



# **NMLS Mortgage Industry Report**

## **2016Q4 Update**

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Conference of State Bank Supervisors  
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## NMLS Mortgage Industry Report: 2016Q4 Update

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This report compiles data concerning companies, branches, and mortgage loan originators (MLOs) who are licensed or registered through NMLS in order to conduct mortgage activities. This includes both state-licensed and federally registered companies and Mortgage Loan Originators.<sup>1</sup>

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## 1. Mortgage Entities in NMLS

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### *State-Licensed Entities*

Type	Unique Entities	Licenses
Company	16,355	40,158
Branch	22,937	56,001
Individual	145,253	487,973

NOTE: Includes companies holding an approved state license or a state registration through NMLS. License counts include separate licenses required for DBAs ("Other Trade Name") required in certain states and multiple licenses for different authorities (e.g. Lender and Broker) required in certain states.

### *Federally Registered Entities*

Type	Unique Entities
Company	9,831
Individual	422,579

### *Dual Entities*

A few companies and MLOs hold both an approved state license and an active federal registration.

Type	Unique Entities
Company	97
Individual	4,995

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<sup>1</sup> Unless otherwise noted, all figures cover activity from 2016Q4, or statuses as of December 31, 2016.

## 2. State-Licensed Mortgage Entities<sup>1</sup>, December 31, 2016

State Agency	COMPANY			BRANCH	MLO			
	Companies	Annual percentage change <sup>2</sup>	Located in the state <sup>3</sup>	Branches	MLOs	Annual percentage change <sup>2</sup>	Located in the state <sup>3</sup>	Average MLOs per Company
Alabama	560	6.3%	106	923	10,669	21.5%	876	18.0
Alaska	186	10.7%	32	244	1,928	30.7%	140	10.0
Arizona	803	7.1%	411	2,249	13,863	40.3%	5,187	18.8
Arkansas	348	9.1%	26	522	3,031	12.8%	212	9.8
California BRE	6,126	2.1%	6,053	1,063	18,823	1.1%	17,262	2.7
California DBO	1,114	11.8%	488	6,088	33,538	22.4%	14,390	29.2
Colorado	1,300	13.4%	516	(6)	13,319	34.5%	3,204	10.8
Connecticut	613	-0.3%	136	722	8,575	17.5%	940	13.1
Delaware	369	8.5%	15	693	4,263	22.2%	234	12.1
District of Columbia	467	5.4%	8	830	5,141	23.8%	68	10.5
Florida	2,291	7.3%	1,203	2,751	24,285	10.2%	8,628	9.9 <sup>7</sup>
Georgia	985	8.0%	419	570	13,004	22.6%	2,690	14.4
Guam	13	44.4%	3	15	6	500.0%	5	1.7
Hawaii	318	5.6%	100	200	2,376	34.0%	752	8.9
Idaho	314	-1.6%	32	560	3,947	24.4%	544	9.6
Illinois	791	5.2%	288	589	13,625	28.4%	3,714	18.5
Indiana DFI	377	4.1%	29	(6)	10,880	20.9%	1,096	26.3
Indiana SOS	155	4.0%	77	15	553	2.8%	208	2.7
Iowa	564	5.2%	99	863	5,626	37.7%	219	17.0
Kansas	475	13.9%	33	787	6,115	33.8%	672	16.1
Kentucky	462	4.5%	67	870	7,848	14.4%	951	20.8
Louisiana	516	7.1%	166	959	9,424	24.0%	1,003	16.1
Maine	333	6.7%	41	528	4,731	42.1%	263	15.2
Maryland	805	3.6%	199	1,471	12,899	22.1%	2,401	16.2
Massachusetts	477	-1.2%	172	1,086	8,725	7.3%	1,655	18.2
Michigan	751	4.2%	295	(6)	11,349	14.6%	4,536	16.1
Minnesota	622	5.8%	176	603	5,590	12.5%	1,499	11.6
Mississippi	343	8.9%	40	572	3,766	15.6%	370	10.9
Missouri	485	6.1%	235	801	7,444	47.6%	2,158	15.3
Montana	271	8.8%	30	380	2,866	31.0%	143	9.9
Nebraska	359	6.5%	30	538	3,121	24.7%	166	10.6
Nevada	388	23.2%	118	656	7,980	32.1%	2,041	20.1
New Hampshire	378	1.9%	32	691	3,877	16.3%	394	13.1
New Jersey	777	3.9%	290	1,416	15,433	13.6%	3,775	17.1
New Mexico	387	2.1%	48	780	6,044	22.9%	468	13.2
New York	797	-3.0%	517	803	8,145	11.6%	2,979	11.2
North Carolina	578	1.4%	145	1,176	13,848	18.9%	2,521	21.7
North Dakota	410	4.9%	32	425	2,770	20.7%	61	12.6
Ohio	624	8.3%	231	1,935	10,559	17.2%	2,574	18.1
Oklahoma DCC	378	10.9%	61	598	6,456	23.4%	558	14.5
Oregon	715	10.3%	179	1,592	11,438	26.1%	1,900	14.6
Pennsylvania	907	6.6%	369	1,673	16,526	14.8%	2,944	15.3
Puerto Rico	83	0.0%	28	134	429	-3.4%	282	7.9
Rhode Island	389	8.1%	31	482	3,350	22.8%	486	12.1
South Carolina BFI	360	4.0%	16	983	6,405	9.9%	760	14.9
South Carolina DCA	173	5.5%	130	59	440	4.0%	318	2.2
South Dakota	281	4.9%	6	(6)	2,981	26.9%	88	13.1
Tennessee	620	6.3%	109	1,716	11,416	23.2%	1,628	18.1
Texas OCCC	(4)	(4)	(4)	(6)	395	-2.2%	78	- <sup>7</sup>
Texas SML	1,679	4.9%	1,057	2,917	24,743	14.1%	8,804	13.2
Utah DFI	200	(5)	17	(6)	156	-31.3%	5	- <sup>7</sup>
Utah DRE	490	1.2%	251	376	5,235	7.5%	2,873	10.1

State Agency	COMPANY			BRANCH	MLO			
	Companies	Annual percentage change <sup>2</sup>	Located in the state <sup>3</sup>	Branches	MLOs	Annual percentage change <sup>2</sup>	Located in the state <sup>3</sup>	Average MLOs per Company
Vermont	328	6.5%	21	402	2,092	22.6%	94	10.7
Virgin Islands	34	-5.6%	2	57	95	-5.9%	15	4.3
Virginia	798	2.2%	229	2,132	17,810	16.8%	2,660	20.1
Washington	878	6.3%	215	2,440	18,152	16.8%	3,548	20.0
West Virginia	355	3.5%	28	458	2,123	5.5%	110	7.5
Wisconsin	465	3.6%	65	1,059	9,153	16.8%	812	20.2
Wyoming	239	5.3%	6	357	3,089	34.4%	59	12.6
<b>Nationwide</b>	<b>16,355</b>	<b>2.2%</b>	<b>-</b>	<b>22,937</b>	<b>145,253</b>	<b>7.6%</b>	<b>-</b>	<b>8.5</b>

Notes:

1. This report counts the number of companies, branches, and mortgage loan originators in each state, regardless of the number of licenses these entities may hold in each state. Thus, if a company holds two licenses within a state (e.g. broker and lender), the company is only counted once. The same is true for the Average MLOs per Company. Nationwide figures, similarly, only count each company, branch or individual once.
2. Percentage change indicates the overall increase or decrease in licensed entities that occurred over the previous 12 months.
3. Located in the state means that the company's headquarters, as identified on their NMLS Company Form, is located in the state, or the MLO's work address, as identified on their NMLS Individual Form, is located in the state.
4. Texas OCCC did not manage mortgage company licensing through NMLS in 2016Q4.
5. Utah DFI did not manage mortgage company licensing through NMLS in 2015Q4. Annual percent change cannot be determined.
6. The following agencies did not manage mortgage branch licensing through NMLS in 2016Q4: Colorado, Indiana DFI, Michigan, South Dakota, Texas OCCC, Utah DFI.
7. The following agencies do not require Sponsorship of MLOs by the employing company: Florida, Texas OCCC, Utah DFI. MLOs located in the state and Average MLOs per Company may not be accurate.

### 3. 2016Q4 State Licensing Activities: Mortgage Company Licenses<sup>1</sup>

	New Applications	Applications Processed			License Expirations		
State Agency	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	10	12	-	-	-	6	-
Alaska	7	14	-	3	-	-	-
Arizona	34	24	-	11	-	12	-
Arkansas	6	6	-	-	-	2	-
California BRE	201	125	-	3	-	-	17
California DBO	70	50	3	27	1	11	-
Colorado	46	42	-	3	-	-	-
Connecticut	30	11	1	6	-	12	-
Delaware	15	7	-	2	-	1	-
District of Columbia	21	20	-	1	-	8	-
Florida	86	83	2	12	-	26	4
Georgia	57	28	-	9	-	14	-
Guam	-	-	-	-	-	-	-
Hawaii	15	12	(2)	-	-	-	-
Idaho	18	7	-	13	-	4	-
Illinois	26	18	-	2	-	59	-
Indiana DFI	12	10	-	3	-	9	-
Indiana SOS	9	5	-	1	-	2	-
Iowa	22	23	-	1	-	11	-
Kansas	9	14	-	1	-	5	-
Kentucky	12	10	-	-	-	4	-
Louisiana	14	4	-	-	-	3	-
Maine	9	9	-	-	-	1	-
Maryland	79	57	-	5	-	87	-
Massachusetts	44	15	-	25	-	9	-
Michigan	31	14	-	1	-	15	-
Minnesota	20	18	-	2	-	9	-
Mississippi	12	8	-	-	-	3	-
Missouri	22	12	-	1	-	9	-
Montana	11	9	-	2	-	3	-
Nebraska	5	2	-	-	-	6	-
Nevada	39	42	-	13	2	9	-
New Hampshire	11	8	-	2	-	6	-
New Jersey	21	17	-	1	-	3	-
New Mexico	7	10	-	2	-	5	-
New York	13	4	-	6	-	5	9
North Carolina	30	14	-	13	-	6	-
North Dakota	17	8	-	-	-	14	-
Ohio	15	7	-	2	-	6	-
Oklahoma DCC	35	36	-	1	-	8	-
Oregon	29	21	-	1	-	2	-
Pennsylvania	30	22	-	3	-	14	-
Puerto Rico	2	1	-	-	-	1	-
Rhode Island	14	19	-	2	-	5	-

	New Applications	Applications Processed			License Expirations		
State Agency	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	15	11	-	1	-	15	-
South Carolina DCA	5	4	-	3	-	-	-
South Dakota	5	7	-	-	-	7	-
Tennessee	15	2	-	1	-	2	-
Texas SML	74	53	-	7	-	16	-
Utah DFI	4	3	-	-	-	-	-
Utah DRE	34	22	-	-	-	5	-
Vermont	18	13	-	2	-	11	-
Virgin Islands	1	-	-	-	-	-	-
Virginia	43	17	-	7	-	18	-
Washington	39	19	-	3	1	7	-
West Virginia	11	1	-	-	-	4	-
Wisconsin	12	6	-	3	-	7	-
Wyoming	5	3	-	2	-	2	-
<b>National</b>	<b>1,497</b>	<b>1,039</b>	<b>6</b>	<b>209</b>	<b>4</b>	<b>509</b>	<b>30</b>

#### Notes

1. Texas OCCC did not manage mortgage company licensing through NMLS in 2016Q4.
2. The Hawaii Division of Financial Institutions has indicated that it is not able to release the number of license applications denied.

#### Definitions

**Approved**-Status assigned when regulator has reviewed the license/registration application and decided to issue a license to the applicant through NMLS.

**Denied**-Status assigned when a regulator has reviewed the license/registration application and determined that sufficient grounds exist to deny the request. This status may also be used by regulators who deny a renewal request for license.

**Withdrawn**- Status assigned when an applicant has been approved to voluntarily withdraw their application or has not responded to regulator requests for additional information within a timely manner.

**Revoked**-Status assigned when a regulator has taken action to revoke the license/registration. Pursuant to federal SAFE legislation, placement of a MLO license into this status will render the MLO unable to obtain or maintain a license to conduct mortgage business in any jurisdiction.

**Surrendered**-Status assigned when a regulator approved a surrender/cancellation request submitted by the licensee/registrant.

**Terminated**-Status assigned when a regulator expires a license/registration.

#### 4. 2016Q4 State Licensing Activities: Mortgage Loan Originator Licenses

	New Applications	Applications Processed			License Expirations		
State Agency	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	680	598	-	9	-	76	8
Alaska	202	192	1	13	-	23	1
Arizona	1,442	1,146	-	119	-	80	-
Arkansas	214	173	-	7	-	207	3
California BRE	519	342	4	46	1	2	1
California DBO	2,523	2,327	3	167	-	105	7
Colorado	1,440	1,184	4	22	-	93	1
Connecticut	606	542	4	61	-	108	38
Delaware	454	379	1	15	-	51	7
District of Columbia	422	417	-	3	-	33	4
Florida	880	957	239	107	-	143	16
Georgia	1,505	829	14	223	-	145	146
Guam	1	-	-	-	-	-	-
Hawaii	282	225	(1)	23	-	10	-
Idaho	479	255	1	114	-	108	19
Illinois	1,556	1,369	-	116	-	71	10
Indiana DFI	754	813	-	27	-	85	1
Indiana SOS	32	24	-	11	-	10	6
Iowa	694	681	-	4	-	48	10
Kansas	573	583	2	13	-	37	4
Kentucky	715	740	-	34	-	585	15
Louisiana	559	258	-	17	-	45	7
Maine	596	617	-	1	-	38	-
Maryland	1,132	877	-	96	-	68	16
Massachusetts	621	469	1	96	-	98	51
Michigan	1,031	542	2	167	-	108	-
Minnesota	353	346	1	20	-	41	-
Mississippi	424	415	-	8	-	388	5
Missouri	1,120	708	1	25	-	42	5
Montana	315	176	-	9	-	28	2
Nebraska	357	204	1	38	-	27	3
Nevada	826	545	-	125	-	43	1
New Hampshire	386	350	-	36	-	228	6
New Jersey	948	832	1	54	-	95	1
New Mexico	450	457	1	20	-	27	-
New York	603	573	1	268	-	70	13
North Carolina	1,355	1,141	5	58	2	65	39
North Dakota	313	313	-	7	-	151	3
Ohio	1,615	527	23	40	-	130	5
Oklahoma DCC	554	581	-	2	-	42	6
Oregon	822	746	-	27	-	62	5
Pennsylvania	1,045	1,064	-	71	-	144	25
Puerto Rico	33	19	1	2	-	4	-
Rhode Island	257	304	3	2	-	39	16

	New Applications	Applications Processed			License Expirations		
State Agency	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	303	278	-	35	-	39	-
South Carolina DCA	25	16	-	10	-	1	1
South Dakota	321	275	-	5	-	35	2
Tennessee	970	400	43	6	-	70	23
Texas OCC	45	27	-	14	-	4	1
Texas SML	1,959	1,288	1	206	-	121	14
Utah DFI	24	12	-	13	-	1	-
Utah DRE	291	222	-	2	3	18	5
Vermont	212	171	1	5	-	22	1
Virgin Islands	15	3	-	-	-	1	-
Virginia	1,327	1,162	-	176	-	115	2
Washington	1,089	1,015	1	29	-	101	35
West Virginia	146	64	-	6	-	16	-
Wisconsin	654	639	1	14	-	71	8
Wyoming	324	236	13	34	-	36	-
<b>National</b>	<b>39,393</b>	<b>31,648</b>	<b>374</b>	<b>2,878</b>	<b>6</b>	<b>4,654</b>	<b>598</b>

#### **Notes**

1. The Hawaii Division of Financial Institutions has indicated that it is not able to release the number of license applications denied.

#### **Definitions**

**Approved**-Status assigned when regulator has reviewed the license/registration application and decided to issue a license to the applicant through NMLS.

**Denied**-Status assigned when a regulator has reviewed the license/registration application and determined that sufficient grounds exist to deny the request. This status may also be used by regulators who deny a renewal request for license.

**Withdrawn**- Status assigned when an applicant has been approved to voluntarily withdraw their application or has not responded to regulator requests for additional information within a timely manner.

**Revoked**-Status assigned when a regulator has taken action to revoke the license/registration. Pursuant to federal SAFE legislation, placement of a MLO license into this status will render the MLO unable to obtain or maintain a license to conduct mortgage business in any jurisdiction.

**Surrendered**-Status assigned when a regulator approved a surrender/cancellation request submitted by the licensee/registrant.

**Terminated**-Status assigned when a regulator expires a license/registration.

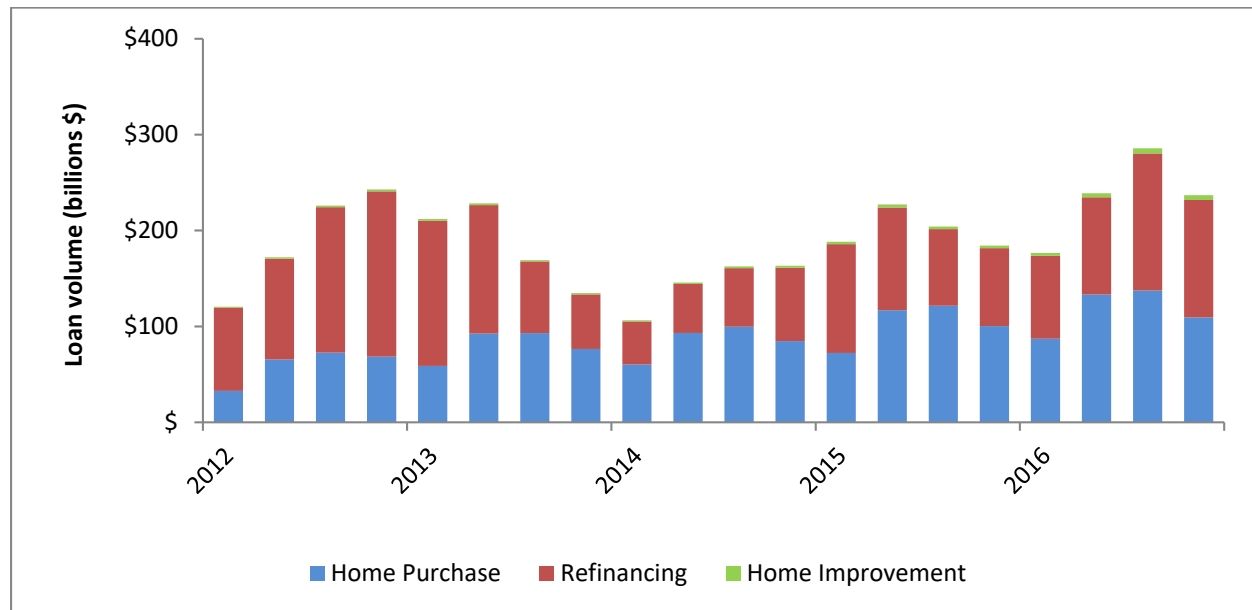


## 5. Mortgage Call Report

Starting in 2011, state-licensed mortgage companies began submitting a quarterly call report of mortgage activity through the NMLS Mortgage Call Report.

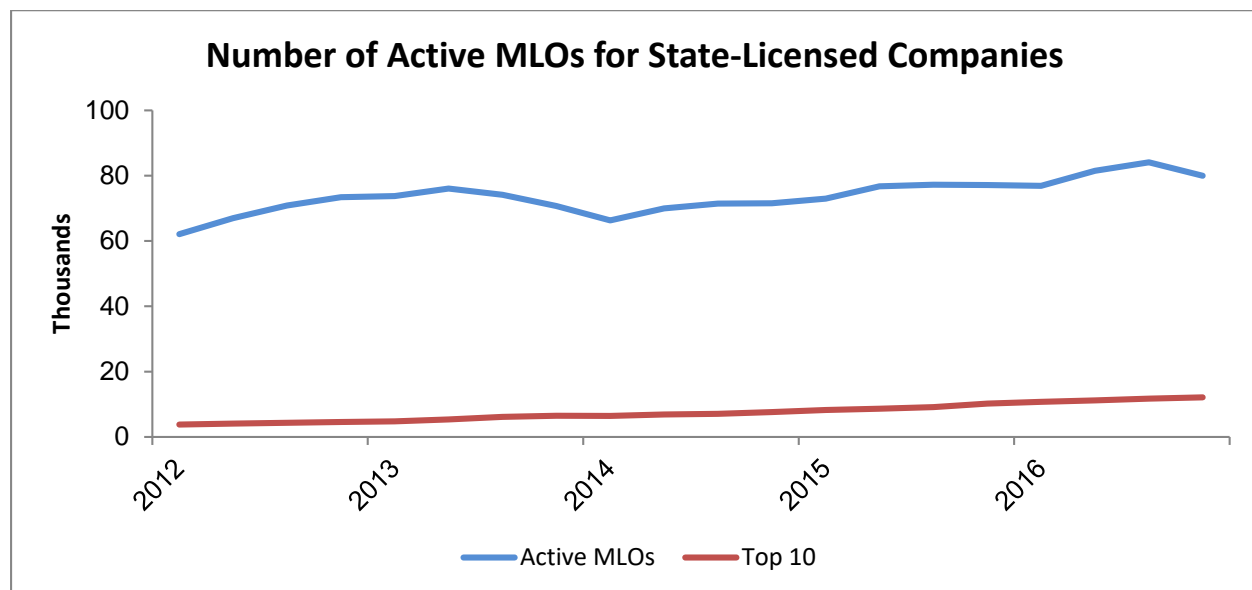
### *Loan Originations by Purpose*

Forward loan originations reported by state-licensed companies have decreased by 14.7 percent since last quarter, but have increased by 32.6 percent over the year. The over-the-quarter decrease is mainly the result of lower purchases, which decreased by 17.9 percent.



### *Active MLOs*

The number of Active MLOs\* in 2016Q4 increased by 5.8 percent nationwide over 2015Q4, and increased 18.5 percent for the top ten state-licensed companies (by origination volume) year over year.



\* An active MLO originated at least one loan in the quarter.

## 6. Federally Registered Mortgage Loan Originators, December 31, 2016

State	Total	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,720	2,207	1,828	1,050	1,573	83
Alaska	737	151	11	107	477	-
Arizona	10,723	604	521	1,367	8,249	-
Arkansas	4,288	967	2,337	247	680	83
California	43,409	4,463	1,354	5,403	32,347	-
Colorado	8,554	1,491	1,164	1,177	4,764	1
Connecticut	6,043	1,278	89	527	4,158	4
Delaware	1,523	118	343	151	904	10
District of Columbia	1,134	85	58	166	826	-
Florida	26,226	3,449	3,444	4,513	14,894	46
Georgia	9,764	3,891	1,025	792	4,045	90
Guam	127	58	23	41	6	-
Hawaii	2,040	620	535	456	432	3
Idaho	2,709	816	25	657	1,212	7
Illinois	18,592	3,873	2,089	1,535	11,138	10
Indiana	8,719	1,778	1,278	1,722	3,904	83
Iowa	6,340	2,213	597	949	2,572	28
Kansas	4,367	1,480	745	579	1,585	12
Kentucky	6,261	2,356	844	621	2,379	84
Louisiana	6,247	2,755	962	606	1,906	49
Maine	1,888	609	22	440	822	-
Maryland	7,097	1,414	1,317	826	3,524	46
Massachusetts	10,236	3,419	595	1,701	4,554	-
Michigan	13,487	1,231	2,938	3,172	6,110	98
Minnesota	9,185	1,954	205	1,170	5,848	48
Mississippi	3,682	2,008	687	201	735	58
Missouri	9,105	2,605	2,295	951	3,264	30
Montana	1,528	503	430	237	363	6
Nebraska	3,633	1,320	359	641	1,302	21
Nevada	2,844	110	33	247	2,468	-
New Hampshire	1,789	460	16	316	1,000	-
New Jersey	12,771	2,061	489	497	9,755	1
New Mexico	1,803	392	98	224	1,094	6
New York	25,799	1,248	2,727	2,948	18,905	8
North Carolina	13,107	3,944	1,055	3,117	4,859	157
North Dakota	1,218	480	16	235	490	-
Ohio	17,623	1,752	2,538	1,937	11,355	108
Oklahoma	4,901	1,707	1,303	487	1,409	43
Oregon	6,273	1,510	66	1,590	3,118	8
Pennsylvania	19,071	6,228	1,529	2,361	8,983	63
Puerto Rico	789	218	179	344	45	6
Rhode Island	1,841	375	74	303	1,091	-
South Carolina	5,088	2,279	208	776	1,805	39
South Dakota	1,394	457	136	199	599	12
Tennessee	8,429	3,093	2,086	1,012	2,178	93
Texas	25,510	4,135	3,369	2,543	15,332	257
Utah	4,315	387	105	1,984	1,851	1
Vermont	800	138	3	211	448	-
Virgin Islands	81	14	5	43	20	-
Virginia	11,532	2,477	2,127	2,914	3,973	93
Washington	9,730	2,671	98	2,356	4,632	6
West Virginia	1,853	846	314	157	528	13

State	Total	FDIC	FRB	NCUA	OCC	FCA
Wisconsin	9,108	1,752	433	2,097	4,758	107
Wyoming	977	238	317	164	261	3
<b>Nationwide</b>	<b>422,553</b>	<b>88,628</b>	<b>47,421</b>	<b>61,038</b>	<b>225,396</b>	<b>1,923</b>

NOTE: The number of MLOs in each state is determined by the work address provided in each MLO's record.

- FDIC - Federal Deposit Insurance Corporation
- FRB - Board of Governors of the Federal Reserve Board
- NCUA - National Credit Union Administration
- OCC - Office of the Comptroller of the Currency
- FCA - Farm Credit Administration