

**SANTA ANA DISTRICT OFFICE
FY 2013 LENDER RANKINGS
AS OF 3/31/13**



TOP 3 LENDERS

#1 WELLS FARGO BANK, N.A. 75 \$28,537,500	#2 CDC SMALL BUSINESS FINANCE CORP. 71 \$55,205,000	#3 JPMORGAN CHASE BANK, N.A. 71 \$6,230,900
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Rank	Lender Name	# of Loans	\$ Amount of Loans	Average \$/Loan
1	WELLS FARGO BANK NATL ASSOC	75	\$28,537,500	\$380,500
2	CDC SMALL BUS. FINAN CORP	71	\$55,205,000	\$777,535
3	JPMORGAN CHASE BANK NATL ASSOC	71	\$6,230,900	\$87,759
4	U.S. BANK NATIONAL ASSOCIATION	58	\$13,923,400	\$240,059
5	SOUTHLAND ECONOMIC DEVEL CORP	19	\$17,514,000	\$921,789
6	PACIFIC W. CERT. DEVEL CORP	18	\$16,586,000	\$921,444
7	WILSHIRE STATE BANK	18	\$10,903,000	\$605,722
8	MORTGAGE CAP. DEVEL CORP	16	\$13,500,000	\$843,750
9	SECURITY BANK OF CALIFORNIA	16	\$6,161,800	\$385,113
10	COMMONWEALTH BUSINESS BANK	15	\$7,570,000	\$504,667
11	BANK OF THE WEST	13	\$11,502,700	\$884,823
12	PLAZA BANK	13	\$7,820,900	\$601,608
13	COMPASS BANK	13	\$1,401,000	\$107,769
14	BBCN BANK	12	\$6,409,600	\$534,133
15	SEACOAST COMMERCE BANK	11	\$7,993,400	\$726,673
16	HANA SMALL BUS. LENDING INC.	11	\$4,814,500	\$437,682
17	CALIFORNIA STATEWIDE CERT. DEV	10	\$6,145,000	\$614,500
18	CAPITAL BANK	9	\$11,893,500	\$1,321,500
19	LIVE OAK BANKING COMPANY	9	\$8,210,000	\$912,222
20	AMER PLUS BANK NATL ASSOC	9	\$6,438,000	\$715,333
21	ENTERPRISE FUNDING CORPORATION	8	\$9,887,000	\$1,235,875
22	OPEN BANK	8	\$8,455,000	\$1,056,875
23	PACIFIC CITY BANK	8	\$3,009,000	\$376,125
24	UNION BANK, N.A.	8	\$2,796,000	\$349,500
25	FIRST CHOICE BANK	7	\$9,042,500	\$1,291,786
26	AMPAC TRI-STATE CDC, INC.	7	\$6,487,000	\$926,714
27	PACIFIC PREMIER BANK	7	\$2,086,500	\$298,071
28	CELTIC BANK CORPORATION	6	\$8,184,200	\$1,364,033
29	EAST WEST BANK	6	\$6,209,000	\$1,034,833
30	COMMERCE NATIONAL BANK	6	\$5,329,400	\$888,233
31	SAEHAN BANK	6	\$4,887,000	\$814,500
32	CALIFORNIA BANK & TRUST	6	\$2,511,900	\$418,650
33	CITY NATIONAL BANK	6	\$1,850,000	\$308,333
34	CDC SMALL BUS. FINAN CORP.	6	\$997,500	\$166,250
35	PACIFIC ENTERPRISE BANK	5	\$4,570,000	\$914,000
36	BANK OF AMERICA NATL ASSOC	5	\$668,000	\$133,600
37	HANMI BANK	4	\$9,808,500	\$2,452,125
38	SO CAL CDC	4	\$3,944,000	\$986,000
39	LOS ANGELES CNTY SMALL BUS. DE	4	\$3,428,000	\$857,000
40	COMMUNITY BANK	4	\$3,347,000	\$836,750
41	BRIDGE BANK NATL ASSOC	4	\$3,185,000	\$796,250
42	FIRST GENERAL BANK	4	\$1,917,000	\$479,250
43	CREDIT UNION OF SOUTHERN CALIF	4	\$1,083,700	\$270,925
44	CATHAY BANK	4	\$975,000	\$243,750
45	CALIFORNIA CU	4	\$719,000	\$179,750
46	SUPERIOR FINANCIAL GROUP, LLC	4	\$65,000	\$16,250
47	EH NATIONAL BANK	3	\$2,620,000	\$873,333

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
48	OPUS BANK	3	\$2,399,500	\$799,833
49	CALIFORNIA UNITED BANK	3	\$2,350,000	\$783,333
50	AMERICAN SECURITY BANK	3	\$1,680,000	\$560,000
51	NEWTEK SMALL BUS. FINANCE INC.	3	\$1,422,000	\$474,000
52	THE BANCORP BANK	3	\$962,300	\$320,767
53	CITIBANK, N.A.	3	\$569,700	\$189,900
54	BANK OF SOUTHERN CALIFORNIA NA	3	\$503,800	\$167,933
55	MISSION OAKS NATIONAL BANK	3	\$393,000	\$131,000
56	BORREGO SPRINGS BANK, N.A.	3	\$105,000	\$35,000
57	MISSION VALLEY BANK	2	\$4,400,000	\$2,200,000
58	UNITI BANK	2	\$3,682,500	\$1,841,250
59	SAN DIEGO PRIVATE BANK	2	\$2,676,000	\$1,338,000
60	SBA - EDF ENFORCEMENT ACTION	2	\$2,129,000	\$1,064,500
61	GILMORE BANK	2	\$1,461,000	\$730,500
62	AMERICAN CONTINENTAL BANK	2	\$1,330,000	\$665,000
63	CALIFORNIA BUSINESS BANK	2	\$938,000	\$469,000
64	VISION ONE CU	2	\$825,000	\$412,500
65	FIRST CALIFORNIA BANK	2	\$822,000	\$411,000
66	PROAMERICA BANK	2	\$725,000	\$362,500
67	PLUMAS BANK	2	\$583,900	\$291,950
68	COMMERCIAL BANK OF CALIFORNIA	2	\$215,000	\$107,500
69	ADVANTAGE CERT. DEVEL CORP	1	\$5,500,000	\$5,500,000
70	SUPERIOR CALIFORNIA ECONOMIC D	1	\$5,000,000	\$5,000,000
71	MEADOWS BANK	1	\$4,355,400	\$4,355,400
72	PINNACLE BANK	1	\$3,545,000	\$3,545,000
73	ALTAPACIFIC BANK	1	\$3,150,000	\$3,150,000
74	FIRST COMMUNITY BANK	1	\$2,550,000	\$2,550,000
75	MANUFACTURERS BANK	1	\$1,800,000	\$1,800,000
76	GROW AMERICA FUND INC	1	\$1,760,000	\$1,760,000
77	CAPITALSOURCE BANK	1	\$1,740,000	\$1,740,000
78	FIRST MOUNTAIN BANK	1	\$1,700,000	\$1,700,000
79	UNITED PACIFIC BANK	1	\$1,584,000	\$1,584,000
80	GRANDPOINT BANK	1	\$1,312,000	\$1,312,000
81	PARTNERS BANK OF CALIFORNIA	1	\$1,203,000	\$1,203,000
82	KINECTA FCU	1	\$1,134,000	\$1,134,000
83	VIBRA BANK	1	\$1,038,000	\$1,038,000
84	BAY AREA EMPLOYMENT DEVEL CO	1	\$742,000	\$742,000
85	AMERICANWEST BANK	1	\$700,000	\$700,000
86	GBC INTERNATIONAL BANK	1	\$500,000	\$500,000
87	CALIFORNIA COASTAL CERT. DEVEL	1	\$415,000	\$415,000
88	THE BANK OF SANTA BARBARA	1	\$366,500	\$366,500
89	SUNWEST BANK	1	\$350,000	\$350,000
90	CITIZENS BUSINESS BANK	1	\$350,000	\$350,000
91	FIRST FINANCIAL BANK	1	\$350,000	\$350,000
92	TUSTIN COMMUNITY BANK	1	\$275,000	\$275,000
93	NAVY FCU	1	\$195,000	\$195,000
94	VALLEY ECONOMIC DEVEL CORP.	1	\$188,000	\$188,000
95	COMMUNITY VALLEY BANK	1	\$150,000	\$150,000
96	INTERNATL CITY BANK NATL ASSOC	1	\$120,000	\$120,000
97	ALASKA USA FCU	1	\$100,000	\$100,000
98	SHINHAN BANK AMERICA	1	\$100,000	\$100,000
99	PACIFIC MERCANTILE BANK	1	\$100,000	\$100,000
100	PACIFIC WESTERN BANK	1	\$100,000	\$100,000
101	BANCO POPULAR NORTH AMERICA	1	\$50,000	\$50,000
102	COMMERCEWEST BANK	1	\$50,000	\$50,000
	TOTALS:	720	\$429,568,000	\$596,622