

# LOS ANGELES DISTRICT OFFICE

## 2ND QUARTER LENDER RANKINGS

10/1/2012

3/31/2013

No. 1 Lender

No. 2 Lender

No. 3 Lender

**CHASE BANK**

116

**\$9,682,600.00**

**WELLS FARGO BANK**

109

**\$46,234,800.00**

**CDC SMALL BUS. FINAN**

86

**\$78,325,000.00**

1	CHASE BANK	116	\$9,682,600	43	ROYAL BUSINESS BANK	5	\$6,600,000	85	AMERICANWEST BANK	1	\$2,600,000
2	WELLS FARGO	109	\$46,234,800	44	PACIFIC MERCANTILE I	5	\$4,975,400	86	BRIDGE BANK	1	\$1,850,000
3	CDC SMALL BUS	86	\$78,325,000	45	SBA - EDF	5	\$4,852,000	87	PAN AMERICAN BANK	1	\$840,000
4	WILSHIRE STATE	60	\$20,855,700	46	GRANDPOINT BANK	5	\$3,598,000	88	UNION BANK, N.A.	1	\$800,000
5	U.S. BANK	51	\$18,833,900	47	BEACH BUSINESS	5	\$2,387,100	89	1ST NATL BK	1	\$730,000
6	BFC	42	\$53,496,000	48	COASTAL BUSINESS	5	\$2,066,000	90	PLUMAS BANK	1	\$712,900
7	CALIFORNIA STATEW	39	\$38,536,000	49	COMPASS BANK	5	\$987,800	91	MERCHANTS BANK	1	\$700,000
8	PACIFIC CITY BANK	33	\$13,991,000	50	GROW AMERICA FUND I	4	\$5,243,100	92	TOMATOBANK, N.A.	1	\$575,000
9	BBCN BANK	31	\$23,355,600	51	CALIFORNIA UNITED	4	\$4,800,000	93	VISION ONE CU	1	\$500,000
10	COMMONWEALTH BU	29	\$14,979,000	52	FIRST CHOICE BANK	4	\$4,501,000	94	UNITED PACIFIC	1	\$500,000
11	MORTGAGE CAP. D	28	\$22,408,000	53	SOUTHLAND ECONOMIC	4	\$3,954,000	95	PACIFIC ALLIANCE	1	\$380,000
12	SEACOAST COM	26	\$18,291,500	54	ENTERPRISE FUNDING	4	\$3,001,000	96	THE BANCORP BANK	1	\$307,700
13	EAST WEST BANK	26	\$8,512,000	55	BANK SANTA BARBARA	4	\$2,553,000	97	SPIRIT OF TEXAS BANK	1	\$280,000
14	OPEN BANK	24	\$21,736,800	56	ADVANTAGE CDC	4	\$1,711,000	98	COMMUNITY REINVEST	1	\$276,300
15	HANA SMALL BUS	21	\$20,834,000	57	PROAMERICA BANK	4	\$1,347,000	99	AMERICAS UNITED	1	\$200,000
16	SO CAL CDC	19	\$11,522,000	58	BANCO POPULAR	4	\$714,000	100	COMMERCEWEST BANK	1	\$200,000
17	FIRST GENERAL	15	\$7,645,000	59	VALLEY ECONOMIC DE	4	\$425,000	101	FIRST MOUNTAIN BANK	1	\$150,000
18	PLAZA BANK	14	\$14,292,700	60	PACIFIC ENTERPRISE B	3	\$2,469,750	102	MISSION COMMUNITY	1	\$100,000
19	HANMI BANK	14	\$10,177,500	61	COMMERCE NATIONAL	3	\$2,204,900	103	SCE FCU	1	\$100,000
20	CITY NATIONAL BANK	13	\$4,349,000	62	AMPAC TRI-STATE CDC	3	\$1,755,000	104	COUNTY COMMERCE	1	\$90,000
21	SAEHAN BANK	12	\$8,467,000	63	PACIFIC COMMERCE BA	3	\$1,588,500	105	MISSION VALLEY	1	\$85,000
22	GOLDEN STATE CDC	11	\$8,804,000	64	AMER PLUS BANK NATL	3	\$1,438,000	106	PACIFIC WESTERN	1	\$50,000
23	COMMUNITY BANK	11	\$6,507,600	65	US METRO BANK	3	\$1,330,000	107	PREMIER AMERICA CU	1	\$45,000
24	BORREGO SPRINGS BA	11	\$4,182,100	66	EVERTRUST BANK	3	\$950,000				
25	GBC INTERNATIONAL	9	\$4,779,000	67	MONTECITO BANK	3	\$635,000				
26	BANK OF THE WEST	9	\$4,735,200	68	UNITED LABOR BANK A	2	\$3,934,000				
27	PACIFIC PREMIER	9	\$2,118,000	69	MANUFACTURERS BAN	2	\$3,322,000				
28	BANK OF AMERICA NA	9	\$1,734,700	70	COMMUNITY W. BANK N	2	\$1,460,000				
29	LIVE OAK BANK	8	\$8,155,000	71	MID ST. DEVEL CORP	2	\$1,308,000				
30	GILMORE BANK	8	\$6,297,400	72	SECURITY BANK OF CA	2	\$1,150,000				
31	PACIFIC W. CERT	8	\$5,849,000	73	MEADOWS BANK	2	\$1,104,000				
32	AMERICAN CONTIN	8	\$3,250,000	74	FIRST CALIFORNIA BAN	2	\$958,600				
33	CATHAY BANK	8	\$2,328,000	75	VIBRA BANK	2	\$920,000				
34	UNITI BANK	7	\$7,981,000	76	CAPITAL ACCESS GROU	2	\$830,000				
35	CAPITAL BANK	7	\$7,310,000	77	SUNWEST BANK	2	\$725,000				
36	NEWTEK SMALL BUS	7	\$2,741,200	78	HSBC BK USA NATL ASS	2	\$700,000				
37	BANK SANTA CLARITA	7	\$773,600	79	HERITAGE OAKS BANK	2	\$303,800				
38	SUPERIOR FINANCIAL	7	\$67,500	80	CALIFORNIA CU	2	\$292,000				
39	NATIONAL BANK OF C	6	\$8,973,400	81	CDC SMALL BUS. FINAN	2	\$273,000				
40	CITIBANK, N.A.	6	\$4,021,000	82	PACIFIC COAST REG.	2	\$210,000				
41	CALIFORNIA BANK	6	\$455,000	83	VALLEY BANK	1	\$3,450,000				
42	CELTIC BANK	5	\$7,950,000	84	WEST TOWN SAVINGS B	1	\$3,100,000		GRAND TOTAL	1129	\$667,736,650.00



# LOS ANGELES DISTRICT OFFICE

## 2ND QUARTER LENDER RANKINGS

**7A ONLY**

**10/1/2012**

**3/31/2013**

**No. 1 Lender**

**No. 2 Lender**

**No. 3 Lender**

**CHASE BANK**  
116  
**\$9,682,600.00**

**WELLS FARGO BANK**  
109  
**\$46,234,800.00**

**WILSHIRE STATE BANK**  
60  
**\$46,234,800.00**

1	CHASE BANK	116	\$9,682,600	41	GROW AMERICA FUND	4	\$5,243,100	81	THE BANCORP BANK	1	\$307,700
2	WELLS FARGO	109	\$46,234,800	42	CALIFORNIA UNITED	4	\$4,800,000	82	SPIRIT OF TEXAS	1	\$280,000
3	WILSHIRE STATE	60	\$20,855,700	43	FIRST CHOICE BANK	4	\$4,501,000	83	COMMUNITY REINVEST	1	\$276,300
4	U.S. BANK	51	\$18,833,900	44	BANK OF SANTA BARB	4	\$2,553,000	84	AMERICAS UNITED	1	\$200,000
5	PACIFIC CITY BANK	33	\$13,991,000	45	PROAMERICA BANK	4	\$1,347,000	85	COMMERCEWEST BANK	1	\$200,000
6	BBCN BANK	31	\$23,355,600	46	BANCO POPULAR	4	\$714,000	86	FIRST MOUNTAIN BANK	1	\$150,000
7	COMMONWEALTH BUS	29	\$14,979,000	47	VALLEY ECONOMIC DEV	4	\$425,000	87	MISSION COMMUNITY	1	\$100,000
8	SEACOAST COMM	26	\$18,291,500	48	PACIFIC ENTERPRISE	3	\$2,469,750	88	SCE FCU	1	\$100,000
9	EAST WEST BANK	26	\$8,512,000	49	COMMERCE NATIONAL	3	\$2,204,900	89	COUNTY COMMERCE	1	\$90,000
10	OPEN BANK	24	\$21,736,800	50	PACIFIC COMMERCE	3	\$1,588,500	90	MISSION VALLEY	1	\$85,000
11	HANA SMALL BUS.	21	\$20,834,000	51	AMER PLUS BANK	3	\$1,438,000	91	PACIFIC WESTERN	1	\$50,000
12	FIRST GENERAL	15	\$7,645,000	52	US METRO BANK	3	\$1,330,000	92	PREMIER AMERICA CU	1	\$45,000
13	PLAZA BANK	14	\$14,292,700	53	EVERTRUST BANK	3	\$950,000				
14	HANMI BANK	14	\$10,177,500	54	MONTECITO BANK	3	\$635,000				
15	CITY NATIONAL BANK	13	\$4,349,000	55	UNITED LABOR BANK A F	2	\$3,934,000				
16	SAEHAN BANK	12	\$8,467,000	56	MANUFACTURERS BANK	2	\$3,322,000				
17	COMMUNITY BANK	11	\$6,507,600	57	COMMUNITY W. BANK	2	\$1,460,000				
18	BORREGO SPRINGS	11	\$4,182,100	58	SECURITY BANK OF CAL	2	\$1,150,000				
19	GBC INTERNATIONAL	9	\$4,779,000	59	MEADOWS BANK	2	\$1,104,000				
20	BANK OF THE WEST	9	\$4,735,200	60	FIRST CALIFORNIA	2	\$958,600				
21	PACIFIC PREMIER	9	\$2,118,000	61	VIBRA BANK	2	\$920,000				
22	BANK OF AMERICA	9	\$1,734,700	62	SUNWEST BANK	2	\$725,000				
23	LIVE OAK BANK	8	\$8,155,000	63	HSBC BK USA	2	\$700,000				
24	GILMORE BANK	8	\$6,297,400	64	HERITAGE OAKS BANK	2	\$303,800				
25	AMERICAN CONTINENT	8	\$3,250,000	65	CALIFORNIA CU	2	\$292,000				
26	CATHAY BANK	8	\$2,328,000	66	CDC SMALL BUS. FINAN	2	\$273,000				
27	UNITI BANK	7	\$7,981,000	67	PACIFIC COAST REG.	2	\$210,000				
28	CAPITAL BANK	7	\$7,310,000	68	VALLEY BANK	1	\$3,450,000				
29	NEWTEK SMALL BUS.	7	\$2,741,200	69	WEST TOWN SAVINGS	1	\$3,100,000				
30	BANK SANTA CLARITA	7	\$773,600	70	AMERICANWEST BANK	1	\$2,600,000				
31	SUPERIOR FINANCIAL	7	\$67,500	71	BRIDGE BANK	1	\$1,850,000				
32	NATIONAL BANK CA	6	\$8,973,400	72	PAN AMERICAN	1	\$840,000				
33	CITIBANK, N.A.	6	\$4,021,000	73	UNION BANK	1	\$800,000				
35	CALIFORNIA BANK & T	6	\$455,000	74	1ST NATL BK IN ALTUS	1	\$730,000				
36	CELTIC BANK CORPOR	5	\$7,950,000	75	PLUMAS BANK	1	\$712,900				
37	ROYAL BUSINESS	5	\$6,600,000	76	MERCHANTS BK OF CA	1	\$700,000				
38	PACIFIC MERCANTILE	5	\$4,975,400	77	TOMATOBANK	1	\$575,000				
39	GRANDPOINT BANK	5	\$3,598,000	78	UNITED PACIFIC BANK	1	\$500,000				
40	BEACH BUSINESS	5	\$2,387,100	79	VISION ONE CU	1	\$500,000				
41	COMPASS BANK	5	\$987,800	80	PACIFIC ALLIANCE	1	\$380,000				
									<b>Grand Total</b>	<b>867</b>	<b>\$429,319,650</b>



## LOS ANGELES DISTRICT OFFICE

### 504 ONLY 2ND QUARTER LENDER RANKINGS

10/1/2012                      3/31/2013

<b>No. 1 Lender</b>	<b>No 2 Lender</b>	<b>No. 3 Lender</b>
86	42	39
\$78,325,000.00	\$53,496,000.00	\$38,536,000.00
<b>CDC SMALL BUS. FINANCE CORP</b>	<b>BFC</b>	<b>CALIFORNIA STATEWIDE CDC</b>

1	CDC SMALL BUS. FINAN CORP	86	\$78,325,000
2	BFC	42	\$53,496,000
3	CALIFORNIA STATEWIDE CERT. DEV.	39	\$38,536,000
4	MORTGAGE CAP. DEV. CORP	28	\$22,408,000
5	SO CAL CDC	19	\$11,522,000
6	GOLDEN STATE CDC	11	\$8,804,000
7	PACIFIC W. CERT. DEV. CORP	8	\$5,849,000
8	SBA - EDF	5	\$4,852,000
9	COASTAL BUSINESS FINANCE	5	\$2,066,000
10	SOUTHLAND ECONOMIC DEV. CORP	4	\$3,954,000
11	ENTERPRISE FUNDING CORP.	4	\$3,001,000
12	ADVANTAGE CERT. DEV. CORP	4	\$1,711,000
13	AMPAC TRI-STATE CDC, INC.	3	\$1,755,000
14	MID ST. DEVEL CORP	2	\$1,308,000
15	CAPITAL ACCESS GROUP, INC.	2	\$830,000
	<b>Grand Total</b>	<b>262</b>	<b>\$238,417,000</b>