

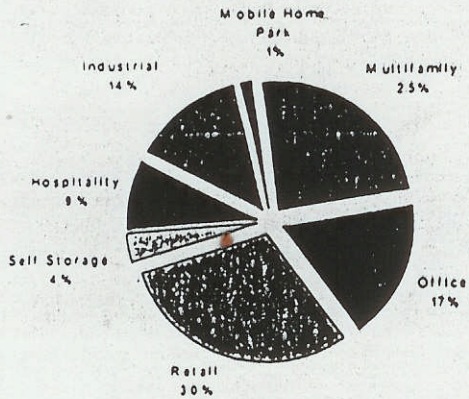
Production Summary - 11/98 Month To Date :

	Quantity	WAS	Amount
Closed	3	306	\$17,600,000
Securitized	33	181	\$159,279,558
Total Production /	36	244	\$176,879,558
Total Deals Quoted	0		
Average Loan Size			\$4,913,321
Minimum			\$850,000
Maximum			\$22,000,000
Top 5 Accounts (Closed Loans)			
REFA	1	336	\$12,750,000
Direct - Piper	2	226	\$4,850,000

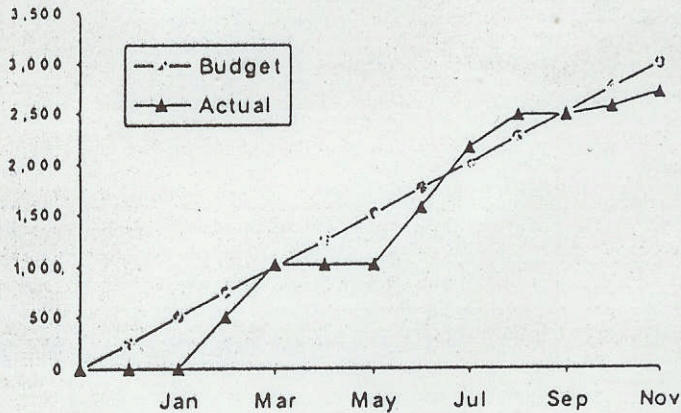
Production Summary - Fiscal 1998 Year To Date :

	Quantity	WAS	Amount
Closed	451	161	\$2,467,532,994
Securitized	502	157	\$2,715,593,407
Total Production	953	171	\$5,183,126,401
Committed	1	150	\$45,000,000
Forward Pipeline	1	150	\$45,000,000
<i>(\$900M on BOOKS)</i>			
Total Deals Quoted	802	176	\$5,830,454,465
Average Loan Size			\$5,455,442
Minimum			\$678,973
Maximum			\$67,100,000
Top 5 Accounts (Closed Loans)			
Quest	90	167	\$366,842,008
REFA	57	172	\$345,430,527
Belgravia/Finova Realty Capit	72	178	\$335,958,500
GAL	38	156	\$208,485,000
Charles E Smith Companies	4	115	\$186,600,000

Product Mix - Fiscal Year To Date
(Committed, Closing, Closed)



Securitized Dollars VS. Budget for Fiscal Year
(Millions of Dollars)



Conduit Volume By Month
Closed Loans
(Millions of Dollars)



Closed Dollars VS. Budget for Fiscal Year
(Millions of Dollars)

