
102	CA	California	\$195,357,528	485	\$1,200,090,715	\$61,128,044	\$942,135,788
103	WI	CoVantage	\$191,092,709	1,622	\$736,463,176	\$51,963,148	\$270,584,669
104	SC	South Carolina	\$189,882,146	755	\$674,100,856	\$57,653,355	\$251,834,825
105	IA	Collins Community	\$189,034,649	931	\$541,478,170	\$73,561,556	\$73,083,553
106	IN	Elements Financial	\$188,789,918	767	\$577,866,918	\$66,770,510	\$0
107	MI	United	\$187,948,763	976	\$1,122,769,915	\$98,689,189	\$291,416,365
108	MN	Central Minnesota	\$187,544,621	733	\$502,597,448	\$62,245,857	\$267,565,726
109	PA	Citadel	\$186,601,456	497	\$1,412,722,696	\$46,946,943	\$482,909,532
110	FL	MidFlorida	\$184,976,333	882	\$883,862,740	\$92,664,212	\$716,766,337
111	IN	Purdue	\$184,254,182	1,698	\$669,478,438	\$67,165,683	\$466,192,912
112	PA	Pennsylvania State Employees	\$183,958,212	1,700	\$1,159,535,355	\$0	\$157,394,928
113	IA	Dupaco Community	\$180,811,621	1,152	\$371,504,180	\$94,323,975	\$721,624,428
114	AL	Redstone	\$178,268,396	1,342	\$483,996,487	\$82,689,273	\$670,907,216
115	MN	Affinity Plus	\$177,191,169	979	\$548,454,150	\$109,332,211	\$1,336,163,346
116	TX	Austin Telco	\$176,973,337	605	\$577,655,565	\$2,437,511	\$0
117	WI	Capital	\$176,779,290	1,070	\$719,095,937	\$21,092,165	\$190,285,471
118	PA	TruMark Financial	\$176,559,967	539	\$781,376,240	\$37,758,136	\$530,034,797
119	MI	DFCU Financial	\$174,718,167	1,095	\$550,187,204	\$99,026,336	\$798,562,121
120	NM	Nusenda	\$173,919,749	578	\$578,488,603	\$73,078,342	\$460,345,571
121	CO	Canvas	\$173,635,394	420	\$367,958,234	\$66,087,382	\$414,456,982
122	TN	Ascend	\$173,156,371	844	\$770,075,345	\$0	\$0
123	CA	Orange County's	\$171,904,060	454	\$657,146,323	\$92,436,098	\$687,464,966
124	FL	Campus USA	\$171,464,275	833	\$587,171,451	\$121,500	\$36,301,072
125	NY	ESL	\$169,463,765	758	\$606,189,285	\$89,506,111	\$1,042,025,993
126	MD	State Employees Credit Union of Maryland	\$169,386,097	741	\$1,536,348,496	\$62,556,000	\$895,493,465
127	IN	Teachers	\$169,191,901	882	\$1,125,597,524	\$1,238,986	\$2,491,817
128	CA	Meriwest	\$165,636,304	194	\$685,916,176	\$48,022,650	\$789,257,397
129	CA	Technology	\$164,675,011	208	\$996,979,271	\$0	\$145,943,301
130	FL	GTE Financial	\$163,125,571	682	\$558,623,232	\$75,569,563	\$1,289,563,856
131	CA	Partners	\$159,878,620	507	\$505,350,112	\$94,411,606	\$812,588,424
132	DC	NASA	\$158,953,450	444	\$646,290,782	\$55,346,836	\$44,647,755
133	WA	Whatcom Educational	\$158,465,399	566	\$811,069,768	\$24,908,479	\$439,132,442
134	MS	Keesler	\$158,252,692	859	\$615,788,711	\$0	\$17,056,260
135	IN	Forum	\$157,284,710	791	\$266,519,424	\$109,293,860	\$898,600,211
136	OR	Advantis	\$157,062,550	514	\$507,444,922	\$56,092,258	\$887,172,114
137	IL	Deere Employees	\$154,101,468	790	\$494,167,074	\$24,567,000	\$16,571,562
138	AZ	TruWest	\$153,277,202	380	\$406,701,502	\$34,157,860	\$163,616,897
139	IN	Interra	\$153,017,239	619	\$527,394,734	\$20,772,220	\$33,749,115
140	TX	GECU	\$152,607,092	1,430	\$483,683,715	\$97,699,266	\$554,693,030
141	KY	L & N	\$152,486,633	647	\$738,943,257	\$10,260,983	\$120,179,732
142	TX	Navy Army Community	\$151,372,958	1,166	\$1,037,585,658	\$0	\$6,800,627
143	ND	Town and Country	\$149,218,288	739	\$175,991,843	\$69,830,065	\$22,391,739
144	CA	Nuvision	\$148,770,593	347	\$697,064,172	\$43,926,935	\$587,932,621
145	UT	Cyprus	\$148,382,227	530	\$208,511,136	\$53,173,521	\$0
146	NY	USAlliance Financial	\$143,222,207	210	\$568,571,164	\$3,236,522	\$174,324,402
147	CA	Firefighters First	\$142,450,764	391	\$726,386,964	\$14,029,464	\$206,493,456
148	MO	Anheuser-Busch Employees'	\$141,872,541	675	\$507,435,086	\$51,119,468	\$403,222,912
149	IN	3Rivers	\$141,302,074	754	\$329,795,842	\$75,320,618	\$413,360,634
150	OH	Superior	\$141,128,143	1,038	\$321,853,179	\$71,955,201	\$756,922,504

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151	MA	Jeanne D'Arc	\$140,261,656	367	\$916,811,748	\$55,345,989	\$125,703,716
152	NY	Sunmark	\$138,714,622	849	\$257,521,553	\$79,042,285	\$0
153	CA	Travis	\$138,628,070	463	\$611,375,682	\$59,938,862	\$469,162,808
154	MA	Harvard University Employees	\$137,871,060	357	\$401,972,050	\$27,819,345	\$368,888,752
155	CA	California Coast	\$137,551,089	377	\$739,485,626	\$19,171,905	\$202,413,008
156	NY	Empower	\$136,494,947	898	\$349,418,001	\$72,059,290	\$618,765,450
157	NH	Service	\$135,673,682	416	\$890,999,761	\$0	\$0
158	OR	Oregon Community	\$135,607,260	727	\$389,292,124	\$24,572,626	\$0
159	CA	USE	\$134,730,889	248	\$413,768,766	\$4,001,450	\$198,327,948
160	WA	Columbia	\$134,106,482	459	\$482,895,126	\$41,198,075	\$281,749,362
161	CA	KeyPoint	\$133,399,604	210	\$566,956,571	\$72,556,474	\$348,176,270
162	MI	Honor	\$132,183,717	909	\$346,761,417	\$52,490,781	\$315,040,586
163	CA	San Mateo	\$132,167,071	236	\$441,967,661	\$21,958,298	\$73,308,341
164	SC	Sharonview	\$131,517,915	770	\$826,662,934	\$1,280,010	\$12,436,448
165	UT	University	\$131,374,491	606	\$230,364,967	\$63,835,913	\$378,530,990
166	NC	Allegacy	\$129,004,285	642	\$322,563,971	\$43,246,682	\$68,258,773
167	NY	Polish & Slavic	\$126,635,200	482	\$903,402,087	\$0	\$57,049,625
168	NC	Truliant	\$126,010,485	843	\$525,543,910	\$63,734,793	\$29,608,746
169	NM	Sandia Laboratory	\$125,678,263	400	\$672,526,611	\$16,790,400	\$31,299,895
170	MA	Workers	\$124,241,985	267	\$631,936,734	\$22,542,994	\$212,189,433
171	NH	St. Mary's Bank	\$124,191,889	584	\$328,296,934	\$71,644,676	\$573,947,606
172	TN	Knoxville TVA Employees	\$124,081,814	870	\$589,413,047	\$8,406,361	\$0
173	MI	Michigan Schools and Government	\$122,190,146	604	\$613,543,803	\$8,606,768	\$50,349,590
174	IN	Indiana University	\$121,437,378	533	\$477,477,351	\$6,919,820	\$5,412,272
175	MA	Rockland	\$120,415,402	314	\$576,234,953	\$27,657,844	\$205,950,480
176	VA	Dupont Community	\$119,500,430	655	\$524,389,353	\$26,198,257	\$70,312,940
177	MO	First Community	\$118,957,906	714	\$378,434,466	\$42,942,571	\$559,675,589
178	WA	Harborstone	\$118,563,565	228	\$434,405,454	\$0	\$76,955,579
179	CA	Schools Financial	\$118,495,238	469	\$329,600,668	\$12,634,500	\$171,773,058
180	IN	Indiana Members	\$118,384,581	1,184	\$537,849,475	\$29,075,028	\$34,629,033
181	PA	Franklin Mint	\$117,668,113	300	\$383,488,479	\$36,599,012	\$455,718,194
182	CT	American Eagle Financial	\$117,577,759	527	\$626,740,255	\$25,191,874	\$368,189,802
183	OR	Unitus Community	\$117,549,435	554	\$370,664,247	\$65,689,757	\$537,375,131
184	HI	Hawaii State	\$117,193,666	211	\$296,691,886	\$64,708,507	\$263,011,746
185	MT	Whitefish	\$115,907,025	578	\$758,530,394	\$0	\$0
186	NY	Municipal	\$114,083,455	393	\$878,403,002	\$0	\$20,775,265
187	CO	Premier Members	\$113,798,087	303	\$395,807,339	\$12,827,354	\$150,193,561
188	MA	St. Anne's Of Fall River	\$113,347,945	291	\$583,045,160	\$20,404,017	\$320,155,313
189	WA	iQ	\$112,033,627	275	\$243,967,220	\$47,903,229	\$188,451,603
190	MN	Spire	\$111,728,470	719	\$380,927,929	\$37,295,288	\$8,162,398
191	OR	Rogue	\$110,776,084	594	\$241,953,102	\$82,845,910	\$145,121,002
192	VA	State Department	\$110,362,587	305	\$646,138,280	\$0	\$134,771,911
193	IN	Notre Dame	\$108,882,053	585	\$241,977,929	\$24,702,996	\$204,805,981
194	NY	AmeriCU	\$107,332,278	749	\$561,393,851	\$16,850,975	\$270,220,604
195	AK	Denali	\$106,424,564	355	\$90,159,580	\$67,734,785	\$95,584,664
196	MD	Tower	\$106,283,579	388	\$423,222,208	\$56,389,796	\$1,027,996,963
197	UT	Deseret First	\$105,929,457	467	\$138,197,869	\$96,810,776	\$0
198	MI	Dow Chemical Employees	\$105,741,501	733	\$457,216,932	\$14,013,731	\$66,604,070
199	SC	SRP	\$104,834,989	641	\$208,568,694	\$41,214,137	\$0
200	CA	SF Fire	\$104,620,040	185	\$486,153,711	\$0	\$275,786,859

Top 300 First Mortgage-Granting CUs Market Share as of Sept. 30, 2018

Rank	State	Name of Credit Union	\$ Originated 1st Mortgages (Fixed & Adjustable)	# Originated 1st Mortgages (Fixed & Adjustable)	\$ Outstanding 1st Mortgages (Fixed & Adjustable)	\$ Sold 1st Mortgages	RE Loans Sold but Serviced by CU
201	CO	Westerra	\$103,722,886	378	\$419,051,659	\$35,375,837	\$389,982,384
202	PA	Freedom	\$103,650,314	388	\$327,572,126	\$13,325,682	\$85,244,340
203	TX	First Community	\$103,574,375	294	\$401,725,879	\$2,541,354	\$76,322,378
204	NM	U.S. Eagle	\$103,324,450	246	\$235,093,609	\$7,304,192	\$0
205	WI	Educators	\$102,963,833	711	\$891,957,728	\$55,305,730	\$180,935,116
206	AR	Arkansas	\$102,206,349	786	\$287,160,421	\$36,090,955	\$121,600,672
207	TX	EECU	\$101,502,271	526	\$328,239,879	\$22,935,766	\$185,658,236
208	CT	Charter Oak	\$100,356,706	516	\$608,373,248	\$10,657,515	\$171,307,155
209	TX	Texas Tech	\$100,081,538	546	\$30,652,286	\$95,054,611	\$0
210	LA	Jefferson Financial	\$100,063,838	305	\$301,746,493	\$0	\$10,971,533
211	IL	Vibrant	\$99,248,335	749	\$255,811,548	\$34,954,785	\$222,173,717
212	OK	Truity	\$98,919,435	461	\$161,011,780	\$76,568,400	\$628,175,180
213	WI	Verve, a	\$98,655,250	519	\$526,732,518	\$36,682,070	\$254,814,240
214	WA	Sound	\$98,611,196	371	\$371,411,456	\$41,571,100	\$0
215	IL	Great Lakes	\$96,612,489	211	\$246,821,077	\$23,883,782	\$261,265,277
216	TX	A+	\$96,595,530	630	\$480,657,697	\$0	\$0
217	WA	TwinStar	\$95,857,280	426	\$180,922,374	\$49,325,036	\$390,178,128
218	IN	Centra	\$95,669,200	691	\$478,398,904	\$20,301,069	\$178,300,972
219	AL	APCO Employees	\$95,496,377	545	\$608,413,863	\$0	\$0
220	OR	Maps	\$95,348,491	644	\$307,781,036	\$35,023,897	\$0
221	ID	Potlatch No 1	\$95,144,719	426	\$249,261,964	\$16,082,103	\$312,081,773
222	GA	Atlanta Postal	\$92,771,346	369	\$457,226,054	\$0	\$0
223	KY	Park Community	\$92,526,935	529	\$294,086,290	\$1,310,662	\$0
224	MI	Genisys	\$91,887,237	600	\$504,339,666	\$3,326,381	\$67,390,163
225	MI	Advia	\$90,577,812	585	\$616,434,131	\$12,516,989	\$0
226	UT	Utah First	\$90,571,311	196	\$149,383,086	\$20,652,338	\$0
227	NY	Corning	\$90,438,228	605	\$390,342,807	\$34,377,893	\$345,743,112
228	GA	Robins Financial	\$90,285,495	711	\$373,101,012	\$25,809,949	\$306,874,528
229	CA	XCEED Financial	\$90,258,130	209	\$387,471,907	\$29,414,800	\$403,993,748
230	WI	Westby Co-op	\$89,951,115	753	\$221,608,516	\$18,683,252	\$150,271,312
231	CA	First Entertainment	\$89,647,411	294	\$525,527,646	\$10,811,225	\$111,192,905
232	MI	Lake Trust	\$88,564,255	370	\$580,623,456	\$0	\$7,973,142
233	FL	Achieva	\$88,556,871	376	\$373,648,345	\$25,801,646	\$251,002,552
234	NE	Liberty First	\$88,035,058	549	\$91,021,899	\$70,354,516	\$0
235	NC	Self-Help	\$87,259,653	535	\$817,806,446	\$0	\$0
236	CA	Pacific Service	\$86,513,211	311	\$286,013,284	\$29,171,288	\$0
237	MI	Community Financial	\$85,794,577	418	\$336,788,741	\$31,600,812	\$322,599,790
238	CA	Ventura County	\$84,141,069	167	\$306,561,286	\$5,235,650	\$75,623,932
239	HI	Hawaiian Financial	\$83,866,350	199	\$282,572,170	\$18,297,750	\$0
240	MI	Consumers	\$83,225,976	443	\$337,205,878	\$63,503,253	\$307,507,247
241	TX	FirstLight	\$82,766,420	402	\$376,463,067	\$1,234,752	\$67,114,882
242	FL	Space Coast	\$82,754,790	460	\$671,839,108	\$45,833,454	\$759,380,608
243	IL	Consumers	\$82,647,320	408	\$226,226,191	\$54,886,034	\$345,415,810
244	MD	National Institutes of Health	\$82,597,304	203	\$230,948,348	\$13,372,931	\$247,142,292
245	OR	First Community	\$81,714,976	490	\$420,126,280	\$35,161,919	\$245,556,190
246	AL	Avadian	\$81,236,519	393	\$195,291,369	\$49,153,955	\$65,804,878
247	CA	Credit Union of Southern California	\$81,232,886	204	\$444,227,102	\$7,754,998	\$259,973,582
248	IN	Beacon	\$80,856,221	398	\$740,727,114	\$0	\$1,992,845
249	TX	Amplify	\$79,202,128	560	\$275,582,619	\$30,522,000	\$207,939,233
250	NY	Suffolk	\$79,193,018	590	\$422,459,178	\$3,748,945	\$0

Top 300 First Mortgage-Granting CUs Market Share as of Sept. 30, 2018

Rank	State	Name of Credit Union	\$ Originated 1st Mortgages (Fixed & Adjustable)	# Originated 1st Mortgages (Fixed & Adjustable)	\$ Outstanding 1st Mortgages (Fixed & Adjustable)	\$ Sold 1st Mortgages	RE Loans Sold but Serviced by CU
251	FL	Community First Credit Union of Florida	\$78,911,230	427	\$464,581,464	\$543,206	\$152,641,259
252	OK	WEOKIE	\$78,795,199	427	\$388,613,154	\$6,236,995	\$140,065,402
253	MA	Greylock	\$78,472,367	443	\$495,238,167	\$10,106,011	\$371,879,743
254	MN	Hiway	\$78,431,500	376	\$397,218,437	\$26,156,984	\$196,390,360
255	WI	Blackhawk Community	\$77,500,408	406	\$192,746,832	\$9,552,645	\$259,039,876
256	HI	HawaiiUSA	\$77,379,896	145	\$377,326,717	\$0	\$2,594,526
257	AL	MAX	\$76,227,712	252	\$304,731,171	\$13,674,140	\$137,191,638
258	MN	Members Cooperative	\$76,109,301	433	\$237,043,270	\$15,054,094	\$0
259	OH	KEMBA Financial	\$76,064,742	505	\$313,655,278	\$4,932,437	\$37,380,342
260	CA	Point Loma	\$73,979,601	97	\$264,795,003	\$0	\$30,687,476
261	WI	Thrivent	\$73,885,297	364	\$245,645,716	\$29,353,297	\$350,692,105
262	VT	Vermont	\$73,837,812	656	\$217,110,946	\$33,970,190	\$243,210,776
263	FL	IBM Southeast Employees	\$73,782,994	305	\$350,391,025	\$20,256,077	\$358,030,306
264	TX	Shell	\$73,669,356	562	\$236,890,283	\$15,465,352	\$105,948,248
265	CA	CoastHills	\$73,309,823	280	\$427,995,291	\$7,043,488	\$78,079,058
266	TN	Tennessee Valley	\$72,883,913	413	\$301,356,630	\$12,999,790	\$0
267	WI	Marine	\$72,395,394	978	\$334,104,907	\$16,468,126	\$600,187
268	MI	Frankenmuth	\$72,130,098	661	\$174,930,321	\$45,378,401	\$251,940,337
269	SD	Black Hills	\$71,997,040	392	\$433,082,996	\$13,829,302	\$0
270	OH	Seven Seventeen	\$71,723,798	533	\$405,022,445	\$4,124,207	\$3,995,954
271	MI	Arbor Financial	\$70,868,124	404	\$291,336,513	\$7,788,779	\$137,182,402
272	VT	Vermont State Employees	\$70,472,495	477	\$387,652,949	\$24,719,887	\$329,078,361
273	TN	Orion	\$70,464,921	366	\$361,961,353	\$24,006,345	\$20,587,276
274	OR	Oregon State	\$70,133,145	234	\$272,564,817	\$17,875,335	\$242,769,727
275	IL	Scott	\$69,951,323	442	\$198,610,953	\$18,791,007	\$49,794,825
276	OK	TTCU	\$69,852,451	395	\$229,500,060	\$38,955,739	\$286,869,832
277	CO	Air Academy	\$69,051,295	309	\$221,862,735	\$19,110,529	\$0
278	MA	First Citizens'	\$68,669,782	158	\$306,852,025	\$6,585,976	\$136,034,072
279	WA	Salal	\$68,033,715	151	\$205,828,216	\$23,338,872	\$251,356,923
280	KS	Credit Union Of America	\$67,542,572	755	\$166,151,083	\$38,072,300	\$0
281	CA	Christian Community	\$67,324,219	169	\$474,071,693	\$0	\$43,810,184
282	FL	Grow Financial	\$67,059,733	328	\$525,155,161	\$0	\$175,765,277
283	IA	DuTrac Community	\$66,886,794	439	\$285,741,153	\$3,420,095	\$2,589,533
284	IA	Community Choice	\$66,842,017	525	\$114,295,586	\$46,996,561	\$0
285	NY	First Source	\$66,369,675	671	\$234,851,343	\$20,064,982	\$31,603,197
286	IL	Abbott Laboratories Employees	\$66,269,333	239	\$256,482,929	\$15,549,750	\$0
287	OR	Selco Community	\$66,176,928	409	\$365,729,653	\$0	\$0
288	NE	Centris	\$65,957,286	460	\$207,353,128	\$47,186,909	\$397,798,009
289	CA	Honda	\$65,783,320	357	\$291,016,038	\$231,700	\$0
290	DC	Congressional	\$65,458,283	185	\$309,047,699	\$9,146,988	\$72,157,671
291	ID	Beehive	\$65,391,911	1,528	\$109,569,195	\$27,492,677	\$0
292	MA	Hanscom	\$64,234,067	245	\$223,729,308	\$47,659,119	\$361,652,966
293	KY	University Of Kentucky	\$64,050,652	802	\$164,408,575	\$14,007,623	\$0
294	OH	Kemba	\$63,896,936	167	\$219,806,721	\$31,858,274	\$104,398,518
295	AZ	Vantage West	\$63,849,625	231	\$470,403,955	\$28,294,470	\$60,202,488
296	TN	Y-12	\$63,427,005	294	\$399,247,571	\$12,544,340	\$30,319,172
297	MI	Dort	\$63,316,739	466	\$281,635,086	\$5,334,102	\$57,613,904
298	WA	Solarity	\$63,256,032	282	\$235,007,759	\$29,017,088	\$268,616,766
299	MI	University Of Michigan	\$63,254,935	299	\$242,285,995	\$0	\$0
300	VA	UVA Community	\$62,963,606	415	\$192,617,364	\$26,808,188	\$0