## A Nationwide View of State-Licensed Mortgage Entities 2012 Quarter I

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## A Nationwide View of State-Licensed Mortgage Entities

This report compiles data from the first quarter of 2012 concerning companies, branches, and mortgage loan originators (MLOs) who are state-licensed or state-registered through NMLS. Unless otherwise noted, the data reflect licensing and registration information from NMLS as of March 31, 2012.

## Approved Entities and Licenses in NMLS

The number of companies and MLOs licensed through NMLS grew 6\% and 5.5\%, respectively, from the end of the first quarter 2011 and the end of the first quarter of 2012. A portion of these increases may be due to application activity of new companies and individuals entering the mortgage industry (see "Application Activity" charts below), but a significant portion of the increase is likely due to the fact that a few state agencies were still transitioning company and MLO licenses onto NMLS after the first quarter of 2011. Therefore, the 2011 numbers may under-represent those companies and MLOs who were legally able to operate in 2011 but had not yet been licensed through NMLS. This situation will largely resolve itself in the second quarter 2012 data.

The number of licenses held by companies increased $12 \%$ and the number held by MLOs increased by $13 \%$ from the first quarter 2011 to the first quarter 2012. While some of this growth is due to the transitioning issue identified above, it is likely that the higher percentage change in number of licenses held, versus entities holding licenses, it is the result of existing licensed companies and MLOs expanding their license authority into additional states.

| Type | Unique Entities | Licenses |
| :--- | ---: | ---: |
| Company | 15,883 | 31,686 |
| Branch | 17,721 | 28,460 |
| Individual | 105,595 | 207,187 |

NOTE: Includes companies holding a state license or a state registration through NMLS. License information includes 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.

## Dual Entities

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

| Type | Unique Entities |
| :--- | ---: |
| Company | 119 |
| Individual | 3,120 |

## Application Activity

The first two quarters of 2011 saw heightened application activity due to companies coming into compliance with new state laws. Since the third quarter of 2011, new company applications for licensure has averaged nearly 1,150 quarterly.


NOTE: Several state agencies were still transitioning existing company and MLO licenses onto NMLS during the first two quarters of 2011 and thus the activity in these quarters includes transition requests in addition to new applications.

New application activity by MLOs was strong throughout 2011 with 65,789 total applications submitted. The first quarter of 2012 continued this strong activity with 18,557 new applications submitted. Since the launch of NMLS in 2008, the first quarter of each year has seen consistently higher numbers of MLO new application activity than the remaining quarters. This is due, in part, to the fact that some states require MLOs who fail to renew to apply for a new license.


NOTE: Several states do not allow MLOs who fail to renew their license by December 31 to reinstate the license. These states require such MLOs to apply for a new license which can contribute to a higher volume of new applications in the first quarter.

## Change in Approved Licenses Over Time

The number of approved licenses drops at the end of renewal (December 31) each year due to the portion of companies and individuals who do not renew their license. The number then climbs throughout the year as new licensees enter the system or existing licensees expand their footprint. This trend has been consistent since the first renewal through NMLS at the end of 2008. Some licensees may have stopped originating at some point in the year, but let their authority continue until it expires at year end. Some states require company and MLOs who fail to renew to apply for a new license (as opposed to reinstating their license), which leads to increased activity in January of each year.

For the above reasons, the end of the first quarter of each year provides a stable number to gauge year over year changes that to the best extent possible avoids the license count and application activity issues resulting from the annual renewal and reinstatement periods.



## Mortgage Related Business

State-licensed companies reported a wide range of business activity, but that largest activity by far is mortgage brokering.

| Description | Companies | $\%$ in NMLS |
| :--- | ---: | ---: |
| First mortgage loan brokering | 14,026 | $88 \%$ |
| Second mortgage loan brokering | 11,557 | $73 \%$ |
| First mortgage lending | 3,434 | $22 \%$ |
| Second mortgage lending | 2,487 | $16 \%$ |
| First mortgage servicing | 1,455 | $9 \%$ |
| Second mortgage servicing | 1,114 | $7 \%$ |
| Home equity loans, including lines of credit | 7,282 | $46 \%$ |
| Federal Housing Administration (FHA) - Direct Endorsement mortgagee | 1,424 | $9 \%$ |
| Ginnie Mae approved Issuer/Servicer | 285 | $2 \%$ |
| Fannie Mae approved Seller/Servicer | 671 | $4 \%$ |
| Freddie Mac approved Seller/Servicer | 558 | $4 \%$ |
| Loans guaranteed by the Veterans Administration (VA) | 5,508 | $35 \%$ |
| Reverse mortgage loans | 3,786 | $24 \%$ |
| High cost home loans (refer to state definitions) | 1,343 | $8 \%$ |
| Other mortgage products and settlement services | 1,285 | $8 \%$ |
| Credit Insurance | 212 | $1 \%$ |
| Other mortgage-related business | 756 | $5 \%$ |
| Engaged in non-mortgage-related business | 3,628 | $23 \%$ |

NOTE: Mortgage Related Business activity is self-reported by licensee/registrant on the "Other Business" section of their Form MU1. Licensees may be relying on different definitions in indicating their business activity.

## Mortgage Companies Operating in Multiple States

NMLS is a system comprised of small businesses, with $83 \%$ of companies holding a license in just one state.


NOTE: Graph represents data by state, not state agency (several states have two agencies on NMLS). For example, a company which holds a license with both California Department of Corporations and California Department of Real Estate agencies is counted only once.

## Mortgage Loan Originators Operating in Multiple States

State licensed MLOs typically operate solely in their local community, with $79 \%$ of MLOs licensed in just one state.


NOTE: Graph represents data by state, not state agency (several states have two agencies on NMLS). For example, a mortgage loan originator which holds a license with both California Department of Corporations and California Department of Real Estate agencies is counted only once.

## Mortgage Loan Originators Per Mortgage Company

NMLS is a system comprised of small businesses, with 72\% of companies employing 1-5 MLOs.


## Average MLOs per Company

Median MLOs per Company
Average MLO Licenses per Company
Average Licenses per MLO

## 5.8

1
11.4
2.0

NOTE: The significant number of companies with no MLOs is due in part to the fact that some companies may hold a state license but have no individuals that must hold a mortgage loan originator license (e.g. Mortgage Servicers). The number is mostly due to the fact that some states do not require Sponsorship of MLOs by the employing mortgage company and therefore NMLS cannot provide an average.

## Branches Per Company

The typical state licensed company does not have branches, with $88 \%$ operating out of a single location


Average Branches per Company
Average Branch Licenses per Company

## 1.1

1.8

NOTE: Graph represents the number of Form MU3 filings per company. It is possible for a company to file two Form MU3s on the same physical location.

## Legal Status of Companies



## Companies controlled by depository institution 334

Less than $2 \%$ of state licensed companies report being owned by a depository institution. This number is 47 institutions higher than a year ago, a $16 \%$ increase.

State-Licensed Mortgage Entities
As of March 31, 2012

|  | COMPANY |  |  |  | BRANCH | MLO |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Companies | Annual percentage change | HQ located in the state / district | Controlled by depository | Branches | MLOs | Annual percentage change | Located in the state / district | Average MLOs per Company |
| District 1 |  |  |  |  |  |  |  |  |  |
| Connecticut | 585 | -6.1\% | 176 | 28 | 325 | 4,206 | -0.9\% | 963 | 6.8 |
| Delaware | - | - | - | - | - | 1,405 | 8.6\% | 240 | - |
| District of Columbia | 348 | 6.7\% | 7 | 35 | 329 | 1,619 | 23.4\% | 48 | 4.4 |
| Maine | - | - | - | - | - | 1,473 | -0.5\% | 314 | - |
| Maryland | 656 | 0.9\% | 195 | 62 | 662 | 5,165 | 11.3\% | 1,878 | 6.3 |
| Massachusetts | 529 | -7.5\% | 210 | 38 | 630 | 4,273 | 10.8\% | 1,667 | 7.7 |
| New Hampshire | 358 | 1.4\% | 37 | 47 | 324 | 2,032 | 10.3\% | 439 | 5.7 |
| New Jersey | 624 | 1.8\% | 312 | 36 | 801 | 7,502 | 11.3\% | 3,317 | 11.3 |
| New York | 1,102 | -4.9\% | 807 | 21 | 1,021 | 5,555 | 14.7\% | 3,100 | 4.6 |
| Pennsylvania | 925 | -3.0\% | 556 | 32 | 915 | 7,259 | 9.0\% | 2,935 | 7.4 |
| Puerto Rico | 64 | -3.0\% | 39 | 6 | 267 | 231 | - | 208 | 3.6 |
| Rhode Island | 266 | -6.7\% | 40 | 49 | 155 | 1,340 | 12.7\% | 457 | 4.6 |
| Vermont | 205 | 13.3\% | 16 | 53 | 174 | 802 | 18.5\% | 103 | 3.4 |
| District 1 Totals | 3,117 | -6.1\% | 2,526 | 149 | 3,761 | 21,733 | 6.0\% | 16,210 | 8.1 |
| District 2 |  |  |  |  |  |  |  |  |  |
| Illinois | 678 | 0.0\% | 319 | 60 | 312 | 6,703 | 12.9\% | 3,483 | 8.8 |
| Indiana-DFI | 272 | 4.2\% | 32 | 23 | - | 3,350 | 17.8\% | 1,193 | 11.3 |
| Indiana-SOS | 173 | -13.5\% | 98 | 9 | 24 | 553 | -9.5\% | 352 | 2.6 |
| lowa | 415 | 25.8\% | 103 | 41 | 346 | 1,330 | 4.3\% | 340 | 2.8 |
| Kentucky | 370 | 5.4\% | 68 | 30 | 359 | 2,838 | 4.9\% | 1,030 | 7.1 |
| Michigan | 636 | 1.3\% | 294 | 59 | - | 4,395 | 22.3\% | 2,938 | 8.6 |
| Minnesota | 497 | 6.2\% | 178 | 50 | 403 | 3,083 | 10.9\% | 1,343 | 5.4 |
| Missouri | - | - | - | - | - | 2,981 | 13.3\% | 1,471 | - |
| Ohio | 529 | -1.1\% | 264 | 39 | 1,437 | 4,460 | 14.8\% | 2,491 | 8.3 |
| Wisconsin | 396 | 2.1\% | 85 | 45 | 459 | 2,748 | 2.0\% | 986 | 6.3 |
| District 2 Totals | 2,054 | -1.3\% | 1,537 | 141 | 2,713 | 20,506 | 4.3\% | 16,152 | 9.6 |
| District 3 |  |  |  |  |  |  |  |  |  |
| Alabama | 425 | 2.2\% | 124 | 34 | 520 | 3,032 | 7.9\% | 931 | 6.5 |
| Arkansas | 274 | 3.4\% | 43 | 9 | 242 | 1,561 | 12.1\% | 157 | 5.7 |
| Florida | 1,752 | - | 1,008 | 26 | 976 | 12,106 | - | 7,341 | 4.1 |
| Georgia | 778 | -9.5\% | 365 | 50 | 523 | 5,077 | 8.7\% | 2,230 | 6.1 |
| Louisiana | 422 | 5.5\% | 190 | 17 | 471 | 2,868 | 15.5\% | 1,183 | 6.0 |
| Mississippi | 272 | 2.3\% | 46 | 21 | 356 | 1,669 | 12.7\% | 445 | 6.0 |
| North Carolina | 522 | -4.4\% | 176 | 24 | 684 | 5,781 | 5.0\% | 2,698 | 9.6 |
| South Carolina-BFI | 281 | 0.0\% | 13 | 15 | 448 | 2,908 | 15.7\% | 595 | 9.3 |
| South Carolina-DCA | 121 | -16.6\% | 84 | - | 70 | 402 | -11.8\% | 307 | 3.0 |
| Tennessee | 499 | -5.3\% | 118 | 23 | 730 | 4,433 | 3.7\% | 1,564 | 8.2 |
| Virgin Islands | 22 | - | 1 | 2 | 14 | 49 | - | 25 | 2.2 |
| Virginia | 727 | - | 252 | 22 | 1,231 | 6,347 | 16.8\% | 2,249 | 7.1 |
| West Virginia | 264 | 8.2\% | 21 | 39 | 191 | 1,146 | 32.8\% | 174 | 4.1 |
| District 3 Totals | 3,499 | - | 2,475 | 108 | 4,905 | 28,710 | - | 20,457 | 8.3 |


|  | COMPANY |  |  |  | BRANCH | MLO |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Companies | Annual percentage change | HQ located in the state / district | Controlled by depository | Branches | MLOs | Annual percentage change | Located in the state / district | Average MLOs per Company |
| District 4 |  |  |  |  |  |  |  |  |  |
| Colorado | 888 | 24.2\% | 431 | 20 | - | 5,240 | 18.4\% | 3,045 | 4.5 |
| Kansas | 349 | 5.8\% | 51 | 48 | 390 | 1,818 | 4.1\% | 559 | 4.8 |
| Nebraska | 287 | 10.8\% | 28 | 40 | 235 | 1,037 | 10.6\% | 217 | 3.3 |
| New Mexico | 339 | -2.6\% | 65 | 25 | 349 | 1,984 | 13.4\% | 462 | 5.5 |
| North Dakota | 242 | 9.5\% | 26 | 41 | 123 | 656 | 3.1\% | 57 | 2.5 |
| Oklahoma | 261 | 1.2\% | 67 | 14 | 248 | 2,098 | 10.6\% | 649 | 6.9 |
| South Dakota | 177 | 14.2\% | 9 | 18 | - | 570 | 20.5\% | 95 | 3.0 |
| Texas - OCCC | - | - | - | - | - | 698 | 5.9\% | 645 | - |
| Texas - SML | 1,426 | -1.2\% | 1,045 | 15 | 1,470 | 11,295 | 7.0\% | 6,970 | 7.3 |
| Wyoming | 194 | -11.4\% | 10 | 19 | 153 | 778 | 10.7\% | 81 | 3.7 |
| District 4 Totals | 2,503 | -0.1\% | 1,760 | 98 | 2,317 | 19,169 | 5.5\% | 12,853 | 7.2 |
| District 5 |  |  |  |  |  |  |  |  |  |
| Alaska | 94 | 2.2\% | 27 | 4 | 73 | 514 | 29.8\% | 170 | 4.6 |
| Arizona | 660 | -3.6\% | 425 | 21 | 956 | 4,897 | 10.2\% | 3,121 | 6.6 |
| California - DOC | 790 | 0.6\% | 361 | 64 | 3,561 | 13,722 | 18.0\% | 8,096 | 15.6 |
| California - DRE | 5,525 | - | 5,463 | 1 | 957 | 17,644 | - | 17,381 | 3.0 |
| Hawaii | 196 | - | 120 | 3 | 108 | 923 | - | 617 | 4.6 |
| Idaho | 306 | -11.3\% | 51 | 14 | 303 | 1,452 | -7.2\% | 454 | 4.4 |
| Montana | 177 | 28.3\% | 36 | 18 | 154 | 813 | 11.1\% | 171 | 4.3 |
| Nevada | 247 | -1.2\% | 93 | 35 | 237 | 2,230 | 4.5\% | 1,277 | 8.5 |
| Oregon | 564 | -3.6\% | 183 | 22 | 730 | 4,332 | 2.7\% | 1,712 | 7.0 |
| Utah-DFI | - | - | - | - | - | 180 | 16.9\% | 48 | - |
| Utah-DRE | 445 | -4.9\% | 273 | - | 237 | 3,303 | -2.0\% | 2,538 | 6.6 |
| Washington | 765 | 0.9\% | 277 | 47 | 1,297 | 7,087 | 5.1\% | 3,316 | 9.0 |
| District 5 Totals | 7,719 | - | 7,237 | 112 | 6,241 | 43,675 | - | 38,301 | 5.8 |
| Nationwide | 15,883 | - | 15,883 | 334 | 17,721 | 105,595 | - | 105,595 | 5.8 |

Notes:

1. The following agencies do not manage company licensing through NMLS: Delaware, Maine, Missouri, Texas OCCC, Utah DFI.
2. The following agencies do not require Sponsorship of MLOs by the employing company: Delaware, Maine, Missouri, Florida, Virginia, Texas OCCC, Utah DFI.
3. Percentage change indicates the overall increase or decrease in licensed entities that occurred over the previous 12 months (since March 31, 2011).
4. Located in the state / district means that the company's headquarters, as identified on their NMLS Company Form, is located in the state, or the MLO's residential address, as identified on their NMLS Individual Form, is in the state.
5. 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. The chart is organized geographically according to the Districts established by the Conference of State Bank Supervisors (CSBS) in order to provide some
6. The following agencies were completing transition onto NMLS in Q1 of 2011 and therefore do not have figures for percentage change: Florida, Hawaii, Virgin Islands and Virginia. An accurate percentage change for Districts 3 and 5, as well as a nationwide total cannot be calculated.
7. District totals are not calculated as simple sums of the state agencies in the district. They are distinct calculations for the region. For example, an MLO who lives in New Jersey and holds a license in New York would be counted as one MLO in the district, and would be considered to be located in the district he/she is licensed, even though he/she is not located in the state they are licensed.

State-Licensing Activity
For Period Q1 2012

|  | New Applications |  |  | Applications Approved |  |  | Applications Denied |  |  | Applications Withdrawn |  |  | Pending Applications |  |  | Licenses Revoked |  |  | Licenses Suspended |  |  | Licenses Surrendered |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Company | Branch | MLO | Company | Branch | MLO | Company | Branch | MLO | Company | Branch | MLO | Company | Branch | MLO | Company | Branch | MLO | Company | Branch | MLO | Company | Branch | MLO |
| District 1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Connecticut | 23 | 46 | 353 | 20 | 36 | 329 | - |  | - | 4 | 7 | 45 | 15 | 14 | 71 | 1 | - | - | - | - | - | 9 | 36 | 24 |
| Delaware | - | - | 127 | - | - | 178 | - | - | - | - | - | 7 | - | - | 39 | - | - | - |  | - |  | - | - | 12 |
| District of Columbia | 24 | 65 | 184 | 23 | 58 | 186 | - | - | - | 1 | - | 5 | 21 | 17 | 66 | - | - | - | - | - | - | 7 | 15 | 4 |
| Maine | - |  | 89 | - | - | 87 | - | - | - | - | - | 1 |  | - | 66 | - | - |  | - | - |  | - | - | 4 |
| Maryland | 23 | 160 | 507 | 19 | 153 | 409 | - | - | - | 1 | 2 | 40 | 14 | 24 | 246 |  | - | 1 |  | - |  | 12 | 65 | 22 |
| Massachusetts | 24 | 107 | 439 | 5 | 110 | 419 | - | - | - | 14 | 6 | 27 | 54 | 98 | 71 | - | - | - | - | - | - | 12 | 50 | 7 |
| New Hampshire | 16 | 47 | 217 | 13 | 46 | 239 | - | - | - | 2 | 1 | 23 | 22 | 14 | 80 | - | - | - | - | - | - | 9 | 19 | 75 |
| New Jersey | 28 | 131 | 615 | 21 | 119 | 535 | - | - | 1 | - | 5 | 48 | 32 | 87 | 700 | - | - | - | - | - | - | 7 | 77 | 26 |
| New York | 28 | 30 | 427 | 13 | 25 | 345 | - | - | 5 | 7 | - | 123 | 168 | 204 | 1,088 | - | - |  | 1 | - |  | 31 | 56 | 10 |
| Pennsylvania | 37 | 141 | 663 | 36 | 133 | 610 | - | - | - | 6 | 10 | 57 | 23 | 63 | 186 | - | - | - | - | - | 1 | 18 | 87 | 66 |
| Puerto Rico | 5 | 4 | 45 | 6 | 7 | 75 | - | - | 1 | 1 | - | - | 2 | 7 | 30 | - | - | - | - | - | - | 1 | 2 |  |
| Rhode Island | 8 | 21 | 101 | 16 | 22 | 94 | - | - | - | 2 | 1 | 25 | 37 | 40 | 109 | - | - | - | - | - | - | 19 | 14 | 5 |
| Vermont | 16 | 35 | 62 | 15 | 23 | 65 | - | - | 1 | 3 | 2 | 46 | 28 | 26 | 27 | - | - | - | - | - | - | 19 | 20 | 6 |
| District 2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Illinois | 23 | 38 | 513 | 20 | 29 | 407 | - | - | - | 1 | 8 | 28 | 74 | 30 | 249 | - | - | - | - | - | - | 15 | 21 | 15 |
| Indiana-DFI | 22 | - | 373 | 15 | - | 359 | - | - | - | 2 | - | 9 | 29 | - | 38 | - | - | - | - | - | - | 11 | - | 8 |
| Indiana-SOS | 7 | 1 | 40 | 7 | 1 | 25 | - | - | - | 6 | 1 | 13 | 4 | - | 11 | 1 | - | 1 | - | - | - | 1 | 4 | 15 |
| lowa | 22 | 29 | 104 | 14 | 22 | 98 |  |  | - | - | 2 | 2 | 13 | 4 | 8 | - | - | - | - | - |  | 8 | 26 | 3 |
| Kentucky | 15 | 31 | 296 | 17 | 27 | 280 | - | - | - | - | 4 | 14 | 9 | 8 | 70 | - | - | - | - | - | 2 | 15 | 23 | 47 |
| Michigan | 35 | - | 504 | 32 | - | 542 | - | - | 1 | 7 | - | 20 | 26 | - | 204 | 2 | - | - | - | - | - | 15 | - | 46 |
| Minnesota | 25 | 39 | 287 | 18 | 58 | 332 | - | - | 1 | 3 | 2 | 39 | 33 | 9 | 146 | - | - | - | - | - | - | 17 | 36 | 13 |
| Missouri | - |  | 400 |  | - | 362 | - | - | 2 | - | - | 19 | - | - | 94 | - | - | - | - | - | - | - | - | 22 |
| Ohio | 24 | 79 | 568 | 25 | 106 | 634 | 3 | - | 18 | 3 | 3 | 57 | 22 | 22 | 151 | 1 | - | - | - | - | - | 10 | 25 | 22 |
| Wisconsin | 8 | 88 | 279 | 26 | 92 | 361 | - | - | 2 | 2 | 6 | 12 | 6 | 25 | 41 | - | - | - | - | - | - | 8 | 30 | 19 |
| District 3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Alabama | 27 | 65 | 295 | 18 | 75 | 234 | - | - | - | 3 | 6 | 60 | 31 | 21 | 191 | - | - | 1 | - | - | - | 14 | 30 | 20 |
| Arkansas | 13 | 34 | 203 | 17 | 38 | 221 | - | - | - | 3 | 4 | 11 | 15 | 11 | 41 | - | - | - | - | - | - | 20 | 47 | 134 |
| Florida | 97 | 160 | 1,184 | 142 | 173 | 1,183 | 20 | 45 | 230 | 152 | 53 | 138 | 77 | 69 | 555 | - | - | - | - | - | - | 15 | 102 | 48 |
| Georgia | 30 | 52 | 556 | 28 | 23 | 396 | 1 | - | 7 | 3 | 11 | 62 | 23 | 22 | 272 | 1 | - | 2 | - | - | - | 14 | 20 | 24 |
| Louisiana | 18 | 42 | 305 | 13 | 43 | 367 | - | - | - | - | 9 | 12 | 18 | 14 | 50 | - | - | - | 5 | - | - | 4 | 25 | 15 |
| Mississippi | 18 | 41 | 210 | 15 | 34 | 206 | - | - | - | 5 | 4 | 17 | 8 | 14 | 40 | - | - | - | - | - | - | 6 | 13 | 112 |
| North Carolina | 26 | 101 | 491 | 20 | 88 | 468 | - | 3 | 7 | 6 | 9 | 29 | 16 | 24 | 90 | - | - | - | - | - | - | 19 | 76 | 42 |
| South Carolina-BFI | 26 | 53 | 247 | 10 | 47 | 241 | - | - | - | 6 | 10 | 25 | 34 | 26 | 114 | - | - | - | 5 | 6 | - | 4 | 32 | 13 |
| South Carolina-DCA | 3 | 10 | 34 | 3 | 13 | 31 | - | - | - | 2 | 2 | 5 | 16 | 20 | 93 | - | - | - | - | - | - | 1 | 2 |  |
| Tennessee | 28 | 118 | 443 | 33 | 112 | 502 | - | - | 3 | 8 | 1 | 5 | 28 | 13 | 90 | - | - | - | - | - | - | 5 | 38 | 11 |
| Virgin Islands | 2 | 3 | 7 | - | 2 | 6 | - | - | - | - | - | - | 2 | 1 | 13 | - | - | - | - | - | - | - | - | 1 |
| Virginia | 30 | 132 | 676 | 16 | 116 | 592 |  |  | - | 4 | 3 | 46 | 53 | 30 | 262 | - | - | 1 | - | - | - | 24 | 105 | 14 |
| West Virginia | 21 | 26 | 149 | 16 | 29 | 143 | - | - | - | 4 | 1 | 6 | 19 | 8 | 27 | - | - | - | - | - | - | 4 | 9 |  |


|  | New Applications |  |  | Applications Approved |  |  | Applications Denied |  |  | Applications Withdrawn |  |  | Pending Applications |  |  | Licenses Revoked |  |  | Licenses Suspended |  |  | Licenses Surrendered |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Company | Branch | MLO | Company | Branch | MLO | Company | Branch | MLO | Company | Branch | MLO | Company | Branch | MLO | Company | Branch | MLO | Company | Branch | MLO | Company | Branch | MLO |
| District 4 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Colorado | 48 | - | 499 | 44 | - | 370 | - | - | - | - | - |  | 26 | - | 1,173 | - | - | - | - | - | - | 7 | - | 8 |
| Kansas | 11 | 33 | 140 | 10 | 33 | 99 | 1 | - | 4 | - | - | 2 | 12 | 6 | 39 | - | - | - | - | - | - | 14 | 33 | 5 |
| Nebraska | 12 | 40 | 109 | 7 | 42 | 97 | - | - | 3 | 1 | 2 | 7 | 19 | 9 | 149 | - | - | - | - | - | - | 6 | 13 | 7 |
| New Mexico | 11 | 31 | 165 | 11 | 30 | 149 | - | - | - | - | - | 2 | 10 | 3 | 55 | - | - | - | - | - | - | 3 | 6 | 7 |
| North Dakota | 12 | 13 | 60 | 9 | 11 | 61 | - | - | - | 2 | - | - | 4 | 2 | 5 | - | - | - | - | - | - | 9 | 7 | 13 |
| Oklahoma | 14 | 29 | 195 | 14 | 25 | 209 | - | - | - | 2 | 3 | 3 | 11 | 21 | 213 | - | - | - | - | - | - | 5 | 14 | 4 |
| South Dakota | 12 | - | 59 | 5 | - | 50 | - | - | - | 1 | - | 6 | 15 | - | 28 | - | - | - | - | - | - | 5 | - | 5 |
| Texas - OCCC | - | - | 70 | - | - | 81 | - | - | - | - | - | 50 | - | - | 63 | - | - | - | - | - | - | - | - | 2 |
| Texas - SML | 67 | 219 | 1,273 | 68 | 179 | 977 | - | - | 1 | 36 | 34 | 54 | 41 | 68 | 740 | - | - | - | - | - | 1 | 18 | 117 | 77 |
| Wyoming | 12 | 12 | 79 | 8 | 14 | 86 | - | - | - | - | 3 | 28 | 7 | 1 | 13 | - | - | - | - | - | - | 7 | 19 | 31 |
| District 5 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Alaska | 9 | 6 | 66 | 7 | 5 | 59 | - | - | - | 2 | - | 4 | 19 | 6 | 31 | - | - | - | - | - | - | 6 | 5 | 3 |
| Arizona | 24 | 127 | 440 | 44 | 130 | 393 | - | - | - | 9 | 14 | 24 | 29 | 58 | 160 | - | - | - | - | - | - | 51 | 36 | 7 |
| California - DOC | 39 | 363 | 1,684 | 28 | 461 | 1,397 | - | - | 2 | 12 | 22 | 199 | 63 | 116 | 795 | 6 | 2 | - | - | - | - | 28 | 338 | 44 |
| California - DRE | 22 | 44 | 51 | 276 | 96 | 775 | - | - | 3 | 39 | 9 | 39 | 749 | 106 | 5,869 | - | - | 1 | - | - | - | 6 | 27 | 10 |
| Hawaii | 12 | 13 | 106 | 9 | 12 | 98 | - | - | - | 8 | 9 | 23 | 22 | 15 | 67 | - | - | - | - | - | - | 6 | 6 | 2 |
| Idaho | 19 | 42 | 195 | 16 | 28 | 154 | - | - | - | 8 | 5 | 12 | 12 | 21 | 63 | - | - | - | - | - | - | 19 | 44 | 65 |
| Montana | 19 | 22 | 79 | 29 | 42 | 84 | - | - | - | 6 | 2 | 8 | 14 | 7 | 23 | - | - | - | - | - | - | 2 | 12 | 2 |
| Nevada | 10 | 37 | 220 | 12 | 37 | 211 | - | - | - | 2 | 3 | 8 | 5 | 12 | 42 | - | - | - | - | - | - | 10 | 22 | 4 |
| Oregon | 15 | 78 | 307 | 10 | 77 | 313 | - | - | - | 2 | 1 | 12 | 9 | 12 | 40 | - | - | - | - | - | - | 11 | 35 | 11 |
| Utah-DFI | - |  | 20 | - | - | 20 | - | - | - | - | - | 4 | - | - | 9 | - | - | - | - | - | - | - | - | 3 |
| Utah-DRE | 22 | 27 | 165 | 16 | 26 | 149 | - | - | - | 12 | 2 | 54 | 9 | 3 | 34 | - | - | - | - | - | - | 3 | 20 | 74 |
| Washington | 32 | 160 | 582 | 34 | 173 | 547 | - | - | 2 | 2 | 4 | 11 | 55 | 84 | 150 | - | - | - | 2 | - | - | 33 | 157 | 8 |
| Nationwide | 1,174 | 3,225 | 18,557 | 1,349 | 3,281 | 17,940 | 25 | 48 | 294 | 405 | 286 | 1,626 | 2,103 | 1,515 | 15,390 | 12 | 2 | 7 | 13 | 6 | 4 | 623 | 2,016 | 1,305 |

Notes:

1. The following agencies do not manage company licensing through NMLS: Delaware, Maine, Missouri, Texas OCCC, Utah DFI
2. The Hawaii Division of Financial Institutions has indicated that it is not able to release the number of license applications denied.
3. This chart provides data on the number of license applications, application approvals, application denials, application withdrawals, license revocations, license suspensions, and license surrenders that took place
between January 1, 2012 and March 31, 2012 (Quarter 1 2012) through NMLS. The chart also provides the number of licenses that were in a pending status on March 31, 2012. "License" on this chart also includes state
registrations. "Application Denied" typically indicates a final denial after appeals have been exhausted, though state process and definitions may vary concerning this point.

## License Status Definition

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. Application 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.
Pending Applications-Status assigned whan an application has been submitted to the regulator and the regulators is waiting for additional information from applicant or has recevied all necessary items and is reviewing the application
License 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.
License Suspended-Status assigned when a regulator has taken action to suspend the license/registration.
License Surrendered/Terminated-Status assigned when a regulator approved a surrender/cencellation request submitted by the licensee/registrant.

