

# Rise in Refinancings Boosts Third-Quarter Lending



By Tracy Ashfield

As we look at credit unions' mortgage activity through the third quarter of 2019, it's clear we experienced a nice "pre-winter" flurry of refinance activity.

Many credit unions enjoyed a great third quarter in mortgage lending. Credit unions funded more than 230,000 units from July through September. That represents a lot of homeowners who turned to their credit union for their home financing needs during those three months.

Overall market share rose just a bit, and it continues to hover just under 8.5%. Reports are that 2019 fourth-quarter volume stayed strong, so we can expect good results when year-end numbers come out.

Credit unions, stay strong! Keep

looking for opportunities to help your members buy homes.

## A FEW OBSERVATIONS

Here are a few fun facts I noticed while looking at this latest data:

- More than 3,000 credit unions made at least one loan in the third quarter, but the Top 300 loan originators still represent almost 80% of total credit union originations.
- That number hasn't moved in a long time. Remember there are just over 5,000 credit unions total, so about 60% are showing first-

mortgage activity on their call report.

- There has been much talk of the yield curve and the role ARMs are playing in the market. Credit unions have stayed pretty consistent with ARM fundings. Adjustable rate mortgages have represented about 10% of the total fundings for the last couple of years.

“Credit unions, stay strong! Keep looking for opportunities to help your members buy homes.”

Bottom line, credit unions are an excellent housing finance partner for their members, and it shows! ▲

Tracy Ashfield is the President of ACUMA. She has also worked as a mortgage consultant for credit unions

## Top 300 First Mortgage-Granting CUs as of Sep. 30, 2019

	\$ Originated 1st Mortgages (Fixed & Adjustable)	# Originated 1st Mortgages (Fixed & Adjustable)	\$ Outstanding 1st Mortgages (Fixed & Adjustable)	\$ Sold 1st Mortgages
Top 300 1st Mortgages Originated CUs	94,864,688,243	384,640	326,449,898,333	36,556,765,174
All Originating CUs (3,057 CUs)*	119,822,999,759	555,831	453,851,773,928	43,459,363,670
Top 300 Share	79.2	69	71.9	84.1

\*CUs who granted \$10,000 or more 01/19 - 9/19

Continued →

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1	VA	Navy	\$13,561,162,732	47,480	\$36,132,380,290	\$7,178,011,272	\$37,281,480,745
2	NC	State Employees'	\$2,912,323,075	16,735	\$17,915,682,402	\$270,222	\$102,686,436
3	MI	Lake Michigan	\$2,418,078,982	10,806	\$3,971,649,904	\$1,432,424,313	\$8,051,336,576
4	WA	BECU	\$1,807,405,643	4,956	\$6,996,307,590	\$454,464,098	\$3,839,575,868
5	CA	First Tech	\$1,601,437,239	3,453	\$5,293,195,045	\$858,191,457	\$4,866,214,172
6	NY	Bethpage	\$1,398,937,998	5,093	\$3,817,570,565	\$708,267,232	\$5,873,169,344
7	ID	Idaho Central	\$1,346,084,530	6,128	\$1,834,430,697	\$827,115,164	\$2,242,981,212
8	CA	SchoolsFirst	\$1,340,209,816	3,251	\$4,316,221,287	\$283,914,184	\$1,925,786,829
9	UT	Mountain America	\$1,274,391,571	6,749	\$2,735,499,430	\$504,658,469	\$1,442,717,492
10	CO	Elevations	\$1,110,513,970	2,972	\$953,382,861	\$774,945,739	\$3,952,545,692
11	VA	Pentagon	\$970,417,200	3,034	\$9,737,323,362	\$891,304,576	\$6,223,189,080
12	OR	OnPoint Community	\$909,738,450	4,889	\$1,979,749,642	\$395,427,342	\$2,165,823,402
13	CA	Logix	\$884,930,674	1,919	\$3,712,600,524	\$201,086,280	\$1,791,240,602
14	AK	Alaska USA	\$882,346,536	2,613	\$1,194,186,456	\$550,349,591	\$5,081,195,597
15	CA	Patelco	\$875,643,588	1,667	\$3,161,729,782	\$169,059,963	\$1,028,129,212
16	TX	University	\$872,125,067	2,728	\$976,526,834	\$732,724,696	\$2,292,333,642
17	CA	Golden 1	\$844,521,642	3,208	\$3,117,439,725	\$159,823,874	\$879,326,882
18	WI	Landmark	\$825,887,759	4,098	\$1,334,190,741	\$354,663,756	\$2,533,624,537
19	UT	America First	\$820,721,563	5,439	\$1,234,999,188	\$449,179,481	\$2,612,637,304
20	MA	Digital	\$765,076,146	1,986	\$2,312,265,497	\$235,430,920	\$2,588,973,415
21	CA	Star One	\$759,342,869	1,424	\$3,487,765,317	\$279,472	\$5,052,794
22	TX	Security Service	\$711,303,775	3,846	\$2,768,148,771	\$148,344,416	\$1,390,759,588
23	WI	Summit	\$698,552,215	3,367	\$1,718,004,221	\$432,961,314	\$2,044,849,506
24	CO	Ent	\$697,190,534	2,490	\$2,183,947,783	\$80,163,068	\$824,456,541
25	IA	Veridian	\$670,284,536	3,742	\$1,521,314,306	\$399,017,203	\$120,205
26	CA	Kinecta	\$657,814,938	1,120	\$2,242,900,210	\$166,342,015	\$2,828,277,465
27	WI	University Of Wisconsin	\$653,450,295	2,994	\$838,869,410	\$401,535,000	\$2,240,368,030
28	IL	BCU	\$638,626,249	2,493	\$1,561,978,083	\$273,485,439	\$2,257,650,596
29	MN	Wings Financial	\$618,919,828	1,962	\$2,175,572,252	\$103,572,356	\$397,082,183
30	IA	GreenState	\$614,250,414	2,547	\$3,113,527,517	\$817,697,251	\$75,021,710
31	TX	Randolph-Brooks	\$596,588,192	3,653	\$2,805,107,692	\$190,231,745	\$891,087,754
32	OH	Wright-Patt	\$587,359,489	3,745	\$1,187,937,761	\$202,745,301	\$5,371,688,341
33	WI	Royal	\$576,333,842	4,337	\$1,078,744,328	\$226,091,358	\$1,654,414,936
34	KS	CommunityAmerica	\$569,571,433	2,544	\$614,254,640	\$430,034,035	\$2,419,133,815
35	IN	Evansville Teachers	\$556,619,768	3,153	\$770,000,360	\$296,766,378	\$574,001,706
36	FL	Suncoast	\$542,098,555	2,911	\$2,797,094,962	\$0	\$248,394,235
37	CA	Redwood	\$533,762,288	1,143	\$1,872,945,270	\$148,084,900	\$961,778,782
38	FL	VyStar	\$517,480,367	3,349	\$2,769,992,009	\$9,830,823	\$200,913,884
39	NC	Coastal	\$506,217,170	2,316	\$1,035,366,918	\$284,070,841	\$1,912,080,313
40	GA	Delta Community	\$479,241,881	2,126	\$2,176,333,210	\$123,784,715	\$437,725,525
41	NY	State Employees	\$477,447,066	2,487	\$992,160,514	\$266,429,472	\$2,064,970,089
42	CO	Bellco	\$473,873,276	1,160	\$1,236,712,550	\$104,789,909	\$728,186,114
43	UT	Utah Community	\$469,388,845	2,027	\$381,864,000	\$263,763,896	\$855,778,348
44	NY	United Nations	\$468,906,450	1,044	\$2,512,816,552	\$26,288,696	\$239,991,516
45	MN	TruStone Financial	\$436,879,428	2,011	\$469,201,064	\$145,276,773	\$959,965,124
46	TN	Eastman	\$429,964,361	3,234	\$2,649,383,757	\$0	\$2,024,622
47	NY	CAP COM	\$418,019,225	2,053	\$1,038,220,561	\$232,945,974	\$1,004,403,443
48	CA	SAFE	\$405,000,962	1,035	\$1,162,559,553	\$245,428,323	\$939,992,276
49	IL	Alliant	\$402,453,005	739	\$4,469,204,783	\$136,727,939	\$443,275,100
50	AZ	Desert Financial	\$398,512,216	1,582	\$925,156,302	\$147,211,613	\$1,742,739,828

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51	UT	Goldenwest	\$396,766,865	1,355	\$441,511,496	\$244,018,708	\$5,399,207
52	PA	Members 1st	\$396,364,353	2,362	\$936,920,288	\$160,103,451	\$342,821,369
53	WI	Altra	\$394,377,402	1,992	\$666,555,153	\$233,297,090	\$1,098,749,337
54	CA	Financial Partners	\$393,238,596	739	\$637,517,479	\$249,633,316	\$1,078,210,584
55	CA	Mission	\$384,475,656	802	\$1,512,517,384	\$108,914,281	\$960,701,149
56	CA	Stanford	\$378,555,349	490	\$1,627,772,325	\$39,212,000	\$573,089,833
57	PA	Police And Fire	\$376,292,082	1,886	\$1,459,616,308	\$40,345,816	\$775,652,684
58	CA	California	\$373,597,955	728	\$1,398,978,375	\$92,030,962	\$924,683,740
59	TX	TDECU	\$372,480,776	2,103	\$1,220,752,363	\$91,923,962	\$597,110,899
60	CA	San Diego County	\$372,042,350	839	\$3,573,191,009	\$1,125,000	\$515,295,095
61	CA	Provident	\$368,929,030	644	\$1,381,590,307	\$82,280,245	\$1,318,376,578
62	DC	Bank-Fund Staff	\$366,241,437	758	\$2,556,167,754	\$676,000	\$216,055,022
63	VA	Virginia	\$360,378,872	1,653	\$970,130,163	\$164,329,522	\$367,698,991
64	CA	Chevron	\$353,751,052	922	\$2,490,265,397	\$0	\$8,746,220
65	WA	STCU	\$343,849,140	1,608	\$1,368,577,488	\$14,764,611	\$151,456,222
66	IL	CEFCU	\$343,236,602	1,839	\$2,578,605,812	\$725,000	\$48,292,552
67	WI	Community First	\$342,546,337	2,043	\$1,896,616,489	\$45,987,100	\$1,821,414
68	CA	Wescom	\$332,776,932	956	\$1,326,680,063	\$89,940,963	\$970,640,203
69	PA	Citadel	\$323,607,477	780	\$1,696,952,314	\$25,380,616	\$469,861,382
70	VT	New England	\$317,404,233	1,407	\$754,743,127	\$102,477,949	\$1,391,564,581
71	CA	Nuvision	\$313,883,818	922	\$876,018,104	\$94,169,223	\$666,499,030
72	RI	Navigant	\$299,564,099	1,269	\$1,364,483,145	\$69,053,700	\$338,121,090
73	CA	Premier America	\$299,428,171	263	\$1,621,087,818	\$4,900,250	\$233,300,812
74	NJ	Affinity	\$297,573,363	1,145	\$1,982,295,338	\$9,676,660	\$141,888,881
75	NC	Local Government	\$296,215,055	1,936	\$811,845,892	\$143,126,081	\$0
76	MI	Michigan State University	\$288,760,865	1,492	\$1,560,707,559	\$0	\$33,754,787
77	MA	Metro	\$284,615,535	708	\$712,178,464	\$143,595,168	\$895,012,129
78	TX	American Airlines	\$280,046,152	1,122	\$2,202,274,620	\$0	\$2,458,878
79	WA	Washington State Employees	\$278,234,900	1,054	\$852,055,503	\$70,281,786	\$963,968,910
80	NV	One Nevada	\$276,947,228	1,091	\$176,335,179	\$250,079,658	\$96,218,559
81	CA	Orange County's	\$273,684,679	653	\$702,566,373	\$128,436,912	\$749,993,435
82	WA	Numerica	\$273,004,170	1,003	\$784,115,841	\$131,730,386	\$568,989,302
83	RI	Pawtucket	\$268,681,527	1,191	\$1,373,722,812	\$30,500,930	\$219,365,501
84	FL	Fairwinds	\$268,254,914	1,508	\$1,011,555,274	\$123,356,376	\$419,902,969
85	AZ	OneAZ	\$265,865,266	896	\$629,339,001	\$102,139,122	\$887,831,684
86	NY	Jovia Financial	\$263,899,156	415	\$954,992,758	\$46,681,346	\$488,491,976
87	CA	Travis	\$263,838,969	735	\$860,002,004	\$62,562,553	\$475,247,540
88	CA	KeyPoint	\$262,958,342	398	\$607,958,320	\$141,207,937	\$471,493,401
89	WI	Westconsin	\$262,509,245	1,466	\$469,817,118	\$100,328,795	\$938,384,317
90	MN	Affinity Plus	\$259,227,146	1,275	\$614,975,043	\$166,571,008	\$1,350,630,989
91	VA	Apple	\$254,579,454	617	\$1,073,018,809	\$123,026,507	\$615,125,156
92	PA	American Heritage	\$249,507,451	584	\$787,859,052	\$158,044,573	\$871,209,202
93	WI	CoVantage	\$245,222,963	1,896	\$793,830,865	\$95,099,182	\$341,438,648
94	IN	Elements Financial	\$245,042,440	917	\$651,492,530	\$112,521,895	\$0
95	MD	NASA	\$244,753,041	768	\$830,583,909	\$58,890,837	\$38,619,476
96	WI	Educators	\$243,374,907	1,413	\$919,348,563	\$138,086,470	\$312,396,096
97	IA	Dupaco Community	\$242,666,985	1,451	\$442,461,731	\$129,561,155	\$783,661,965
98	IN	Forum	\$231,155,413	1,011	\$307,819,985	\$144,711,880	\$830,292,398
99	NY	USAlliance Financial	\$230,928,836	319	\$751,879,628	\$21,345,676	\$166,001,927
100	VA	Langley	\$230,855,818	917	\$791,967,032	\$19,509,438	\$143,545,496

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101	AL	Redstone	\$230,127,164	1,436	\$556,845,244	\$87,047,164	\$679,228,226
102	SC	South Carolina	\$224,449,747	953	\$711,011,610	\$115,639,909	\$343,800,294
103	SC	Founders	\$220,465,436	1,622	\$1,065,791,082	\$0	\$0
104	CA	UNIFY Financial	\$220,145,020	463	\$1,143,790,144	\$77,887,886	\$416,061,138
105	CA	Partners	\$219,166,144	609	\$552,840,709	\$99,871,983	\$853,229,742
106	WA	Whatcom Educational	\$218,656,333	454	\$907,710,403	\$19,909,172	\$402,771,741
107	NM	Nusenda	\$218,421,875	704	\$618,388,415	\$83,911,649	\$512,122,992
108	VA	Northwest	\$218,137,822	659	\$950,948,699	\$102,104,606	\$1,382,781,222
109	GA	Georgia's Own	\$215,350,467	742	\$559,826,659	\$136,792,759	\$231,600,950
110	WA	Gesa	\$210,438,921	1,152	\$800,670,711	\$135,068,236	\$576,954,528
111	IN	Purdue	\$208,556,146	1,148	\$716,693,508	\$50,178,444	\$464,244,190
112	MD	Andrews	\$207,662,037	699	\$645,069,567	\$121,444,016	\$1,248,281,022
113	WI	Fox Communities	\$207,119,226	1,545	\$1,087,710,320	\$15,158,245	\$123,113,478
114	OH	General Electric	\$206,482,387	472	\$1,152,529,064	\$0	\$0
115	MI	DFCU Financial	\$202,975,812	1,206	\$534,516,247	\$117,187,027	\$845,485,993
116	NY	Teachers	\$201,316,949	447	\$1,893,766,423	\$85,787,498	\$1,234,392,483
117	TN	ORNL	\$200,675,203	1,147	\$1,008,105,824	\$16,132,700	\$408,112,666
118	MO	Together	\$199,875,731	866	\$605,096,270	\$67,426,089	\$431,660,359
119	CA	Meriwest	\$198,968,241	254	\$736,017,056	\$59,978,200	\$790,818,199
120	TX	GECU	\$197,863,663	1,615	\$515,914,944	\$114,332,532	\$647,162,601
121	CA	San Mateo	\$196,063,321	350	\$536,788,861	\$38,673,615	\$112,165,595
122	PA	Pennsylvania State Employees	\$195,958,703	1,595	\$1,258,311,725	\$994,500	\$142,080,758
123	FL	MidFlorida	\$192,207,423	854	\$992,339,728	\$93,602,141	\$732,764,724
124	MS	Keesler	\$190,589,702	933	\$788,117,542	\$382,783	\$14,972,107
125	MN	Central Minnesota	\$188,267,765	776	\$538,217,642	\$79,815,880	\$316,028,913
126	FL	GTE Financial	\$186,923,591	893	\$537,882,941	\$114,536,004	\$1,244,814,321
127	IN	3Rivers	\$186,768,362	998	\$353,319,435	\$115,394,998	\$483,729,086
128	CO	Canvas	\$186,376,846	530	\$459,393,157	\$67,116,368	\$428,201,618
129	WA	Columbia	\$179,316,012	553	\$535,903,118	\$45,133,450	\$296,306,931
130	OR	First Community	\$178,069,792	1,429	\$435,178,638	\$56,063,445	\$278,849,928
131	MI	Michigan Schools and Government	\$177,863,198	852	\$721,209,292	\$1,365,116	\$51,373,274
132	CA	Technology	\$173,211,716	222	\$962,768,226	\$3,345,890	\$145,068,828
133	MI	Advia	\$172,365,830	929	\$814,960,176	\$13,258,754	\$0
134	OH	Superior	\$171,720,184	1,666	\$407,694,058	\$65,088,176	\$748,487,196
135	KY	L & N	\$170,999,530	829	\$790,757,207	\$7,777,524	\$111,571,137
136	TX	Advancial	\$170,468,948	484	\$508,490,813	\$55,419,995	\$444,111,461
137	TX	Navy Army Community	\$169,741,291	1,223	\$1,119,065,253	\$1,964,902	\$7,288,682
138	OR	Unitus Community	\$166,817,716	707	\$435,281,616	\$80,719,237	\$546,920,520
139	NY	Sunmark	\$166,171,602	983	\$291,429,595	\$95,490,037	\$0
140	CA	First Entertainment	\$165,996,795	395	\$593,358,240	\$52,644,233	\$154,410,411
141	UT	Cyprus	\$165,852,529	600	\$234,682,681	\$104,371,394	\$0
142	WA	iQ	\$165,846,373	458	\$295,994,874	\$60,977,432	\$216,594,729
143	IN	Indiana Members	\$165,475,846	1,955	\$615,500,950	\$26,275,258	\$34,648,530
144	NY	Hudson Valley	\$164,249,481	698	\$950,190,361	\$97,304,852	\$1,337,972,452
145	TN	Ascend	\$164,069,625	887	\$856,880,462	\$2,340,288	\$0
146	NC	Allegacy	\$163,996,722	753	\$374,892,879	\$42,864,121	\$170,088,173
147	OR	Oregon Community	\$163,323,043	741	\$471,959,647	\$25,871,893	\$15,647,923
148	FL	Campus USA	\$163,268,914	888	\$672,789,869	\$6,464,900	\$37,353,761
149	MI	Genisys	\$162,038,601	907	\$634,937,015	\$30,178,371	\$96,281,955
150	FL	Space Coast	\$161,532,755	803	\$737,972,575	\$13,915,857	\$665,614,950

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151	UT	University	\$160,500,199	688	\$248,760,363	\$86,893,545	\$414,967,685
152	NY	ESL	\$159,749,667	929	\$569,695,034	\$107,611,997	\$1,048,563,252
153	SC	Sharonview	\$159,686,997	773	\$814,664,632	\$71,368,154	\$78,415,759
154	MT	Whitefish	\$159,453,255	698	\$806,214,915	\$0	\$0
155	MO	First Community	\$156,965,485	917	\$425,991,404	\$46,183,144	\$535,397,783
156	MD	State Employees Credit Union of Maryland	\$156,878,890	647	\$1,767,860,887	\$65,373,000	\$903,229,409
157	NH	Service	\$156,686,850	518	\$1,012,405,889	\$3,401,550	\$1,594,500
158	NY	Visions	\$155,179,803	822	\$1,704,122,070	\$1,063,400	\$67,899,361
159	MI	Honor	\$154,022,799	1,099	\$389,954,155	\$75,354,043	\$373,431,149
160	IL	Deere Employees	\$153,033,091	725	\$540,375,608	\$48,720,699	\$72,710,338
161	NH	St. Mary's Bank	\$153,003,076	619	\$352,538,231	\$89,811,611	\$601,932,065
162	FL	Community First Credit Union of Florida	\$152,111,325	794	\$565,357,270	\$11,482,110	\$138,840,113
163	MI	United	\$151,937,604	712	\$1,139,962,758	\$159,546,863	\$405,520,336
164	PA	TruMark Financial	\$149,530,864	510	\$852,962,048	\$52,401,524	\$534,624,511
165	IN	Indiana University	\$148,839,040	616	\$531,515,723	\$7,876,150	\$4,541,422
166	OR	Advantis	\$146,894,551	518	\$417,270,157	\$57,393,426	\$855,592,578
167	NY	Corning	\$146,072,196	819	\$407,216,044	\$55,976,425	\$364,890,025
168	AZ	Vantage West	\$145,222,006	513	\$511,532,394	\$49,722,477	\$104,291,399
169	WI	Capital	\$141,369,949	922	\$720,205,002	\$42,049,501	\$216,279,309
170	OR	Rogue	\$140,122,748	657	\$260,830,637	\$57,765,120	\$202,071,678
171	TX	Texas Tech	\$140,100,064	702	\$30,472,517	\$130,797,997	\$0
172	CA	Firefighters First	\$139,302,999	382	\$765,783,683	\$28,715,085	\$200,220,355
173	IN	Interra	\$137,854,212	686	\$599,684,699	\$32,936,042	\$54,492,146
174	TX	Amplify	\$136,236,585	615	\$329,620,292	\$33,765,645	\$355,627,842
175	WA	Sound	\$136,041,715	456	\$563,869,046	\$24,526,409	\$0
176	ND	Town and Country	\$135,607,953	600	\$194,524,475	\$82,785,764	\$22,708,033
177	MD	Tower	\$134,509,548	453	\$494,437,585	\$19,125,394	\$935,346,759
178	NC	Truliant	\$133,592,511	986	\$555,080,044	\$73,459,729	\$65,933,389
179	TX	Firstmark	\$133,044,870	267	\$301,583,574	\$0	\$0
180	CA	American First	\$132,549,324	220	\$349,121,162	\$116,985,884	\$678,615,357
181	TN	Y-12	\$132,390,813	554	\$462,833,537	\$17,123,590	\$44,334,988
182	CA	Schools Financial	\$132,094,613	519	\$407,175,400	\$13,888,122	\$169,686,363
183	NM	Sandia Laboratory	\$131,980,940	429	\$706,269,204	\$15,405,500	\$49,138,776
184	CA	USE	\$131,219,263	245	\$486,602,651	\$0	\$178,545,823
185	CA	SF Fire	\$129,549,164	240	\$592,532,930	\$0	\$243,798,603
186	IN	Teachers	\$129,532,576	689	\$1,087,978,077	\$948,285	\$6,925,135
187	UT	Deseret First	\$127,808,252	445	\$146,431,876	\$112,109,938	\$0
188	CA	California Coast	\$127,340,254	346	\$775,773,894	\$16,500,364	\$201,294,922
189	CO	Westerra	\$126,266,944	459	\$325,980,178	\$199,441,970	\$523,337,386
190	MI	Community Financial	\$124,884,115	504	\$373,685,817	\$43,260,016	\$335,899,517
191	OK	Truity	\$123,725,678	549	\$160,979,102	\$93,082,448	\$637,503,640
192	TX	A+	\$122,837,762	912	\$564,262,026	\$217,600	\$217,600
193	UT	Utah First	\$120,950,085	294	\$170,901,168	\$54,304,530	\$0
194	CA	Pacific Service	\$119,961,007	385	\$301,173,109	\$51,422,498	\$0
195	CT	American Eagle Financial	\$119,871,134	543	\$642,854,458	\$46,614,398	\$386,938,897
196	MA	Workers	\$119,829,724	237	\$725,322,724	\$34,204,480	\$241,377,465
197	AZ	TruWest	\$119,411,400	445	\$379,264,182	\$82,621,284	\$225,445,920
198	MA	Rockland	\$119,279,359	274	\$591,855,013	\$41,634,185	\$237,205,220
199	SC	SRP	\$118,998,859	712	\$272,550,350	\$53,583,525	\$0
200	TX	EECU	\$116,129,065	700	\$396,675,037	\$22,349,912	\$185,828,972



## Top 300 First Mortgage-Granting CUs as of Sep. 30, 2019

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	TN	Knoxville TVA Employees	\$115,838,600	878	\$634,868,094	\$7,442,812	\$0
202	IN	Notre Dame	\$115,376,298	578	\$251,743,879	\$70,380,355	\$255,723,213
203	HI	Hawaii State	\$114,474,639	228	\$325,120,005	\$71,514,805	\$327,446,977
204	CA	Bay	\$113,560,950	258	\$258,961,335	\$27,897,800	\$347,960,179
205	VA	Dupont Community	\$113,541,025	632	\$525,181,013	\$36,110,546	\$84,236,047
206	WA	Salal	\$113,087,534	265	\$251,682,065	\$26,993,623	\$249,545,038
207	NY	AmeriCU	\$111,780,954	817	\$626,574,376	\$13,895,289	\$239,192,553
208	MA	Harvard University Employees	\$111,283,414	243	\$379,122,064	\$58,779,651	\$474,505,436
209	NY	Polish & Slavic	\$110,745,750	443	\$928,970,166	\$0	\$52,131,771
210	AR	Arkansas	\$110,001,752	1,023	\$319,971,421	\$48,286,140	\$147,133,182
211	GA	Associated	\$109,847,833	523	\$242,464,768	\$49,361,950	\$303,865,033
212	AL	Avadian	\$109,789,075	528	\$206,213,336	\$82,483,016	\$56,203,979
213	IN	Centra	\$109,752,891	804	\$523,160,918	\$21,635,843	\$181,508,858
214	NC	Self-Help	\$108,426,571	556	\$882,429,661	\$0	\$0
215	WI	Verve, a	\$108,166,870	645	\$496,146,375	\$53,255,521	\$266,453,981
216	CA	Santa Clara County	\$107,934,648	197	\$200,653,427	\$0	\$13,456,377
217	IA	Community Choice	\$107,783,321	623	\$124,906,630	\$75,267,820	\$0
218	WI	Blackhawk Community	\$107,072,504	611	\$279,317,805	\$0	\$224,083,462
219	CA	Credit Union of Southern California	\$104,392,269	259	\$504,000,991	\$12,105,068	\$238,163,069
220	KY	Park Community	\$104,241,638	525	\$395,207,522	\$6,055,547	\$0
221	NM	U.S. Eagle	\$104,224,253	291	\$287,481,934	\$15,868,922	\$0
222	TX	Austin Telco	\$104,012,873	421	\$627,895,335	\$2,261,500	\$0
223	GA	Robins Financial	\$103,350,614	641	\$423,530,137	\$6,372,639	\$281,225,379
224	SD	Black Hills	\$102,226,195	417	\$493,830,565	\$37,436,734	\$0
225	WI	Marine	\$99,227,651	1,180	\$374,304,459	\$0	\$404,074
226	MA	Hanscom	\$98,761,835	345	\$220,728,777	\$61,135,129	\$393,251,168
227	ID	CapEd	\$98,522,182	404	\$285,123,744	\$13,003,002	\$2,569,176
228	IL	Great Lakes	\$98,095,229	240	\$288,793,261	\$24,607,735	\$254,747,737
229	GA	Atlanta Postal	\$97,989,815	453	\$510,544,118	\$0	\$0
230	CA	San Francisco	\$97,774,445	94	\$534,725,951	\$1,320,300	\$0
231	CA	Altura	\$97,608,563	286	\$280,320,599	\$3,309,969	\$16,034,146
232	MN	Hiway	\$97,189,828	479	\$422,968,326	\$13,190,278	\$209,076,658
233	CO	Premier Members	\$96,889,291	297	\$396,057,372	\$36,978,225	\$182,496,858
234	ID	Potlatch No 1 Financial	\$95,845,864	423	\$303,284,311	\$16,613,555	\$299,286,691
235	TX	Credit Union of Texas	\$95,748,425	657	\$236,933,817	\$33,164,141	\$0
236	IA	Collins Community	\$95,732,766	592	\$403,534,458	\$239,091,213	\$169,732,255
237	FL	Achieva	\$95,545,785	382	\$410,654,416	\$34,003,946	\$260,536,972
238	CA	Northrop Grumman	\$94,934,381	225	\$379,612,024	\$20,760,631	\$55,778,593
239	OR	Maps	\$94,464,083	475	\$215,581,641	\$45,910,678	\$7,728,601
240	PA	Franklin Mint	\$93,909,345	266	\$383,976,468	\$62,896,661	\$469,900,413
241	VA	BayPort	\$93,476,222	279	\$471,736,723	\$5,724,387	\$0
242	NY	Empower	\$93,054,276	452	\$439,988,333	\$57,812,741	\$634,190,313
243	HI	Hawaiian Financial	\$93,022,700	210	\$335,375,344	\$24,602,300	\$0
244	GA	Georgia United	\$92,451,109	503	\$259,164,523	\$84,638,006	\$124,747,862
245	CA	Educational Employees	\$92,391,258	496	\$450,532,047	\$0	\$0
246	IL	Consumers	\$91,728,278	463	\$236,318,867	\$57,887,915	\$365,220,467
247	CT	Charter Oak	\$91,472,317	446	\$599,953,081	\$9,966,583	\$167,812,132
248	MI	Lake Trust	\$91,402,178	449	\$606,292,071	\$0	\$6,460,254
249	MI	Frankenmuth	\$90,814,315	657	\$204,121,517	\$63,954,319	\$289,370,805
250	WA	Solarity	\$90,599,682	434	\$198,552,385	\$56,733,501	\$311,724,612

## Top 300 First Mortgage-Granting CUs as of Sep. 30, 2019

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	TN	Leaders	\$90,385,594	564	\$77,053,781	\$50,339,473	\$0
252	MA	Jeanne D'Arc	\$90,047,620	279	\$919,351,952	\$76,738,165	\$110,651,854
253	FL	IBM Southeast Employees	\$89,782,006	328	\$658,858,430	\$25,307,934	\$346,571,823
254	CA	Christian Community	\$89,764,102	170	\$488,157,216	\$0	\$33,816,457
255	VA	Freedom First	\$89,407,151	669	\$278,862,704	\$37,926,471	\$0
256	TX	United Heritage	\$89,343,462	406	\$317,257,359	\$35,149,207	\$419,479
257	SD	Sioux Falls	\$88,986,728	413	\$33,132,397	\$72,730,171	\$0
258	WI	Thrivent	\$88,394,510	402	\$276,547,678	\$32,767,966	\$342,179,701
259	MA	Greylock	\$88,244,527	505	\$540,905,035	\$13,966,396	\$343,087,995
260	WA	Harborstone	\$87,609,530	203	\$453,717,625	\$0	\$74,969,828
261	CA	Kern Schools	\$86,659,992	345	\$612,621,517	\$69,518,019	\$219,122,893
262	ID	Beehive	\$85,962,026	458	\$114,594,975	\$48,009,769	\$0
263	CA	Los Angeles Police	\$85,635,869	269	\$304,910,461	\$59,618,995	\$273,366,473
264	VA	State Department	\$85,535,732	245	\$673,982,577	\$21,401,515	\$135,461,999
265	NE	Liberty First	\$85,446,077	488	\$97,745,428	\$69,554,715	\$0
266	KY	Commonwealth	\$85,298,084	611	\$344,103,369	\$9,451,224	\$40,787,430
267	MI	Dow Chemical Employees	\$84,898,769	570	\$496,255,676	\$4,744,798	\$68,477,057
268	VT	Vermont	\$84,779,368	708	\$246,888,752	\$35,485,430	\$246,122,372
269	MA	Align	\$84,665,951	259	\$283,109,116	\$31,477,235	\$238,690,010
270	MN	Firefly	\$84,625,989	247	\$391,814,077	\$0	\$0
271	WI	Westby Co-op	\$84,344,166	501	\$228,897,077	\$19,237,395	\$155,820,451
272	OK	TTCU	\$84,114,477	478	\$212,781,122	\$72,944,420	\$332,641,411
273	AZ	Arizona	\$83,930,665	391	\$268,527,449	\$15,314,661	\$0
274	WA	TwinStar	\$83,827,791	379	\$192,665,682	\$51,992,085	\$396,625,376
275	CA	Evangelical Christian	\$83,782,908	29	\$373,274,558	\$49,129,987	\$464,384,249
276	OR	Selco Community	\$82,592,626	388	\$407,657,129	\$0	\$0
277	MI	Arbor Financial	\$82,522,190	477	\$314,094,054	\$27,639,902	\$153,055,569
278	DC	Department Of Commerce	\$82,486,808	211	\$255,532,700	\$20,709,094	\$9,384,953
279	WA	Verity	\$82,442,632	272	\$189,923,509	\$55,676,700	\$203,720,252
280	NY	Municipal	\$82,310,681	297	\$944,479,803	\$0	\$18,719,909
281	NE	Centris	\$82,066,317	444	\$191,755,475	\$61,805,983	\$449,234,729
282	CA	Farmers Insurance Group	\$81,972,250	200	\$261,424,374	\$2,260,645	\$0
283	MA	St. Anne's Of Fall River	\$81,523,882	235	\$579,907,170	\$25,327,990	\$318,864,424
284	FL	Pen Air	\$81,045,952	353	\$250,104,772	\$33,948,631	\$6,579,336
285	NY	Suffolk	\$79,787,214	528	\$454,788,978	\$1,615,790	\$0
286	VA	UVA Community	\$79,404,966	500	\$209,886,269	\$36,162,341	\$0
287	OH	Seven Seventeen	\$79,322,560	381	\$423,655,605	\$18,805,261	\$24,459,200
288	TX	FirstLight	\$78,945,070	355	\$415,624,521	\$3,402,071	\$58,237,956
289	AL	MAX	\$78,684,935	327	\$342,268,326	\$20,565,221	\$137,440,623
290	IA	DuTrac Community	\$78,114,655	644	\$314,092,973	\$3,193,627	\$2,335,056
291	IL	Abbott Laboratories Employees	\$77,916,125	275	\$275,739,974	\$25,271,050	\$0
292	FL	Addition Financial	\$77,620,641	406	\$516,869,325	\$1,491,578	\$19,923,681
293	IL	Scott	\$77,535,224	450	\$204,919,642	\$46,909,740	\$62,948,620
294	IN	Hoosier Hills	\$77,405,893	587	\$342,509,693	\$3,853,965	\$52,341,450
295	OK	Communication	\$77,352,410	534	\$148,045,148	\$6,117,042	\$56,569,103
296	TN	Tennessee Valley	\$76,973,240	435	\$363,337,441	\$14,642,300	\$0
297	CA	Frontwave	\$76,666,976	163	\$295,836,883	\$425,000	\$425,000
298	WA	Seattle	\$76,386,132	164	\$299,115,381	\$28,677,826	\$284,379,293
299	IN	Beacon	\$76,221,155	406	\$736,428,415	\$3,680,260	\$6,253,872
300	VT	Vermont State Employees	\$76,182,541	491	\$404,381,957	\$12,476,518	\$315,439,058