



# **NMLS Mortgage Industry Report**

## **2014 Q2 Update**

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Conference of State Bank Supervisors  
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## NMLS Mortgage Industry Report: 2014Q2 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>

### Contents

1. Mortgage Entities in NMLS
2. State-Licensed Mortgage Entities, June 30, 2014
3. 2014Q2 State Licensing Activities: Mortgage Company Licenses
4. 2014Q2 State Licensing Activities: Mortgage Loan Originator Licenses
5. Mortgage Call Report
6. Federally Registered Mortgage Loan Originators

## 1. Mortgage Entities in NMLS

### *State-Licensed Entities*

Type	Unique Entities	Licenses
Company	15,547	35,050
Branch	19,860	40,493
Individual	123,171	323,137

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	10,434
Mortgage Loan Originator	392,367

### *Dual Entities*

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

Type	Unique Entities
Company	100
Individual	4,305

<sup>1</sup> Unless otherwise noted, all figures cover activity from 2014Q2, or statuses as of June 30, 2014.

## 2. State-Licensed Mortgage Entities<sup>1</sup>, June 30, 2014

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	473	1.9%	115	682	5,974	38.7%	883	12.5
Alaska	150	12.8%	26	169	1,226	45.1%	174	8.1
Arizona	730	3.4%	412	1,611	7,569	9.1%	3,783	12.3
Arkansas	302	5.6%	27	380	2,426	9.0%	180	8.6
California BRE	5,774	-0.3%	5,706	1,047	18,147	-1.8%	16,697	2.7
California DBO	890	9.7%	383	4,739	22,191	12.9%	10,845	26.0
Colorado	1,056	5.3%	471	(6)	8,152	10.7%	2,627 <sup>7</sup>	8.2 <sup>7</sup>
Connecticut	575	-4.5%	155	492	5,330	-2.4%	925	8.1
Delaware	298	(5)	12	462	2,780	20.5%	215	10.3
District of Columbia	412	7.3%	6	624	2,838	21.7%	50	7.9
Florida	1,913	2.7%	1,027	1,676	17,691	10.0%	6,685 <sup>7</sup>	8.9 <sup>7</sup>
Georgia	830	4.9%	349	507	8,358	14.8%	2,197	11.1
Hawaii	283	23.0%	115	160	1,621	13.2%	659	6.4
Idaho	295	-1.0%	40	407	2,618	22.9%	508	6.9
Illinois	723	-4.0%	290	354	9,135	3.2%	3,347	12.8
Indiana DFI	340	5.3%	30	(6)	6,543	26.7%	875	17.2
Indiana SOS	148	-2.6%	83	19	532	-2.2%	244	2.8
Iowa	482	5.2%	100	578	3,241	32.9%	252	11.6
Kansas	385	4.3%	43	554	3,465	38.4%	624	10.9
Kentucky	422	1.4%	70	609	5,206	16.3%	878	15.2
Louisiana	442	1.6%	179	716	5,694	41.4%	1,098	10.7
Maine	309	1.0%	52	396	2,078	2.6%	303	7.8
Maryland	753	1.3%	202	1,181	8,573	20.4%	2,120	12.2
Massachusetts	504	-1.8%	184	822	7,255	22.5%	1,679	14.6
Michigan	671	-0.1%	278	(6)	8,125	19.1%	3,780	12.9
Minnesota	565	1.8%	171	477	4,431	4.7%	1,400	10.0
Mississippi	301	2.4%	46	425	2,483	16.5%	380	8.2
Missouri	(4)	(4)	(4)	(6)	4,317	7.6%	1,218 <sup>7</sup>	26.2 <sup>7</sup>
Montana	235	14.6%	33	277	1,685	48.5%	125	7.6
Nebraska	320	6.7%	33	370	2,028	30.8%	168	8.1
Nevada	289	8.6%	102	393	4,124	19.3%	1,574	13.4
New Hampshire	367	-0.8%	35	523	3,140	11.9%	490	11.1
New Jersey	719	4.5%	298	1,054	10,875	11.5%	3,521	13.0
New Mexico	376	4.4%	58	566	3,432	25.3%	459	8.0
New York	881	-2.0%	605	741	6,513	2.0%	2,783	8.3
North Carolina	537	-0.4%	152	793	8,994	17.3%	2,273	15.9
North Dakota	338	16.6%	31	312	1,795	39.3%	57	8.9
Ohio	565	3.3%	240	1,632	6,396	6.1%	2,422	12.5
Oklahoma DCC	314	0.6%	69	388	3,275	8.9%	542	8.8
Oregon	611	0.2%	174	1,147	6,374	6.2%	1,733	9.9
Pennsylvania	814	0.6%	379	1,305	11,233	15.1%	2,799	11.5
Puerto Rico	79	16.2%	37	215	381	13.1%	313	8.6
Rhode Island	337	13.1%	35	345	2,330	32.4%	468	9.8
South Carolina BFI	332	3.1%	13	695	4,734	12.1%	615	12.5
South Carolina DCA	141	14.6%	97	58	451	6.6%	297	2.7
South Dakota	233	6.9%	6	(6)	1,647	62.7%	80	9.3
Tennessee	549	3.0%	116	1,192	7,273	27.0%	1,445	13.2
Texas OCC	(4)	(4)	(4)	(6)	457	-33.7%	97 <sup>7</sup>	(7)
Texas SML	1,515	2.2%	1,024	2,047	16,780	17.0%	7,525	10.1
Utah DFI	(4)	(4)	(4)	(6)	204	-18.4%	6 <sup>7</sup>	(7)
Utah DRE	474	1.7%	250	322	4,352	8.0%	2,567	8.7
Vermont	269	0.7%	20	317	1,425	36.8%	84	8.1

	COMPANY			BRANCH		MLO		
State Agency	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
Virgin Islands	32	10.3%	1	40	95	-5.9%	28	5.4
Virginia	744	-2.4%	234	1,481	11,519	26.2%	2,191 <sup>7</sup>	14.5 <sup>7</sup>
Washington	814	2.5%	235	1,886	11,553	18.5%	3,350	13.8
West Virginia	317	2.9%	34	384	1,824	15.7%	89	7.2
Wisconsin	432	3.3%	81	716	5,896	34.9%	863	13.6
Wyoming	214	-0.5%	7	237	1,680	45.3%	53	8.3
<b>Nationwide</b>	<b>15,547</b>	<b>-1.6%</b>	<b>-</b>	<b>19,860</b>	<b>123,171</b>	<b>3.0%</b>	<b>-</b>	<b>7.5</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. The following agencies did not manage company licensing through NMLS in 2014Q2: Texas OCC, Utah DFI. Missouri was in transition to NMLS.

5. Delaware did not manage company licensing through NMLS in 2013Q2. Annual percent change cannot be determined.

6. The following agencies did not manage branch licensing through NMLS in 2014Q2: Colorado, Indiana DFI, Michigan, South Dakota, Texas OCC, Utah DFI. Missouri was in transition to NMLS.

7. The following agencies do not require Sponsorship of MLOs by the employing company: Colorado, Missouri, Florida, Virginia, Texas OCC, Utah DFI. MLOs located in the state and Average MLOs per Company may not be accurate.

### 3. 2014Q2 State Licensing Activities: Mortgage Company Licenses<sup>1</sup>

	New Applications	Applications Processed			License Expirations		
State Agency		Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	27	21	-	-	-	6	1
Alaska	15	20	-	1	-	2	-
Arizona	24	31	-	9	-	9	1
Arkansas	7	7	-	1	-	6	-
California BRE	223	159	-	51	-	-	1
California DBO	61	41	-	8	2	11	-
Colorado	41	44	-	19	-	3	-
Connecticut	16	15	-	4	1	9	-
Delaware	14	22	-	-	-	4	-
District of Columbia	24	21	-	1	-	3	-
Florida	92	93	5	9	-	28	3
Georgia	46	40	-	4	-	10	1
Guam	1	-	-	-	-	-	-
Hawaii	20	14	(2)	-	-	8	-
Idaho	20	13	-	5	-	8	-
Illinois	25	22	-	1	2	11	4
Indiana DFI	18	15	-	2	-	3	-
Indiana SOS	5	4	-	1	-	1	1
Iowa	27	21	-	1	-	5	-
Kansas	10	9	1	1	-	4	-
Kentucky	13	15	-	-	-	4	-
Louisiana	18	18	-	1	-	7	-
Maine	4	5	-	1	-	6	-
Maryland	34	27	-	8	-	11	-
Massachusetts	35	20	-	19	-	10	-
Michigan	37	31	-	5	-	13	-
Minnesota	22	10	-	5	-	7	-
Mississippi	9	16	-	2	-	6	-
Missouri	7	-	-	-	-	-	-
Montana	12	13	-	3	-	1	-
Nebraska	7	10	-	1	-	4	-
Nevada	28	20	-	5	-	2	-
New Hampshire	10	12	-	2	-	4	-
New Jersey	22	28	-	6	-	10	-
New Mexico	17	18	-	-	-	4	-
New York	25	12	-	14	-	23	29
North Carolina	28	21	-	14	-	6	1
North Dakota	15	19	-	-	-	5	1
Ohio	29	31	-	-	-	10	1
Oklahoma DCC	14	16	-	1	-	11	-
Oregon	23	20	-	2	-	12	1
Pennsylvania	30	34	-	1	1	21	1
Puerto Rico	6	4	-	-	-	1	-
Rhode Island	4	13	-	-	-	1	-

	New Applications	Applications Processed			License Expirations		
State Agency		Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	18	22	-	3	-	3	-
South Carolina DCA	5	5	-	1	-	-	-
South Dakota	11	13	-	-	-	3	-
Tennessee	25	18	-	-	-	3	-
Texas SML	92	68	-	10	1	19	-
Utah DRE	25	29	-	1	-	4	-
Vermont	17	11	-	5	-	3	1
Virgin Islands	-	3	-	-	-	-	1
Virginia	40	19	-	1	-	25	-
Washington	32	29	-	5	2	31	1
West Virginia	14	15	-	2	-	1	-
Wisconsin	24	15	-	5	2	1	-
Wyoming	8	3	-	1	-	1	2
<b>National</b>	<b>1,476</b>	<b>1,275</b>	<b>6</b>	<b>242</b>	<b>11</b>	<b>404</b>	<b>51</b>

#### Notes

1. The following agencies did not manage company licensing through NMLS in 2014Q2: 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. 2014Q2 State Licensing Activities: Mortgage Loan Originator Licenses

	New Applications	Applications Processed			License Expirations		
State Agency		Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	659	667	-	4	-	32	-
Alaska	126	149	1	18	-	7	-
Arizona	482	462	-	57	-	33	-
Arkansas	332	354	-	-	-	223	-
California BRE	485	416	1	424	1	-	1
California DBO	1,905	1,846	-	65	-	2	3
Colorado	575	582	1	47	-	2	-
Connecticut	302	287	-	16	-	20	-
Delaware	288	375	-	10	-	60	-
District of Columbia	295	327	-	3	-	11	-
Florida	1,439	1,388	57	35	1	75	10
Georgia	1,123	1,050	11	158	1	164	294
Hawaii	115	101	(1)	5	-	7	-
Idaho	248	204	-	32	-	12	8
Illinois	709	673	-	11	1	43	7
Indiana DFI	568	667	-	9	-	31	1
Indiana SOS	32	30	-	3	-	1	1
Iowa	336	296	-	-	-	27	-
Kansas	307	288	6	19	-	13	1
Kentucky	566	548	-	37	-	412	-
Louisiana	563	661	-	5	-	19	-
Maine	119	129	-	-	-	10	-
Maryland	840	813	-	75	-	37	7
Massachusetts	805	723	-	45	-	41	-
Michigan	798	774	-	63	-	68	-
Minnesota	321	293	-	21	-	23	1
Mississippi	445	422	-	37	-	217	7
Missouri	459	384	-	15	-	15	17
Montana	138	118	-	39	-	7	-
Nebraska	221	183	2	22	-	15	-
Nevada	452	406	-	36	-	15	1
New Hampshire	370	414	-	49	-	236	-
New Jersey	1,060	1,014	-	57	-	53	2
New Mexico	453	459	-	1	-	13	1
New York	482	393	1	126	-	41	22
North Carolina	942	844	-	74	-	56	11
North Dakota	206	192	-	-	-	10	-
Ohio	880	758	3	15	1	64	-
Oklahoma DCC	274	278	-	2	-	27	1
Oregon	465	442	-	13	-	19	-
Pennsylvania	1,111	1,031	-	67	-	63	3
Puerto Rico	42	37	1	-	-	-	-
Rhode Island	176	167	-	3	-	5	3
South Carolina BFI	435	453	-	21	-	21	-

	New Applications	Applications Processed			License Expirations		
State Agency		Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina DCA	32	24	-	5	-	1	-
South Dakota	182	202	-	3	-	13	-
Tennessee	800	761	22	5	-	25	-
Texas OCCC	52	43	1	12	-	-	-
Texas SML	1,650	1,548	7	143	1	60	2
Utah DFI	25	18	-	9	-	-	1
Utah DRE	215	224	-	13	-	19	-
Vermont	162	182	-	34	-	5	-
Virgin Islands	7	10	-	-	-	-	-
Virginia	1,158	1,079	-	152	-	63	94
Washington	1,204	1,229	1	33	-	46	-
West Virginia	151	160	-	5	-	12	-
Wisconsin	587	575	-	25	-	27	-
Wyoming	230	155	5	48	-	8	201
<b>National</b>	<b>29,404</b>	<b>28,308</b>	<b>120</b>	<b>2,226</b>	<b>6</b>	<b>2,529</b>	<b>700</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.

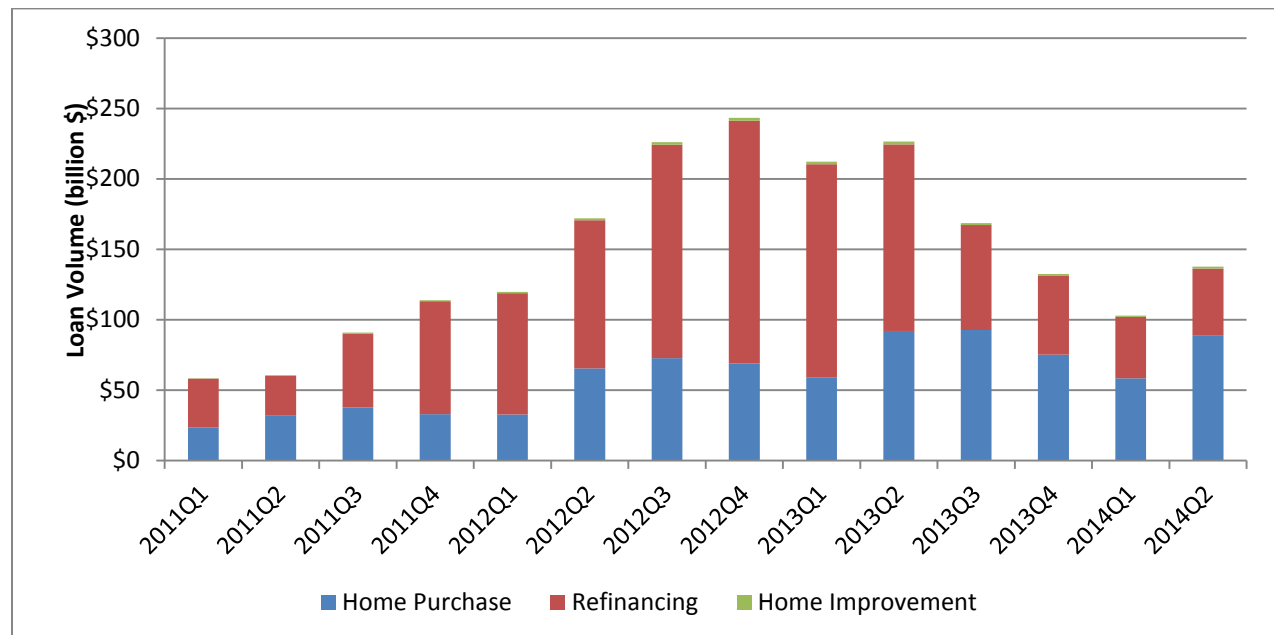


## 5. Mortgage Call Report

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

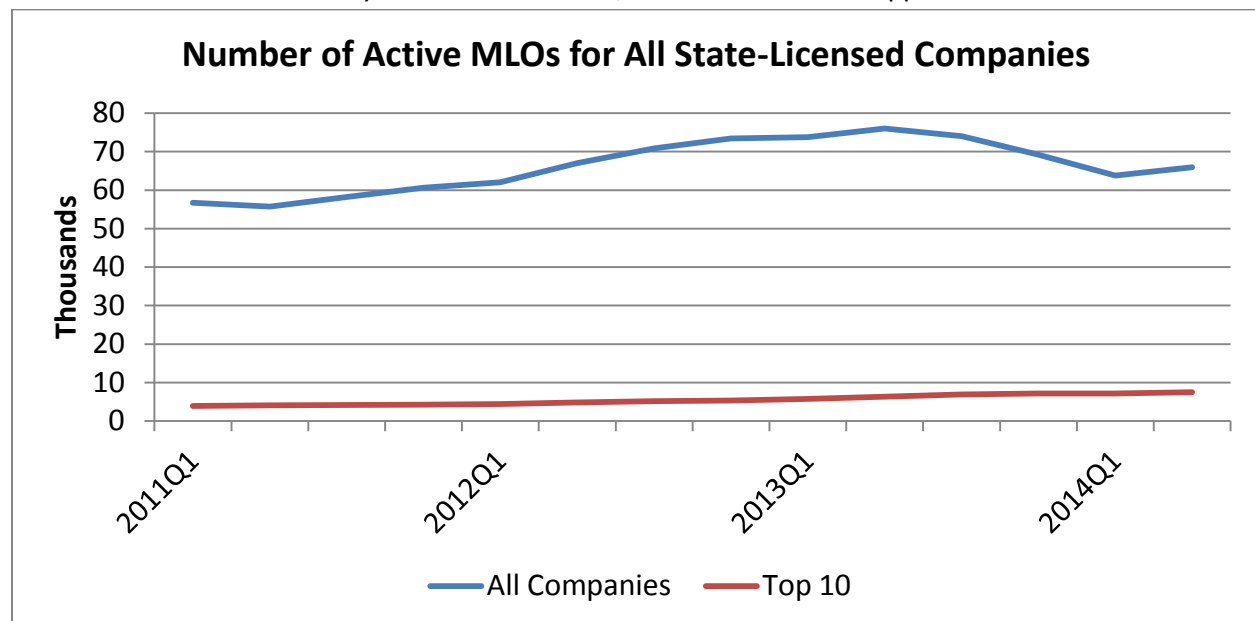
### *Loan Originations by Purpose*

Loan originations reported by state-licensed companies for 2014Q2 are up 34% from 2014Q1. Year over year, refinancing fell by 64 percent, while home purchases are down 4 percent.



### *Active MLOs*

The number of Active MLOs\* at the Top 10 state-licensed companies (by origination volume) saw an increase of 19% from Q2 last year. But nationwide, active MLOs have dropped 13%.



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

## 6. Federally Registered Mortgage Loan Originators, June 30, 2014

State	Total	Annual percentage change	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,466	3.9%	2,226	2,189	935	1,848	89
Alaska	619	-2.7%	105	6	104	442	-
Arizona	10,094	-11.6%	544	674	1,246	8,274	1
Arkansas	3,838	25.3%	973	2,075	193	891	84
California	41,423	-4.3%	5,013	1,903	5,089	31,515	-
Colorado	7,820	-2.0%	1,568	1,018	1,034	4,871	1
Connecticut	5,740	3.1%	1,174	71	482	4,278	2
Delaware	1,741	-3.2%	133	352	130	1,248	8
District of Columbia	1,053	3.7%	103	71	171	773	-
Florida	23,344	-4.5%	3,589	4,334	3,498	14,344	32
Georgia	8,923	2.2%	3,769	1,411	691	3,964	55
Guam	116	-6.5%	64	26	17	12	-
Hawaii	1,882	-2.5%	607	446	404	539	4
Idaho	2,388	3.3%	814	28	454	1,308	6
Illinois	18,027	-2.6%	4,159	2,585	1,630	11,212	10
Indiana	8,175	-0.1%	1,579	1,516	1,494	4,290	83
Iowa	5,377	-1.2%	2,317	644	857	2,014	24
Kansas	4,467	1.4%	1,539	753	576	2,139	20
Kentucky	6,110	0.9%	2,402	994	524	2,580	76
Louisiana	5,891	1.9%	2,656	979	546	2,381	54
Maine	1,736	-1.4%	563	68	430	789	3
Maryland	6,805	-2.6%	1,353	1,706	761	3,778	45
Massachusetts	9,145	5.2%	3,285	439	1,571	4,707	-
Michigan	12,178	-8.4%	1,521	3,365	2,514	5,788	92
Minnesota	8,062	-3.9%	2,083	299	1,336	4,870	52
Mississippi	3,478	3.9%	1,977	669	173	854	53
Missouri	9,363	-9.0%	2,860	1,911	956	4,426	26
Montana	1,443	2.6%	509	364	227	495	6
Nebraska	3,429	-2.1%	1,367	342	555	1,465	21
Nevada	2,682	-20.9%	486	34	198	2,103	-
New Hampshire	1,618	4.3%	320	14	315	1,066	-
New Jersey	11,590	-1.3%	1,986	329	472	9,360	1
New Mexico	1,847	-1.8%	463	127	263	1,124	5
New York	25,022	3.4%	1,080	2,672	2,498	19,562	6
North Carolina	11,025	5.7%	4,228	1,303	2,160	4,582	157
North Dakota	1,100	4.0%	439	19	227	492	-
Ohio	17,129	-10.9%	2,211	2,741	2,062	11,843	84
Oklahoma	4,784	11.4%	1,677	1,332	510	1,794	35
Oregon	5,887	-1.8%	1,572	40	1,378	3,316	10
Pennsylvania	18,166	2.9%	5,764	2,138	2,137	9,673	65
Puerto Rico	933	-1.9%	341	230	336	43	2
Rhode Island	1,670	5.2%	379	14	327	1,083	-

State	Total	Annual percentage change	FDIC	FRB	NCUA	OCC	FCA
South Carolina	4,685	0.8%	2,222	536	721	1,876	44
South Dakota	1,392	0.1%	379	161	203	728	13
Tennessee	7,858	3.5%	3,125	2,217	880	2,425	71
Texas	25,109	-8.0%	4,210	3,745	2,211	17,186	232
Utah	4,013	-2.3%	463	114	1,608	2,068	-
Vermont	822	-14.5%	195	21	195	457	-
Virgin Islands	105	2.9%	26	7	57	24	-
Virginia	10,969	3.4%	2,530	2,637	2,326	4,481	91
Washington	9,063	-1.8%	2,740	124	2,318	4,656	7
West Virginia	1,787	11.2%	869	305	143	567	12
Wisconsin	8,491	0.6%	1,971	971	2,062	4,553	111
Wyoming	945	2.6%	232	333	180	286	4
<b>Nationwide</b>	<b>392,367</b>	<b>-1.9%</b>	<b>89,159</b>	<b>52,439</b>	<b>53,753</b>	<b>227,203</b>	<b>1,785</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