



# **NMLS Mortgage Industry Report**

## **2014 Q1 Update**

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Conference of State Bank Supervisors  
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## NMLS Mortgage Industry Report: 2014Q1 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.<sup>1</sup>

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## 1. Mortgage Entities in NMLS

### *State-Licensed Entities*

Type	Unique Entities	Licenses
Company	15,246	34,064
Branch	19,493	38,541
Individual	117,674	297,656

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	Entities
Institution	10,336
Mortgage Loan Originator	392,896

### *Dual Entities*

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

Type	Unique Entities
Company	96
Individual	3,585

<sup>1</sup> Unless otherwise noted, all figures cover activity from 2014Q1, or statuses as of March 31, 2014.

## 2. State-Licensed Mortgage Entities, March 31, 2014

State Agency	COMPANY			BRANCH		MLO		
	Companies	Annual percentage change	Located in the state	Branches	MLOs	Annual percentage change	Located in the state	Average MLOs per Company
Alabama	460	1.8%	116	664	5,338	36.3%	1,122	12.2
Alaska	142	11.8%	26	149	1,084	45.1%	197	8.3
Arizona	711	3.8%	409	1,469	7,139	13.2%	4,205	12.4
Arkansas	299	7.9%	27	361	2,293	9.7%	205	8.3
California BRE	5,589	-0.1%	5,528	975	17,670	-0.5%	16,887	2.8
California DBO	863	7.5%	375	4,739	20,350	13.0%	10,953	25.9
Colorado	1,015	5.9%	460	-	7,573	21.7%	3,014	8.3
Connecticut	569	-3.1%	156	475	5,063	1.1%	1,048	8.2
Delaware	270	-	12	386	2,464	39.8%	280	11.8
District of Columbia	394	3.7%	6	585	2,522	18.3%	66	7.7
Florida	1,850	3.3%	999	1,491	16,400	11.1%	7,613	8.8
Georgia	801	2.0%	342	492	7,767	19.9%	2,654	10.8
Hawaii	278	25.2%	115	149	1,527	17.1%	791	6.2
Idaho	290	-1.7%	41	378	2,425	32.7%	598	7.0
Illinois	709	-1.7%	293	334	8,501	4.7%	3,890	12.3
Indiana DFI	329	6.5%	31	-	5,907	47.5%	1,171	17.3
Indiana SOS	146	-3.3%	83	20	504	-5.1%	295	2.7
Iowa	468	5.4%	98	537	2,972	69.4%	322	11.8
Kansas	380	5.8%	43	527	3,190	36.7%	837	11.0
Kentucky	411	1.5%	71	570	5,068	41.4%	1,061	14.9
Louisiana	432	1.6%	177	672	5,050	46.2%	1,228	10.4
Maine	310	3.0%	53	379	1,959	6.4%	327	8.1
Maryland	737	1.5%	199	1,087	7,802	19.3%	2,495	11.7
Massachusetts	495	-4.6%	186	845	6,569	25.8%	1,946	13.9
Michigan	657	1.2%	276	-	7,419	29.4%	4,330	12.6
Minnesota	561	3.7%	169	473	4,161	7.1%	1,607	9.8
Mississippi	289	-0.7%	46	400	2,285	13.4%	514	7.9
Missouri	-	-	-	-	3,935	7.7%	1,507	-
Montana	226	13.0%	31	255	1,575	54.3%	158	7.8
Nebraska	315	5.7%	31	352	1,860	33.5%	205	8.3
Nevada	271	3.8%	95	363	3,733	18.9%	1,675	13.4
New Hampshire	359	-1.9%	34	500	2,974	23.3%	571	10.9
New Jersey	698	3.6%	293	1,034	9,914	9.2%	4,308	12.4
New Mexico	362	2.5%	57	535	2,987	19.2%	529	7.5
New York	897	-3.8%	614	731	6,165	4.3%	3,291	7.8
North Carolina	522	-1.1%	148	752	8,209	20.2%	2,957	15.4
North Dakota	325	15.7%	30	280	1,613	87.6%	70	9.0
Ohio	551	3.2%	241	1,590	5,921	6.8%	2,922	12.6
Oklahoma DCC	310	0.6%	70	357	3,024	10.9%	678	8.6
Oregon	602	2.0%	173	1,096	5,950	7.8%	1,953	9.8
Pennsylvania	804	0.4%	385	1,322	10,267	19.0%	3,540	11.1
Puerto Rico	76	11.8%	37	219	344	10.6%	321	8.3
Rhode Island	326	16.4%	35	300	2,168	40.1%	584	10.1
South Carolina BFI	321	1.3%	12	635	4,302	11.8%	765	12.1
South Carolina DCA	136	11.5%	95	61	425	6.0%	376	2.8
South Dakota	223	6.7%	7	-	1,458	94.4%	99	9.2
Tennessee	534	1.5%	114	1,123	6,544	21.5%	1,720	13.0
Texas OCC	-	-	-	-	414	-36.4%	195	-
Texas SML	1,467	2.8%	996	1,938	15,289	15.5%	8,247	9.7
Utah DFI	-	-	-	-	187	-14.6%	7	-
Utah DRE	461	-0.4%	246	317	4,147	9.6%	2,889	8.4
Vermont	268	2.7%	20	293	1,248	29.2%	101	7.7

	COMPANY			BRANCH		MLO		
State Agency	Companies	Annual percentage change	Located in the state	Branches	MLOs	Annual percentage change	Located in the state	Average MLOs per Company
Virgin Islands	28	0.0%	-	30	84	-11.6%	27	5.2
Virginia	748	-1.1%	238	1,416	10,576	31.6%	2,786	14.2
Washington	812	5.3%	239	1,834	10,367	22.7%	3,824	13.1
West Virginia	309	1.0%	34	375	1,676	17.6%	92	7.4
Wisconsin	426	5.4%	80	661	5,348	56.2%	1,075	13.5
Wyoming	214	3.4%	7	225	1,533	53.1%	64	7.9
<b>Nationwide</b>	<b>15,246</b>	<b>-1.8%</b>	<b>-</b>	<b>19,493</b>	<b>117,674</b>	<b>4.2%</b>	<b>-</b>	<b>7.4</b>

Notes:

1. The following agencies did not manage company licensing through NMLS in 2014Q1: Missouri, Texas OCC, Utah DFI.
2. The following agencies do not require Sponsorship of MLOs by the employing company: Colorado, Missouri, Florida, Virginia, Texas OCC, Utah DFI.
3. Percentage change indicates the overall increase or decrease in licensed entities that occurred over the previous 12 months.
4. 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.
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.

### 3. 2014Q1 State Licensing Activities: Mortgage Company Licenses

	New Applications	Applications Processed			License Expirations		
State Agency		Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	25	26	-	-	-	14	22
Alaska	7	6	-	1	-	4	5
Arizona	33	28	-	10	-	28	26
Arkansas	10	22	-	1	-	9	6
California BRE	202	179	-	41	-	-	664
California DBO	64	38	-	19	13	14	-
Colorado	39	45	-	-	-	7	77
Connecticut	28	29	-	1	-	11	38
Delaware	29	6	-	3	-	2	-
District of Columbia	18	21	-	1	-	5	24
Florida	125	100	5	17	-	26	141
Georgia	48	45	-	6	1	14	28
Hawaii	19	24		-	-	5	27
Idaho	20	16	-	6	-	6	17
Illinois	27	16	-	27	-	34	40
Indiana DFI	12	13	-	1	-	13	1
Indiana SOS	10	8	-	3	-	3	17
Iowa	23	17	-	1	-	6	18
Kansas	19	12	-	-	-	5	2
Kentucky	13	16	-	-	-	12	13
Louisiana	13	5	-	1	-	10	15
Maine	4	4	-	1	-	2	6
Maryland	23	26	-	5	-	12	41
Massachusetts	26	11	-	22	-	5	24
Michigan	34	41	-	9	-	32	38
Minnesota	25	26	-	2	-	7	35
Mississippi	14	16	-	-	-	9	15
Montana	15	28	-	2	-	1	11
Nebraska	12	15	-	2	-	4	3
Nevada	25	12	-	8	-	4	13
New Hampshire	12	16	-	5	-	10	13
New Jersey	21	26	-	1	-	10	20
New Mexico	19	19	-	1	-	4	17
New York	26	23	-	9	-	32	40
North Carolina	20	11	-	10	-	14	18
North Dakota	16	21	-	2	-	11	4
Ohio	31	38	-	7	-	10	30
Oklahoma DCC	27	22	-	1	-	14	143
Oregon	16	23	-	5	-	16	24
Pennsylvania	36	39	-	2	-	20	41
Puerto Rico	3	4	-	-	-	-	1
Rhode Island	9	4	-	-	-	25	1
South Carolina BFI	25	15	-	1	-	13	7
South Carolina DCA	11	10	-	1	-	-	7

	New Applications	Applications Processed			License Expirations		
State Agency		Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Dakota	13	9	-	-	-	6	7
Tennessee	27	29	-	3	-	6	43
Texas SML	89	74	-	17	-	16	120
Utah DRE	27	21	-	-	-	4	41
Vermont	16	11	-	2	-	12	-
Virgin Islands	4	4	-	-	-	-	8
Virginia	40	25	-	18	2	42	-
Washington	31	34	-	3	-	10	29
West Virginia	14	13	-	3	-	5	15
Wisconsin	17	31	-	1	-	14	10
Wyoming	9	10	-	1	-	9	12
<b>National</b>	<b>1,521</b>	<b>1,383</b>	<b>5</b>	<b>283</b>	<b>16</b>	<b>607</b>	<b>2,018</b>

#### Notes

1. The following agencies did not manage company licensing through NMLS in 2014Q1: 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.

#### 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. 2014Q1 State Licensing Activities: Mortgage Loan Originator Licenses

	New Applications	Applications Processed			License Expirations		
State Agency		Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	735	610	-	3	-	9	1,280
Alaska	139	107	1	18	-	2	247
Arizona	561	538	5	36	-	11	1,322
Arkansas	248	387	-	6	-	307	1
California BRE	577	435	-	386	-	1	2,493
California DBO	1,810	1,806	1	303	-	2	4,641
Colorado	574	533	1	4	-	4	1,428
Connecticut	378	351	-	20	-	12	1,336
Delaware	326	305	-	77	-	25	646
District of Columbia	318	286	-	3	-	3	519
Florida	1,502	1,387	46	65	-	60	3,220
Georgia	1,210	1,010	6	199	1	144	1,602
Hawaii	136	153	-	3	-	4	312
Idaho	232	236	1	32	-	112	440
Illinois	505	515	-	12	-	7	1,977
Indiana DFI	660	558	-	15	-	12	1,583
Indiana SOS	32	38	-	9	-	3	132
Iowa	383	364	-	-	-	6	677
Kansas	443	403	12	29	-	2	716
Kentucky	705	671	-	30	-	404	464
Louisiana	571	678	-	12	-	12	1,072
Maine	102	89	-	-	-	1	411
Maryland	756	956	1	177	-	22	1,593
Massachusetts	596	650	-	47	1	12	1,389
Michigan	737	806	3	72	-	18	1,736
Minnesota	275	384	-	1	-	3	980
Mississippi	403	377	-	22	-	197	151
Missouri	421	488	1	25	-	5	1,054
Montana	181	294	-	22	1	4	245
Nebraska	206	251	8	23	-	11	349
Nevada	506	372	-	12	-	6	641
New Hampshire	485	489	-	35	-	191	193
New Jersey	870	804	-	49	-	8	2,030
New Mexico	463	435	4	3	1	3	656
New York	498	472	-	99	-	6	1,172
North Carolina	839	914	5	82	-	45	1,931
North Dakota	200	204	-	-	-	56	296
Ohio	637	854	1	25	1	14	1,932
Oklahoma DCC	280	317	-	-	-	4	748
Oregon	398	394	1	17	-	9	1,288
Pennsylvania	844	842	-	71	-	46	2,335
Puerto Rico	26	15	-	-	-	-	40
Rhode Island	158	82	-	7	-	4	433
South Carolina BFI	411	325	-	25	-	8	934

	New Applications	Applications Processed			License Expirations		
State Agency		Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina DCA	35	30	-	5	-	-	94
South Dakota	192	211	-	13	-	4	310
Tennessee	755	1,006	17	3	-	10	1,395
Texas OCCC	93	74	1	24	-	3	433
Texas SML	1,643	1,616	43	128	-	27	2,600
Utah DFI	39	29	2	27	-	-	143
Utah DRE	253	247	1	7	-	26	554
Vermont	169	153	1	8	-	3	215
Virgin Islands	12	7	-	1	-	-	28
Virginia	1,273	1,108	1	160	-	43	2,283
Washington	1,214	1,149	1	25	-	32	2,387
West Virginia	168	157	-	9	-	7	333
Wisconsin	737	997	1	48	-	15	1,242
Wyoming	209	219	12	58	-	53	23
<b>National</b>	<b>29,129</b>	<b>29,188</b>	<b>177</b>	<b>2,592</b>	<b>5</b>	<b>2,038</b>	<b>60,685</b>

#### **Notes**

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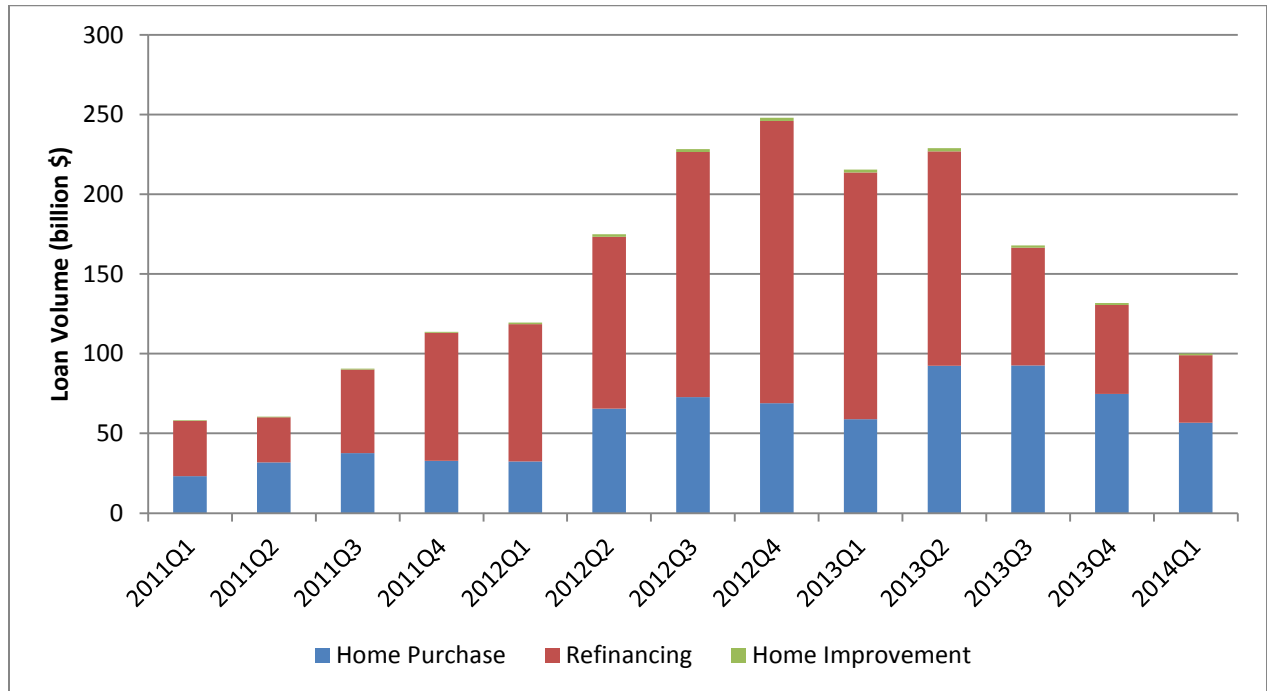


## 5. Mortgage Call Report

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*

Loan originations reported by state-licensed companies for 2014Q1 are down 53% from 2013Q1.



## 6. Federally Registered Mortgage Loan Originators, March 31, 2014

State	Total	Annual percentage change	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,462	5.7%	2,161	2,225	909	1,842	88
Alaska	618	-0.2%	95	5	109	441	-
Arizona	10,265	-7.6%	520	691	1,224	8,440	1
Arkansas	3,609	19.7%	882	1,882	193	849	82
California	41,775	-1.8%	4,811	1,911	4,932	32,047	-
Colorado	7,839	-0.6%	1,563	985	1,001	4,901	1
Connecticut	5,732	6.0%	1,164	71	464	4,273	2
Delaware	1,691	-3.8%	119	321	126	1,222	8
District of Columbia	1,036	4.4%	86	73	162	774	-
Florida	23,394	-1.5%	3,473	4,336	3,386	14,471	27
Georgia	8,932	4.6%	3,709	1,448	691	3,967	55
Guam	117	-4.9%	64	26	17	12	-
Hawaii	1,893	-0.9%	591	457	402	546	4
Idaho	2,348	3.1%	791	28	424	1,303	8
Illinois	17,994	-1.7%	3,996	2,528	1,470	11,349	9
Indiana	8,161	0.2%	1,531	1,547	1,456	4,262	81
Iowa	5,374	-0.2%	2,293	633	823	2,057	23
Kansas	4,419	3.1%	1,510	705	553	2,128	18
Kentucky	6,185	3.8%	2,411	991	528	2,615	75
Louisiana	5,869	2.5%	2,610	942	539	2,427	54
Maine	1,733	-1.1%	555	64	425	796	3
Maryland	6,891	-0.5%	1,340	1,691	734	3,862	44
Massachusetts	8,862	3.5%	3,036	390	1,534	4,624	-
Michigan	12,229	-7.0%	1,502	3,377	2,407	5,911	92
Minnesota	8,080	-1.4%	2,071	302	1,325	4,898	50
Mississippi	3,462	4.5%	1,969	625	168	878	53
Missouri	9,596	-5.2%	2,808	1,813	932	4,780	25
Montana	1,459	4.9%	511	358	225	516	5
Nebraska	3,388	-2.0%	1,345	331	545	1,420	22
Nevada	2,907	-14.5%	493	36	189	2,317	-
New Hampshire	1,592	4.5%	320	13	307	1,041	-
New Jersey	11,610	2.1%	1,970	319	453	9,385	1
New Mexico	1,839	-1.4%	458	126	263	1,128	5
New York	24,898	4.4%	1,061	2,625	2,386	19,571	6
North Carolina	10,931	5.9%	4,186	1,305	2,090	4,553	156
North Dakota	1,102	6.2%	443	18	227	481	-
Ohio	17,404	-9.3%	2,142	2,687	2,183	12,004	78
Oklahoma	4,633	11.6%	1,555	1,223	470	1,785	32
Oregon	5,900	1.6%	1,581	43	1,337	3,346	10
Pennsylvania	17,965	2.4%	5,601	2,177	2,058	9,609	64
Puerto Rico	943	3.3%	349	233	332	48	2
Rhode Island	1,628	4.4%	386	9	322	1,046	-

State	Total	Annual percentage change	FDIC	FRB	NCUA	OCC	FCA
South Carolina	4,776	4.6%	2,158	533	704	2,005	43
South Dakota	1,373	2.1%	363	154	200	713	13
Tennessee	7,844	5.8%	3,067	2,194	852	2,442	71
Texas	25,569	-5.7%	3,991	3,818	2,106	17,743	217
Utah	3,899	-2.5%	465	113	1,525	2,038	-
Vermont	822	-12.9%	194	17	197	460	-
Virgin Islands	101	0.0%	25	6	56	23	-
Virginia	10,959	5.6%	2,465	2,566	2,304	4,575	91
Washington	9,010	-0.4%	2,706	116	2,226	4,700	8
West Virginia	1,791	11.9%	854	292	139	587	12
Wisconsin	8,380	0.2%	1,939	985	2,013	4,487	106
Wyoming	950	0.0%	241	333	174	283	2
<b>Nationwide</b>	<b>392,896</b>	<b>-0.2%</b>	<b>87,022</b>	<b>51,735</b>	<b>52,319</b>	<b>229,817</b>	<b>1,736</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 Currency

FCA - Farm Credit Administration