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## **RMS Reports Record Growth as Reverse Mortgage Presence** *More than 22,000 loans Boarded in First 18 Months of Operation*

Spring, Texas (February 11, 2009) – In just 18 months since its inception, Reverse Mortgage Solutions has become the largest privately-held sub-servicer of reverse mortgages, boarding in excess of 22,000 loans to date. At its founding, the company was financed by JAM Equity Partners, LLC and its affiliates with a \$7 million investment.

“We have enjoyed astronomical growth - probably the fastest ever for a reverse mortgage servicer and sub-servicer,” said Marc Helm, chief operating officer of RMS, who is part of a highly experienced leadership team that includes Robert Yeary, chief executive officer; Ken Austin, president; and Kevin Gherardi, chief information officer.

Last year, Standard & Poor’s Ratings Services, in its first rating of RMS, gave the company one of its highest rankings for a mortgage servicing operation, citing a strong management team, advanced technology (RM NAVIGATOR® servicing module) and financial stability.

S&P took special note of the RMS management team, which is “comprised of leading mortgage and technology professionals with 120 years of combined industry experience. The corporate infra-structure consists of a senior management team averaging almost 30 years in the mortgage banking industry, middle management with approximately 20 years, and staff with approximately 15 years of industry experience.”

In addition to its servicing capabilities, RMS offers a Web-based front-end, Loan Origination System (RM COMPASS®) and a secondary market structure through which it already has provided servicing, sub-servicing and master servicing on over 40 % of the Ginnie Mae HMBS reverse mortgage securities that have been issued to date.

As a result, RMS is the “the only company that has the in-house technology to be an issuer, servicer, sub-servicer, participation agent and master servicer for HMBS,” according to Yeary, referring to HECM (Home Equity Conversion Mortgage) securities. The HECM is a federally insured reverse mortgage, which accounts for more than 90 % of all such transactions.

Compared with traditional “forward” mortgages, reverse products are relatively small in number and can be more complex to create and manage, owing to their senior customer demographic and regulatory controls.

### ***Expectations of further growth in 2009***

Reverse mortgage originations increased by 6.4 % in 2008, over the previous year, according to HUD, with expectations of further growth in 2009, driven by higher loan limits, the ability to use the loan for new home purchases and co-op eligibility (pending legislation would raise the limit to \$625,000).

“The experience we bring to the table in the form of technological expertise and previous management of high-volume operations has propelled us to phenomenal growth in our first 18 months,” notes Gherardi, who says “the apparatus is there for continued expansion. We have built for deployment the necessary infrastructure to manage enterprise reverse mortgage lending at a much higher capacity.”

Gherardi pointed to advanced Web operations, workflow and unification of imaging as examples of this deeper infrastructure capacity, citing as one example the ability to integrate third-party service providers like doc prep, credit, title and appraisal suppliers that did not exist before

“We’ve integrated imaging to make the environment paperless. Now, everything is Web application-based,” said Gherardi, noting that individual components in the reverse mortgage process are scaled according to an individual company’s size and growth potential.

### ***About Reverse Mortgage Solutions***

The company is the first to provide a full, end-to-end solution for the reverse mortgage business, from its “Enterprise Level” loan origination system (RM-COMPASS) to loan servicing, subservicing and secondary market securitization. Its experienced, senior management makes RMS the nation’s leading authority on all aspects of reverse mortgages. For sales information, contact: Ken Austin, President, 281-404-7825. Visit the company website at: [www.rmsnav.com](http://www.rmsnav.com)