

**SANTA ANA DISTRICT OFFICE
FY 2013 LENDER RANKINGS
AS OF 11/30/12**



TOP 3 LENDERS

#1 JPMORGAN CHASE BANK, N.A.
31
\$2,826,900

**#2 CDC SMALL BUSINESS FINANCE
CORP.**
28
\$21,336,000

#3 WELLS FARGO BANK, N.A.
20
\$4,473,600

| Rank | Lender Name | # of Loans | \$ Amount of Loans | Average \$/Loan |
|-------------|--------------------------------|-------------------|---------------------------|------------------------|
| 1 | JPMORGAN CHASE BANK NATL ASSOC | 31 | \$2,826,900 | \$91,190 |
| 2 | CDC SMALL BUS. FINAN CORP | 28 | \$21,336,000 | \$762,000 |
| 3 | WELLS FARGO BANK NATL ASSOC | 20 | \$4,473,600 | \$223,680 |
| 4 | U.S. BANK NATIONAL ASSOCIATION | 14 | \$3,790,600 | \$270,757 |
| 5 | WILSHIRE STATE BANK | 9 | \$7,256,500 | \$806,278 |
| 6 | AMER PLUS BANK NATL ASSOC | 8 | \$3,560,000 | \$445,000 |
| 7 | PACIFIC W. CERT. DEVEL CORP | 6 | \$8,224,000 | \$1,370,667 |
| 8 | SOUTHLAND ECONOMIC DEVEL CORP | 5 | \$7,210,000 | \$1,442,000 |
| 9 | BBCN BANK | 5 | \$2,058,100 | \$411,620 |
| 10 | ENTERPRISE FUNDING CORPORATION | 4 | \$8,011,000 | \$2,002,750 |
| 11 | SECURITY BANK OF CALIFORNIA | 4 | \$2,739,800 | \$684,950 |
| 12 | BANK OF THE WEST | 4 | \$2,506,400 | \$626,600 |
| 13 | CALIFORNIA STATEWIDE CERT. DEV | 4 | \$2,243,000 | \$560,750 |
| 14 | PLAZA BANK | 4 | \$2,150,000 | \$537,500 |
| 15 | COMPASS BANK | 4 | \$370,000 | \$92,500 |
| 16 | CELTIC BANK CORPORATION | 3 | \$4,460,000 | \$1,486,667 |
| 17 | COMMERCE NATIONAL BANK | 3 | \$3,634,200 | \$1,211,400 |
| 18 | LOS ANGELES CNTY SMALL BUS. DE | 3 | \$3,106,000 | \$1,035,333 |
| 19 | HANA SMALL BUS. LENDING INC. | 3 | \$2,434,500 | \$811,500 |
| 20 | MORTGAGE CAP. DEVEL CORP | 3 | \$1,960,000 | \$653,333 |
| 21 | AMERICAN SECURITY BANK | 3 | \$1,680,000 | \$560,000 |
| 22 | FIRST GENERAL BANK | 3 | \$680,000 | \$226,667 |
| 23 | CDC SMALL BUS. FINAN CORP. | 3 | \$629,000 | \$209,667 |
| 24 | PACIFIC CITY BANK | 3 | \$625,000 | \$208,333 |
| 25 | MISSION OAKS NATIONAL BANK | 3 | \$393,000 | \$131,000 |
| 26 | BANK OF AMERICA NATL ASSOC | 3 | \$258,000 | \$86,000 |
| 27 | MISSION VALLEY BANK | 2 | \$4,400,000 | \$2,200,000 |
| 28 | LIVE OAK BANKING COMPANY | 2 | \$3,730,000 | \$1,865,000 |
| 29 | COMMUNITY BANK | 2 | \$2,750,000 | \$1,375,000 |
| 30 | SAN DIEGO PRIVATE BANK | 2 | \$2,676,000 | \$1,338,000 |
| 31 | EDF RESOURCE CAPITAL, INC. | 2 | \$2,129,000 | \$1,064,500 |
| 32 | AMPAC TRI-STATE CDC, INC. | 2 | \$1,955,000 | \$977,500 |
| 33 | OPUS BANK | 2 | \$1,912,500 | \$956,250 |
| 34 | BRIDGE BANK NATL ASSOC | 2 | \$1,515,000 | \$757,500 |
| 35 | EH NATIONAL BANK | 2 | \$1,300,000 | \$650,000 |
| 36 | CALIFORNIA BANK & TRUST | 2 | \$1,092,000 | \$546,000 |
| 37 | CITY NATIONAL BANK | 2 | \$900,000 | \$450,000 |
| 38 | THE BANCORP BANK | 2 | \$462,300 | \$231,150 |
| 39 | COMMONWEALTH BUSINESS BANK | 2 | \$445,000 | \$222,500 |
| 40 | SEACOAST COMMERCE BANK | 2 | \$444,500 | \$222,250 |
| 41 | UNION BANK, N.A. | 2 | \$397,000 | \$198,500 |
| 42 | PACIFIC ENTERPRISE BANK | 2 | \$370,000 | \$185,000 |
| 43 | CITIBANK, N.A. | 2 | \$300,000 | \$150,000 |
| 44 | CAPITAL BANK | 2 | \$200,000 | \$100,000 |
| 45 | BORREGO SPRINGS BANK, N.A. | 2 | \$55,000 | \$27,500 |
| 46 | SUPERIOR FINANCIAL GROUP, LLC | 2 | \$30,000 | \$15,000 |
| 47 | ADVANTAGE CERT. DEVEL CORP | 1 | \$5,500,000 | \$5,500,000 |

| <i>Rank</i> | <i>Lender Name</i> | <i># of Loans</i> | <i>\$ Amount of Loans</i> | <i>Average \$/Loan</i> |
|-------------|--------------------------------|-------------------|-----------------------------|-------------------------|
| 48 | UNITI BANK | 1 | \$3,210,000 | \$3,210,000 |
| 49 | GRANDPOINT BANK | 1 | \$1,312,000 | \$1,312,000 |
| 50 | SAEHAN BANK | 1 | \$929,000 | \$929,000 |
| 51 | GILMORE BANK | 1 | \$900,000 | \$900,000 |
| 52 | HANMI BANK | 1 | \$688,500 | \$688,500 |
| 53 | PROAMERICA BANK | 1 | \$525,000 | \$525,000 |
| 54 | CALIFORNIA BUSINESS BANK | 1 | \$506,000 | \$506,000 |
| 55 | GBC INTERNATIONAL BANK | 1 | \$500,000 | \$500,000 |
| 56 | CALIFORNIA UNITED BANK | 1 | \$450,000 | \$450,000 |
| 57 | THE BANK OF SANTA BARBARA | 1 | \$366,500 | \$366,500 |
| 58 | SUNWEST BANK | 1 | \$350,000 | \$350,000 |
| 59 | CITIZENS BUSINESS BANK | 1 | \$350,000 | \$350,000 |
| 60 | BANK OF SOUTHERN CALIFORNIA NA | 1 | \$328,800 | \$328,800 |
| 61 | FIRST CALIFORNIA BANK | 1 | \$312,000 | \$312,000 |
| 62 | TUSTIN COMMUNITY BANK | 1 | \$275,000 | \$275,000 |
| 63 | SO CAL CDC | 1 | \$262,000 | \$262,000 |
| 64 | OPEN BANK | 1 | \$175,000 | \$175,000 |
| 65 | CATHAY BANK | 1 | \$175,000 | \$175,000 |
| 66 | COMMUNITY VALLEY BANK | 1 | \$150,000 | \$150,000 |
| 67 | PLUMAS BANK | 1 | \$123,500 | \$123,500 |
| 68 | ALASKA USA FCU | 1 | \$100,000 | \$100,000 |
| 69 | PACIFIC WESTERN BANK | 1 | \$100,000 | \$100,000 |
| | <i>TOTALS:</i> | <i>246</i> | <i>\$143,267,200</i> | <i>\$582,387</i> |