

SBA New Jersey District Office
5 months FY 2020 (Oct 1, 2019 thru Feb 29, 2020) vs 5 months FY 2019 (Oct 1, 2018 thru Feb 28, 2019)

Loan Volume Report

7a LOANS FOR THE WHOLE STATE

	LENDER NAME	FY20 YTD			FY19 YTD		
		# OF LOANS	TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE	# OF LOANS	TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE
1	TD BANK	190	\$19,510,500	\$102,687	223	\$25,331,800	\$113,596
2	M&T	39	\$5,881,900	\$150,818	31	\$2,140,400	\$69,045
3	PNC	31	\$4,598,000	\$148,323	25	\$2,885,300	\$115,412
4	JPMORGAN CHASE	26	\$3,885,200	\$149,431	32	\$5,251,300	\$164,103
5	WELLS FARGO	26	\$3,610,100	\$138,850	35	\$7,503,900	\$214,397
6	FULTON BANK	21	\$4,919,000	\$234,238	4	\$1,375,000	\$343,750
7	SANTANDER BANK	20	\$1,946,800	\$97,340	29	\$15,274,400	\$526,703
8	NEWTEK SMALL BUS. FINANCE	17	\$12,811,000	\$753,588	19	\$10,302,000	\$542,211
9	FIRST HOME BANK (FL)	15	\$4,548,800	\$303,253	14	\$3,210,000	\$229,286
10	LIVE OAK BANKING CO (NC)	14	\$14,059,000	\$1,004,214	5	\$3,005,000	\$601,000
11	SAVOY BANK (NY)	13	\$8,756,200	\$673,554	12	\$20,612,800	\$1,717,733
12	BERKSHIRE BANK (PA)	11	\$14,048,000	\$1,277,091	6	\$2,520,000	\$420,000
13	PEAPACK-GLADSTONE BANK	11	\$9,535,000	\$866,818	15	\$5,100,000	\$340,000
14	NEW MILLENNIUM BANK	11	\$5,245,000	\$476,818	8	\$3,340,000	\$417,500
15	STEARNS BK NAT ASSOC (MN)	10	\$2,530,700	\$253,070	10	\$2,521,800	\$252,180
16	FIRST COMMERCE BANK	8	\$4,296,500	\$537,063	9	\$1,819,500	\$202,167
17	NEWBANK	8	\$3,760,000	\$470,000	18	\$20,807,500	\$1,155,972
18	CITIZENS BANK	8	\$3,566,000	\$445,750	1	\$223,400	\$223,400
19	REPUBLIC BANK (PA)	7	\$9,775,000	\$1,396,429	12	\$24,840,000	\$2,070,000
20	MERIDIAN BANK (PA)	7	\$8,880,000	\$1,268,571	2	\$400,000	\$200,000
21	FINWISE BANK (UT)	6	\$7,129,000	\$1,188,167	5	\$7,759,000	\$1,551,800
22	FIVE STAR BANK (CA)	6	\$1,290,000	\$215,000	0	\$0	\$0
23	UNITY BANK	5	\$8,493,000	\$1,698,600	3	\$1,781,000	\$593,667
24	BANK OF AMERICA	5	\$1,597,500	\$319,500	4	\$3,165,600	\$791,400
25	UNITED MIDWEST SAV (OH)	5	\$728,000	\$145,600	3	\$450,000	\$150,000
26	BANK OF HOPE (CA)	5	\$717,000	\$143,400	3	\$1,740,000	\$580,000
27	HSBC BK USA NATL ASSOC	4	\$9,250,000	\$2,312,500	2	\$3,250,000	\$1,625,000
28	1ST CONSTITUTION BANK	4	\$3,550,000	\$887,500	8	\$5,480,000	\$685,000
29	LAKELAND BANK	4	\$2,405,000	\$601,250	0	\$0	\$0
30	UNITED COMM BANK (GA)	4	\$1,704,000	\$426,000	3	\$2,720,000	\$906,667
31	COLUMBIA BANK	3	\$3,814,000	\$1,271,333	5	\$2,145,000	\$429,000
32	PACIFIC WESTERN BANK (CA)	3	\$2,704,000	\$901,333	5	\$3,171,000	\$634,200
33	CELTIC BANK (UT)	3	\$2,053,000	\$684,333	4	\$2,575,000	\$643,750
34	PROVIDENT BANK	3	\$1,125,000	\$375,000	8	\$7,526,500	\$940,813
35	SPIRIT OF TEXAS BANK, SSB	3	\$830,200	\$276,733	2	\$793,400	\$396,700
36	TIOGA-FRANKLIN SAV BK	3	\$645,000	\$215,000	2	\$590,000	\$295,000
37	PACIFIC CITY BANK (CA)	3	\$402,000	\$134,000	0	\$0	\$0
38	HOME TRUST BANK (NC)	2	\$8,705,000	\$4,352,500	1	\$725,000	\$725,000
39	METABANK	2	\$5,525,000	\$2,762,500	0	\$0	\$0
40	KEYBANK NATIONAL ASSOC	2	\$3,411,500	\$1,705,750	1	\$850,600	\$850,600
41	STURDY SAVINGS BANK	2	\$2,817,600	\$1,408,800	6	\$3,218,000	\$536,333
42	PATRIOT BANK	2	\$2,470,000	\$1,235,000	0	\$0	\$0
43	RADIUS BANK (MA)	2	\$1,875,400	\$937,700	5	\$7,141,000	\$1,428,200
44	FIRSTTRUST SAVINGS BANK	2	\$1,750,000	\$875,000	0	\$0	\$0
45	FIRST BANK	2	\$1,448,000	\$724,000	15	\$11,247,100	\$749,807
46	KEARNY BANK	2	\$1,434,000	\$717,000	1	\$174,000	\$174,000
47	MERCHANTS BANK OF INDIANA	2	\$1,233,800	\$616,900	0	\$0	\$0
48	REGAL BANK	2	\$861,500	\$430,750	0	\$0	\$0
49	PROMISEONEBANK (GA)	2	\$817,000	\$408,500	2	\$810,000	\$405,000
50	FINANCIAL RESOURCES FCU	2	\$711,000	\$355,500	2	\$482,000	\$241,000
51	CONNECTONE BANK	2	\$666,200	\$333,100	0	\$0	\$0
52	INCREDIBLEBANK (WI)	2	\$660,000	\$330,000	1	\$1,400,000	\$1,400,000
53	CADENCE NATL BANK (GA)	2	\$590,000	\$295,000	2	\$700,000	\$350,000
54	NOAH BANK	2	\$450,000	\$225,000	10	\$5,405,000	\$540,500
55	FIRST SAVINGS BANK (IN)	2	\$300,000	\$150,000	0	\$0	\$0
56	CUSTOMERS BANK (PA)	1	\$5,000,000	\$5,000,000	3	\$934,000	\$311,333
57	DIME COMM BANK (NY)	1	\$3,000,000	\$3,000,000	1	\$2,000,000	\$2,000,000
58	BYLINE BANK (IL)	1	\$2,900,000	\$2,900,000	1	\$729,000	\$729,000
59	CAPITAL ONE NATL ASSOC	1	\$2,877,000	\$2,877,000	5	\$4,627,800	\$925,560

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60	HADDON SAVINGS BANK	1	\$2,168,000	\$2,168,000		3	\$4,350,000	\$1,450,000
61	CROSS RIVER BANK	1	\$1,925,000	\$1,925,000		4	\$2,258,000	\$564,500
62	FIRST CHATHAM BANK (GA)	1	\$1,637,000	\$1,637,000		0	\$0	\$0
63	OCEANFIRST BANK	1	\$1,551,000	\$1,551,000		3	\$5,748,000	\$1,916,000
64	POPPY BANK (CA)	1	\$1,255,000	\$1,255,000		0	\$0	\$0
65	UMPQUA BANK (OR)	1	\$1,109,700	\$1,109,700		0	\$0	\$0
66	MAGYAR BANK	1	\$1,102,500	\$1,102,500		4	\$5,956,500	\$1,489,125
67	CENTERSTONE SBA LNDG (CA)	1	\$1,050,000	\$1,050,000		1	\$200,000	\$200,000
68	THE FIRST NATL BK OF ELMER	1	\$900,000	\$900,000		0	\$0	\$0
69	WILMINGTON SAV FUND	1	\$850,000	\$850,000		5	\$2,072,700	\$414,540
70	TWO RIVER COMM BANK	1	\$805,000	\$805,000		0	\$0	\$0
71	EAGLEBANK (MD)	1	\$700,000	\$700,000		0	\$0	\$0
72	VALLEY NATIONAL BANK	1	\$400,000	\$400,000		2	\$1,895,000	\$947,500
73	BB&T	1	\$250,000	\$250,000		0	\$0	\$0
74	INDEPENDENCE BANK (RI)	1	\$150,000	\$150,000		16	\$2,375,000	\$148,438
75	SHINHAN BANK AMERICA (NYC)	1	\$150,000	\$150,000		0	\$0	\$0
	1ST COLONIAL COMM BANK	0	\$0	\$0		1	\$450,000	\$450,000
	AMERICAN NATL BANK (NE)	0	\$0	\$0		1	\$769,200	\$769,200
	ATLANTIC CAPITAL BANK (TN)	0	\$0	\$0		1	\$420,000	\$420,000
	BANK RHODE ISLAND	0	\$0	\$0		2	\$525,000	\$262,500
	BCB COMMUNITY BANK	0	\$0	\$0		8	\$7,785,000	\$973,125
	CENTRIC BANK	0	\$0	\$0		3	\$4,410,000	\$1,470,000
	CROWN BANK	0	\$0	\$0		2	\$208,400	\$104,200
	EAST WEST BANK	0	\$0	\$0		1	\$100,000	\$100,000
	FIDELITY BANK	0	\$0	\$0		1	\$1,504,000	\$1,504,000
	FIRST IC BANK (GA)	0	\$0	\$0		1	\$566,000	\$566,000
	FLORIDA CAPITAL BANK	0	\$0	\$0		1	\$150,000	\$150,000
	FLUSHING BANK	0	\$0	\$0		1	\$350,000	\$350,000
	FORTUNE BANK (MO)	0	\$0	\$0		1	\$461,300	\$461,300
	GULF COAST BK & TR CO (LA)	0	\$0	\$0		1	\$1,999,300	\$1,999,300
	HARVEST SM BUS FIN (CA)	0	\$0	\$0		5	\$6,384,700	\$1,276,940
	HYPERION BANK	0	\$0	\$0		2	\$3,823,000	\$1,911,500
	LOAN SOURCE INC (NY)	0	\$0	\$0		1	\$540,000	\$540,000
	METRO CITY BANK (GA)	0	\$0	\$0		2	\$3,710,000	\$1,855,000
	MID PENN BANK	0	\$0	\$0		1	\$1,324,100	\$1,324,100
	PACIFIC PREMIER BANK (CA)	0	\$0	\$0		1	\$2,205,000	\$2,205,000
	PARKE BANK	0	\$0	\$0		2	\$3,189,000	\$1,594,500
	QUAINT OAK BANK	0	\$0	\$0		3	\$1,140,000	\$380,000
	READYCAP LENDING, LLC	0	\$0	\$0		6	\$6,289,000	\$1,048,167
	SEACOAST NATL BANK (FL)	0	\$0	\$0		2	\$575,000	\$287,500
	SIGN BK OF GEORGIA (GA)	0	\$0	\$0		1	\$160,200	\$160,200
	THE BANCORP BANK (DE)	0	\$0	\$0		2	\$4,515,000	\$2,257,500
	THE MINT NATIONAL BANK (TX)	0	\$0	\$0		2	\$643,000	\$321,500
	UNIVEST BANK AND TRUST CO.	0	\$0	\$0		3	\$1,425,000	\$475,000
	WEBSTER BANK NAT ASSN (CT)	0	\$0	\$0		1	\$180,000	\$180,000
	WOORI AMERICA BANK (PA)	0	\$0	\$0		4	\$2,190,000	\$547,500

TOTAL 7(a)	618	\$260,105,600	\$420,883	724	\$324,900,500	\$448,758
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COMMUNITY ADVANTAGE

Lender Name	# OF LOANS	FY20 YTD		FY19 YTD		
		TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE	TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE	
1 RBAC	6	\$955,000	\$159,167	1	\$250,000	\$250,000
2 Pursuit Community Finance (formerly The 504 Company/ESDC)	2	\$235,000	\$117,500	1	\$70,000	\$70,000
3 UCEDC	1	\$100,000	\$100,000	4	\$375,000	\$93,750
4 ACCION	1	\$90,000	\$90,000	1	\$200,000	\$200,000

TOTAL Community Advantage	10	\$1,380,000	\$138,000	7	\$895,000	\$127,857
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Loan Volume Report

504 LOANS

			FY20 YTD TOTAL \$ AMT OF SBA DEBENTURE LOANS	AVERAGE LOAN SIZE		FY19 YTD TOTAL \$ AMT OF SBA DEBENTURE	AVERAGE LOAN SIZE
Lender Name	# OF LOANS				# OF LOANS		
1 RBAC	24		\$58,103,000	\$2,420,958	22	\$15,794,000	\$717,909
2 Pursuit Community Finance (formerly The 504 Company/ESCDC)	24		\$50,024,000	\$2,084,333	8	\$5,141,000	\$642,625
3 EASTERN AMERICAN CDC	1		\$334,000	\$334,000	2	\$372,000	\$186,000
UCEDC	0		\$0	\$0	1	\$2,204,000	\$2,204,000

TOTAL 504	49		\$108,461,000	\$2,213,490	33	\$23,511,000	\$712,455
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GRAND TOTAL 7(a) & 504	677		\$369,946,600	\$2,772,373	764	\$349,306,500	\$1,289,069
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MICROLENDER LOAN VOLUME REPORT

			FY20 YTD TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE		FY19 YTD TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE
Lender Name	# OF LOANS				# OF LOANS		
1 CBAC	21		\$545,000	\$25,952	16	\$271,048	\$16,940
2 UCEDC	8		\$196,000	\$24,500	10	\$160,000	\$16,000
3 RBAC	8		\$186,400	\$23,300	9	\$243,956	\$27,106
4 FINANTA	7		\$8,400	\$1,200	13	\$39,600	\$3,046
5 Pursuit Community Finance (formerly The 504 Company/ESCDC)	6		\$170,000	\$28,333	1	\$30,000	\$0
ACCION USA, INC (online)	0		\$0	\$0	9	\$108,413	\$12,046
ENTERPRISE CTR CAP CORP	0		\$0	#DIV/0!	1	\$50,000	\$50,000
BOC CAPITAL CORP c/o GNEC	0		\$0	\$0	1	\$2,500	\$2,500

MICROLOAN GRAND TOTAL	50		\$1,105,800	\$22,116	60	\$905,517	\$15,092
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THIRD PARTY LOAN REPORT

			FY20 YTD TOTAL \$ AMT OF THIRD PARTY LOANS	AVERAGE LOAN SIZE
Lender Name	# OF LOANS			
1 TD BANK	13		\$69,174,660	\$5,321,128
2 FIRSTTRUST SAVINGS BANK	4		\$17,300,000	\$4,325,000
3 PROVIDENT BANK	3		\$4,607,730	\$1,535,910
4 LIBERTY SBF FUND	2		\$16,019,645	\$8,009,823
5 POPPY BANK (CA)	2		\$6,067,000	\$3,033,500
6 JPMORGAN CHASE	2		\$2,900,000	\$1,450,000
7 KEARNY FSB	2		\$2,356,972	\$1,178,486
8 FULTON BANK	2		\$1,065,000	\$532,500
9 ZIONS BANK (UT)	2		\$964,400	\$482,200
10 WELLS FARGO	2		\$879,600	\$439,800
11 INVESTORS BANK	1		\$14,650,000	\$14,650,000
12 MANASQUAN BANK	1		\$8,550,000	\$8,550,000
13 LIBERTY NATIONAL BANK	1		\$7,160,000	\$7,160,000
14 LIVE OAK BANK	1		\$4,375,600	\$4,375,600
15 OCEANFIRST BANK	1		\$4,311,112	\$4,311,112
16 CROSS RIVER BANK	1		\$2,300,000	\$2,300,000
17 RADIUS BANK (MA)	1		\$2,060,250	\$2,060,250
18 BANK OF AMERICA	1		\$2,000,000	\$2,000,000
19 BANKUNITED (NY)	1		\$2,000,000	\$2,000,000
20 HAVEN SAVINGS BANK	1		\$835,000	\$835,000
21 REPUBLIC BANK (PA)	1		\$662,400	\$662,400
22 US METRO BANK (CA)	1		\$662,400	\$662,400
23 BB&T	1		\$659,000	\$659,000
24 LIBERTY BELL BANK	1		\$348,000	\$348,000
25 AFFINITY CU	1		\$187,500	\$187,500

THIRD PARTY GRAND TOTAL	49		\$172,096,269	\$3,512,169
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EXPORT LOANS (DISBURSED)

Rank	Lender Name	# OF LOANS	FY20 YTD	
			TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE
1	Meridian Bank (PA)	1	\$2,400,000	\$0
2	FinWise Bank (UT)	1	\$1,179,000	\$0
3	Fulton Bank	1	\$2,000,000	\$0
EXPORT GRAND TOTAL		3	\$5,579,000	\$1,859,667