



# **NMLS Mortgage Industry Report 2016Q2 Update**

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Conference of State Bank Supervisors  
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## NMLS Mortgage Industry Report: 2016Q2 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	15,840	38,673
Branch	21,822	52,196
Individual	133,868	426,475

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
Company	9,751
Individual	407,992

### Dual Entities

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

Type	Unique Entities
Company	96
Individual	3,910

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<sup>1</sup> Unless otherwise noted, all figures cover activity from 2016Q2, or statuses as of June 30, 2016.

## 2. State-Licensed Mortgage Entities<sup>1</sup>, June 30, 2016

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	541	6.7%	107	843	9,208	27.3%	835	17.6
Alaska	172	5.5%	32	223	1,562	21.2%	143	9.2
Arizona	766	5.1%	395	2,092	11,618	47.2%	4,786	17.4
Arkansas	335	6.0%	26	490	2,960	13.8%	208	9.7
California BRE	5,885	2.0%	5,815	987	18,033	0.8%	16,619	2.7
California DBO	1,038	11.0%	446	5,788	29,004	21.6%	13,206	28.7
Colorado	1,209	11.5%	494	(6)	10,937	26.9%	3,028	9.9
Connecticut	609	1.0%	136	686	7,593	29.1%	912	12.3
Delaware	347	4.5%	14	655	3,626	23.4%	224	11.2
District of Columbia	450	2.5%	6	781	4,356	31.1%	61	10.3
Florida	2,191	8.1%	1,157	2,491	22,268	14.2%	8,079	9.8 <sup>7</sup>
Georgia	940	6.0%	393	548	11,558	19.1%	2,476	14.1
Guam	13	62.5%	3	15	6	500.0%	5	1.7
Hawaii	303	5.6%	99	182	1,969	20.2%	712	8.1
Idaho	308	-3.1%	32	551	3,494	29.6%	534	9.3
Illinois	756	3.4%	284	507	10,693	12.6%	3,478	15.6
Indiana DFI	370	5.4%	30	(6)	9,402	28.3%	1,049	24.8
Indiana SOS	147	1.4%	77	17	501	2.7%	197	2.8
Iowa	539	5.7%	96	823	4,373	27.3%	211	15.2
Kansas	440	8.6%	33	743	5,021	36.6%	634	15.3
Kentucky	445	3.2%	64	810	7,337	22.2%	955	20.5
Louisiana	506	8.1%	167	887	8,390	34.4%	986	15.6
Maine	319	2.9%	41	504	3,670	38.0%	250	13.7
Maryland	790	2.1%	197	1,381	10,915	19.3%	2,294	14.9
Massachusetts	481	-2.8%	168	957	7,919	9.2%	1,615	18.0
Michigan	739	5.0%	295	(6)	10,115	17.5%	4,415	15.8
Minnesota	607	4.8%	173	582	5,013	12.2%	1,441	11.1
Mississippi	329	7.5%	38	534	3,543	17.9%	368	10.8
Missouri	475	10.5%	226	727	5,967	36.1%	1,993	13.5
Montana	264	6.9%	31	371	2,441	32.4%	149	10.3
Nebraska	356	7.2%	31	518	2,677	26.2%	176	10.5
Nevada	337	7.7%	114	587	6,860	40.7%	1,948	20.1
New Hampshire	371	-0.3%	33	645	3,612	10.5%	397	12.7
New Jersey	749	3.6%	281	1,280	13,766	15.6%	3,627	16.4
New Mexico	378	1.1%	48	735	5,188	31.1%	462	12.4
New York	799	-5.1%	520	766	7,139	4.0%	2,758	10.0
North Carolina	558	0.4%	140	1,064	11,700	21.0%	2,289	20.2
North Dakota	405	10.7%	30	424	2,341	19.0%	60	11.3
Ohio	605	6.1%	227	1,930	9,550	22.8%	2,470	18.1
Oklahoma DCC	352	5.7%	60	564	5,478	34.5%	519	13.9
Oregon	684	11.0%	176	1,494	9,944	38.6%	1,842	14.2
Pennsylvania	875	3.3%	365	1,586	14,515	17.9%	2,796	14.9
Puerto Rico	80	-5.9%	28	124	403	-2.7%	285	8.3
Rhode Island	383	11.0%	30	452	2,840	26.3%	472	12.0
South Carolina BFI	354	3.2%	16	874	5,858	13.4%	706	14.4
South Carolina DCA	163	2.5%	122	56	399	0.3%	290	2.2
South Dakota	272	7.5%	5	(6)	2,476	33.6%	74	13.1
Tennessee	605	6.7%	105	1,621	10,217	25.2%	1,595	17.8
Texas OCCC	(4)	(4)	(4)	(6)	373	3.0%	69	-. <sup>7</sup>
Texas SML	1,610	5.5%	1,020	2,643	22,160	18.4%	8,325	12.9
Utah DFI	190	(5)	17	(6)	179	-17.1%	4	-. <sup>7</sup>
Utah DRE	478	1.5%	248	354	4,796	7.0%	2,712	9.6

	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	313	6.8%	21	392	1,751	16.9%	95	9.6
Virgin Islands	36	5.9%	2	58	88	-7.4%	22	4.1
Virginia	797	3.6%	231	1,951	15,395	21.6%	2,503	18.7
Washington	838	2.3%	210	2,293	15,983	22.6%	3,360	19.3
West Virginia	349	5.4%	28	446	1,973	8.6%	102	7.6
Wisconsin	465	5.0%	66	972	7,892	20.6%	777	18.7
Wyoming	231	3.6%	6	338	2,556	41.8%	55	12.3
<b>Nationwide</b>	<b>15,840</b>	<b>1.7%</b>	<b>-</b>	<b>21,822</b>	<b>133,868</b>	<b>7.5%</b>	<b>-</b>	<b>8.3</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 2016Q2.

5. Utah DFI did not manage mortgage company licensing through NMLS in 2015Q2. Annual percent change cannot be determined.

6. The following agencies did not manage mortgage branch licensing through NMLS in 2016Q2: Colorado, Indiana DFI, Michigan, South Dakota, Texas OCCC, Utah DFI.

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

### 3. 2016Q2 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	20	23	-	1	-	7	-
Alaska	20	10	-	-	-	-	-
Arizona	43	38	-	7	-	8	-
Arkansas	20	12	-	1	-	4	-
California BRE	188	145	-	5	-	6	-
California DBO	76	52	-	16	7	14	-
Colorado	58	58	-	-	-	2	-
Connecticut	18	14	-	4	-	8	1
Delaware	20	10	-	4	-	5	-
District of Columbia	21	15	-	2	-	4	-
Florida	107	93	2	6	1	16	-
Georgia	40	36	-	1	-	6	-
Guam	2	3	-	-	-	-	-
Hawaii	9	25	(2)	-	-	4	-
Idaho	21	6	-	3	-	-	-
Illinois	26	41	-	2	5	4	-
Indiana DFI	24	24	-	1	-	4	-
Indiana SOS	6	3	-	4	-	-	-
Iowa	27	27	-	2	-	5	-
Kansas	20	24	-	1	-	3	-
Kentucky	11	13	-	5	-	5	-
Louisiana	10	17	-	-	-	1	-
Maine	9	11	-	-	-	2	-
Maryland	30	20	-	6	-	8	-
Massachusetts	54	19	-	22	-	4	-
Michigan	30	37	-	5	-	6	-
Minnesota	28	26	-	7	-	4	-
Mississippi	16	13	-	2	-	2	-
Missouri	10	12	-	3	-	6	6
Montana	18	19	-	-	-	3	-
Nebraska	14	12	-	3	-	2	-
Nevada	41	39	-	17	-	5	3
New Hampshire	8	13	-	1	-	6	-
New Jersey	26	19	-	1	-	6	-
New Mexico	8	10	-	1	-	4	-
New York	16	8	-	5	-	16	28
North Carolina	28	15	-	9	-	4	1
North Dakota	11	14	-	1	-	5	1
Ohio	36	21	-	4	-	5	-
Oklahoma DCC	37	31	-	6	-	4	-
Oregon	32	35	-	2	-	8	1
Pennsylvania	30	33	-	2	-	6	-
Puerto Rico	-	1	-	-	-	1	-
Rhode Island	28	24	-	3	-	3	-

	New Applications	Applications Processed			License Expirations		
State Agency	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	18	18	-	2	-	5	-
South Carolina DCA	11	7	-	6	-	2	1
South Dakota	1	9	-	1	-	-	-
Tennessee	22	27	-	-	-	1	-
Texas SML	78	68	-	5	-	15	-
Utah DFI	27	27	-	-	-	1	-
Utah DRE	12	11	-	-	-	1	-
Vermont	32	18	-	10	-	8	-
Virginia	30	24	-	15	1	11	-
Washington	38	31	-	7	-	20	1
West Virginia	18	19	-	8	-	3	1
Wisconsin	16	19	-	3	-	5	-
Wyoming	13	10	-	2	-	4	-
<b>National</b>	<b>1,613</b>	<b>1,409</b>	<b>2</b>	<b>224</b>	<b>14</b>	<b>292</b>	<b>44</b>

#### **Notes**

1. Texas OCCC did not manage mortgage company licensing through NMLS in 2016Q1.
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. 2016Q2 State Licensing Activities: Mortgage Loan Originator Licenses

	New Applications	Applications Processed			License Expirations		
State Agency	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	916	776	-	31	-	61	32
Alaska	160	179	5	22	-	13	5
Arizona	1,168	1,227	-	234	-	41	10
Arkansas	257	277	-	27	-	250	11
California BRE	509	295	3	115	-	2	-
California DBO	2,352	2,395	2	144	-	74	55
Colorado	1,661	1,405	-	74	1	5	5
Connecticut	635	607	6	85	-	61	106
Delaware	383	389	-	25	-	222	41
District of Columbia	309	297	-	4	-	24	27
Florida	1,326	1,262	81	158	1	77	2
Georgia	1,230	1,174	15	282	5	257	272
Guam	1	1	-	-	-	-	-
Hawaii	251	256	(1)	16	-	7	-
Idaho	450	374	-	103	-	26	34
Illinois	1,271	970	2	71	1	43	29
Indiana DFI	826	880	-	43	-	43	10
Indiana SOS	23	22	-	13	1	6	5
Iowa	474	491	2	5	-	25	28
Kansas	570	561	13	9	1	22	19
Kentucky	746	716	2	74	-	443	47
Louisiana	807	972	-	18	-	48	23
Maine	397	378	-	1	-	18	-
Maryland	940	868	2	202	-	57	40
Massachusetts	558	493	1	120	-	43	39
Michigan	809	798	5	182	-	132	9
Minnesota	267	344	1	45	-	18	12
Mississippi	377	346	-	27	-	299	9
Missouri	744	816	7	51	-	33	41
Montana	258	238	-	10	1	13	9
Nebraska	271	189	1	31	-	19	5
Nevada	751	763	-	216	-	32	23
New Hampshire	373	338	-	51	-	168	14
New Jersey	1,085	997	-	169	-	73	12
New Mexico	476	451	-	38	-	24	4
New York	663	423	5	279	-	9	35
North Carolina	988	1,321	15	121	-	106	102
North Dakota	226	257	-	2	-	12	17
Ohio	1,445	1,321	9	60	-	87	18
Oklahoma DCC	496	495	-	4	-	23	19
Oregon	916	879	1	57	1	37	16
Pennsylvania	1,158	1,181	-	92	-	122	70
Puerto Rico	18	18	1	2	-	-	-
Rhode Island	221	223	-	17	-	16	26

	New Applications	Applications Processed			License Expirations		
State Agency	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	328	355	-	72	-	25	2
South Carolina DCA	34	16	-	20	-	1	11
South Dakota	235	271	-	8	-	23	14
Tennessee	1,042	999	54	5	-	80	86
Texas OCCC	30	24	-	16	-	23	-
Texas SML	1,616	1,583	11	108	-	103	74
Utah DFI	38	18	-	15	-	2	-
Utah DRE	231	226	1	10	-	13	26
Vermont	176	137	-	28	-	32	2
Virgin Islands	9	9	-	1	-	-	2
Virginia	1,328	1,169	5	285	-	90	156
Washington	1,185	1,157	2	54	2	74	60
West Virginia	129	130	1	17	-	10	17
Wisconsin	650	638	16	40	-	51	31
Wyoming	292	209	11	44	-	25	1
<b>National</b>	<b>37,085</b>	<b>35,604</b>	<b>280</b>	<b>4,053</b>	<b>14</b>	<b>3,643</b>	<b>1,763</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

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**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.

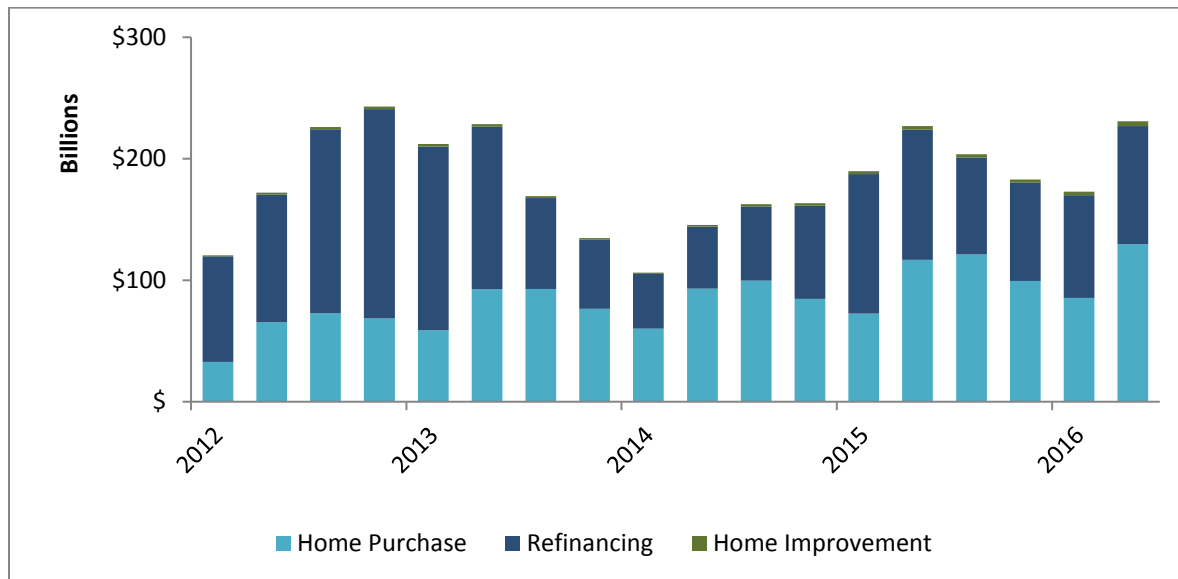


## 5. Mortgage Call Report

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

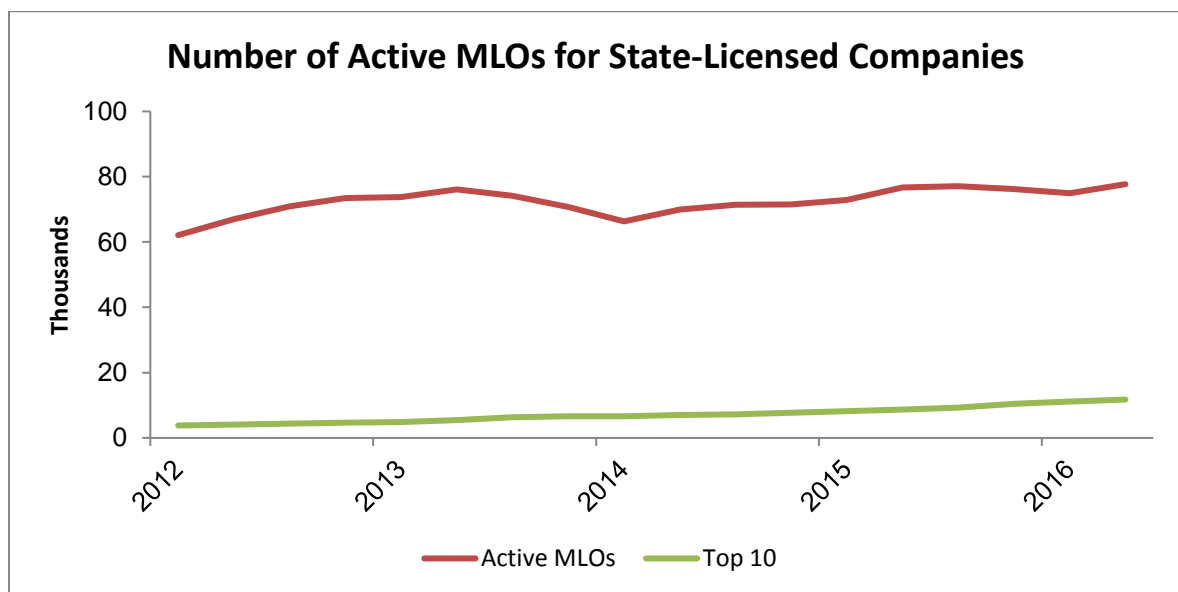
### ***Loan Originations by Purpose***

Forward loan originations reported by state-licensed companies have increased by 33.5 percent since last quarter and have increased 1.8 percent over 2015Q2. Purchase volume is up 11.1 percent, while refinancing is down 9.4 percent compared to 2015Q2.



### ***Active MLOs***

The number of Active MLOs\* in 2016Q2 increased 1.3 percent over 2015Q2. Active MLOs at the top ten state-licensed companies (by origination volume) grew 35.4 percent over 2015Q2.



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

## 6. Federally Registered Mortgage Loan Originators, June 30, 2016

State	Total	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,576	2,175	1,806	992	1,564	84
Alaska	715	152	2	104	467	-
Arizona	10,098	504	592	1,256	7,791	-
Arkansas	4,230	944	2,298	249	692	83
California	41,613	4,329	1,411	5,178	30,895	-
Colorado	8,242	1,467	1,108	1,155	4,595	1
Connecticut	5,836	1,219	90	470	4,071	3
Delaware	1,446	97	341	141	860	10
District of Columbia	1,123	105	49	171	799	-
Florida	25,408	3,377	3,435	4,242	14,496	45
Georgia	9,506	3,823	1,036	780	3,858	80
Guam	120	57	22	37	5	-
Hawaii	1,974	605	498	438	441	3
Idaho	2,608	800	16	599	1,199	7
Illinois	18,284	3,941	2,111	1,522	10,818	10
Indiana	8,537	1,746	1,264	1,661	3,860	79
Iowa	5,702	2,196	597	914	1,997	28
Kansas	4,257	1,398	721	557	1,620	13
Kentucky	6,162	2,310	853	551	2,406	76
Louisiana	6,172	2,705	938	603	1,917	49
Maine	1,812	608	21	446	746	1
Maryland	6,768	1,388	1,290	780	3,317	46
Massachusetts	9,699	3,025	585	1,677	4,471	-
Michigan	13,088	1,354	2,908	2,981	5,830	91
Minnesota	7,625	1,904	198	1,149	4,377	46
Mississippi	3,615	1,998	675	186	711	59
Missouri	9,014	2,489	2,251	948	3,346	28
Montana	1,495	484	426	229	359	6
Nebraska	3,480	1,263	339	642	1,233	21
Nevada	2,762	122	27	228	2,401	-
New Hampshire	1,748	445	12	314	983	-
New Jersey	12,395	2,010	504	493	9,433	1
New Mexico	1,806	405	98	198	1,115	5
New York	25,591	1,195	2,699	2,820	18,944	9
North Carolina	12,278	3,818	1,072	2,920	4,367	156
North Dakota	1,180	460	13	227	482	-
Ohio	16,997	1,743	2,428	1,900	10,927	98
Oklahoma	4,819	1,641	1,291	475	1,427	44
Oregon	6,114	1,546	60	1,545	2,986	8
Pennsylvania	18,383	6,161	1,487	2,277	8,551	58
Puerto Rico	800	230	189	337	43	6
Rhode Island	1,828	368	75	298	1,094	-
South Carolina	4,801	2,197	207	770	1,618	39
South Dakota	1,345	426	138	195	585	12
Tennessee	8,179	3,045	1,992	972	2,155	70
Texas	25,094	4,069	3,508	2,426	15,034	251
Utah	4,098	376	99	1,823	1,822	1
Vermont	780	128	3	198	451	-
Virgin Islands	91	14	5	46	27	-
Virginia	11,188	2,366	2,178	2,845	3,815	90
Washington	9,413	2,640	102	2,273	4,441	6
West Virginia	1,784	837	270	154	519	14

State	Total	FDIC	FRB	NCUA	OCC	FCA
Wisconsin	8,991	1,748	413	2,041	4,752	106
Wyoming	976	221	316	181	263	3
<b>Nationwide</b>	<b>407,974</b>	<b>86,600</b>	<b>47,039</b>	<b>58,574</b>	<b>216,769</b>	<b>1,844</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