



**SANTA ANA DISTRICT OFFICE  
FY 2016 LENDER RANKINGS  
AS OF 2/29/16**

**TOP 3 LENDERS**

**#1 WELLS FARGO BANK, N.A.**  
167  
\$59,134,600

**#2 U.S. BANK, N.A.**  
92  
\$26,733,500

**#3 JPMORGAN CHASE BANK, N.A.**  
54  
\$7,447,200

<b>Rank</b>	<b>Lender Name</b>	<b># of Loans</b>	<b>\$ Amount of Loans</b>	<b>Average \$/Loan</b>
1	<b>WELLS FARGO BANK NATL ASSOC</b>	167	\$59,134,600	\$354,099
2	<b>U.S. BANK NATIONAL ASSOCIATION</b>	92	\$26,733,500	\$290,582
3	<b>JPMORGAN CHASE BANK NATL ASSOC</b>	54	\$7,447,200	\$137,911
4	CDC SMALL BUS. FINAN CORP	41	\$31,866,200	\$777,224
5	COMPASS BANK	27	\$6,404,000	\$237,185
6	COMMUNITY BANK	24	\$21,650,500	\$902,104
7	PACIFIC W. CERT. DEVEL CORP	15	\$16,012,000	\$1,067,467
8	EAST WEST BANK	14	\$10,547,000	\$753,357
9	HANA SMALL BUS. LENDING INC.	14	\$8,743,000	\$624,500
10	CELTIC BANK CORPORATION	13	\$4,245,000	\$326,538
11	COMERICA BANK	13	\$1,393,000	\$107,154
12	BANK OF THE WEST	12	\$11,864,900	\$988,742
13	PLAZA BANK	12	\$11,810,200	\$984,183
14	MORTGAGE CAP. DEVEL CORP	11	\$16,244,000	\$1,476,727
15	CALIFORNIA UNITED BANK	11	\$9,588,000	\$871,636
16	SEACOAST COMMERCE BANK	11	\$8,892,800	\$808,436
17	BFC	11	\$6,209,000	\$564,455
18	UNITI BANK	9	\$7,847,000	\$871,889
19	WILSHIRE BANK	9	\$2,197,000	\$244,111
20	PACIFIC CITY BANK	8	\$8,768,000	\$1,096,000
21	FIRST HOME BANK	8	\$2,310,000	\$288,750
22	CALIFORNIA STATEWIDE CERT. DEV	7	\$8,002,000	\$1,143,143
23	CITIBANK, N.A.	7	\$4,253,000	\$607,571
24	STEARNS BK NATL ASSOC	7	\$1,570,800	\$224,400
25	COMMERCIAL BANK OF CALIFORNIA	6	\$7,816,200	\$1,302,700
26	US METRO BANK	6	\$7,035,100	\$1,172,517
27	BBCN BANK	6	\$4,667,000	\$777,833
28	COMMONWEALTH BUSINESS BANK	6	\$2,355,000	\$392,500
29	KINECTA FCU	6	\$1,986,400	\$331,067
30	RABOBANK, NATIONAL ASSOCIATION	6	\$1,757,800	\$292,967
31	MANUFACTURERS BANK	6	\$1,689,000	\$281,500
32	PACIFIC ENTERPRISE BANK	5	\$6,793,000	\$1,358,600
33	SOUTHLAND ECONOMIC DEVEL CORP	5	\$4,229,000	\$845,800
34	CAPITAL BANK	5	\$3,615,300	\$723,060
35	HANMI BANK	5	\$3,309,000	\$661,800
36	GBC INTERNATIONAL BANK	5	\$2,804,000	\$560,800
37	ENTERPRISE FUNDING CORPORATION	5	\$2,033,000	\$406,600
38	OPEN BANK	4	\$5,940,200	\$1,485,050
39	FIRST CHOICE BANK	4	\$4,472,700	\$1,118,175
40	RIDGESTONE BANK	4	\$3,871,000	\$967,750
41	MUFG UNION BANK NATL ASSOC	4	\$2,075,000	\$518,750
42	LIVE OAK BANKING COMPANY	4	\$1,555,000	\$388,750
43	CITY NATIONAL BANK	4	\$700,000	\$175,000
44	ROYAL BUSINESS BANK	3	\$5,086,000	\$1,695,333
45	BANK OF AMERICA NATL ASSOC	3	\$2,408,800	\$802,933
46	BAY AREA EMPLOYMENT DEVEL CO	3	\$2,191,000	\$730,333
47	COMMUNITY VALLEY BANK	3	\$1,149,000	\$383,000

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
48	SECURITY BANK OF CALIFORNIA	3	\$900,000	\$300,000
49	UMPQUA BANK	3	\$878,000	\$292,667
50	HOMESTREET BANK	2	\$4,761,400	\$2,380,700
51	CAPITAL ACCESS GROUP, INC.	2	\$2,197,000	\$1,098,500
52	HOME BANK OF CALIFORNIA	2	\$2,120,000	\$1,060,000
53	CTBC BANK CORP. (USA).	2	\$1,756,000	\$878,000
54	FIRST GENERAL BANK	2	\$1,607,600	\$803,800
55	BANNER BANK	2	\$1,301,000	\$650,500
56	MEADOWS BANK	2	\$1,167,000	\$583,500
57	INTERNATL CITY BANK NATL ASSOC	2	\$800,000	\$400,000
58	AMPAC TRI-STATE CDC, INC.	2	\$773,000	\$386,500
59	SPIRIT OF TEXAS BANK, SSB	2	\$681,200	\$340,600
60	PREMIER BUSINESS BANK	2	\$595,000	\$297,500
61	KEYPOINT CU	2	\$529,500	\$264,750
62	UNITED BUSINESS BANK, F.S.B.	2	\$474,500	\$237,250
63	GOLDEN PACIFIC BANK NATL ASSOC	2	\$425,000	\$212,500
64	BANK RHODE ISLAND	2	\$405,000	\$202,500
65	PACIFIC MERCANTILE BANK	2	\$375,000	\$187,500
66	BANK OF SOUTHERN CALIFORNIA NA	2	\$356,000	\$178,000
67	INDEPENDENCE BANK	2	\$300,000	\$150,000
68	NEWTEK SMALL BUS. FINANCE INC.	2	\$290,000	\$145,000
69	VALLEY ECONOMIC DEVEL CORP.	2	\$170,000	\$85,000
70	COMMERCEWEST BANK	2	\$160,000	\$80,000
71	ZIONS FIRST NATIONAL BANK	2	\$100,000	\$50,000
72	SO CAL CDC	1	\$5,468,000	\$5,468,000
73	CATHAY BANK	1	\$4,000,000	\$4,000,000
74	WALLIS STATE BANK	1	\$3,347,000	\$3,347,000
75	THE BANCORP BANK	1	\$2,025,300	\$2,025,300
76	OPUS BANK	1	\$1,980,000	\$1,980,000
77	PACIFIC WESTERN BANK	1	\$1,515,000	\$1,515,000
78	SOUTH CNTY BANK NATL ASSOC	1	\$1,300,000	\$1,300,000
79	FIRST FINANCIAL BANK	1	\$1,000,000	\$1,000,000
80	HERITAGE BANK OF COMMERCE	1	\$1,000,000	\$1,000,000
81	LCA BANK CORPORATION	1	\$917,000	\$917,000
82	EVERTRUST BANK	1	\$800,000	\$800,000
83	SCE FCU	1	\$750,000	\$750,000
84	UNITED COMMUNITY BANK	1	\$655,000	\$655,000
85	FIRST BANK FINANCIAL CENTRE	1	\$579,100	\$579,100
86	MISSION VALLEY BANK	1	\$561,300	\$561,300
87	PACIFIC PREMIER BANK	1	\$483,000	\$483,000
88	CALIFORNIA CU	1	\$475,000	\$475,000
89	TECHNOLOGY CU	1	\$310,000	\$310,000
90	AMER PLUS BANK NATL ASSOC	1	\$300,000	\$300,000
91	MEGA BANK	1	\$300,000	\$300,000
92	WOORI AMERICA BANK	1	\$250,000	\$250,000
93	AMERICAN BUSINESS BANK	1	\$250,000	\$250,000
94	SAN DIEGO PRIVATE BANK	1	\$176,000	\$176,000
95	READYCAP LENDING, LLC	1	\$147,500	\$147,500
96	OBDC SMALL BUSINESS FINANCE	1	\$100,000	\$100,000
	<b>TOTALS:</b>	<b>780</b>	<b>\$425,082,600</b>	<b>\$544,978</b>