



# **NMLS Mortgage Industry Report**

## **2015 Q4 Update**

February 16, 2016  
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: 2015Q4 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
<b>Company</b>	16,005	37,857
<b>Branch</b>	21,182	48,391
<b>Individual</b>	135,016	408,542

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	Unique Entities
<b>Company</b>	10,220
<b>Individual</b>	407,241

### *Dual Entities*

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

Type	Unique Entities
<b>Company</b>	98
<b>Individual</b>	5,453

<sup>1</sup> Unless otherwise noted, all figures cover activity from 2015Q4, or statuses as of December 31, 2015.

## 2. State-Licensed Mortgage Entities<sup>1</sup>, December 31, 2015

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	527	7.6%	109	784	8,778	24.3%	824	16.7
Alaska	168	3.7%	33	217	1,475	6.2%	134	8.7
Arizona	750	0.5%	397	1,876	9,880	19.8%	4,407	15.0
Arkansas	319	2.9%	25	447	2,687	9.5%	195	9.4
California BRE	6,002	-0.6%	5,929	1,063	18,626	-1.5%	16,973	2.7
California DBO	996	14.0%	428	5,438	27,401	10.0%	12,465	27.2
Colorado	1,146	6.8%	490	-	9,902	9.8%	2,873	9.1
Connecticut	615	6.0%	142	642	7,300	25.5%	899	11.4
Delaware	340	6.9%	15	590	3,488	15.6%	220	11.3
District of Columbia	443	5.2%	6	698	4,153	29.4%	61	10.2
Florida	2,136	7.1%	1,136	2,263	22,041	11.7%	7,681	9.6
Georgia	912	5.8%	386	523	10,606	14.7%	2,331	12.7
Guam	9	80.0%	1	5	1	-	1	1.0
Hawaii	301	3.1%	105	190	1,773	-0.1%	703	7.1
Idaho	319	5.6%	36	549	3,174	9.9%	538	8.4
Illinois	753	4.0%	287	464	10,609	4.0%	3,348	14.1
Indiana DFI	362	4.6%	30	-	9,002	23.5%	986	23.3
Indiana SOS	149	-3.2%	78	17	538	-4.4%	216	2.8
Iowa	536	7.0%	104	752	4,085	11.9%	202	13.4
Kansas	417	5.6%	33	675	4,570	19.6%	623	14.1
Kentucky	442	2.6%	66	729	6,861	25.5%	938	18.9
Louisiana	482	8.1%	172	833	7,601	20.2%	972	13.8
Maine	312	-1.3%	43	465	3,329	35.3%	257	12.2
Maryland	777	3.6%	194	1,297	10,566	10.8%	2,190	14.1
Massachusetts	494	-3.5%	176	899	8,133	-0.5%	1,629	16.6
Michigan	721	4.6%	295	-	9,901	9.7%	4,264	14.8
Minnesota	588	1.9%	172	528	4,971	4.6%	1,390	10.9
Mississippi	315	2.9%	40	474	3,257	20.2%	358	10.2
Missouri	457	11.5%	220	619	5,042	6.2%	1,853	11.3
Montana	249	2.5%	30	329	2,188	18.5%	121	9.2
Nebraska	337	3.7%	32	446	2,503	12.6%	168	9.5
Nevada	315	2.3%	112	511	6,040	26.3%	1,818	18.3
New Hampshire	371	1.1%	34	616	3,333	0.2%	371	11.8
New Jersey	748	1.9%	290	1,193	13,590	8.9%	3,543	15.4
New Mexico	379	-1.0%	57	656	4,919	26.0%	455	11.3
New York	822	-5.2%	543	717	7,300	3.5%	2,808	9.5
North Carolina	570	5.0%	149	988	11,648	14.3%	2,168	19.0
North Dakota	391	10.5%	32	400	2,295	15.7%	59	10.9
Ohio	576	3.0%	226	1,826	9,012	22.9%	2,382	17.2
Oklahoma DCC	341	5.2%	63	516	5,232	33.5%	503	13.4
Oregon	651	6.4%	175	1,388	9,070	31.0%	1,792	13.4
Pennsylvania	851	1.6%	369	1,506	14,399	11.4%	2,693	14.0
Puerto Rico	83	-7.8%	33	122	444	2.5%	294	9.0
Rhode Island	360	6.8%	31	384	2,729	8.0%	453	11.4
South Carolina BFI	346	3.0%	16	808	5,829	8.8%	638	14.0
South Carolina DCA	164	11.6%	119	61	423	-12.2%	298	2.2
South Dakota	268	8.1%	6	-	2,350	26.8%	88	12.3
Tennessee	583	3.2%	110	1,479	9,263	14.9%	1,514	15.8
Texas OCCC	-	-	-	-	404	-19.7%	78	-
Texas SML	1,601	3.2%	1,034	2,454	21,688	14.5%	7,914	12.2
Utah DFI	110	-	6	-	227	2.3%	4	-
Utah DRE	484	0.2%	251	342	4,870	5.0%	2,592	9.2

	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
Vermont	308	9.2%	22	376	1,706	8.7%	94	8.9
Virgin Islands	36	9.1%	2	48	101	-7.3%	23	4.4
Virginia	781	3.3%	231	1,745	15,242	17.1%	2,419	17.9
Washington	826	1.3%	215	2,246	15,541	16.2%	3,280	18.1
West Virginia	343	4.9%	31	428	2,012	0.9%	97	7.3
Wisconsin	449	1.4%	68	902	7,837	18.7%	757	17.6
Wyoming	227	2.3%	6	309	2,299	21.8%	51	10.9
<b>Nationwide</b>	<b>16,005</b>	<b>-0.1%</b>	<b>-</b>	<b>21,182</b>	<b>135,016</b>	<b>2.5%</b>	<b>-</b>	<b>7.9</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. Texas OCCC did not manage mortgage company licensing through NMLS in 2015Q4.
5. Utah DFI did not manage mortgage company licensing through NMLS in 2014Q4. Annual percent change cannot be determined.
6. The following agencies did not manage mortgage branch licensing through NMLS in 2015Q4: Colorado, Indiana DFI, Michigan, South Dakota, Texas OCCC, Utah DFI.
7. The following agencies do not require Sponsorship of MLOs by the employing company: Colorado, Florida, Missouri, Texas OCCC, Utah DFI. MLOs located in the state and Average MLOs per Company may not be accurate.

### 3. 2015Q4 State Licensing Activities: Mortgage Company Licenses<sup>1</sup>

	New Applications	Applications Processed			License Expirations		
State Agency	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	17	14	-	-	-	7	-
Alaska	12	20	-	2	-	5	-
Arizona	38	27	-	1	-	9	-
Arkansas	14	9	-	-	-	7	-
California BRE	225	140	-	-	-	-	67
California DBO	54	50	-	15	7	11	-
Colorado	48	46	-	1	-	19	-
Connecticut	29	21	-	4	1	18	-
Delaware	9	9	-	3	-	6	-
District of Columbia	16	16	-	1	-	8	-
Florida	94	85	2	8	-	41	6
Georgia	40	21	-	2	-	20	1
Guam	2	-	-	-	-	-	-
Hawaii	13	4	(2)	-	-	-	3
Idaho	12	5	-	3	-	10	-
Illinois	33	26	-	2	1	5	-
Indiana DFI	13	7	-	3	-	9	-
Indiana SOS	5	3	-	-	-	1	-
Iowa	31	32	-	1	-	15	-
Kansas	15	14	-	1	-	14	-
Kentucky	11	10	-	-	1	5	-
Louisiana	17	15	-	1	-	10	-
Maine	7	2	-	-	-	5	-
Maryland	36	16	-	4	-	15	-
Massachusetts	30	8	-	21	-	12	-
Michigan	42	30	-	5	-	25	-
Minnesota	19	9	-	1	-	8	-
Mississippi	10	8	-	-	-	8	-
Missouri	25	19	-	2	-	8	-
Montana	10	4	-	1	-	7	-
Nebraska	11	4	-	-	-	7	-
Nevada	20	12	-	6	-	11	-
New Hampshire	6	5	-	-	-	4	-
New Jersey	12	15	-	1	-	3	-
New Mexico	7	3	-	1	-	4	-
New York	9	8	-	1	-	33	31
North Carolina	21	8	-	8	-	16	-
North Dakota	14	13	-	-	-	5	-
Ohio	43	13	1	4	-	10	-
Oklahoma DCC	12	13	-	-	-	10	-
Oregon	21	26	-	1	-	9	-
Pennsylvania	23	18	-	-	-	19	-
Puerto Rico	2	-	-	-	-	-	-
Rhode Island	18	22	-	2	-	7	5

	New Applications	Applications Processed			License Expirations		
State Agency	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	16	10	-	2	-	8	-
South Carolina DCA	1	4	-	2	-	1	-
South Dakota	7	5	-	1	-	1	-
Tennessee	19	4	-	1	-	2	-
Texas SML	97	47	-	6	-	16	-
Utah DFI	15	12	-	-	-	-	-
Utah DRE	21	16	-	1	-	10	-
Vermont	27	17	-	6	-	12	-
Virgin Islands	-	1	-	-	-	-	-
Virginia	31	12	-	6	-	11	-
Washington	24	16	-	6	-	14	-
West Virginia	17	8	-	1	-	5	-
Wisconsin	9	4	-	4	-	12	-
Wyoming	6	5	-	2	-	3	-
<b>National</b>	<b>1,436</b>	<b>991</b>	<b>3</b>	<b>144</b>	<b>10</b>	<b>541</b>	<b>108</b>

#### **Notes**

1. Texas OCCC did not manage mortgage company licensing through NMLS in 2015Q4.
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. 2015Q4 State Licensing Activities: Mortgage Loan Originator Licenses

	New Applications	Applications Processed			License Expirations		
State Agency	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	890	811	2	49	-	69	3
Alaska	133	123	1	11	-	16	1
Arizona	1,351	1,085	1	225	-	51	-
Arkansas	265	162	-	22	-	194	3
California BRE	477	275	3	440	1	-	8
California DBO	1,596	1,660	2	202	-	107	-
Colorado	693	692	1	53	1	6	-
Connecticut	802	769	1	66	-	72	37
Delaware	328	299	1	25	-	56	8
District of Columbia	487	490	-	3	-	42	4
Florida	1,350	1,311	204	224	-	86	32
Georgia	1,262	707	13	158	-	150	211
Guam	4	-	-	-	-	-	-
Hawaii	131	58	(1)	16	-	8	-
Idaho	320	264	2	71	-	34	14
Illinois	577	568	5	44	1	64	14
Indiana DFI	966	984	-	26	-	63	-
Indiana SOS	36	29	-	5	-	4	1
Iowa	362	348	1	14	-	38	7
Kansas	458	453	7	16	-	39	2
Kentucky	976	1,013	-	56	1	379	13
Louisiana	720	526	-	11	-	59	7
Maine	293	288	-	1	-	22	-
Maryland	1,025	744	1	122	-	68	5
Massachusetts	691	595	-	91	-	54	38
Michigan	851	590	1	140	-	154	-
Minnesota	291	290	2	30	-	46	-
Mississippi	394	317	-	27	-	237	6
Missouri	305	321	4	27	-	32	-
Montana	207	111	1	15	-	21	1
Nebraska	278	166	-	68	-	26	2
Nevada	867	596	-	82	-	23	2
New Hampshire	266	179	1	23	1	198	4
New Jersey	1,093	849	2	112	2	61	1
New Mexico	501	457	2	8	-	32	-
New York	511	311	7	256	-	123	36
North Carolina	1,135	1,021	5	61	-	96	33
North Dakota	173	171	-	3	-	28	3
Ohio	1,565	924	6	98	-	123	-
Oklahoma DCC	489	572	-	5	-	45	7
Oregon	1,057	1,058	1	85	-	59	-
Pennsylvania	1,209	1,118	2	57	-	137	18
Puerto Rico	12	13	-	2	-	2	2
Rhode Island	248	280	2	6	-	27	7 12

	New Applications	Applications Processed			License Expirations		
State Agency	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	349	325	-	43	-	47	-
South Carolina DCA	15	11	-	11	-	5	1
South Dakota	243	246	-	7	-	30	3
Tennessee	911	467	25	7	-	69	26
Texas OCCC	44	22	-	56	-	2	-
Texas SML	1,742	1,359	12	143	-	126	4
Utah DFI	47	20	1	18	-	2	-
Utah DRE	213	194	1	2	-	22	-
Vermont	131	107	-	10	-	17	-
Virgin Islands	-	3	-	1	-	-	-
Virginia	1,338	1,276	-	221	-	108	-
Washington	1,494	1,320	1	44	-	85	13
West Virginia	126	87	-	8	-	13	-
Wisconsin	634	622	1	38	-	66	6
Wyoming	296	248	22	86	-	15	-
<b>National</b>	<b>35,228</b>	<b>29,905</b>	<b>349</b>	<b>3,751</b>	<b>7</b>	<b>3,758</b>	<b>588</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.

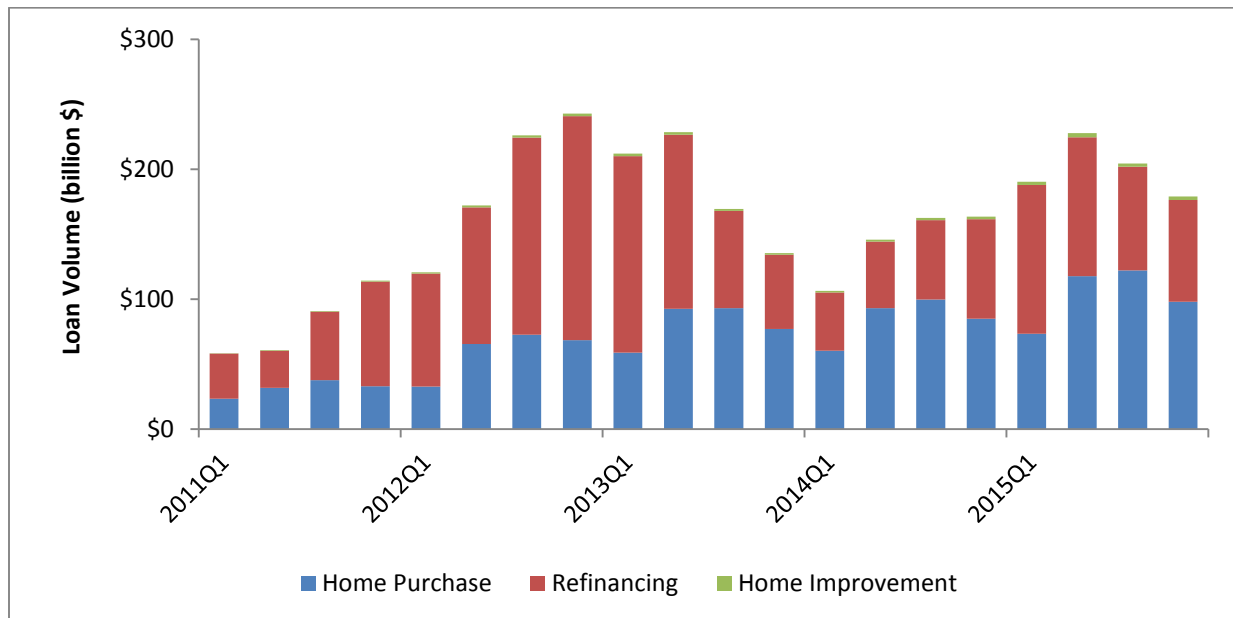


## 5. Mortgage Call Report

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

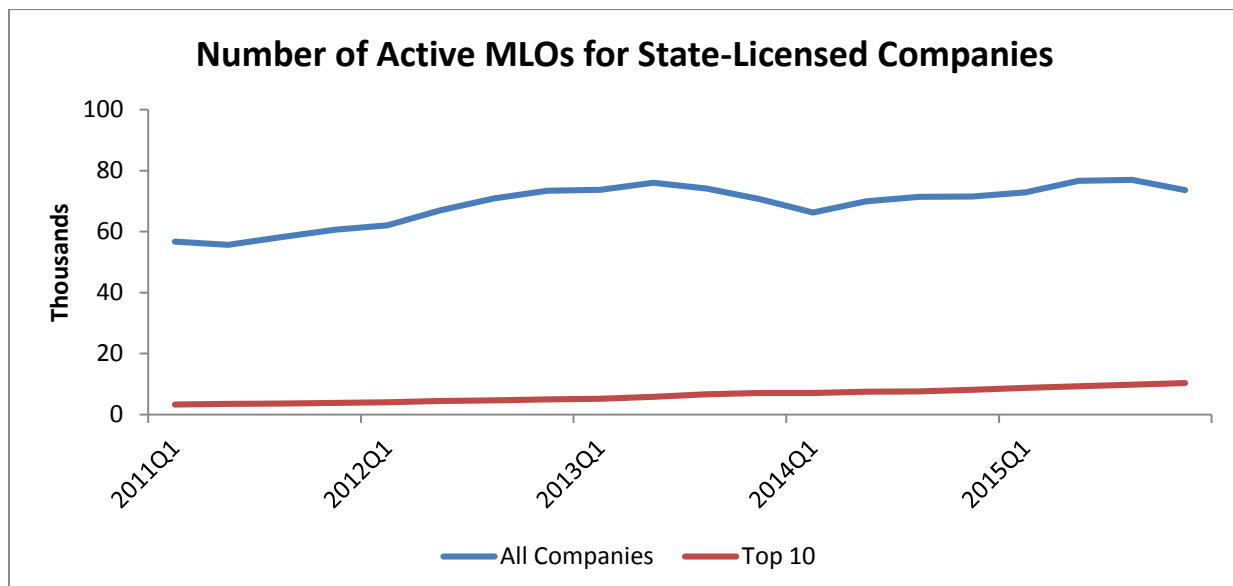
### *Loan Originations by Purpose*

Forward loan originations reported by state-licensed companies have decreased by 12.5 percent since last quarter, but have increased by 9.5 percent over the year. The over-the-quarter decrease is mainly the result of lower purchases, which decreased by 19.9 percent.



### *Active MLOs*

The number of Active MLOs\* in 2015Q4 increased by 3.0 percent nationwide, and increased 27.4 percent for the top ten state-licensed companies (by origination volume) year over year.



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

## 6. Federally Registered Mortgage Loan Originators, December 31, 2015

State	Total	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,671	2,186	1,876	994	1,555	82
Alaska	715	146	2	101	474	-
Arizona	10,246	485	566	1,249	7,966	-
Arkansas	4,159	878	2,057	242	934	81
California	41,818	4,846	1,505	5,120	30,457	-
Colorado	8,261	1,464	968	1,134	4,751	1
Connecticut	5,793	1,209	82	464	4,043	3
Delaware	1,448	95	345	147	854	9
District of Columbia	1,123	100	60	170	794	-
Florida	25,053	3,357	3,533	4,085	14,163	40
Georgia	9,458	3,780	1,076	753	3,844	63
Guam	117	66	21	26	5	-
Hawaii	1,952	590	501	421	443	3
Idaho	2,602	783	16	569	1,234	7
Illinois	18,124	3,863	2,076	1,495	10,731	10
Indiana	8,424	1,663	1,277	1,629	3,826	78
Iowa	5,599	2,191	584	880	1,931	30
Kansas	4,347	1,447	672	592	1,652	23
Kentucky	6,156	2,344	850	542	2,363	80
Louisiana	6,165	2,656	969	597	1,919	50
Maine	1,784	588	22	438	740	2
Maryland	6,771	1,280	1,444	794	3,237	47
Massachusetts	9,504	3,016	569	1,650	4,298	-
Michigan	12,944	1,338	2,860	2,885	5,825	90
Minnesota	7,717	1,927	189	1,159	4,433	48
Mississippi	3,622	1,994	674	166	734	58
Missouri	9,279	2,457	2,008	945	3,872	29
Montana	1,501	484	426	236	355	6
Nebraska	3,468	1,320	350	604	1,182	20
Nevada	2,745	458	26	230	2,037	-
New Hampshire	1,728	436	15	316	963	-
New Jersey	12,126	1,997	409	503	9,233	1
New Mexico	1,776	400	92	197	1,088	6
New York	25,549	1,061	2,694	2,698	19,127	8
North Carolina	12,014	3,792	1,058	2,654	4,374	159
North Dakota	1,169	459	16	227	471	-
Ohio	17,034	1,630	2,351	1,877	11,208	89
Oklahoma	4,720	1,579	1,260	476	1,415	40
Oregon	6,054	1,526	43	1,463	3,032	8
Pennsylvania	18,309	5,746	1,547	2,261	8,788	58
Puerto Rico	824	236	199	345	42	5
Rhode Island	1,766	331	79	306	1,052	-
South Carolina	4,798	2,266	210	772	1,526	42
South Dakota	1,388	436	151	188	605	13

State	Total	FDIC	FRB	NCUA	OCC	FCA
Tennessee	8,166	3,052	1,857	950	2,262	72
Texas	25,371	3,970	3,620	2,420	15,256	240
Utah	4,207	382	99	1,792	1,954	-
Vermont	796	151	4	194	447	-
Virgin Islands	89	18	5	41	26	-
Virginia	11,179	2,264	2,339	2,714	3,834	93
Washington	9,424	2,724	107	2,204	4,413	6
West Virginia	1,793	840	255	153	535	12
Wisconsin	8,836	1,797	456	2,024	4,479	107
Wyoming	981	226	326	180	254	3
<b>Nationwide</b>	<b>407,241</b>	<b>86,298</b>	<b>46,783</b>	<b>57,247</b>	<b>216,922</b>	<b>1,821</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