

SBA New Jersey District Office
FY 2019 - Oct 1, 2018 thru Apr 30, 2019 vs Oct 1, 2017 thru Apr 30, 2018

Loan Volume Report

7a LOANS FOR THE WHOLE STATE

	LENDER NAME	YTD Apr 30, 2019			YTD Apr 30, 2018		
		# OF LOANS	TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE	# OF LOANS	TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE
1	TD BANK	323	\$30,009,300	\$92,908	479	\$49,692,600	\$103,742
2	WELLS FARGO	54	\$10,442,100	\$193,372	53	\$24,604,600	\$464,238
3	M&T	54	\$6,154,100	\$113,965	49	\$9,460,900	\$193,080
4	SANTANDER BANK	43	\$17,196,200	\$399,912	43	\$8,503,000	\$197,744
5	JPMORGAN CHASE	41	\$8,927,200	\$217,737	50	\$8,015,000	\$160,300
6	PNC	33	\$3,664,700	\$111,052	28	\$2,816,600	\$100,593
7	NEWTEK SMALL BUS. FINANCE	23	\$12,209,000	\$530,826	21	\$9,877,000	\$470,333
8	INDEPENDENCE BANK (RI)	22	\$3,075,000	\$139,773	23	\$2,320,000	\$100,870
9	NEWBANK	20	\$21,805,500	\$1,090,275	23	\$9,103,000	\$395,783
10	FIRST HOME BANK (FL)	19	\$4,110,000	\$216,316	14	\$4,880,000	\$348,571
11	REPUBLIC BANK (PA)	17	\$39,291,800	\$2,311,282	27	\$26,320,000	\$974,815
12	PEAPACK-GLADSTONE BANK	16	\$6,800,000	\$425,000	7	\$6,105,000	\$872,143
13	SAVOY BANK (NY)	14	\$21,107,300	\$1,507,664	8	\$8,895,000	\$1,111,875
14	FIRST COMMERCE BANK	14	\$3,474,500	\$248,179	3	\$525,000	\$175,000
15	FIRST BANK	12	\$14,948,800	\$1,245,733	17	\$23,494,000	\$1,382,000
16	NEW MILLENNIUM BANK	12	\$9,040,000	\$753,333	19	\$8,700,000	\$457,895
17	NOAH BANK	12	\$6,430,000	\$535,833	23	\$19,503,000	\$847,957
18	BERKSHIRE BANK (PA)	12	\$6,406,500	\$533,875	26	\$9,825,000	\$377,885
19	STEARNS BK NAT ASSOC (MN)	12	\$2,934,300	\$244,525	14	\$4,084,700	\$291,764
20	1ST CONSTITUTION BANK	9	\$8,820,000	\$980,000	7	\$5,010,000	\$715,714
21	STURDY SAVINGS BANK	9	\$4,242,800	\$471,422	14	\$11,171,000	\$797,929
22	ATLANTIC STEWARDSHIP BK	9	\$3,394,000	\$377,111	4	\$3,235,500	\$808,875
23	BCB COMMUNITY BANK	8	\$7,785,000	\$973,125	10	\$10,091,800	\$1,009,180
24	PROVIDENT BANK	8	\$7,526,500	\$940,813	8	\$14,247,700	\$1,780,963
25	CELTIC BANK (UT)	8	\$3,796,000	\$474,500	23	\$2,765,000	\$120,217
26	RADIUS BANK (MA)	7	\$9,762,800	\$1,394,686	6	\$1,938,100	\$323,017
27	READYCAP LENDING, LLC	7	\$6,762,000	\$966,000	1	\$482,500	\$482,500
28	FULTON BANK	7	\$2,236,500	\$319,500	17	\$12,392,000	\$728,941
29	GRAND BANK, N.A.	7	\$1,916,000	\$273,714	6	\$2,065,000	\$344,167
30	CROSS RIVER BANK	6	\$6,380,500	\$1,063,417	1	\$4,125,000	\$4,125,000
31	CAPITAL ONE NATL ASSOC	6	\$5,377,300	\$896,217	9	\$4,023,800	\$447,089
32	PACIFIC WESTERN BANK (CA)	6	\$4,671,000	\$778,500	1	\$474,000	\$474,000
33	TWO RIVER COMM BANK	5	\$7,941,000	\$1,588,200	14	\$7,093,600	\$506,686
34	FINWISE BANK (UT)	5	\$7,759,000	\$1,551,800	5	\$3,050,000	\$610,000
35	HARVEST SM BUS FIN (CA)	5	\$6,384,700	\$1,276,940	1	\$1,351,100	\$1,351,100
36	UNITY BANK	5	\$4,105,600	\$821,120	12	\$18,820,300	\$1,568,358
37	LIVE OAK BANKING CO (NC)	5	\$3,005,000	\$601,000	13	\$22,545,000	\$1,734,231
38	BANK OF HOPE (CA)	5	\$2,854,000	\$570,800	4	\$2,075,000	\$518,750
39	MAGYAR BANK	4	\$5,956,500	\$1,489,125	9	\$8,543,200	\$949,244
40	METRO CITY BANK (GA)	4	\$4,660,000	\$1,165,000	3	\$8,840,000	\$2,946,667
41	CUSTOMERS BANK (PA)	4	\$4,607,000	\$1,151,750	10	\$3,538,600	\$353,860
42	BANK OF AMERICA	4	\$3,165,600	\$791,400	3	\$2,246,900	\$748,967
43	WOORI AMERICA BANK (PA)	4	\$2,190,000	\$547,500	0	\$0	\$0
44	MERIDIAN BANK (PA)	4	\$1,600,000	\$400,000	0	\$0	\$0
45	WILMINGTON SAV FUND	4	\$1,452,700	\$363,175	6	\$3,035,000	\$505,833
46	SEACOAST NATL BANK (FL)	4	\$1,075,000	\$268,750	2	\$410,000	\$205,000
47	CENTRIC BANK	3	\$4,410,000	\$1,470,000	4	\$3,303,500	\$825,875
48	HADDON SAVINGS BANK	3	\$4,350,000	\$1,450,000	0	\$0	\$0
49	HYPERION BANK	3	\$4,270,000	\$1,423,333	3	\$3,214,000	\$1,071,333
50	PACIFIC PREMIER BANK (CA)	3	\$3,556,000	\$1,185,333	2	\$884,400	\$442,200
51	VALLEY NATIONAL BANK	3	\$3,407,000	\$1,135,667	0	\$0	\$0
52	UNITED COMM BANK (GA)	3	\$2,720,000	\$906,667	2	\$3,269,000	\$1,634,500
53	UNIVEST BANK AND TRUST CO.	3	\$1,425,000	\$475,000	0	\$0	\$0
54	QUAINT OAK BANK	3	\$1,140,000	\$380,000	0	\$0	\$0
55	CADENCE NATL BANK (GA)	3	\$1,050,000	\$350,000	0	\$0	\$0
56	SPIRIT OF TEXAS BANK, SSB	3	\$1,025,300	\$341,767	2	\$690,300	\$345,150
57	FIVE STAR BANK (CA)	3	\$808,000	\$269,333	3	\$1,000,000	\$333,333
58	UNITED MIDWEST SAV (OH)	3	\$450,000	\$150,000	5	\$1,520,000	\$304,000
59	THE BANCORP BANK (DE)	2	\$4,515,000	\$2,257,500	2	\$755,000	\$377,500
60	BNB BANK (NY)	2	\$4,000,000	\$2,000,000	2	\$1,075,000	\$537,500
61	PATRIOT BANK	2	\$3,428,700	\$1,714,350	0	\$0	\$0

SBA New Jersey District Office
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Loan Volume Report

7a LOANS FOR THE WHOLE STATE

	LENDER NAME	YTD Apr 30, 2019			YTD Apr 30, 2018		
		# OF LOANS	TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE	# OF LOANS	TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE
62	HSBC BK USA NATL ASSOC	2	\$3,250,000	\$1,625,000	1	\$1,500,000	\$1,500,000
63	PARKE BANK	2	\$3,189,000	\$1,594,500	4	\$3,475,000	\$868,750
64	BYLINE BANK (IL)	2	\$1,458,000	\$729,000	5	\$3,294,000	\$658,800
65	NOA BANK (GA)	2	\$810,000	\$405,000	2	\$912,000	\$456,000
66	THE MINT NATIONAL BANK (TX)	2	\$643,000	\$321,500	0	\$0	\$0
67	TIOGA-FRANKLIN SAV BK (PA)	2	\$590,000	\$295,000	7	\$1,589,000	\$227,000
68	BANK RHODE ISLAND	2	\$525,000	\$262,500	0	\$0	\$0
69	FINANCIAL RESOURCES FCU	2	\$482,000	\$241,000	7	\$1,186,000	\$169,429
70	KEARNY BANK	2	\$445,000	\$222,500	1	\$276,000	\$276,000
71	CROWN BANK	2	\$208,400	\$104,200	1	\$450,000	\$450,000
72	CENTENNIAL BANK (AR)	1	\$5,000,000	\$5,000,000	0	\$0	\$0
73	DIME COMM BANK (NY)	1	\$2,000,000	\$2,000,000	6	\$2,793,500	\$465,583
74	GULF COAST BK & TR CO (LA)	1	\$1,999,300	\$1,999,300	0	\$0	\$0
75	FIDELITY BANK	1	\$1,504,000	\$1,504,000	1	\$250,000	\$250,000
76	RIVER VALLEY BANK (WI)	1	\$1,400,000	\$1,400,000	0	\$0	\$0
77	MID PENN BANK	1	\$1,324,100	\$1,324,100	1	\$482,000	\$482,000
78	LAKELAND BANK	1	\$1,140,000	\$1,140,000	8	\$3,728,000	\$466,000
79	KEYBANK NATIONAL ASSOC	1	\$850,600	\$850,600	4	\$1,152,000	\$288,000
80	AMERICAN NATL BANK (NE)	1	\$769,200	\$769,200	1	\$458,000	\$458,000
81	HOME TRUST BANK (NC)	1	\$725,000	\$725,000	0	\$0	\$0
82	BENEFICIAL BANK (PA)	1	\$620,000	\$620,000	4	\$6,210,000	\$1,552,500
83	FIRST IC BANK (GA)	1	\$566,000	\$566,000	3	\$4,550,000	\$1,516,667
84	LOAN SOURCE INC (NY)	1	\$540,000	\$540,000	0	\$0	\$0
85	FORTUNEBANK (MO)	1	\$461,300	\$461,300	0	\$0	\$0
86	1ST COLONIAL COMM BANK	1	\$450,000	\$450,000	5	\$2,435,000	\$487,000
87	ATLANTIC CAPITAL BANK (TN)	1	\$420,000	\$420,000	0	\$0	\$0
88	FLUSHING BANK	1	\$350,000	\$350,000	1	\$1,500,000	\$1,500,000
89	FIFTH THIRD BANK (OH)	1	\$238,900	\$238,900	0	\$0	\$0
90	CITIZENS BANK	1	\$223,400	\$223,400	17	\$6,936,000	\$408,000
91	PACIFIC CITY BANK (CA)	1	\$210,000	\$210,000	3	\$578,000	\$192,667
92	THE FIRST NATL BK OF ELMER	1	\$210,000	\$210,000	1	\$1,775,000	\$1,775,000
93	UNITED BANK OF PHIL	1	\$200,000	\$200,000	4	\$1,985,000	\$496,250
94	COLUMBIA BANK	1	\$200,000	\$200,000	3	\$1,275,000	\$425,000
95	CENTERSTONE SBA LNDG (CA)	1	\$200,000	\$200,000	0	\$0	\$0
96	WEBSTER BANK NATL ASSOC (CT)	1	\$180,000	\$180,000	0	\$0	\$0
97	SIGNATURE BK OF GEORGIA (GA)	1	\$160,200	\$160,200	0	\$0	\$0
98	FLORIDA CAPITAL BANK	1	\$150,000	\$150,000	3	\$825,000	\$275,000
99	NORTH STATE BANK (NC)	1	\$150,000	\$150,000	0	\$0	\$0
100	EAST WEST BANK	1	\$100,000	\$100,000	0	\$0	\$0
101	BANKUNITED, NAT ASSO (FL)	0	\$0	\$0	3	\$809,000	\$269,667
102	FIRSTTRUST SAVINGS BANK	0	\$0	\$0	2	\$1,273,000	\$636,500
103	HANMI BANK (NJ)	0	\$0	\$0	2	\$1,042,000	\$521,000
104	BANKWELL BANK (CT)	0	\$0	\$0	1	\$3,716,000	\$3,716,000
105	STONE BANK (AZ)	0	\$0	\$0	1	\$3,249,000	\$3,249,000
106	FIRST FINANCIAL BANK (AR)	0	\$0	\$0	1	\$2,035,000	\$2,035,000
107	CRF SMALL BUS LOAN CO (MN)	0	\$0	\$0	1	\$1,750,000	\$1,750,000
108	LEVEL ONE BANK (MI)	0	\$0	\$0	1	\$1,700,000	\$1,700,000
109	CAPITAL BK OF NJ	0	\$0	\$0	1	\$1,500,000	\$1,500,000
110	EVOLVE BANK & TRUST (AR)	0	\$0	\$0	1	\$1,125,000	\$1,125,000
111	BANKVISTA (MN)	0	\$0	\$0	1	\$937,000	\$937,000
112	FIRST SAVINGS BANK (IN)	0	\$0	\$0	1	\$865,000	\$865,000
113	COMPASS BANK (AL)	0	\$0	\$0	1	\$772,000	\$772,000
114	LIBERTY BELL BANK	0	\$0	\$0	1	\$585,000	\$585,000
115	NEW YORK BUS. DEVEL CORP	0	\$0	\$0	1	\$387,000	\$387,000
116	REGAL BANK	0	\$0	\$0	1	\$350,000	\$350,000
117	HIGHLANDS STATE BANK	0	\$0	\$0	1	\$328,000	\$328,000
118	ARBOR BANK (NE)	0	\$0	\$0	1	\$293,000	\$293,000
119	CITY NATIONAL BANK	0	\$0	\$0	1	\$290,000	\$290,000
120	GROW AMERICA FUND INC	0	\$0	\$0	1	\$200,000	\$200,000
121	CARVER STATE BANK (GA)	0	\$0	\$0	1	\$140,000	\$140,000
122	PORT RICHMOND SAV (PA)	0	\$0	\$0	1	\$125,000	\$125,000
123	CITIBANK, N.A.	0	\$0	\$0	1	\$100,000	\$100,000
TOTAL 7(a)		1,003	\$431,950,200	\$430,658	1,261	\$479,191,200	\$380,009

SBA New Jersey District Office
FY 2019 - Oct 1, 2018 thru Apr 30, 2019 vs Oct 1, 2017 thru Apr 30, 2018

Loan Volume Report

COMMUNITY ADVANTAGE

Lender Name	# OF LOANS	YTD Apr 30, 2019		# OF LOANS	YTD Apr 30, 2018	
		TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE		LOANS	AVERAGE LOAN SIZE
1 RBAC	9	\$1,052,500	\$116,944	13	\$1,773,500	\$136,423
2 UCEDC	6	\$625,000	\$104,167	2	\$177,500	\$88,750
3 THE 504 COMPANY	2	\$320,000	\$160,000	2	\$452,000	\$226,000
4 ACCION	1	\$200,000	\$200,000	1	\$52,500	\$52,500

TOTAL Community Advantage	18	\$2,197,500	\$122,083	18	\$2,455,500	\$136,417
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504 LOANS

Lender Name	# OF LOANS	YTD Apr 30, 2019		# OF LOANS	YTD Apr 30, 2018	
		TOTAL \$ AMT OF SBA DEBENTURE LOANS	AVERAGE LOAN SIZE		SBA DEBENTURE LOANS	AVERAGE LOAN SIZE
1 REGIONAL BUS. ASSISTANCE	26	\$22,866,000	\$879,462	17	\$27,509,000	\$1,618,176
2 THE 504 COMPANY	13	\$14,270,000	\$1,097,692	16	\$17,815,000	\$1,113,438
3 EASTERN AMERICAN CDC	2	\$372,000	\$186,000	6	\$1,712,000	\$285,333
4 UCEDC	2	\$2,679,000	\$1,339,500	0	\$0	\$0

TOTAL 504	43	\$40,187,000	\$934,581	39	\$47,036,000	\$1,206,051
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GRAND TOTAL 7(a) & 504	1,064	\$474,334,700	\$1,487,323	1,318	\$528,682,700	\$1,722,477
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MICROLENDER LOAN VOLUME REPORT (DISBURSED)

Lender Name	# OF LOANS	YTD Apr 30, 2019		# OF LOANS	YTD Apr 30, 2018	
		TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE		LOANS	AVERAGE LOAN SIZE
1 CBAC	25	\$498,246	\$19,930	37	\$766,500	\$20,716
2 FINANTA	19	\$46,800	\$2,463	1	\$2,400	\$2,400
3 UCEDC	14	\$275,000	\$19,643	13	\$284,000	\$21,846
4 RBAC	11	\$253,956	\$23,087	10	\$114,086	\$11,409
5 ACCION USA, INC (online)	10	\$117,477	\$11,748	3	\$38,064	\$12,688
6 EXCELSIOR GROWTH (NYBDC)	2	\$80,000	\$40,000	0	\$0	\$0
7 ENTERPRISE CTR CAP CORP	1	\$50,000	\$50,000	0	\$0	\$0
8 BOC CAPITAL CORP c/o GNEC	1	\$2,500	\$2,500	1	\$40,000	\$40,000
BUS CTR / NEW AMER (NY)	0	\$0	\$0	1	\$5,000	\$5,000
WOMEN'S OPP RES CTR (PA)	0	\$0	\$0	1	\$1,000	\$1,000

MICROLOAN GRAND TOTAL	83	\$1,323,979	\$15,952	67	\$1,251,051	\$18,672
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SBA New Jersey District Office
FY 2019 - Oct 1, 2018 thru Apr 30, 2019 vs Oct 1, 2017 thru Apr 30, 2018

Loan Volume Report

THIRD PARTY LOAN REPORT (DISBURSED)

		YTD Apr 30, 2019		
		TOTAL \$ AMT OF		
	Lender Name	# OF LOANS	THIRD PARTY LOANS	AVERAGE LOAN SIZE
1	JPMORGAN CHASE	8	\$8,009,835	\$1,001,229
2	KEARNY FSB	3	\$2,426,250	\$808,750
3	TD BANK	2	\$12,094,380	\$6,047,190
4	MANASQUAN BANK	2	\$3,922,304	\$1,961,152
5	SHORE COMMUNITY BANK	2	\$3,730,000	\$1,865,000
6	CROSS RIVER BANK	2	\$2,025,000	\$1,012,500
7	WELLS FARGO	2	\$986,500	\$493,250
8	BANK OF AMERICA	1	\$2,845,000	\$2,845,000
9	PACIFIC CITY BANK (CA)	1	\$2,667,500	\$2,667,500
10	CROWN BANK	1	\$2,538,250	\$2,538,250
11	FIRST BANK	1	\$2,182,500	\$2,182,500
12	WEBSTER BANK (CT)	1	\$995,000	\$995,000
13	OCEANFIRST BANK	1	\$716,000	\$716,000
14	ZIONS BANK (UT)	1	\$494,300	\$494,300
15	CAPITAL BANK OF NEW JERSEY	1	\$475,000	\$475,000
16	BBCN Bank	1	\$425,000	\$425,000
17	FULTON BANK	1	\$425,000	\$425,000
18	MARINER'S BANK	1	\$425,000	\$425,000
19	ATLANTIC STEWARDSHIP BK	1	\$395,000	\$395,000
20	AMBOY BANK	1	\$362,500	\$362,500
21	SHINHAN BANK AMER (NYC)	1	\$332,500	\$332,500
22	UNITY BANK	1	\$330,350	\$330,350
23	SANTANDER BANK	1	\$247,500	\$247,500
24	LAKELAND BANK	1	\$245,000	\$245,000
25	FINANCIAL RESOURCES FCU	1	\$160,000	\$160,000
26	FIRST HOPE BANK	1	\$150,000	\$150,000

THIRD PARTY GRAND TOTAL	40	\$49,605,669	\$1,240,142
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FY 2018: Oct 1, 2018 - Dec 31, 2018 - EXPORT LOAN VOLUME REPORT (DISBURSED)

		YTD Apr 30, 2019		
		TOTAL \$ AMT OF		
Rank	Lender Name	# OF LOANS	LOANS	AVERAGE LOAN SIZE
1	FinWise Bank (UT)	4	\$7,259,000	\$1,814,750
2	HSBC	2	\$3,250,000	\$1,625,000
3	Fulton Bank	1	\$1,000,000	\$1,000,000

EXPORT GRAND TOTAL	7	\$11,509,000	\$1,644,143
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