



# **NMLS Mortgage Industry Report**

## **2014 Q3 Update**

Released December 12, 2014  
Conference of State Bank Supervisors  
1129 20<sup>th</sup> Street, NW, 9<sup>th</sup> Floor  
Washington, D.C. 20036-4307

## NMLS Mortgage Industry Report: 2014Q3 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, September 30, 2014
3. 2014Q3 State Licensing Activities: Mortgage Company Licenses
4. 2014Q3 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	15,887	36,107
Branch	20,464	42,443
Individual	127,745	343,800

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	10,502
Mortgage Loan Originator	393,981

### *Dual Entities*

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

Type	Unique Entities
Company	99
Individual	5,047

<sup>1</sup> Unless otherwise noted, all figures cover activity from 2014Q3, or statuses as of September 30, 2014.

## 2. State-Licensed Mortgage Entities<sup>1</sup>, September 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	492	3.6%	115	711	6,573	26.5%	915	12.7
Alaska	154	10.8%	27	170	1,289	19.0%	177	8.1
Arizona	740	0.8%	414	1,657	7,995	7.0%	3,868	12.3
Arkansas	309	4.7%	27	394	2,481	6.4%	179	8.7
California BRE	5,924	0.0%	5,855	1,016	18,435	-2.4%	16,949	2.7
California DBO	895	7.7%	384	4,916	23,754	10.7%	11,431	26.5
Colorado	1,061	1.5%	475	(6)	8,598	6.8%	2,701 <sup>7</sup>	8.3 <sup>7</sup>
Connecticut	577	-3.5%	155	494	5,503	-5.2%	938	8.1
Delaware	310	(5)	14	491	2,899	6.2%	213	9.9
District of Columbia	418	5.3%	6	655	3,036	20.3%	55	7.9
Florida	1,952	2.6%	1,046	1,741	18,816	8.5%	6,940 <sup>7</sup>	9.1 <sup>7</sup>
Georgia	853	5.4%	354	518	8,738	5.6%	2,277	11.3
Hawaii	287	20.1%	113	162	1,711	8.9%	691	6.7
Idaho	302	0.3%	40	443	2,782	9.7%	521	7.0
Illinois	725	-6.2%	286	358	9,641	1.6%	3,395	13.0
Indiana DFI	346	3.6%	30	(6)	6,934	9.2%	910	17.4
Indiana SOS	151	-4.4%	83	19	550	-5.5%	249	2.8
Iowa	505	5.6%	102	613	3,484	17.0%	275	11.3
Kansas	391	4.3%	43	574	3,672	17.1%	630	11.0
Kentucky	430	2.4%	68	632	5,262	3.2%	899	15.0
Louisiana	447	-0.9%	181	770	6,134	20.9%	1,131	10.7
Maine	316	1.0%	52	404	2,336	8.8%	312	8.4
Maryland	759	-0.3%	202	1,210	9,131	16.4%	2,183	12.4
Massachusetts	519	-0.4%	186	845	7,735	15.8%	1,713	14.8
Michigan	694	0.4%	278	(6)	8,692	9.2%	3,810	13.2
Minnesota	575	-0.9%	173	484	4,632	0.8%	1,408	9.8
Mississippi	301	-0.7%	44	443	2,588	17.8%	399	8.7
Missouri	(4)	(4)	(4)	(6)	4,654	7.4%	1,602 <sup>7</sup>	12.1 <sup>7</sup>
Montana	242	10.5%	33	295	1,817	29.8%	127	7.8
Nebraska	332	6.1%	32	386	2,179	17.6%	173	8.0
Nevada	298	10.0%	109	423	4,460	18.4%	1,630	13.6
New Hampshire	372	-0.5%	35	542	3,217	6.5%	477	11.1
New Jersey	727	4.3%	297	1,102	11,825	12.1%	3,560	13.7
New Mexico	384	4.9%	60	583	3,669	19.9%	459	7.9
New York	882	-3.0%	602	770	6,897	3.8%	2,824	8.6
North Carolina	539	0.2%	150	842	9,603	12.2%	2,319	16.0
North Dakota	355	13.1%	30	324	1,931	20.6%	54	8.8
Ohio	572	3.1%	241	1,699	7,028	8.1%	2,476	13.0
Oklahoma DCC	321	2.2%	68	411	3,459	5.3%	554	8.9
Oregon	618	-0.8%	176	1,186	6,685	4.6%	1,760	10.0
Pennsylvania	837	1.5%	387	1,373	12,190	10.8%	2,857	11.9
Puerto Rico	86	17.8%	39	214	413	14.7%	307	8.2
Rhode Island	350	5.1%	35	380	2,505	14.8%	468	9.7
South Carolina BFI	332	1.5%	15	728	5,054	10.2%	636	12.7
South Carolina DCA	144	7.5%	99	62	460	1.1%	296	2.6
South Dakota	248	12.2%	6	(6)	1,772	29.8%	83	9.1
Tennessee	563	1.4%	116	1,251	7,779	19.0%	1,490	13.4
Texas OCC	(4)	(4)	(4)	(6)	480	-36.1%	99 <sup>7</sup>	(7)
Texas SML	1,543	1.8%	1,038	2,143	18,105	17.8%	7,684	10.4
Utah DFI	(4)	(4)	(4)	(6)	216	-26.3%	7 <sup>7</sup>	(7)
Utah DRE	484	0.0%	253	322	4,494	5.5%	2,573	8.6
Vermont	274	0.0%	21	331	1,500	24.9%	91	8.0

	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	0.0%	1	41	98	-5.8%	29	5.2
Virginia	756	-1.7%	232	1,518	12,295	16.6%	2,248 <sup>7</sup>	14.6
Washington	809	-0.4%	232	1,917	12,541	14.9%	3,414	14.6
West Virginia	325	2.8%	35	388	1,918	11.8%	90	7.1
Wisconsin	446	3.5%	78	771	6,383	22.3%	872	13.5
Wyoming	216	-0.5%	7	251	1,817	30.1%	52	8.3
<b>Nationwide</b>	<b>15,887</b>	<b>-0.8%</b>	<b>-</b>	<b>20,464</b>	<b>127,745</b>	<b>1.7%</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 mortgage company licensing through NMLS in 2014Q3: Texas OCC, Utah DFI. Missouri was in transition to NMLS.
5. Delaware did not manage mortgage company licensing through NMLS in 2013Q3. Annual percent change cannot be determined.
6. The following agencies did not manage mortgage branch licensing through NMLS in 2014Q3: 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, Texas OCC, Utah DFI. MLOs located in the state and Average MLOs per Company may not be accurate.

### 3. 2014Q3 State Licensing Activities: Mortgage Company Licenses<sup>1</sup>

	New Applications	Applications Processed			License Expirations		
State Agency		Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	21	28	-	-	-	7	-
Alaska	12	5	-	3	-	1	-
Arizona	29	24	-	3	-	13	-
Arkansas	14	10	-	-	-	5	-
California BRE	182	135	-	3	-	-	1
California DBO	48	33	-	16	2	24	-
Colorado	26	21	-	-	-	17	-
Connecticut	9	8	-	1	-	6	-
Delaware	14	14	-	1	-	2	-
District of Columbia	11	13	-	-	-	5	-
Florida	79	87	6	7	-	30	16
Georgia	35	36	-	2	1	12	-
Hawaii	11	15	(2)	1	-	6	1
Idaho	17	16	1	4	-	9	-
Illinois	25	19	-	2	1	16	6
Indiana DFI	20	14	-	4	-	7	-
Indiana SOS	6	4	-	2	-	-	1
Iowa	30	34	-	1	-	5	-
Kansas	13	13	-	3	-	7	-
Kentucky	16	18	-	4	1	9	-
Louisiana	17	13	-	2	-	8	-
Maine	12	8	-	-	-	1	-
Maryland	19	17	-	6	-	10	-
Massachusetts	62	35	-	15	-	10	11
Michigan	40	40	-	6	-	15	-
Minnesota	33	20	2	4	-	9	-
Mississippi	16	7	-	1	-	9	-
Missouri	24	12	-	8	-	1	-
Montana	17	16	-	1	-	6	-
Nebraska	20	19	-	2	-	8	-
Nevada	10	16	-	6	-	7	-
New Hampshire	14	9	-	1	-	4	-
New Jersey	15	14	-	3	-	6	-
New Mexico	11	12	-	1	-	4	-
New York	20	27	-	8	-	16	32
North Carolina	31	11	-	8	1	9	-
North Dakota	17	18	-	-	-	1	-
Ohio	20	21	-	2	-	10	-
Oklahoma DCC	17	21	-	10	-	11	2
Oregon	15	15	1	2	-	9	-
Pennsylvania	27	28	-	7	-	7	-
Puerto Rico	6	7	-	-	-	-	-
Rhode Island	9	18	-	2	-	2	-
South Carolina BFI	12	11	-	3	-	7	1

	New Applications	Applications Processed			License Expirations		
State Agency		Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina DCA	10	4	-	-	-	1	-
South Dakota	16	18	-	2	-	3	-
Tennessee	16	23	1	1	-	9	-
Texas SML	52	54	-	16	-	20	1
Utah DRE	21	23	-	3	-	4	-
Vermont	17	10	-	4	-	5	-
Virginia	33	41	1	12	2	19	-
Washington	34	21	-	2	-	26	1
West Virginia	15	11	-	1	-	2	-
Wisconsin	26	28	1	3	-	10	-
Wyoming	8	8	-	-	-	6	-
Wisconsin	24	15	-	5	2	1	-
Wyoming	8	3	-	1	-	1	2
<b>National</b>	<b>1,382</b>	<b>1,221</b>	<b>13</b>	<b>205</b>	<b>10</b>	<b>458</b>	<b>75</b>

#### Notes

1. The following agencies did not manage mortgage company licensing through NMLS in 2014Q3: 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. 2014Q3 State Licensing Activities: Mortgage Loan Originator Licenses

	New Applications	Applications Processed			License Expirations		
State Agency		Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	747	657	-	2	-	59	-
Alaska	86	77	-	14	-	14	-
Arizona	476	461	-	77	-	35	-
Arkansas	263	296	-	9	-	240	-
California BRE	430	277	2	41	1	2	-
California DBO	1,538	1,743	-	101	-	180	9
Colorado	486	460	-	16	-	13	1
Connecticut	222	212	-	25	-	38	1
Delaware	198	186	3	12	-	64	2
District of Columbia	196	219	-	8	-	22	-
Florida	1,207	1,276	44	52	-	122	34
Georgia	825	836	23	145	1	235	222
Guam	2	-	-	-	-	-	-
Hawaii	102	114	(1)	5	-	22	-
Idaho	220	193	-	35	-	29	-
Illinois	551	554	-	9	4	49	-
Indiana DFI	462	436	-	5	-	47	-
Indiana SOS	25	22	1	5	-	2	2
Iowa	229	285	-	1	-	42	-
Kansas	247	249	11	35	-	42	-
Kentucky	498	486	-	45	-	436	-
Louisiana	525	508	-	3	-	68	-
Maine	285	278	-	-	-	20	-
Maryland	684	607	-	65	-	52	-
Massachusetts	544	526	1	20	-	47	-
Michigan	737	672	-	57	-	105	-
Minnesota	258	237	-	6	1	34	1
Mississippi	333	340	1	19	-	239	-
Missouri	306	367	-	29	-	34	26
Montana	126	149	-	8	-	17	-
Nebraska	166	162	1	30	-	11	-
Nevada	371	362	-	54	-	28	1
New Hampshire	257	277	-	39	-	173	-
New Jersey	914	1,016	1	60	-	60	-
New Mexico	292	257	-	2	-	21	-
New York	535	430	-	84	-	24	22
North Carolina	780	694	1	58	1	83	2
North Dakota	143	156	-	3	-	20	-
Ohio	1,000	997	3	32	3	103	-
Oklahoma DCC	182	205	2	60	-	21	1
Oregon	354	354	-	15	1	42	-
Pennsylvania	1,016	1,057	1	34	-	100	1
Puerto Rico	24	33	-	17	-	1	-
Rhode Island	122	177	-	8	-	1	-

	New Applications	Applications Processed			License Expirations		
State Agency		Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	326	362	-	32	-	42	-
South Carolina DCA	27	12	1	6	-	2	-
South Dakota	123	141	-	2	-	17	-
Tennessee	555	570	10	5	-	62	-
Texas OCCC	36	24	-	9	-	1	1
Texas SML	1,386	1,440	11	152	-	112	-
Utah DFI	14	13	-	3	-	1	-
Utah DRE	183	174	1	7	-	33	-
Vermont	91	87	-	38	-	12	-
Virgin Islands	6	3	-	1	-	-	-
Virginia	1,004	883	-	162	-	105	4
Washington	1,003	1,052	1	27	1	71	-
West Virginia	129	115	-	7	-	22	-
Wisconsin	547	549	-	33	-	62	-
Wyoming	136	154	5	13	-	17	-
<b>National</b>	<b>23,697</b>	<b>23,745</b>	<b>124</b>	<b>1,826</b>	<b>13</b>	<b>3,483</b>	<b>330</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.

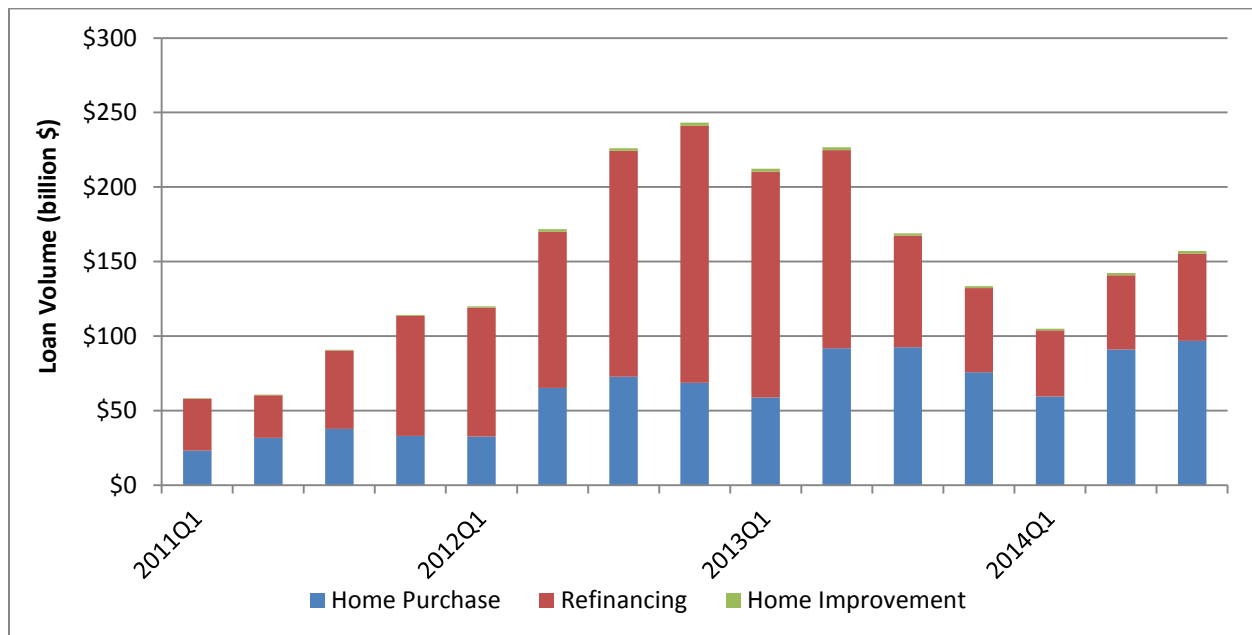


## 5. Mortgage Call Report

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

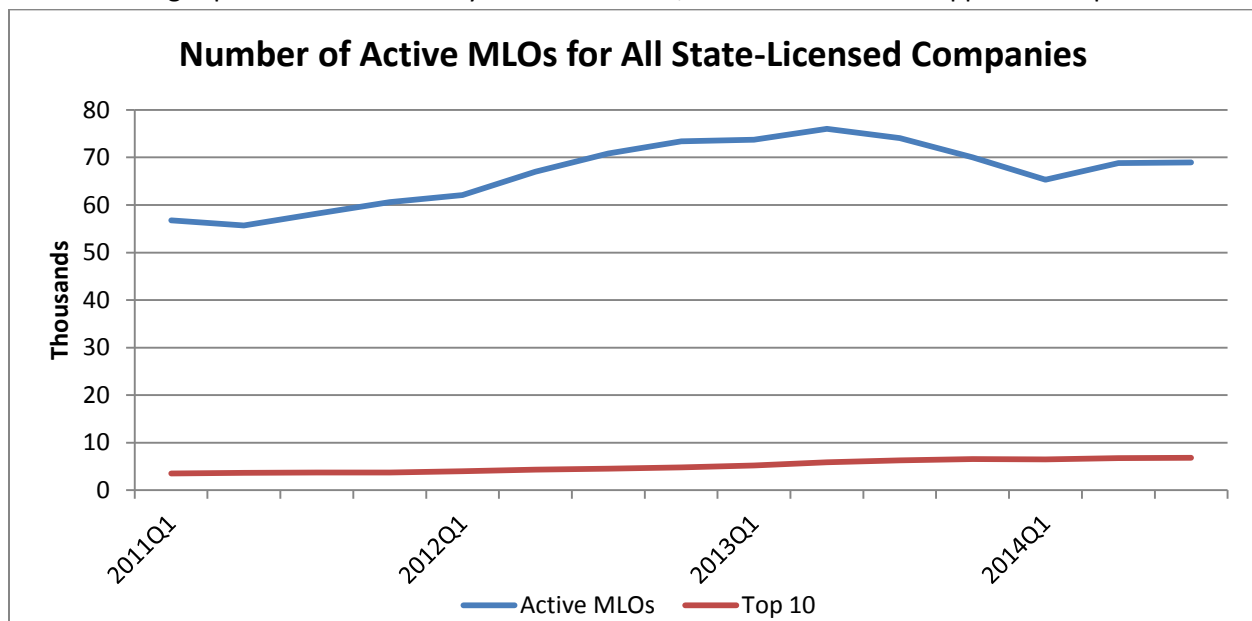
### *Loan Originations by Purpose*

Loan originations reported by state-licensed companies for 2014Q3 are up 10.4% from 2014Q2. Year over year, refinancing fell by 22 percent, while home purchases are up 5 percent.



### *Active MLOs*

The number of Active MLOs\* at the Top 10 state-licensed companies (by origination volume) saw an increase of eight percent from Q3 last year. Nationwide, active MLOs have dropped seven percent.



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

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

State	Total	Annual percentage change	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,494	3.3%	2,254	2,200	949	1,840	92
Alaska	648	2.5%	107	6	110	469	-
Arizona	10,078	-11.4%	541	707	1,267	8,267	1
Arkansas	3,923	25.7%	991	2,134	217	946	86
California	41,392	-5.3%	5,047	1,969	5,211	31,417	-
Colorado	7,929	-2.5%	1,582	1,035	1,044	4,956	1
Connecticut	5,756	1.2%	1,209	80	484	4,277	2
Delaware	1,716	-4.9%	134	351	135	1,224	8
District of Columbia	1,067	2.8%	111	78	176	777	-
Florida	23,424	-4.9%	3,696	4,343	3,659	14,365	38
Georgia	8,965	0.3%	3,818	1,385	725	3,973	55
Guam	113	-8.9%	61	25	18	10	-
Hawaii	1,874	-4.2%	604	448	414	520	4
Idaho	2,413	3.3%	808	30	462	1,349	6
Illinois	18,053	-3.1%	4,166	2,572	1,659	11,350	9
Indiana	8,213	-0.3%	1,615	1,528	1,544	4,299	85
Iowa	5,463	-0.2%	2,338	655	867	2,075	25
Kansas	4,425	-0.2%	1,540	747	574	2,047	20
Kentucky	6,100	0.0%	2,375	1,006	530	2,569	76
Louisiana	5,906	1.3%	2,693	1,012	563	2,369	52
Maine	1,748	-1.6%	604	62	433	798	3
Maryland	6,830	-5.8%	1,347	1,752	766	3,787	47
Massachusetts	9,263	5.3%	3,351	436	1,630	4,763	-
Michigan	12,323	-7.0%	1,579	3,384	2,599	5,917	91
Minnesota	8,086	-3.7%	2,103	287	1,340	4,914	52
Mississippi	3,483	3.2%	1,988	671	181	852	49
Missouri	9,444	-8.3%	2,869	2,074	971	4,498	26
Montana	1,447	0.7%	514	372	232	492	6
Nebraska	3,472	-0.9%	1,392	348	570	1,458	21
Nevada	2,725	-21.2%	507	30	199	2,140	-
New Hampshire	1,602	3.0%	320	16	317	1,046	-
New Jersey	11,517	-3.1%	2,028	341	473	9,272	1
New Mexico	1,837	-1.3%	462	129	261	1,121	5
New York	24,970	0.7%	1,112	2,683	2,627	19,418	6
North Carolina	11,215	6.6%	4,277	1,284	2,239	4,702	159
North Dakota	1,114	3.1%	456	21	233	496	-
Ohio	17,245	-9.6%	2,206	2,778	2,102	12,008	86
Oklahoma	4,786	10.8%	1,667	1,387	516	1,785	35
Oregon	5,887	-4.0%	1,599	39	1,394	3,309	10
Pennsylvania	18,388	4.7%	6,019	2,132	2,151	9,684	66
Puerto Rico	948	-2.5%	347	230	346	43	2
Rhode Island	1,690	6.0%	391	16	337	1,097	-

State	Total	Annual percentage change	FDIC	FRB	NCUA	OCC	FCA
South Carolina	4,661	0.9%	2,268	524	734	1,838	44
South Dakota	1,401	-1.4%	387	162	199	744	13
Tennessee	7,947	2.8%	3,198	2,214	903	2,441	73
Texas	24,930	-9.0%	4,351	3,769	2,260	16,907	238
Utah	4,020	-2.6%	456	117	1,635	2,068	-
Vermont	828	-13.8%	196	17	201	462	-
Virgin Islands	106	1.0%	22	8	57	30	-
Virginia	11,011	3.6%	2,547	2,619	2,431	4,490	94
Washington	9,045	-3.2%	2,719	128	2,310	4,690	7
West Virginia	1,763	7.0%	867	297	143	559	12
Wisconsin	8,622	1.7%	1,992	999	2,103	4,674	107
Wyoming	958	3.0%	243	345	176	298	4
<b>Nationwide</b>	<b>393,981</b>	<b>-2.3%</b>	<b>90,550</b>	<b>53,081</b>	<b>55,061</b>	<b>227,763</b>	<b>1,803</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 the Currency

FCA - Farm Credit Administration