



NMLS Mortgage Industry Report 2018Q1 Update

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Conference of State Bank Supervisors
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NMLS Mortgage Industry Report: 2018Q1 Update

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.¹

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1. Mortgage Entities in NMLS

State-Licensed Entities

Type	Unique Entities	Licenses
Company	16,547	42,640
Branch	24,745	63,629
Individual	149,955	514,969

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	9,079
Individual	412,371

Dual Entities

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

Type	Unique Entities
Company	84
Individual	3,774

¹ Unless otherwise noted, all figures cover activity from 2018Q1, or statuses as of March 31, 2018.

2. State-Licensed Mortgage Entities¹, March 31, 2018

State Agency	COMPANY			BRANCH		MLO		
	Companies	Annual percentage change ²	Located in the state ³	Branches	MLOs	Annual percentage change ²	Located in the state ³	Average MLOs per Company
Alabama	591	6.5%	107	964	10,176	6.4%	939	17.5
Alaska	201	14.2%	17	311	2,224	20.7%	150	11.6
Arizona	900	12.1%	437	2,820	16,047	14.1%	5,911	19.8
Arkansas	390	11.1%	23	678	5,071	29.8%	255	15.0
California BRE	6,001	2.4%	5,935	952	18,119	1.7%	16,741	2.6
California DBO	1,227	9.1%	547	6,635	34,313	8.6%	14,783	27.9
Colorado	1,464	11.2%	540	⁻⁵	14,637	9.1%	3,565	10.7
Connecticut	645	4.2%	135	833	7,985	3.2%	979	13.0
Delaware	388	1.3%	14	733	4,786	12.5%	270	12.8
District of Columbia	510	8.1%	5	878	4,940	4.6%	73	10.1
Florida	2,584	11.1%	1,304	3,800	31,775	23.5%	10,075	11.7 ⁶
Georgia	1,106	9.1%	461	622	15,523	14.9%	3,217	15.0
Guam	17	21.4%	3	24	7	-12.5%	6	1.5
Hawaii	322	3.2%	99	207	2,565	9.5%	786	10.0
Idaho	334	8.1%	35	721	4,403	18.0%	674	10.6
Illinois	813	2.8%	287	636	15,149	11.9%	3,853	19.7
Indiana DFI	394	5.6%	26	⁻⁵	11,555	15.2%	1,251	28.0
Indiana SOS	168	5.0%	82	13	498	-3.9%	204	2.5
Iowa	604	6.5%	99	944	5,857	13.1%	297	18.5
Kansas	512	6.7%	37	868	6,427	16.3%	765	18.0
Kentucky	495	5.3%	73	993	8,084	12.6%	977	19.9
Louisiana	535	4.3%	162	1,032	8,907	4.5%	1,066	15.7
Maine	377	14.6%	42	683	4,720	8.4%	280	15.8
Maryland	837	4.4%	191	1,531	12,765	3.2%	2,448	15.7
Massachusetts	489	2.3%	170	1,060	8,768	7.6%	1,793	18.9
Michigan	824	8.6%	321	⁻⁵	12,017	11.0%	4,905	16.3
Minnesota	649	6.0%	176	610	5,498	5.3%	1,575	11.6
Mississippi	395	8.2%	49	687	4,312	10.8%	401	11.6
Missouri	509	4.3%	242	1,013	8,662	10.8%	2,405	17.8
Montana	294	5.8%	33	426	3,008	9.5%	148	10.6
Nebraska	379	4.4%	26	574	3,562	16.7%	176	12.3
Nevada	454	12.4%	128	848	8,201	7.9%	2,243	19.5
New Hampshire	392	4.3%	32	766	4,163	9.7%	419	14.2
New Jersey	806	5.5%	285	1,550	14,503	2.8%	3,916	16.3
New Mexico	384	-0.8%	46	839	5,913	4.9%	503	14.1
New York	756	-3.3%	493	939	8,570	10.8%	3,148	12.8
North Carolina	602	3.3%	137	1,367	14,033	6.7%	2,747	21.8
North Dakota	435	4.8%	31	472	3,228	17.0%	86	14.0
Ohio	658	4.9%	230	1,943	11,832	11.9%	2,833	20.5
Oklahoma DCC	386	0.3%	61	663	6,700	11.1%	628	15.4
Oregon	790	7.0%	175	1,860	11,068	5.2%	2,053	14.4
Pennsylvania	959	5.7%	379	1,727	15,924	4.4%	3,130	14.8
Puerto Rico	83	-1.2%	26	91	352	-10.4%	261	8.1
Rhode Island	454	13.8%	32	637	3,782	21.5%	506	12.9
South Carolina BFI	394	6.8%	15	1,194	8,936	49.5%	935	20.1
South Carolina DCA	225	31.6%	156	73	545	29.1%	349	2.2
South Dakota	291	3.9%	7	⁻⁵	3,439	31.7%	122	15.9
Tennessee	660	5.9%	108	2,063	12,441	12.3%	1,769	18.9
Texas OCCC	⁻⁴	⁻⁴	⁻⁴	⁻⁵	289	7.4%	63	⁻⁶
Texas SML	1,766	6.1%	1,095	3,257	25,742	8.7%	9,667	13.4
Utah DFI	218	1.4%	20	⁻⁵	173	-4.4%	2	⁻⁶
Utah DRE	494	1.6%	250	398	5,710	12.2%	3,008	10.8

State Agency	COMPANY			BRANCH		MLO		
	Companies	Annual percentage change ²	Located in the state ³	Branches	MLOs	Annual percentage change ²	Located in the state ³	Average MLOs per Company
Vermont	343	3.3%	22	451	2,210	9.5%	99	10.8
Virgin Islands	35	2.9%	2	55	101	6.3%	11	5.4
Virginia	814	1.2%	223	2,179	16,776	1.9%	2,784	19.3
Washington	959	7.0%	213	2,949	17,361	3.7%	3,778	19.2
West Virginia	351	-0.3%	24	495	2,062	2.6%	118	7.5
Wisconsin	471	1.1%	61	1,152	9,392	11.9%	872	21.0
Wyoming	250	1.6%	7	416	3,142	11.6%	74	12.9
Nationwide	16,547	3.6%	-	24,745	149,955	7.3%	-	8.8

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 2018Q1.
5. The following agencies did not manage mortgage branch licensing through NMLS in 2018Q1: Colorado, Indiana DFI, Michigan, South Dakota, Texas OCCC, Utah DFI.
6. 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. 2018Q1 State Licensing Activities: Mortgage Company Licenses¹

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	19	20	-	2	-	7	16
Alaska	17	13	-	-	-	4	2
Arizona	50	39	-	17	-	20	21
Arkansas	15	20	-	3	-	3	5
California BRE	207	140	-	3	-	-	461
California DBO	89	47	-	35	14	12	-
Colorado	91	83	-	-	-	2	63
Connecticut	20	27	1	4	-	6	18
Delaware	17	9	-	3	-	4	11
District of Columbia	20	16	-	-	-	3	22
Florida	182	149	1	14	1	21	119
Georgia	57	53	-	15	-	12	36
Guam	1	-	-	-	-	-	-
Hawaii	24	5	²	1	-	2	28
Idaho	24	15	-	12	-	3	10
Illinois	24	20	-	4	-	12	28
Indiana DFI	9	10	-	1	-	8	56
Indiana SOS	6	5	-	-	-	1	7
Iowa	32	29	-	3	1	8	20
Kansas	15	12	-	1	-	3	15
Kentucky	14	15	-	1	-	5	10
Louisiana	18	18	-	2	-	3	13
Maine	16	14	-	-	-	2	6
Maryland	23	16	-	4	-	5	29
Massachusetts	30	18	-	17	-	8	9
Michigan	53	60	-	7	-	10	33
Minnesota	42	51	-	8	-	8	10
Mississippi	19	19	-	1	-	4	14
Missouri	21	16	-	3	-	11	7
Montana	25	28	-	-	-	7	6
Nebraska	16	13	-	2	-	6	4
Nevada	26	27	-	15	-	17	7
New Hampshire	16	13	-	3	-	4	5
New Jersey	17	20	-	1	-	3	35
New Mexico	13	11	-	1	-	4	14
New York	14	6	-	12	-	13	15
North Carolina	28	7	-	5	-	13	28
North Dakota	10	12	-	2	-	2	29
Ohio	44	30	-	7	-	6	17
Oklahoma DCC	29	31	-	2	-	16	18
Oregon	68	170	-	4	-	8	29
Pennsylvania	35	35	-	2	-	12	23
Puerto Rico	3	4	-	1	-	-	5
Rhode Island	18	22	-	-	1	11	-

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	32	31	-	1	-	8	11
South Carolina DCA	24	21	-	3	-	1	4
South Dakota	12	12	-	6	-	3	9
Tennessee	23	29	1	2	-	1	35
Texas SML	108	69	-	7	-	10	71
Utah DFI	8	5	-	1	-	3	2
Utah DRE	43	32	-	6	-	14	29
Vermont	19	25	-	5	-	13	-
Virgin Islands	2	2	-	-	-	-	-
Virginia	44	35	1	14	1	18	17
Washington	34	25	-	3	1	4	12
West Virginia	15	10	-	4	-	5	23
Wisconsin	26	17	-	-	-	9	13
Wyoming	11	11	-	1	-	3	6
National	1,918	1,692	4	271	19	401	1,536

Notes

1. Texas OCCC did not manage mortgage company licensing through NMLS in 2018Q1.
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. 2018Q1 State Licensing Activities: Mortgage Loan Originator Licenses

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	1,069	1,005	1	50	-	33	2,514
Alaska	255	196	1	23	-	36	555
Arizona	1,502	1,346	-	121	-	44	2,945
Arkansas	868	1,151	-	39	-	751	26
California BRE	604	302	3	5	3	-	2,532
California DBO	2,768	2,375	3	85	-	85	7,395
Colorado	1,460	1,246	4	86	-	15	2,913
Connecticut	705	712	-	42	-	50	2,202
Delaware	516	444	-	10	-	52	994
District of Columbia	415	400	-	1	-	16	1,183
Florida	2,975	2,867	62	167	-	93	4,920
Georgia	1,660	1,679	9	274	1	121	2,103
Guam	6	1	-	-	-	-	2
Hawaii	225	226	1	14	-	7	590
Idaho	615	504	-	91	-	195	846
Illinois	1,559	1,385	1	103	2	43	3,403
Indiana DFI	1,170	1,105	-	23	-	28	2,462
Indiana SOS	42	27	-	10	1	15	133
Iowa	725	728	-	1	-	36	1,512
Kansas	676	608	-	23	1	16	1,587
Kentucky	1,268	1,178	-	31	-	554	526
Louisiana	888	1,162	-	6	-	32	2,318
Maine	474	531	-	-	-	19	1,133
Maryland	1,237	935	-	116	-	42	2,962
Massachusetts	725	670	-	74	-	50	2,058
Michigan	1,388	1,429	1	237	-	158	2,760
Minnesota	285	288	-	24	-	19	1,135
Mississippi	546	548	-	8	-	517	221
Missouri	1,021	914	-	76	-	28	2,152
Montana	321	431	-	2	-	16	803
Nebraska	524	540	2	28	-	25	883
Nevada	917	659	-	163	-	22	1,678
New Hampshire	470	412	-	31	-	317	224
New Jersey	1,082	894	-	233	1	144	3,039
New Mexico	574	558	-	12	-	28	1,542
New York	728	550	-	322	-	57	1,710
North Carolina	1,343	1,207	-	99	-	97	3,806
North Dakota	337	325	-	8	-	39	834
Ohio	1,666	2,170	-	25	-	57	4,521
Oklahoma DCC	685	705	-	-	-	23	1,765
Oregon	1,057	912	-	37	-	32	2,468
Pennsylvania	1,153	1,114	-	44	-	119	3,773
Puerto Rico	20	23	-	3	-	-	71
Rhode Island	350	394	-	8	-	57	822

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	1,721	1,758	-	64	-	35	1,186
South Carolina DCA	73	75	-	21	-	6	98
South Dakota	394	386	-	19	-	19	821
Tennessee	1,220	1,537	3	7	-	56	3,004
Texas OCCC	37	30	-	17	-	5	202
Texas SML	2,275	1,911	1	177	-	89	5,310
Utah DFI	37	14	-	13	-	1	50
Utah DRE	403	383	1	14	-	30	930
Vermont	198	187	-	5	-	30	529
Virgin Islands	20	11	-	1	-	-	42
Virginia	1,405	1,327	1	143	-	47	3,800
Washington	1,418	1,225	1	64	-	63	3,903
West Virginia	136	159	-	7	-	26	493
Wisconsin	960	953	1	27	-	28	2,189
Wyoming	423	471	10	32	-	32	808
National	49,594	47,283	105	3,366	9	4,555	107,386

Notes

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

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

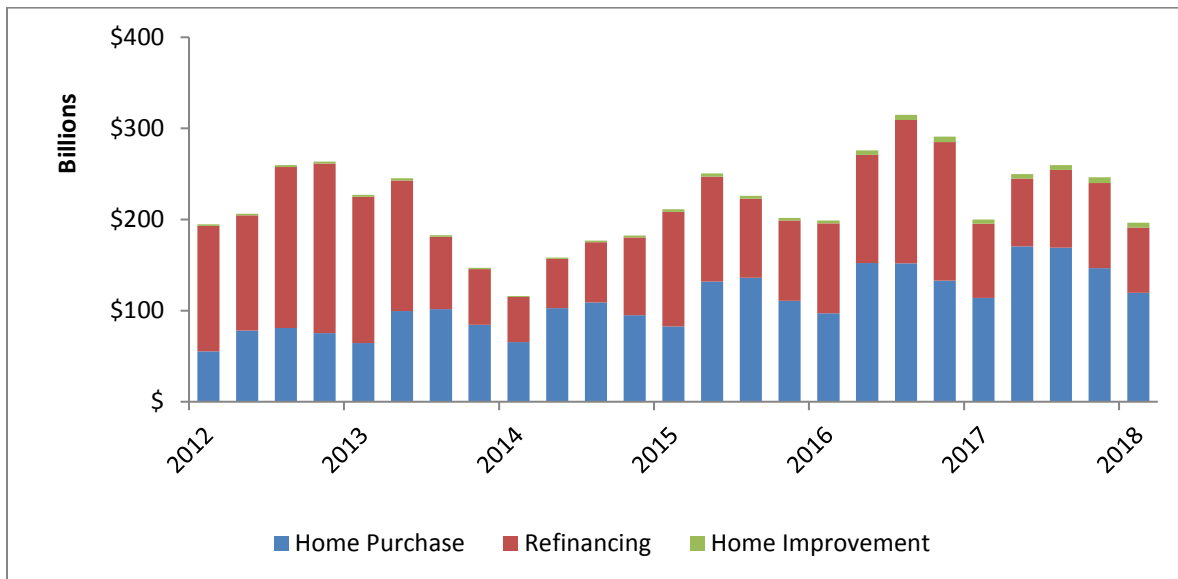
Terminated-Status assigned when a regulator expires a license/registration.

5. Mortgage Call Report

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

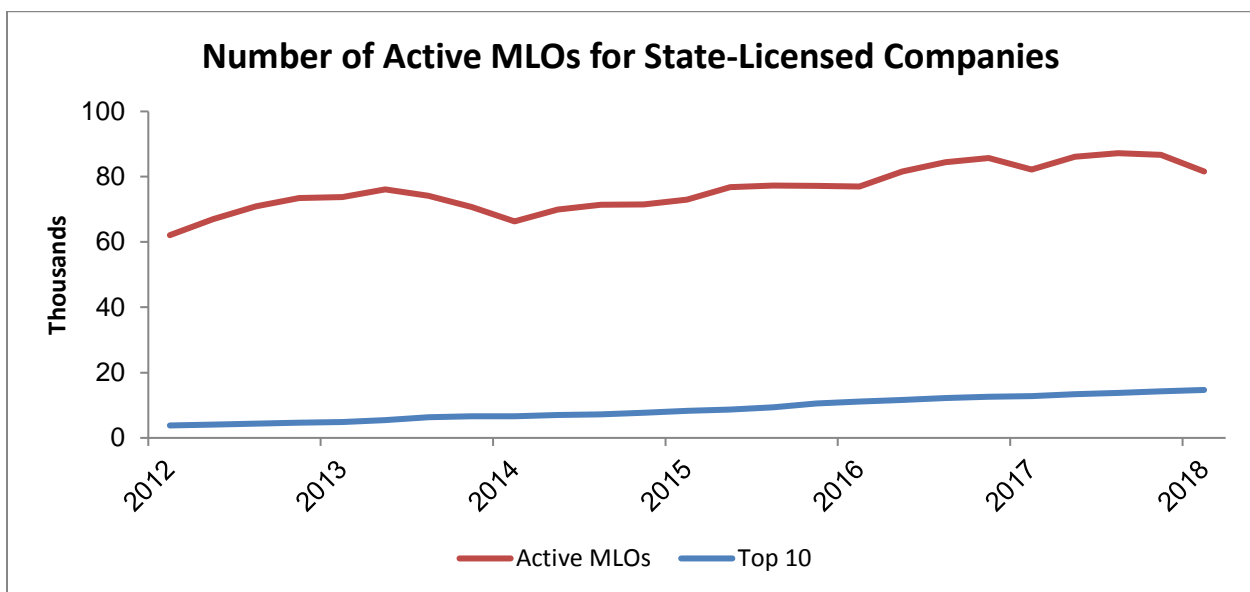
Loan Originations by Purpose

Forward loan originations reported by state-licensed companies have decreased by 20.2 percent since last quarter and have decreased by 1.8 percent over the year. The over-the-quarter decrease is mainly the result of lower refinances, which decreased by 23.5 percent.



Active MLOs

The number of Active MLOs* in 2018Q1 decreased by 0.7 percent nationwide over 2017Q1, and increased 14.9 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, March 31, 2018

State	Total	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,796	2,207	1,830	1,108	1,606	85
Alaska	730	149	21	96	470	-
Arizona	10,023	617	536	1,392	7,506	-
Arkansas	4,251	1,029	2,294	268	615	83
California	41,582	4,383	1,345	5,303	30,711	-
Colorado	8,349	1,604	1,218	1,281	4,302	4
Connecticut	6,013	1,310	111	539	4,065	4
Delaware	1,495	131	343	116	900	10
District of Columbia	1,122	68	64	170	822	-
Florida	26,793	3,619	3,602	4,480	15,402	52
Georgia	9,704	3,920	1,007	764	3,980	87
Guam	129	50	27	46	7	-
Hawaii	1,989	498	600	479	418	2
Idaho	2,594	800	66	684	1,049	6
Illinois	18,314	3,757	2,105	1,576	10,948	10
Indiana	8,577	2,086	1,408	1,742	3,334	68
Iowa	6,035	2,182	595	982	2,271	28
Kansas	4,285	1,329	802	609	1,580	11
Kentucky	6,157	2,341	884	611	2,257	96
Louisiana	5,515	2,591	937	607	1,365	49
Maine	1,928	618	19	448	846	2
Maryland	6,716	1,459	1,295	826	3,127	47
Massachusetts	10,543	3,628	640	1,747	4,590	-
Michigan	13,496	1,254	3,019	3,333	5,890	95
Minnesota	8,972	1,873	307	1,198	5,593	46
Mississippi	3,638	1,987	686	212	706	54
Missouri	9,083	2,731	2,382	955	3,029	54
Montana	1,483	497	412	237	336	6
Nebraska	3,411	1,269	392	495	1,253	17
Nevada	2,694	114	32	263	2,292	-
New Hampshire	1,810	488	18	337	990	-
New Jersey	12,495	2,101	475	599	9,354	2
New Mexico	1,838	375	121	260	1,091	6
New York	24,446	1,300	2,538	3,098	17,561	15
North Carolina	12,945	3,530	1,001	3,472	4,839	150
North Dakota	1,179	448	28	230	476	-
Ohio	17,716	1,808	3,166	1,870	10,935	90
Oklahoma	4,827	1,726	1,267	550	1,294	41
Oregon	5,990	1,422	155	1,455	2,969	8
Pennsylvania	18,661	6,097	1,550	2,374	8,682	79
Puerto Rico	750	197	171	327	51	6
Rhode Island	1,841	301	199	310	1,032	-
South Carolina	4,919	2,171	201	811	1,726	43
South Dakota	1,344	483	139	213	505	11
Tennessee	7,884	3,065	2,189	921	1,707	66
Texas	24,437	4,212	3,231	2,635	14,250	260
Utah	4,387	360	109	2,089	1,834	1
Vermont	846	138	3	255	466	-
Virgin Islands	77	11	4	44	19	-
Virginia	11,035	2,307	2,024	3,038	3,629	97
Washington	9,938	2,761	101	2,578	4,535	7
West Virginia	1,769	848	248	164	506	13

State	Total	FDIC	FRB	NCUA	OCC	FCA
Wisconsin	8,643	1,700	470	2,152	4,305	56
Wyoming	961	247	312	165	243	2
Nationwide	412,347	88,133	48,668	62,473	214,114	1,868

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