

**SANTA ANA DISTRICT OFFICE  
FY 2013 504 THIRD PARTY LENDER RANKINGS  
AS OF 12/31/12**



**TOP 3 LENDERS**

**#1 BANK OF THE WEST**  
**11**  
**\$16,982,911**

**#2 WELLS FARGO BANK, N.A.**  
**8**  
**\$10,360,555**

**#3 BANK OF AMERICA, N.A.**  
**8**  
**\$6,977,367**

| <b>Rank</b> | <b>Lender Name</b>                             | <b># of Loans</b> | <b>\$ Amount of Loans</b> | <b>Average \$/Loan</b> |
|-------------|--|-------------------|---------------------------|------------------------|
| <b>1</b>    | <b>Bank of the West</b>                        | <b>11</b>         | <b>\$16,982,911</b>       | <b>\$1,543,901</b>     |
| <b>2</b>    | <b>Wells Fargo Bank, National Association</b>  | <b>8</b>          | <b>\$10,360,555</b>       | <b>\$1,295,069</b>     |
| <b>3</b>    | <b>Bank of America, National Association</b>   | <b>8</b>          | <b>\$6,977,367</b>        | <b>\$872,171</b>       |
| 4           | Plaza Bank                                     | 6                 | \$5,084,744               | \$847,457              |
| 5           | Union Bank, N.A.                               | 5                 | \$4,626,725               | \$925,345              |
| 6           | Zions First National Bank                      | 5                 | \$4,302,770               | \$860,554              |
| 7           | JPMorgan Chase Bank, National Association      | 4                 | \$5,148,502               | \$1,287,126            |
| 8           | Pacific Mercantile Bank                        | 3                 | \$2,613,318               | \$871,106              |
| 9           | Cathay Bank                                    | 2                 | \$4,390,000               | \$2,195,000            |
| 10          | Citibank, N.A.                                 | 2                 | \$2,187,480               | \$1,093,740            |
| 11          | Capital Bank                                   | 2                 | \$1,809,000               | \$904,500              |
| 12          | OneWest Bank, FSB                              | 2                 | \$1,261,944               | \$630,972              |
| 13          | California Bank & Trust                        | 2                 | \$1,176,580               | \$588,290              |
| 14          | Rabobank, National Association                 | 2                 | \$505,000                 | \$252,500              |
| 15          | United States Employment Development Center, L | 1                 | \$8,500,000               | \$8,500,000            |
| 16          | Farmers & Merchants Bank of Long Beach         | 1                 | \$5,940,000               | \$5,940,000            |
| 17          | Community Bank                                 | 1                 | \$5,500,000               | \$5,500,000            |
| 18          | City National Bank                             | 1                 | \$4,759,088               | \$4,759,088            |
| 19          | Mutual of Omaha Bank                           | 1                 | \$2,000,000               | \$2,000,000            |
| 20          | Sunwest Bank                                   | 1                 | \$1,250,000               | \$1,250,000            |
| 21          | Opus Bank                                      | 1                 | \$1,224,300               | \$1,224,300            |
| 22          | NBL, Inc. dba interlender.com                  | 1                 | \$1,131,261               | \$1,131,261            |
| 23          | Partners Bank of California                    | 1                 | \$850,000                 | \$850,000              |
| 24          | Commerce National Bank                         | 1                 | \$814,000                 | \$814,000              |
| 25          | Metro United Bank                              | 1                 | \$754,677                 | \$754,677              |
| 26          | Security Bank of California                    | 1                 | \$642,500                 | \$642,500              |
| 27          | Pacific Enterprise Bank                        | 1                 | \$468,500                 | \$468,500              |
| 28          | HSBC Bank USA, National Association            | 1                 | \$437,500                 | \$437,500              |
| 29          | Wilshire State Bank                            | 1                 | \$425,000                 | \$425,000              |
| 30          | BBCN Bank                                      | 1                 | \$366,000                 | \$366,000              |
|             | <b>TOTAL:</b>                                  | <b>78</b>         | <b>\$102,489,722</b>      | <b>\$1,313,971</b>     |