

Why is Market Share Dropping?



By Tracy Ashfield
ACUMA

By most accounts credit unions had a stellar first quarter in 2021, according to credit union mortgage-origination data from Callahan's Peer to Peer reports. Credit unions wrote more than \$74 billion in loan production for almost 319,000 units.

But is it all good news? Maybe not.

When calculated using the Mortgage Bankers Association's production numbers, credit union market share peaked in 2018 at 8.30%.

It dropped a little in 2019 and then again in 2020. By year-end 2020 market share

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had fallen to 7.62%.

At the end of the first quarter of this year, it dropped again—this time below 7% to 6.82%. That's a pretty big decline in market share in only about three years. And, for sure, this is not a great trend; it's certainly not one we'd like to continue.

I have some theories as to why this is occurring, but I am curious to know what you, our readers, think are the reasons for credit unions' market-share decline. Do you have an opinion? If so, please weigh in to the discussion.

Take a moment to share

your thoughts. I will compile them and report back to the ACUMA membership with your perspectives on the downward trend. You can reach out to me at tashfield@acuma.org.

A Note on the Data:

NCUA had given credit unions a 30-day grace period for submitting their quarterly 2020 Call Reports due to the impact of Covid-19. That's no longer the case. Also, be advised that ACUMA will publish quarterly data for the Top 300 and make it available to our members online. ▲

Tracy Ashfield is the President of ACUMA. She has also worked as a mortgage consultant for credit unions.

Top 300 First Mortgage-Granting CUs as of March 31, 2021

Source: Callahan's Peer-to-Peer Data

	\$ Originated 1st Mortgages (Fixed & Adjustable)	# Originated 1st Mortgages (Fixed & Adjustable)	\$ Outstanding 1st Mortgages (Fixed & Adjustable)	\$ Sold 1st Mortgages
Top 300 1st Mortgages Originated CUs	58,934,613,569	228,789	369,944,724,580	25,111,823,619
All Originating CUs (2,859 CUs)*	74,572,755,813	318,970	525,431,182,696	29,941,462,247
Top 300 Share	79.0	72	70.4	83.9

*CUs who granted \$10,000 or more 01/21 - 3/21

Continued →

Top 300 First Mortgage-Granting CUs as of March 31, 2021

Rank	State	Name of Credit Union	\$ Originated 1st Mortgages (Fixed & Adjustable)	# Originated 1st Mortgages (Fixed & Adjustable)	\$ Outstanding 1st Mortgages (Fixed & Adjustable)	\$ Sold 1st Mortgages	RE Loans Sold but Serviced by CU
1	VA	Navy	\$5,850,997,991	19,453	\$42,184,611,972	\$2,319,768,123	\$34,850,589,546
2	VA	Pentagon	\$2,748,620,678	6,001	\$7,701,625,950	\$2,324,411,528	\$10,130,305,598
3	MI	Lake Michigan	\$1,633,440,350	6,954	\$5,289,746,833	\$655,987,473	\$7,863,977,737
4	CA	Star One	\$1,377,528,476	2,950	\$4,017,102,692	\$149,726	\$4,544,411
5	NC	State Employees'	\$913,517,194	5,252	\$18,061,080,645	\$0	\$85,750,670
6	CA	SchoolsFirst	\$887,958,038	2,482	\$5,525,608,090	\$183,201,010	\$2,096,585,351
7	CA	First Tech	\$873,592,781	1,782	\$4,229,785,343	\$431,241,141	\$4,794,979,166
8	ID	Idaho Central	\$872,113,516	3,452	\$2,299,924,395	\$431,162,752	\$3,745,920,955
9	OR	OnPoint Community	\$854,168,423	3,851	\$1,907,857,157	\$626,204,996	\$3,786,503,243
10	WA	BECU	\$809,696,967	2,886	\$6,560,252,155	\$452,620,364	\$4,439,593,515
11	IN	Evansville Teachers	\$714,636,942	2,843	\$1,369,904,603	\$506,538,602	\$2,028,478,952
12	NY	Bethpage	\$701,888,109	2,583	\$3,875,861,718	\$514,277,857	\$6,372,961,637
13	CO	Elevations	\$689,209,318	1,949	\$1,176,706,412	\$609,795,350	\$4,396,082,989
14	WI	University Of Wisconsin	\$640,891,611	3,071	\$1,144,018,982	\$354,183,000	\$2,928,105,614
15	CA	Logix	\$636,163,878	1,413	\$3,249,982,576	\$227,870,735	\$2,154,474,882
16	CA	Golden 1	\$593,936,188	2,056	\$3,955,412,945	\$91,090,752	\$942,175,863
17	UT	America First	\$568,786,877	3,448	\$1,352,948,779	\$391,935,268	\$3,090,631,798
18	CO	Ent	\$557,172,092	4,153	\$3,307,052,211	\$124,589,725	\$1,187,387,247
19	WI	Summit	\$528,541,659	2,580	\$1,933,707,649	\$273,302,613	\$2,630,956,804
20	UT	Mountain America	\$519,677,244	3,496	\$3,081,288,362	\$488,692,044	\$2,224,016,970
21	CA	Patelco	\$497,469,536	877	\$3,186,955,375	\$64,504,373	\$1,122,606,465
22	PA	Police And Fire	\$478,708,412	2,267	\$2,941,756,700	\$7,516,313	\$556,268,429
23	AK	Alaska USA	\$467,402,710	1,585	\$1,464,422,328	\$402,518,795	\$5,243,569,203
24	WI	Landmark	\$465,563,822	2,290	\$1,765,171,097	\$244,623,693	\$2,755,055,999
25	DC	Bank-Fund Staff	\$376,954,160	756	\$2,917,210,449	\$3,496,400	\$147,447,172
26	WI	Royal	\$373,439,127	2,507	\$1,284,099,075	\$185,449,894	\$1,840,510,806
27	IL	BCU	\$369,604,288	1,450	\$2,017,269,039	\$279,263,965	\$2,393,329,159
28	CA	Kinecta	\$364,352,980	712	\$2,220,549,208	\$134,164,207	\$2,072,991,691
29	TX	Security Service	\$361,109,755	1,935	\$3,509,144,991	\$128,238,112	\$1,572,849,183
30	IL	Alliant	\$361,025,640	679	\$4,668,079,303	\$105,760,248	\$659,217,979
31	IA	Veridian	\$343,858,265	1,946	\$1,639,823,840	\$288,038,122	\$116,710
32	MN	Wings Financial	\$331,223,876	1,142	\$2,931,413,429	\$27,591,942	\$643,527,644
33	NY	Teachers	\$327,889,124	1,007	\$2,197,031,522	\$233,106,213	\$2,013,044,743
34	TX	Randolph-Brooks	\$327,126,101	2,080	\$4,039,276,818	\$17,225,769	\$810,620,097
35	MN	TruStone Financial	\$318,195,531	1,272	\$1,302,484,920	\$161,164,472	\$1,200,346,314
36	TX	University	\$317,026,792	1,036	\$922,523,654	\$278,852,509	\$3,061,123,623
37	CA	Mission	\$314,901,915	668	\$1,541,702,335	\$158,288,550	\$1,115,456,843
38	MA	Digital	\$306,744,818	994	\$2,254,386,589	\$192,466,757	\$2,742,067,516
39	FL	Space Coast	\$292,189,898	1,390	\$1,612,361,076	\$46,291,565	\$697,131,306
40	VA	Virginia	\$290,687,339	1,335	\$1,157,405,541	\$166,331,337	\$1,065,836,415
41	NY	State Employees	\$290,551,697	1,540	\$1,190,294,980	\$198,297,657	\$2,412,633,880
42	CA	Provident	\$287,478,295	698	\$1,395,057,418	\$171,980,926	\$1,639,809,707
43	UT	Goldenwest	\$283,587,075	1,029	\$561,369,937	\$185,326,029	\$5,089,211
44	CA	Redwood	\$277,203,600	631	\$2,281,049,502	\$49,805,000	\$995,399,288
45	KS	CommunityAmerica	\$276,549,752	1,229	\$872,558,863	\$182,132,723	\$2,390,026,720
46	IA	GreenState	\$274,720,345	940	\$3,620,237,500	\$532,332,425	\$39,427,488
47	UT	Utah Community	\$272,848,647	1,084	\$655,634,139	\$115,243,643	\$1,080,056,361
48	CA	Financial Partners	\$272,144,130	516	\$698,441,080	\$287,073,314	\$1,504,119,974
49	OH	Wright-Patt	\$271,468,524	1,699	\$1,737,414,308	\$55,107,987	\$3,987,280,783
50	CA	UNIFY Financial	\$257,334,366	392	\$1,328,633,861	\$58,636,334	\$510,184,316

Top 300 First Mortgage-Granting CUs as of March 31, 2021

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51	WA	STCU	\$256,374,437	1,286	\$1,893,399,813	\$58,414,754	\$322,295,320
52	TN	Eastman	\$255,780,991	1,836	\$3,204,065,767	\$0	\$1,329,152
53	WI	Community First	\$253,369,412	1,354	\$2,295,208,910	\$2,330,950	\$944,280
54	GA	Delta Community	\$250,731,586	1,223	\$2,420,839,198	\$64,907,571	\$643,560,117
55	NY	United Nations	\$250,091,409	468	\$3,005,161,059	\$28,457,013	\$306,063,967
56	FL	Suncoast	\$246,315,957	1,390	\$3,836,554,066	\$0	\$178,391,483
57	CO	Bellco	\$245,812,186	588	\$1,806,517,012	\$13,473,660	\$548,777,356
58	CA	Stanford	\$230,135,750	345	\$1,856,554,898	\$22,929,700	\$574,241,717
59	WI	CoVantage	\$229,222,171	1,587	\$1,016,396,723	\$65,107,363	\$520,669,886
60	AZ	Desert Financial	\$228,412,437	900	\$827,287,293	\$0	\$1,027,198,310
61	VT	New England	\$227,818,856	1,020	\$1,081,416,920	\$136,598,004	\$1,451,570,699
62	MN	Affinity Plus	\$226,704,838	1,207	\$1,067,884,026	\$57,243,444	\$1,317,698,341
63	NC	Coastal	\$225,154,635	1,135	\$861,049,694	\$168,736,595	\$1,978,153,653
64	WI	Altra	\$223,437,327	1,173	\$767,903,767	\$139,735,962	\$1,346,478,376
65	CA	SAFE	\$222,966,053	548	\$1,202,255,034	\$72,872,234	\$898,280,404
66	MI	Genisys	\$212,108,304	1,015	\$816,962,805	\$86,346,390	\$399,957,290
67	PA	Members 1st	\$212,078,922	1,015	\$1,070,817,662	\$101,775,166	\$685,021,399
68	FL	VyStar	\$206,246,116	1,183	\$3,478,214,757	\$42,131,858	\$304,378,209
69	NY	CAP COM	\$203,009,426	949	\$1,299,745,913	\$107,878,400	\$1,196,865,369
70	TX	TDECU	\$198,908,473	1,067	\$1,519,502,638	\$94,320,236	\$900,464,648
71	VA	Northwest	\$196,484,600	629	\$815,410,248	\$41,353,390	\$1,343,659,427
72	CA	San Diego County	\$192,189,900	468	\$3,132,436,317	\$0	\$308,849,790
73	WA	Washington State Employees	\$191,110,935	681	\$1,147,302,723	\$90,036,646	\$953,905,392
74	CA	Premier America	\$189,704,050	151	\$1,781,953,515	\$764,800	\$162,357,892
75	MN	Central Minnesota	\$188,735,059	505	\$642,986,355	\$64,655,387	\$499,365,265
76	AL	Redstone	\$187,984,762	855	\$948,348,338	\$42,470,015	\$617,143,209
77	MI	United	\$187,824,961	994	\$1,142,492,981	\$141,487,921	\$847,423,117
78	NY	ESL	\$186,307,705	826	\$661,501,066	\$104,238,187	\$1,222,021,058
79	IL	Credit Union 1	\$185,792,190	338	\$357,210,458	\$100,958,748	\$363,213,133
80	NY	Hudson Valley	\$175,355,794	592	\$812,331,239	\$48,202,421	\$1,336,827,874
81	CA	Chevron	\$174,876,803	499	\$2,573,725,685	\$0	\$6,013,513
82	MI	Michigan Schools and Government	\$172,808,867	921	\$1,056,228,728	\$4,983,020	\$81,149,095
83	FL	MidFlorida	\$172,783,756	556	\$1,820,072,789	\$60,133,086	\$789,487,212
84	CA	Travis	\$169,478,216	414	\$1,761,247,696	\$57,406,151	\$655,351,603
85	WI	Educators	\$168,457,088	1,038	\$921,209,578	\$87,338,531	\$736,319,087
86	IN	Teachers	\$167,843,319	885	\$1,510,572,479	\$49,214,212	\$15,123,461
87	WA	Gesa	\$166,683,311	584	\$981,230,603	\$103,755,623	\$668,296,587
88	FL	Fairwinds	\$164,027,664	863	\$1,397,499,550	\$45,109,289	\$585,339,195
89	WI	Fox Communities	\$163,959,777	999	\$1,258,925,143	\$31,353,648	\$158,204,253
90	UT	University	\$156,367,168	562	\$403,066,942	\$88,581,779	\$683,146,922
91	CA	KeyPoint	\$154,402,110	215	\$758,202,363	\$4,343,608	\$411,334,379
92	CO	Westerra	\$153,773,609	501	\$529,417,830	\$31,241,611	\$896,048,659
93	MA	Metro	\$153,681,220	422	\$846,214,320	\$116,573,064	\$1,068,659,991
94	MI	Michigan First	\$152,371,861	906	\$396,143,083	\$99,584,919	\$677,014,964
95	PA	Citadel	\$152,229,611	428	\$2,005,893,569	\$15,919,726	\$366,990,179
96	CA	Orange County's	\$152,082,410	343	\$819,407,394	\$54,030,700	\$623,609,768
97	WA	Numerica	\$151,911,845	494	\$1,090,605,614	\$69,470,459	\$687,384,516
98	CO	Canvas	\$146,511,512	435	\$700,179,503	\$73,556,881	\$632,708,129
99	RI	Pawtucket	\$145,223,355	622	\$1,583,878,918	\$4,268,470	\$166,139,128
100	MD	State Employees Credit Union of Maryland	\$142,078,159	625	\$1,471,973,628	\$123,230,000	\$1,320,287,351

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101	MA	Jeanne D'Arc	\$141,623,398	420	\$910,012,013	\$63,522,777	\$144,445,078
102	MO	Together	\$141,211,821	622	\$684,806,872	\$85,693,084	\$662,146,563
103	PA	American Heritage	\$140,745,630	448	\$1,161,458,210	\$111,789,311	\$1,087,934,968
104	VA	Apple	\$139,099,214	337	\$1,236,985,083	\$43,074,347	\$696,975,465
105	AZ	OneAZ	\$138,157,914	490	\$699,208,676	\$54,946,000	\$816,079,538
106	IL	CEFCU	\$136,872,368	802	\$2,787,122,207	\$0	\$30,483,826
107	OH	General Electric	\$135,155,929	360	\$1,274,270,871	\$2,945,330	\$6,823,429
108	CA	Wescom	\$134,581,654	380	\$1,250,227,553	\$2,738,179	\$812,637,260
109	CA	California	\$131,715,454	323	\$1,185,032,131	\$79,743,951	\$927,924,499
110	IN	Forum	\$130,982,596	614	\$400,974,009	\$105,001,448	\$954,852,515
111	GA	Georgia United	\$128,558,741	339	\$401,150,748	\$10,805,596	\$258,283,823
112	TX	Amplify	\$125,847,557	318	\$443,999,508	\$41,015,552	\$555,223,489
113	CA	Nuvision	\$125,818,420	392	\$975,600,509	\$29,677,678	\$479,523,576
114	CA	Partners	\$125,384,952	370	\$551,695,047	\$98,877,539	\$1,049,388,618
115	IA	Dupaco Community	\$125,273,206	874	\$676,709,940	\$42,662,250	\$825,165,257
116	WA	Sound	\$125,045,237	382	\$752,533,797	\$67,925,827	\$0
117	MI	Advia	\$124,608,962	686	\$855,811,783	\$5,913,115	\$0
118	MA	Hanscom	\$123,707,312	272	\$520,044,943	\$38,978,659	\$409,606,449
119	NH	St. Mary's Bank	\$122,884,197	446	\$459,476,139	\$48,493,024	\$638,684,588
120	CA	Firefighters First	\$122,316,003	355	\$812,107,359	\$43,653,387	\$214,581,675
121	RI	Navigant	\$119,762,413	498	\$1,445,421,422	\$668,650	\$314,166,510
122	UT	Cyprus	\$119,726,443	458	\$314,100,691	\$75,131,936	\$0
123	IL	Deere Employees	\$119,668,557	550	\$557,543,834	\$68,708,479	\$346,153,403
124	TX	Texas Tech	\$118,113,862	518	\$27,147,606	\$114,137,163	\$0
125	PA	Pennsylvania State Employees	\$117,910,695	814	\$1,689,626,571	\$584,250	\$103,533,571
126	CO	Premier Members	\$116,594,536	291	\$499,843,124	\$34,957,640	\$275,119,842
127	IN	Elements Financial	\$111,941,614	367	\$709,446,859	\$44,807,904	\$0
128	MA	Harvard University Employees	\$111,884,327	202	\$493,843,229	\$43,736,707	\$464,278,764
129	NJ	Affinity	\$111,462,453	521	\$1,956,807,571	\$0	\$184,294,002
130	NC	Local Government	\$110,464,498	737	\$1,173,177,356	\$0	\$0
131	MI	Michigan State University	\$109,640,512	547	\$1,885,894,413	\$3,011,290	\$26,362,500
132	NV	One Nevada	\$108,748,951	402	\$196,907,123	\$94,340,573	\$80,897,238
133	VA	Langley	\$108,020,686	431	\$884,911,329	\$9,682,902	\$247,008,686
134	NY	Jovia Financial	\$107,969,826	212	\$1,330,748,167	\$19,343,117	\$508,054,355
135	NH	Service	\$107,948,686	227	\$1,421,952,928	\$3,081,000	\$6,762,784
136	NM	Nusenda	\$107,705,164	479	\$834,074,728	\$88,243,637	\$585,495,427
137	WA	iQ	\$107,204,598	292	\$492,848,338	\$32,481,505	\$356,277,437
138	OH	Superior	\$106,813,940	751	\$574,012,501	\$69,337,367	\$854,323,394
139	TX	American Airlines	\$106,448,650	405	\$2,820,940,613	\$0	\$0
140	MI	Honor	\$106,316,025	622	\$409,185,910	\$70,998,168	\$554,976,061
141	WI	Westconsin	\$106,285,803	597	\$451,248,158	\$66,418,034	\$997,684,188
142	OR	Rivermark Community	\$105,764,974	392	\$190,280,481	\$86,581,779	\$441,925,419
143	IA	Collins Community	\$105,703,545	577	\$383,798,368	\$35,779,024	\$522,968,386
144	OR	Oregon Community	\$105,555,113	454	\$574,873,148	\$62,231,235	\$495,449,943
145	WA	Columbia	\$105,124,730	334	\$553,401,599	\$53,173,580	\$458,052,650
146	FL	IThink	\$105,038,625	234	\$835,026,878	\$17,656,913	\$353,345,942
147	MI	Lake Trust	\$102,374,918	395	\$758,065,615	\$0	\$4,121,706
148	CA	Meriwest	\$101,523,600	217	\$820,012,291	\$63,997,014	\$691,244,122
149	PA	TruMark Financial	\$101,516,443	390	\$763,068,723	\$39,477,760	\$591,260,056
150	CO	Credit Union Of Colorado	\$101,267,568	376	\$480,489,507	\$46,967,236	\$260,340,683

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151	SC	Founders	\$100,686,685	878	\$1,266,026,404	\$0	\$0
152	IN	Purdue	\$100,639,330	545	\$872,160,776	\$34,490,466	\$461,436,736
153	KY	L & N	\$100,420,800	438	\$978,476,858	\$21,318,625	\$238,896,160
154	IN	Indiana Members	\$100,272,515	760	\$734,601,918	\$53,773,668	\$340,300,408
155	HI	Hawaii State	\$99,343,080	237	\$390,958,037	\$90,073,925	\$608,737,567
156	MI	DFCU Financial	\$99,043,370	595	\$479,218,522	\$51,033,669	\$874,708,106
157	CA	First Entertainment	\$98,002,135	212	\$809,141,286	\$34,146,184	\$196,606,727
158	TX	Texans	\$97,829,832	270	\$378,531,483	\$944,450	\$0
159	SC	South Carolina	\$96,210,350	401	\$780,828,152	\$48,055,980	\$478,008,647
160	OR	Advantis	\$93,919,481	321	\$402,656,188	\$71,673,545	\$829,614,560
161	OR	Unitus Community	\$93,749,857	425	\$471,361,173	\$46,673,124	\$640,384,631
162	TX	Advancial	\$93,506,086	288	\$516,556,544	\$49,533,176	\$484,782,670
163	NY	Sunmark	\$92,808,859	493	\$289,978,239	\$75,443,336	\$0
164	ND	First Community	\$92,142,164	376	\$408,777,252	\$55,064,325	\$0
165	CA	San Mateo	\$91,769,182	180	\$599,931,091	\$19,320,698	\$270,611,930
166	IL	Great Lakes	\$90,323,764	185	\$412,873,059	\$15,960,358	\$264,937,785
167	AR	Arkansas	\$89,726,663	719	\$414,420,203	\$62,721,758	\$314,489,319
168	TX	United Heritage	\$89,155,688	349	\$428,831,658	\$44,369,085	\$157,602
169	IL	Consumers	\$89,101,261	435	\$581,656,833	\$75,071,615	\$682,725,110
170	OR	Rogue	\$88,037,765	383	\$440,603,798	\$4,275,483	\$405,823,339
171	NY	USAlliance Financial	\$87,812,066	94	\$884,629,431	\$46,374,425	\$193,143,350
172	IN	Interra	\$87,762,661	406	\$636,308,598	\$22,897,468	\$154,987,620
173	MD	Tower	\$86,940,526	289	\$750,662,245	\$0	\$711,864,173
174	UT	Deseret First	\$86,869,256	348	\$334,229,362	\$31,033,793	\$0
175	ID	Potlatch No 1 Financial	\$86,522,132	353	\$520,672,139	\$24,779,618	\$388,407,368
176	NY	Corning	\$86,442,535	497	\$405,465,604	\$65,973,896	\$610,563,348
177	TN	ORNL	\$86,420,580	449	\$1,220,555,577	\$6,354,925	\$326,735,181
178	NC	Allegacy	\$85,997,300	436	\$582,226,431	\$41,323,512	\$191,665,450
179	TN	Knoxville TVA Employees	\$85,870,799	438	\$849,643,053	\$2,079,213	\$0
180	FL	GTE Financial	\$85,569,919	404	\$670,029,347	\$30,174,713	\$903,655,546
181	AZ	TruWest	\$85,381,025	256	\$332,027,377	\$49,650,800	\$359,912,829
182	CT	American Eagle Financial	\$85,127,973	350	\$806,824,028	\$0	\$283,519,576
183	FL	Educational	\$83,062,287	324	\$281,835,357	\$1,642,750	\$70,361,831
184	CA	Northrop Grumman	\$82,872,386	260	\$370,642,472	\$56,011,272	\$204,674,800
185	CA	Valley Strong	\$82,623,664	221	\$828,848,651	\$35,347,442	\$250,912,498
186	WI	Capital	\$82,227,245	432	\$784,802,617	\$14,983,567	\$253,607,957
187	MA	Rockland	\$81,678,302	186	\$682,749,651	\$18,846,963	\$287,809,002
188	ND	Town and Country	\$80,922,807	379	\$207,155,939	\$77,580,523	\$24,674,489
189	IN	Notre Dame	\$80,922,003	372	\$295,681,351	\$57,368,898	\$446,790,022
190	WA	Whatcom Educational	\$80,900,714	282	\$959,351,631	\$0	\$343,792,850
191	NM	U.S. Eagle	\$80,567,732	232	\$355,698,300	\$26,993,739	\$0
192	GA	Georgia's Own	\$80,557,170	306	\$598,909,712	\$34,965,399	\$768,009,000
193	CA	Altura	\$80,364,399	265	\$492,327,243	\$0	\$8,465,489
194	WI	Verve, acu	\$79,487,377	397	\$572,053,393	\$32,942,191	\$300,893,086
195	MD	NASA	\$79,306,688	257	\$1,018,229,060	\$58,536,948	\$74,163,478
196	OK	Truity	\$78,480,858	335	\$178,676,802	\$67,149,693	\$738,734,171
197	NM	Sandia Laboratory	\$77,424,752	287	\$753,260,401	\$14,119,845	\$105,490,084
198	CA	Credit Union of Southern California	\$77,013,003	197	\$673,719,634	\$5,172,469	\$235,201,170
199	MT	Whitefish	\$75,505,924	248	\$913,868,032	\$0	\$0
200	SC	Sharonview	\$75,243,515	388	\$566,131,136	\$35,138,331	\$444,985,381

Top 300 First Mortgage-Granting CUs as of March 31, 2021

Rank	State	Name of Credit Union	\$ Originated 1st Mortgages (Fixed & Adjustable)	# Originated 1st Mortgages (Fixed & Adjustable)	\$ Outstanding 1st Mortgages (Fixed & Adjustable)	\$ Sold 1st Mortgages	RE Loans Sold but Serviced by CU
201	MN	TopLine	\$74,977,267	315	\$209,526,042	\$0	\$345,595,811
202	PA	Franklin Mint	\$74,901,677	269	\$494,588,258	\$44,016,190	\$475,242,565
203	VA	Freedom First	\$74,780,554	251	\$360,467,698	\$36,017,857	\$0
204	HI	Hawaiian Financial	\$74,626,950	164	\$279,848,574	\$67,309,850	\$0
205	MA	Merrimack Valley	\$74,602,312	277	\$491,348,945	\$0	\$177,313,383
206	CA	Evangelical Christian	\$74,568,456	13	\$284,090,892	\$46,972,687	\$356,716,963
207	IN	Centra	\$74,126,523	366	\$582,436,380	\$24,812,948	\$236,711,613
208	TN	Tennessee Valley	\$73,780,596	394	\$435,593,834	\$40,982,483	\$0
209	CA	SF Fire	\$73,482,290	128	\$613,428,652	\$20,667,275	\$157,383,971
210	MA	Alltrust	\$73,471,464	218	\$195,479,673	\$41,959,252	\$119,312,300
211	TX	EECU	\$73,262,871	347	\$578,537,139	\$16,440,072	\$290,486,551
212	ID	CapEd	\$73,070,983	285	\$379,712,969	\$10,219,471	\$20,000,802
213	CA	California Coast	\$72,999,986	286	\$755,629,074	\$38,827,704	\$217,932,209
214	WI	Thrivent	\$72,955,026	393	\$335,156,912	\$41,667,349	\$433,159,700
215	MN	Hiway	\$72,393,825	355	\$502,559,399	\$40,828,242	\$288,914,381
216	IL	Scott	\$72,235,835	382	\$287,681,331	\$21,430,210	\$144,582,332
217	CA	Technology	\$71,861,512	106	\$908,942,633	\$528,827	\$96,389,492
218	FL	Tyndall	\$71,716,891	408	\$356,855,079	\$22,659,440	\$233,394,574
219	FL	Campus USA	\$71,505,760	471	\$783,681,135	\$880,200	\$31,633,579
220	OK	TTCU	\$71,454,479	385	\$209,438,328	\$54,637,208	\$506,293,302
221	TX	JSC	\$70,778,685	1,851	\$392,461,271	\$0	\$0
222	CA	First Financial	\$70,684,240	204	\$145,438,999	\$53,797,267	\$307,953,255
223	CA	CBC	\$70,456,033	133	\$295,685,114	\$9,373,183	\$124,441,202
224	TX	Credit Union of Texas	\$70,286,813	637	\$311,160,170	\$60,937,626	\$0
225	AL	Avadian	\$69,971,164	320	\$226,284,081	\$43,302,264	\$37,765,237
226	HI	HawaiiUSA	\$68,857,043	94	\$551,804,286	\$0	\$1,169,019
227	MI	Arbor Financial	\$68,804,951	379	\$399,044,858	\$23,177,352	\$285,589,533
228	NY	AmeriCU	\$68,647,225	401	\$1,003,922,262	\$0	\$170,665,369
229	MN	Spire	\$68,192,101	350	\$518,507,159	\$9,705,566	\$243,441,331
230	MI	Frankenmuth	\$67,979,418	448	\$255,805,084	\$56,577,909	\$479,898,853
231	TN	Ascend	\$67,098,498	350	\$988,657,781	\$4,389,794	\$0
232	MS	Keesler	\$66,465,863	365	\$1,075,760,122	\$0	\$11,008,729
233	IA	Community Choice	\$66,306,320	361	\$209,430,117	\$30,934,918	\$0
234	TX	Austin Telco	\$66,267,558	185	\$784,720,926	\$574,149	\$0
235	NY	Visions	\$63,527,513	417	\$1,730,510,164	\$90,250	\$54,078,774
236	NY	Empower	\$63,392,453	387	\$625,908,123	\$13,901,758	\$611,948,878
237	TX	GECU	\$63,170,573	428	\$552,487,740	\$32,311,577	\$765,962,596
238	NY	Polish & Slavic	\$62,856,639	524	\$1,072,961,057	\$0	\$39,717,812
239	OR	First Community	\$62,449,420	271	\$410,272,323	\$37,154,980	\$399,545,855
240	MI	Community Financial	\$62,261,092	298	\$460,622,463	\$14,927,623	\$366,326,666
241	OR	Selco Community	\$61,360,020	181	\$502,954,079	\$0	\$0
242	CA	Foothill	\$60,589,202	154	\$237,541,107	\$36,337,800	\$228,284,343
243	NE	Liberty First	\$60,128,372	339	\$114,609,422	\$54,350,147	\$0
244	IN	Beacon	\$60,020,316	291	\$735,026,301	\$2,745,597	\$26,407,194
245	MD	Andrews	\$59,544,429	178	\$916,142,191	\$0	\$928,408,152
246	WI	Blackhawk Community	\$59,452,303	316	\$345,226,838	\$21,080,366	\$248,516,056
247	ID	Westmark	\$59,423,221	195	\$331,444,702	\$6,323,396	\$48,939,391
248	MT	Clearwater	\$59,155,330	247	\$253,110,746	\$19,176,869	\$273,200,405
249	DC	Congressional	\$58,909,740	172	\$417,832,216	\$21,067,548	\$180,684,744
250	TX	Firstmark	\$58,730,569	112	\$272,387,112	\$0	\$0

Top 300 First Mortgage-Granting CUs as of March 31, 2021

Rank	State	Name of Credit Union	\$ Originated 1st Mortgages (Fixed & Adjustable)	# Originated 1st Mortgages (Fixed & Adjustable)	\$ Outstanding 1st Mortgages (Fixed & Adjustable)	\$ Sold 1st Mortgages	RE Loans Sold but Serviced by CU
251	ID	Beehive	\$58,609,407	285	\$119,715,362	\$30,924,257	\$1,272,434
252	OR	Oregon State	\$58,445,635	133	\$370,016,315	\$6,046,185	\$279,290,981
253	TN	Y-12	\$56,691,524	246	\$634,767,668	\$82,077	\$62,819,232
254	IN	3Rivers	\$56,664,450	245	\$482,675,330	\$167,572,684	\$909,080,816
255	WA	Solarity	\$56,443,976	292	\$265,016,107	\$44,662,134	\$342,936,547
256	MO	First Community	\$56,433,908	334	\$545,449,070	\$39,981,432	\$711,640,356
257	GA	Associated	\$56,329,726	288	\$299,820,776	\$32,687,500	\$403,594,771
258	VT	Vermont State Employees	\$56,310,875	291	\$565,665,595	\$1,191,059	\$208,926,970
259	CA	Pacific Service	\$56,167,610	167	\$411,860,679	\$13,414,950	\$0
260	NE	Centris	\$55,768,547	309	\$259,774,092	\$15,061,083	\$462,964,548
261	TN	Leaders	\$55,534,410	319	\$97,729,934	\$44,055,670	\$0
262	VA	Dupont Community	\$55,326,421	308	\$543,279,624	\$31,293,941	\$181,598,223
263	CA	F & A	\$55,285,605	147	\$293,527,094	\$0	\$30,644,439
264	TX	A+	\$54,166,783	372	\$647,237,489	\$4,386,720	\$49,955,476
265	CA	American First	\$54,088,640	29	\$388,182,935	\$25,757,362	\$607,857,163
266	MI	Consumers	\$53,661,393	208	\$549,033,059	\$107,325,491	\$607,027,753
267	SD	Black Hills	\$52,938,990	203	\$641,958,174	\$38,328,000	\$0
268	KY	University Of Kentucky	\$52,852,355	482	\$298,600,592	\$1,051,300	\$0
269	TX	Shell	\$52,650,632	339	\$331,692,207	\$17,560,398	\$213,809,054
270	WA	Fibre	\$52,645,009	248	\$380,622,705	\$2,801,685	\$0
271	FL	Community First Credit Union of Florida	\$52,612,203	267	\$670,854,282	\$3,092,964	\$148,362,314
272	CO	Air Academy	\$52,183,326	190	\$248,862,102	\$13,604,561	\$0
273	GA	LGE Community	\$52,140,793	272	\$542,546,254	\$944,283	\$9,671,689
274	FL	Launch	\$52,087,080	221	\$314,553,559	\$0	\$0
275	SC	REV	\$51,029,627	140	\$273,283,388	\$912,500	\$283,521
276	WA	Salal	\$51,010,783	110	\$332,997,134	\$18,701,639	\$284,059,695
277	FL	First Commerce	\$50,791,819	570	\$253,441,252	\$15,941,821	\$180,187,669
278	MI	Credit Union One	\$50,716,467	235	\$440,627,844	\$4,539,203	\$747,063
279	WA	TwinStar	\$50,691,025	224	\$183,219,979	\$20,050,217	\$431,904,692
280	VA	BayPort	\$50,456,114	208	\$545,284,227	\$1,565,725	\$0
281	IL	Vibrant	\$50,265,517	302	\$339,847,461	\$10,556,647	\$117,796,474
282	CA	Bay	\$49,948,750	126	\$346,161,073	\$15,754,000	\$324,205,354
283	MD	National Institutes of Health	\$49,483,421	158	\$204,982,888	\$35,468,773	\$278,462,632
284	IN	ProFed	\$49,076,635	319	\$210,570,547	\$33,880,320	\$241,566,490
285	WA	Verity	\$48,808,903	172	\$237,114,417	\$30,790,400	\$254,723,963
286	KY	Park Community	\$48,565,297	253	\$481,978,491	\$4,760,787	\$0
287	TN	Orion	\$48,475,831	212	\$368,947,171	\$31,803,491	\$24,355,502
288	CT	Sikorsky Financial	\$48,225,329	223	\$415,519,233	\$3,605,750	\$0
289	WA	Harborstone	\$48,063,460	108	\$458,020,709	\$0	\$57,860,961
290	UT	Utah First	\$47,783,953	127	\$199,093,917	\$21,292,031	\$0
291	MN	Mid Minnesota	\$47,366,433	320	\$100,506,401	\$27,486,035	\$273,048,189
292	FL	Pen Air	\$46,891,537	203	\$220,290,389	\$29,922,067	\$8,098,175
293	OK	WEOKIE	\$46,715,160	164	\$469,738,673	\$5,623,075	\$159,567,044
294	OH	Seven Seventeen	\$46,701,058	189	\$426,331,774	\$21,370,457	\$174,664,483
295	IL	NuMark	\$46,536,652	250	\$72,329,117	\$41,892,377	\$396,606,776
296	CA	Coast Central	\$46,505,704	170	\$476,220,407	\$0	\$0
297	CA	Ventura County	\$46,471,433	106	\$408,712,270	\$0	\$41,420,138
298	OH	KEMBA Financial	\$46,440,366	255	\$401,518,094	\$9,486,532	\$21,569,677
299	VA	Chartway	\$46,417,457	318	\$231,187,582	\$41,747,127	\$41,421,192
300	CA	Commonwealth Central	\$46,314,639	52	\$214,261,894	\$0	\$0