

John Reiher
Sales Manager: Justin Smith
Hire Date: 6/9/2008

Month	Total MTD		Purpose						Lock Stats			Ratios*			Brokers				
	Count	Fundings	Submitted	Approved	Funded	Purch	Refi	Locked	Funded	PT	Credit	Approval	Closing	Approved	Total	Active*			
Dec-09	30	\$6,842,966	39	\$10,257,636	30	\$8,617,236	21	\$6,104,262	19.68%	72.27%	24	15	62.50%	70.00%	76.92%	53.85%	0	0	7
Jan-10	14	\$4,242,042	14	\$2,870,658	11	\$2,353,100	6	\$1,082,600	43.94%	56.06%	16	11	68.75%	54.55%	78.57%	42.86%	0	0	2
Feb-10	8	\$1,674,635	22	\$5,817,264	20	\$5,300,264	11	\$3,049,664	56.35%	43.65%	13	11	84.62%	55.00%	90.91%	50.00%	0	0	1
Mar-10	19	\$5,005,894	30	\$8,511,931	26	\$7,423,982	18	\$5,108,928	21.50%	78.50%	32	19	59.38%	69.23%	86.67%	60.00%	0	0	3
Apr-10	16	\$5,029,351	18	\$3,973,783	16	\$3,630,783	6	\$1,691,258	54.39%	45.61%	19	12	63.16%	37.50%	88.89%	33.33%	1	1	4
May-10	6	\$1,330,489	28	\$7,759,530	26	\$6,963,252	19	\$5,357,895	53.96%	46.04%	24	11	45.83%	73.08%	92.86%	67.86%	0	1	1
Jun-10	21	\$5,583,688	24	\$5,586,425	23	\$5,433,425	18	\$3,864,304	46.27%	53.73%	42	25	59.52%	78.26%	95.83%	75.00%	0	1	3
Jul-10	19	\$5,085,902	51	\$16,799,503	49	\$16,448,503	35	\$12,889,553	24.60%	75.40%	46	30	65.22%	71.43%	96.08%	68.63%	1	2	4
Aug-10	28	\$9,782,124	36	\$9,381,944	29	\$8,097,513	21	\$6,108,378	17.13%	77.53%	29	22	75.86%	72.41%	80.56%	58.33%	2	4	5
Sep-10	21	\$6,304,270	52	\$14,039,208	42	\$11,310,887	28	\$7,663,883	16.72%	83.28%	53	20	37.74%	66.67%	80.77%	53.85%	3	7	2
Oct-10	22	\$5,793,029	35	\$9,687,585	29	\$8,459,121	19	\$6,319,617	14.43%	85.57%	34	21	61.76%	65.52%	82.86%	54.29%	2	9	3
Nov-10	22	\$7,017,929	28	\$7,847,535	24	\$6,546,239	11	\$3,264,900	8.80%	86.12%	30	21	70.00%	45.83%	85.71%	39.29%	1	10	3
Dec-10	22	\$6,554,150	17	\$4,637,920	10	\$2,994,748	3	\$446,000	10.75%	89.25%	12	4	33.33%	30.00%	58.82%	17.65%	0	10	5
Jan-11	0	\$0	0	\$0	0	\$0	0	\$0	0.00%	0.00%	0	0	0.00%	0.00%	0.00%	0.00%	0	10	0
Total	248	\$70,246,469	394	\$107,170,922	335	\$93,579,053	216	\$62,951,242	27.75%	63.79%	374	222	56.26%	56.39%	78.25%	48.21%			

*Credit Ratio - approved to funded
 *Approval Ratio - submitted to approved
 *Closing Ratio - submitted to funded
 * active broker = brokers with >1 funding in any given month