

**SANTA ANA DISTRICT OFFICE
FY 2013 LENDER RANKINGS
AS OF 8/31/13**



TOP 3 LENDERS

#1 U.S. BANK, N.A.
171
\$43,573,300

#2 JPMORGAN CHASE BANK, N.A.
138
\$14,879,900

#3 WELLS FARGO BANK, N.A.
134
\$70,510,200

| Rank | Lender Name | # of Loans | \$ Amount of Loans | Average \$/Loan |
|-------------|---------------------------------------|-------------------|---------------------------|------------------------|
| 1 | U.S. BANK NATIONAL ASSOCIATION | 171 | \$43,573,300 | \$254,815 |
| 2 | JPMORGAN CHASE BANK NATL ASSOC | 138 | \$14,879,900 | \$107,825 |
| 3 | WELLS FARGO BANK NATL ASSOC | 134 | \$70,510,200 | \$526,196 |
| 4 | CDC SMALL BUS. FINAN CORP | 130 | \$117,936,000 | \$907,200 |
| 5 | PACIFIC W. CERT. DEVEL CORP | 34 | \$31,330,000 | \$921,471 |
| 6 | MORTGAGE CAP. DEVEL CORP | 34 | \$27,039,000 | \$795,265 |
| 7 | BBCN BANK | 32 | \$23,747,100 | \$742,097 |
| 8 | WILSHIRE STATE BANK | 31 | \$16,957,500 | \$547,016 |
| 9 | SOUTHLAND ECONOMIC DEVEL CORP | 29 | \$22,194,000 | \$765,310 |
| 10 | SECURITY BANK OF CALIFORNIA | 27 | \$12,695,200 | \$470,193 |
| 11 | COMMONWEALTH BUSINESS BANK | 26 | \$13,100,000 | \$503,846 |
| 12 | COMPASS BANK | 24 | \$2,048,500 | \$85,354 |
| 13 | CELTIC BANK CORPORATION | 23 | \$14,957,200 | \$650,313 |
| 14 | CAPITAL BANK | 21 | \$23,608,500 | \$1,124,214 |
| 15 | SEACOAST COMMERCE BANK | 19 | \$13,441,900 | \$707,468 |
| 16 | PLAZA BANK | 18 | \$17,309,400 | \$961,633 |
| 17 | BANK OF THE WEST | 18 | \$15,312,000 | \$850,667 |
| 18 | HANA SMALL BUS. LENDING INC. | 18 | \$8,844,500 | \$491,361 |
| 19 | UNION BANK, N.A. | 18 | \$8,696,000 | \$483,111 |
| 20 | PACIFIC CITY BANK | 17 | \$7,392,600 | \$434,859 |
| 21 | LIVE OAK BANKING COMPANY | 16 | \$12,208,000 | \$763,000 |
| 22 | CALIFORNIA STATEWIDE CERT. DEV | 16 | \$11,563,000 | \$722,688 |
| 23 | ENTERPRISE FUNDING CORPORATION | 15 | \$11,435,000 | \$762,333 |
| 24 | CALIFORNIA BANK & TRUST | 15 | \$5,640,900 | \$376,060 |
| 25 | OPEN BANK | 14 | \$16,366,000 | \$1,169,000 |
| 26 | AMPAC TRI-STATE CDC, INC. | 14 | \$11,712,000 | \$836,571 |
| 27 | EAST WEST BANK | 14 | \$9,417,800 | \$672,700 |
| 28 | AMER PLUS BANK NATL ASSOC | 13 | \$10,289,700 | \$791,515 |
| 29 | CDC SMALL BUS. FINAN CORP. | 13 | \$2,319,500 | \$178,423 |
| 30 | FIRST CHOICE BANK | 12 | \$16,223,200 | \$1,351,933 |
| 31 | PACIFIC ENTERPRISE BANK | 11 | \$10,526,400 | \$956,945 |
| 32 | CITY NATIONAL BANK | 11 | \$3,442,300 | \$312,936 |
| 33 | COMMERCE NATIONAL BANK | 10 | \$7,217,700 | \$721,770 |
| 34 | HANMI BANK | 9 | \$13,825,500 | \$1,536,167 |
| 35 | LOS ANGELES CNTY SMALL BUS. DE | 9 | \$7,705,000 | \$856,111 |
| 36 | COMMUNITY BANK | 9 | \$4,546,000 | \$505,111 |
| 37 | SAEHAN BANK | 8 | \$6,517,000 | \$814,625 |
| 38 | CALIFORNIA UNITED BANK | 8 | \$5,810,300 | \$726,288 |
| 39 | CITIBANK, N.A. | 8 | \$3,008,700 | \$376,088 |
| 40 | PACIFIC PREMIER BANK | 8 | \$2,298,500 | \$287,313 |
| 41 | BRIDGE BANK NATL ASSOC | 7 | \$6,735,500 | \$962,214 |
| 42 | OPUS BANK | 6 | \$6,403,500 | \$1,067,250 |
| 43 | VIBRA BANK | 6 | \$3,029,500 | \$504,917 |
| 44 | FIRST GENERAL BANK | 6 | \$2,367,000 | \$394,500 |
| 45 | THE BANCORP BANK | 6 | \$1,752,500 | \$292,083 |
| 46 | BANK OF AMERICA NATL ASSOC | 6 | \$818,000 | \$136,333 |

| <i>Rank</i> | <i>Lender Name</i> | <i># of Loans</i> | <i>\$ Amount of Loans</i> | <i>Average \$/Loan</i> |
|-------------|--------------------------------|-------------------|---------------------------|------------------------|
| 47 | SUPERIOR FINANCIAL GROUP, LLC | 6 | \$102,500 | \$17,083 |
| 48 | SO CAL CDC | 5 | \$4,432,000 | \$886,400 |
| 49 | GBC INTERNATIONAL BANK | 5 | \$3,563,900 | \$712,780 |
| 50 | STERLING SAVINGS BANK | 5 | \$1,832,500 | \$366,500 |
| 51 | UNITI BANK | 4 | \$5,391,500 | \$1,347,875 |
| 52 | SAN DIEGO PRIVATE BANK | 4 | \$4,029,000 | \$1,007,250 |
| 53 | CREDIT UNION OF SOUTHERN CALIF | 4 | \$1,083,700 | \$270,925 |
| 54 | PACIFIC WESTERN BANK | 4 | \$1,007,500 | \$251,875 |
| 55 | CATHAY BANK | 4 | \$975,000 | \$243,750 |
| 56 | CALIFORNIA CU | 4 | \$719,000 | \$179,750 |
| 57 | MISSION VALLEY BANK | 3 | \$4,500,000 | \$1,500,000 |
| 58 | UNITED PACIFIC BANK | 3 | \$4,435,500 | \$1,478,500 |
| 59 | FIRST MOUNTAIN BANK | 3 | \$3,690,000 | \$1,230,000 |
| 60 | COMMUNITY VALLEY BANK | 3 | \$3,250,000 | \$1,083,333 |
| 61 | EH NATIONAL BANK | 3 | \$2,620,000 | \$873,333 |
| 62 | GILMORE BANK | 3 | \$2,461,000 | \$820,333 |
| 63 | GROW AMERICA FUND INC | 3 | \$2,350,000 | \$783,333 |
| 64 | AMERICAN SECURITY BANK | 3 | \$1,680,000 | \$560,000 |
| 65 | KINECTA FCU | 3 | \$1,669,000 | \$556,333 |
| 66 | ROYAL BUSINESS BANK | 3 | \$1,560,000 | \$520,000 |
| 67 | AMERICAN CONTINENTAL BANK | 3 | \$1,480,000 | \$493,333 |
| 68 | NEWTEK SMALL BUS. FINANCE INC. | 3 | \$1,422,000 | \$474,000 |
| 69 | BANK OF SOUTHERN CALIFORNIA NA | 3 | \$503,800 | \$167,933 |
| 70 | COMMERCIAL BANK OF CALIFORNIA | 3 | \$465,000 | \$155,000 |
| 71 | MISSION OAKS NATIONAL BANK | 3 | \$393,000 | \$131,000 |
| 72 | COMMERCEWEST BANK | 3 | \$200,000 | \$66,667 |
| 73 | ADVANTAGE CERT. DEVEL CORP | 2 | \$5,975,000 | \$2,987,500 |
| 74 | FIRST COMMUNITY BANK | 2 | \$4,520,000 | \$2,260,000 |
| 75 | PARTNERS BANK OF CALIFORNIA | 2 | \$3,776,500 | \$1,888,250 |
| 76 | GRANDPOINT BANK | 2 | \$3,607,000 | \$1,803,500 |
| 77 | MANUFACTURERS BANK | 2 | \$2,300,000 | \$1,150,000 |
| 78 | UNITED MIDWEST SAVINGS BANK | 2 | \$1,426,900 | \$713,450 |
| 79 | METRO UNITED BANK | 2 | \$1,206,000 | \$603,000 |
| 80 | CALIFORNIA BUSINESS BANK | 2 | \$938,000 | \$469,000 |
| 81 | VISION ONE CU | 2 | \$825,000 | \$412,500 |
| 82 | UNITED LABOR BANK A FED. SAVIN | 2 | \$765,000 | \$382,500 |
| 83 | PROAMERICA BANK | 2 | \$725,000 | \$362,500 |
| 84 | AMERICAN NATIONAL BANK | 2 | \$715,000 | \$357,500 |
| 85 | TUSTIN COMMUNITY BANK | 2 | \$595,000 | \$297,500 |
| 86 | PLUMAS BANK | 2 | \$583,900 | \$291,950 |
| 87 | VALLEY ECONOMIC DEVEL CORP. | 2 | \$438,000 | \$219,000 |
| 88 | ALASKA USA FCU | 2 | \$250,000 | \$125,000 |
| 89 | SUPERIOR CALIFORNIA ECONOMIC D | 1 | \$5,000,000 | \$5,000,000 |
| 90 | MEADOWS BANK | 1 | \$4,355,400 | \$4,355,400 |
| 91 | RIDGESTONE BANK | 1 | \$4,000,000 | \$4,000,000 |
| 92 | PINNACLE BANK | 1 | \$3,545,000 | \$3,545,000 |
| 93 | ALTAPACIFIC BANK | 1 | \$3,150,000 | \$3,150,000 |
| 94 | US METRO BANK | 1 | \$2,950,000 | \$2,950,000 |
| 95 | WEST TOWN SAVINGS BANK | 1 | \$2,800,000 | \$2,800,000 |
| 96 | COMMERCE BK OF TEMECULA VALLEY | 1 | \$2,524,000 | \$2,524,000 |
| 97 | CAPITALSOURCE BANK | 1 | \$1,740,000 | \$1,740,000 |
| 98 | SBA - EDF ENFORCEMENT ACTION | 1 | \$1,448,000 | \$1,448,000 |
| 99 | SAN FERNANDO VALLEY SMALL BUS. | 1 | \$1,120,000 | \$1,120,000 |
| 100 | COMMUNITY REINVESTMENT SMALL B | 1 | \$985,000 | \$985,000 |
| 101 | EVOLVE BANK & TRUST | 1 | \$930,000 | \$930,000 |
| 102 | BAY AREA EMPLOYMENT DEVEL CO | 1 | \$742,000 | \$742,000 |
| 103 | LANDMARK CERT. DEVEL CORP | 1 | \$742,000 | \$742,000 |
| 104 | AMERICANWEST BANK | 1 | \$700,000 | \$700,000 |

| <i>Rank</i> | <i>Lender Name</i> | <i># of Loans</i> | <i>\$ Amount of Loans</i> | <i>Average \$/Loan</i> |
|-------------|--------------------------------|---------------------|-----------------------------|-------------------------|
| 105 | CALIFORNIA COASTAL CERT. DEVEL | 1 | \$415,000 | \$415,000 |
| 106 | THE BANK OF SANTA BARBARA | 1 | \$366,500 | \$366,500 |
| 107 | CITIZENS BUSINESS BANK | 1 | \$350,000 | \$350,000 |
| 108 | SUNWEST BANK | 1 | \$350,000 | \$350,000 |
| 109 | EVERTRUST BANK | 1 | \$350,000 | \$350,000 |
| 110 | FIRST FINANCIAL BANK | 1 | \$350,000 | \$350,000 |
| 111 | TOMATOBANK, N.A. | 1 | \$350,000 | \$350,000 |
| 112 | CAPITAL ACCESS GROUP, INC. | 1 | \$253,000 | \$253,000 |
| 113 | NAVY FCU | 1 | \$195,000 | \$195,000 |
| 114 | INTERNATL CITY BANK NATL ASSOC | 1 | \$120,000 | \$120,000 |
| 115 | PACIFIC MERCANTILE BANK | 1 | \$100,000 | \$100,000 |
| 116 | SHINHAN BANK AMERICA | 1 | \$100,000 | \$100,000 |
| 117 | SAFE CU | 1 | \$97,400 | \$97,400 |
| 118 | BANCO POPULAR NORTH AMERICA | 1 | \$50,000 | \$50,000 |
| | <i>TOTALS:</i> | <i>1,387</i> | <i>\$823,391,800</i> | <i>\$593,649</i> |