

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.

Туре	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.

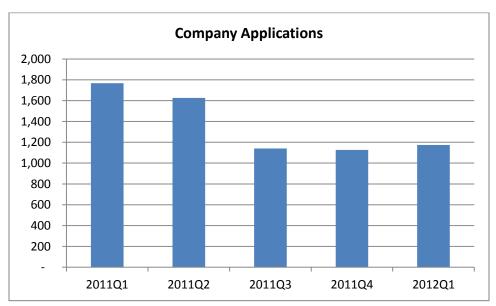
Dual Entities

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

Туре	Unique Entities
Company	119
Individual	3,120

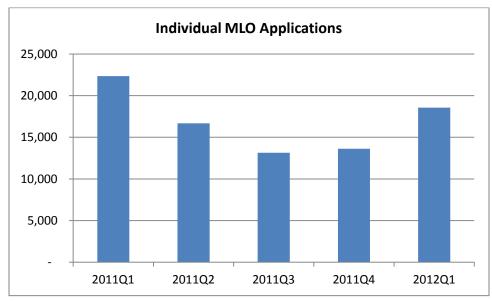
Application Activity

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.

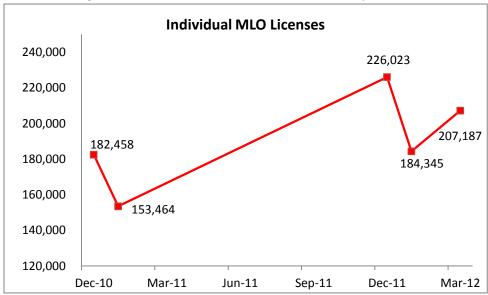


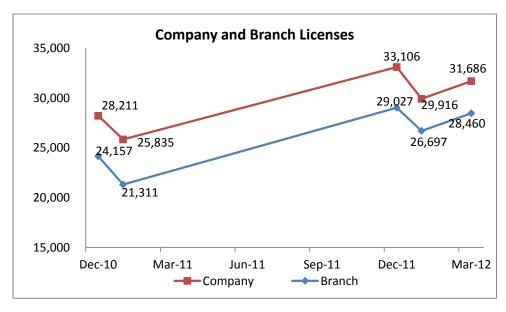
NOTE: Several states do not allow MLOs who fail to renew their license by December 31 to reinstate the license. These states require such MLOs to apply for a new license which can contribute to a higher volume of new applications in the first quarter.

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

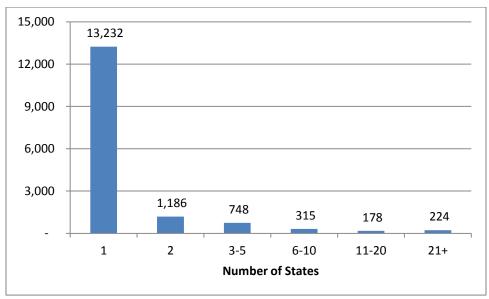
State-licensed companies reported a wide range of business activity, but that largest activity by far is mortgage brokering.

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

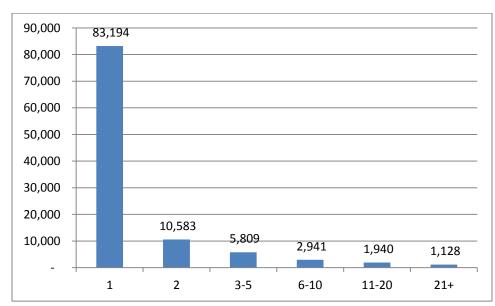
NMLS is a system comprised of small businesses, with 83% of companies holding a license in just one state.



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

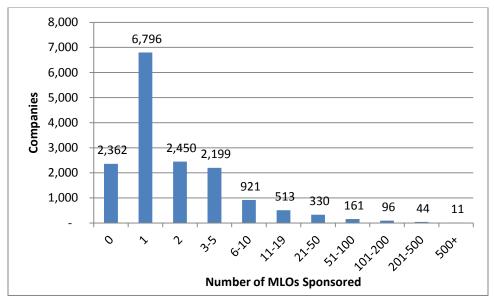
State licensed MLOs typically operate solely in their local community, with 79% of MLOs licensed in just one state.



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.

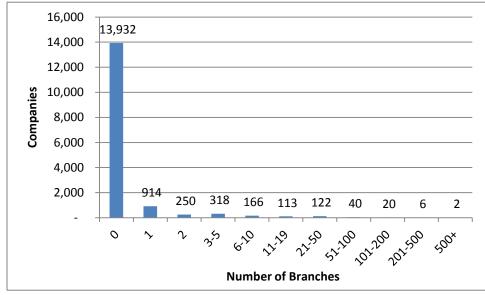


Average MLOs per Company	5.8
Median MLOs per Company	1
Average MLO Licenses per Company	11.4
Average Licenses per MLO	2.0

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

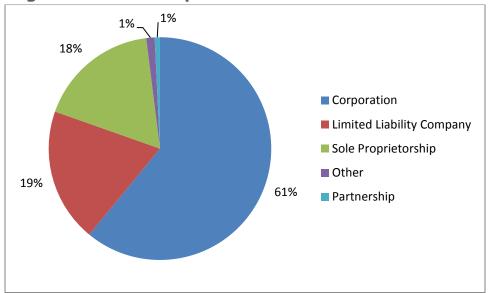
The typical state licensed company does not have branches, with 88% operating out of a single location



Average Branches per Company 1.1
Average Branch Licenses per Company 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

		COM	IPANY		BRANCH	СН МLО						
	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			
Iowa	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			

		COM	PANY		BRANCH		IV	1LO	
	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			Applica	Applications Appr		Applio	ations Der	enied	Applicat	tions Wit	Vithdrawn	Pendir	ng Applica	ations	Licer	ses Revo	ked	Licen	ses Susper	nded	License	es Surren	dered
	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	L -	-		- 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			38		-	-		-		- 11		8
Indiana-SOS	7	1	40	7	1	25	-	-	-	6	1	13	4	-	11	1	-	1	L -	-		1	4	15
Iowa	22	29	104	14		98		-	-	-	2	2	13	4	8		-			-		. 8	26	
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	L -	-		14	30	20
Arkansas	13	34	203	17		221	-	-	-	3		11			41	-	-	-		-		- 20		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	
Louisiana	18	42	305	13		367	-	-	-	-	9	12	18	14	50	-	-	-	- 5	-		4	25	
Mississippi	18	41	210	15	34	206	-	-	-	5	4	17	8	14	40	-	-			-		. 6	13	
North Carolina	26	101	491	20	88	468	-	3	7	6	9	29	16	24	90	-	-	-		-		19	76	
South Carolina-BFI	26	53	247	10	47	241	-	-	-	6	10	25	34	26	114	-	-	-	- 5	6		. 4	32	
South Carolina-DCA	3	10	34	3	13	31	-	-	-	2	2	5	16	20	93	-	-	-		-		. 1	2	
Tennessee	28	118	443	33		502	-	-	3	8	1	5	28		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		143	-	-	-	4	1	6			27	-	-	-		-		. 4	9	

	New Applications Applications Approved					roved	Applications Denied Applications Withdrawn					Pendir	g Applica	tions	Licen	ses Revo	ked	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 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.

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.