



NMLS Mortgage Industry Report 2017Q4 Update

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NMLS Mortgage Industry Report: 2017Q4 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.¹

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1. Mortgage Entities in NMLS

State-Licensed Entities

Type	Unique Entities	Licenses
Company	16,966	42,855
Branch	24,710	62,987
Individual	158,199	562,760

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	9,491
Individual	421,743

Dual Entities

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

Type	Unique Entities
Company	91
Individual	5,616

¹ Unless otherwise noted, all figures cover activity from 2017Q4, or statuses as of December 31, 2017.

2. State-Licensed Mortgage Entities¹, December 31, 2017

State Agency	COMPANY			BRANCH		MLO		
	Companies	Annual percentage change ²	Located in the state ³	Branches	MLOs	Annual percentage change ²	Located in the state ³	Average MLOs per Company
Alabama	594	6.1%	107	966	11,467	7.5%	940	17.2
Alaska	197	5.9%	16	314	2,582	33.9%	142	12.5
Arizona	899	12.0%	434	2,765	17,379	25.4%	5,833	19.9
Arkansas	378	8.6%	24	633	4,538	49.7%	250	13.8
California BRE	6,323	3.2%	6,250	1,130	19,119	1.6%	17,455	2.7
California DBO	1,200	7.7%	531	6,755	38,221	14.0%	15,515	28.5
Colorado	1,446	11.2%	538	⁻⁵	15,988	20.0%	3,465	10.8
Connecticut	641	4.6%	134	816	9,171	7.0%	972	13.2
Delaware	394	6.8%	14	727	5,298	24.3%	261	12.9
District of Columbia	508	8.8%	5	893	5,660	10.1%	70	10.2
Florida	2,569	12.1%	1,301	3,619	32,866	35.3%	9,918	11.7 ⁶
Georgia	1,101	11.8%	469	611	15,561	19.7%	3,140	14.9
Guam	17	30.8%	3	22	8	33.3%	5	1.5
Hawaii	342	7.5%	110	225	2,885	21.4%	767	9.7
Idaho	331	5.4%	34	694	4,793	21.4%	654	10.5
Illinois	832	5.2%	296	664	16,638	22.1%	3,918	19.2
Indiana DFI	393	4.2%	27	⁻⁵	12,645	16.2%	1,244	27.5
Indiana SOS	172	11.0%	82	12	548	-0.9%	209	2.5
Iowa	604	7.1%	102	957	6,548	16.4%	289	18.2
Kansas	517	8.8%	38	862	7,268	18.9%	734	17.8
Kentucky	494	6.9%	74	1,009	7,721	-1.6%	971	19.2
Louisiana	534	3.5%	169	1,030	9,854	4.6%	1,067	15.0
Maine	350	5.1%	44	625	5,269	11.4%	280	15.8
Maryland	854	6.1%	202	1,558	14,490	12.3%	2,498	15.8
Massachusetts	489	2.5%	172	1,072	9,936	13.9%	1,795	18.8
Michigan	810	7.9%	314	⁻⁵	12,955	14.2%	4,865	16.0
Minnesota	628	1.0%	178	618	6,103	9.2%	1,584	11.9
Mississippi	393	14.6%	50	710	4,332	15.0%	395	11.6
Missouri	508	4.7%	239	997	9,697	30.3%	2,380	17.2
Montana	287	5.9%	33	409	3,338	16.5%	146	10.9
Nebraska	376	4.7%	27	565	3,864	23.8%	174	11.8
Nevada	449	15.7%	127	841	9,127	14.4%	2,257	19.6
New Hampshire	388	2.6%	30	763	4,143	6.9%	416	14.2
New Jersey	822	5.8%	295	1,561	16,292	5.6%	3,934	16.3
New Mexico	390	0.8%	50	849	6,798	12.5%	498	13.8
New York	763	-4.3%	497	914	9,320	14.4%	3,163	12.7
North Carolina	632	9.3%	143	1,352	15,992	15.5%	2,721	21.4
North Dakota	450	9.8%	34	474	3,734	34.8%	84	14.0
Ohio	655	5.0%	234	1,920	13,008	23.2%	2,794	19.8
Oklahoma DCC	388	2.6%	65	664	7,617	18.0%	601	15.1
Oregon	778	8.8%	182	1,814	12,384	8.3%	2,052	14.2
Pennsylvania	958	5.6%	377	1,739	18,127	9.7%	3,097	15.2
Puerto Rico	84	1.2%	28	91	395	-7.9%	268	7.7
Rhode Island	448	15.2%	31	617	4,117	22.9%	506	13.0
South Carolina BFI	388	7.8%	16	1,106	8,160	27.4%	915	17.4
South Carolina DCA	209	20.8%	153	72	530	20.5%	362	2.3
South Dakota	289	2.8%	6	⁻⁵	3,842	28.9%	118	16.0
Tennessee	667	7.6%	110	1,984	13,526	18.5%	1,749	18.5
Texas OCCC	⁻⁴	⁻⁴	⁻⁴	⁻⁵	350	-11.4%	88	⁻⁶
Texas SML	1,789	6.6%	1,113	3,237	28,149	13.8%	9,633	13.3
Utah DFI	218	9.0%	19	⁻⁵	197	26.3%	4	⁻⁶
Utah DRE	506	3.3%	253	402	6,074	16.0%	3,076	10.6

State Agency	COMPANY			BRANCH		MLO		
	Companies	Annual percentage change ²	Located in the state ³	Branches	MLOs	Annual percentage change ²	Located in the state ³	Average MLOs per Company
Vermont	336	2.4%	22	450	2,508	19.9%	104	11.1
Virgin Islands	34	0.0%	2	57	130	36.8%	12	4.9
Virginia	813	1.9%	227	2,219	18,844	5.8%	2,792	19.5
Washington	948	8.0%	212	2,744	19,531	7.6%	3,786	19.4
West Virginia	364	2.5%	26	502	2,330	9.8%	115	7.7
Wisconsin	476	3.9%	63	1,170	10,391	13.5%	878	20.4
Wyoming	248	3.8%	7	411	3,499	13.3%	71	12.6
Nationwide	16,966	3.8%	-	24,710	158,199	8.9%	-	8.7

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 2017Q4.
5. The following agencies did not manage mortgage branch licensing through NMLS in 2017Q4: Colorado, Indiana DFI, Michigan, South Dakota, Texas OCCC, Utah DFI.
6. 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. 2017Q4 State Licensing Activities: Mortgage Company Licenses¹

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	13	10	-	1	-	10	-
Alaska	9	8	-	1	-	8	-
Arizona	47	43	-	11	-	16	-
Arkansas	12	7	-	4	-	6	-
California BRE	225	143	1	10	-	-	29
California DBO	73	54	1	27	2	18	-
Colorado	53	51	-	3	-	30	-
Connecticut	74	61	-	3	1	58	-
Delaware	9	7	-	-	-	6	-
District of Columbia	20	26	-	-	-	6	-
Florida	113	77	-	9	-	26	3
Georgia	53	52	1	7	-	25	1
Guam	1	2	-	-	-	-	-
Hawaii	7	20	2	1	-	1	-
Idaho	18	13	-	6	-	7	-
Illinois	22	26	-	2	-	9	-
Indiana DFI	14	4	-	1	-	20	-
Indiana SOS	5	1	-	1	-	1	1
Iowa	21	23	-	2	-	19	-
Kansas	9	15	-	3	-	15	-
Kentucky	16	12	-	-	-	9	-
Louisiana	14	12	-	-	-	9	-
Maine	11	18	-	2	-	6	-
Maryland	30	27	-	3	-	9	-
Massachusetts	32	11	-	15	-	9	-
Michigan	45	25	-	3	-	18	-
Minnesota	31	16	-	6	-	23	-
Mississippi	14	15	-	-	-	2	-
Missouri	18	12	-	4	-	9	2
Montana	7	5	-	-	-	15	-
Nebraska	13	10	-	2	-	17	-
Nevada	30	18	-	12	-	8	1
New Hampshire	6	4	-	2	-	8	-
New Jersey	18	30	-	2	-	7	-
New Mexico	9	7	-	1	-	8	-
New York	21	5	-	16	-	18	8
North Carolina	18	15	-	5	-	11	-
North Dakota	13	10	-	-	-	7	-
Ohio	23	22	-	3	-	15	-
Oklahoma DCC	24	33	-	-	-	17	-
Oregon	143	20	-	1	-	11	-
Pennsylvania	30	25	-	3	-	12	1
Puerto Rico	3	1	-	-	-	1	-
Rhode Island	19	20	-	1	1	14	-

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	27	27	-	1	-	13	-
South Carolina DCA	21	15	-	1	-	-	1
South Dakota	11	10	-	4	-	10	-
Tennessee	20	6	1	3	-	3	-
Texas SML	89	49	-	6	-	26	1
Utah DFI	10	9	-	1	-	3	-
Utah DRE	31	28	-	4	-	9	-
Vermont	32	22	-	2	-	20	-
Virgin Islands	1	-	-	-	-	-	-
Virginia	29	18	-	17	4	15	-
Washington	35	22	-	2	-	27	1
West Virginia	12	10	-	1	-	7	-
Wisconsin	13	10	1	4	-	10	-
Wyoming	10	6	-	-	-	9	-
National	1,727	1,248	5	219	8	696	49

Notes

1. Texas OCCC did not manage mortgage company licensing through NMLS in 2017Q4.
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. 2017Q4 State Licensing Activities: Mortgage Loan Originator Licenses

State Agency	New Applications		Applications Processed			License Expirations		
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated	
Alabama	771	656	-	7	1	135	10	
Alaska	187	202	1	16	-	19	1	
Arizona	1,191	1,114	-	141	-	110	9	
Arkansas	605	308	-	46	-	430	5	
California BRE	530	324	2	6	3	-	16	
California DBO	2,439	2,043	12	74	-	252	19	
Colorado	1,049	726	5	46	-	174	6	
Connecticut	612	483	-	29	-	117	37	
Delaware	390	406	-	8	-	79	6	
District of Columbia	367	350	-	-	-	53	2	
Florida	2,394	1,863	29	183	-	193	51	
Georgia	1,386	1,057	11	234	-	180	6	
Guam	2	-	-	1	-	-	-	
Hawaii	164	91	1	12	-	34	1	
Idaho	411	236	-	80	-	67	11	
Illinois	1,012	924	-	80	-	158	16	
Indiana DFI	910	940	-	13	-	117	9	
Indiana SOS	25	14	-	4	-	6	5	
Iowa	539	538	-	1	-	64	15	
Kansas	482	475	-	78	-	66	7	
Kentucky	794	785	-	18	-	535	11	
Louisiana	632	274	1	7	-	116	8	
Maine	343	304	-	-	-	47	2	
Maryland	865	576	-	56	-	124	13	
Massachusetts	675	604	-	58	1	22	54	
Michigan	989	528	-	156	-	220	6	
Minnesota	255	241	-	4	1	59	1	
Mississippi	483	461	-	12	-	394	4	
Missouri	713	604	-	34	1	85	7	
Montana	228	90	-	3	-	35	4	
Nebraska	298	172	1	42	-	51	3	
Nevada	816	399	-	51	-	66	2	
New Hampshire	313	275	-	26	-	216	7	
New Jersey	858	733	-	77	-	92	13	
New Mexico	397	380	1	13	-	52	4	
New York	641	449	-	234	-	120	16	
North Carolina	990	909	-	64	-	155	40	
North Dakota	320	322	-	4	-	31	3	
Ohio	1,432	852	1	17	-	255	13	
Oklahoma DCC	546	517	-	-	-	78	9	
Oregon	728	751	-	17	1	94	6	
Pennsylvania	1,151	1,105	-	55	-	208	16	
Puerto Rico	6	2	-	-	-	2	10	
Rhode Island	368	372	-	6	-	51	11	

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	1,713	1,475	-	20	-	68	5
South Carolina DCA	64	39	-	9	-	2	2
South Dakota	458	607	-	24	-	49	-
Tennessee	961	618	7	11	-	96	28
Texas OCCC	37	22	-	19	-	1	1
Texas SML	1,745	1,280	3	208	-	225	22
Utah DFI	28	9	-	21	-	7	-
Utah DRE	335	307	-	24	-	33	7
Vermont	186	172	-	19	-	37	3
Virgin Islands	4	-	-	-	-	-	-
Virginia	1,119	805	-	154	-	189	4
Washington	1,083	1,014	-	27	-	178	26
West Virginia	102	44	-	2	-	34	1
Wisconsin	738	703	-	29	1	88	10
Wyoming	289	168	8	25	-	33	1
National	39,169	31,718	82	2,605	9	6,402	605

Notes

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Surrendered-Status assigned when a regulator approved a surrender/cancellation request submitted by the licensee/registrant.

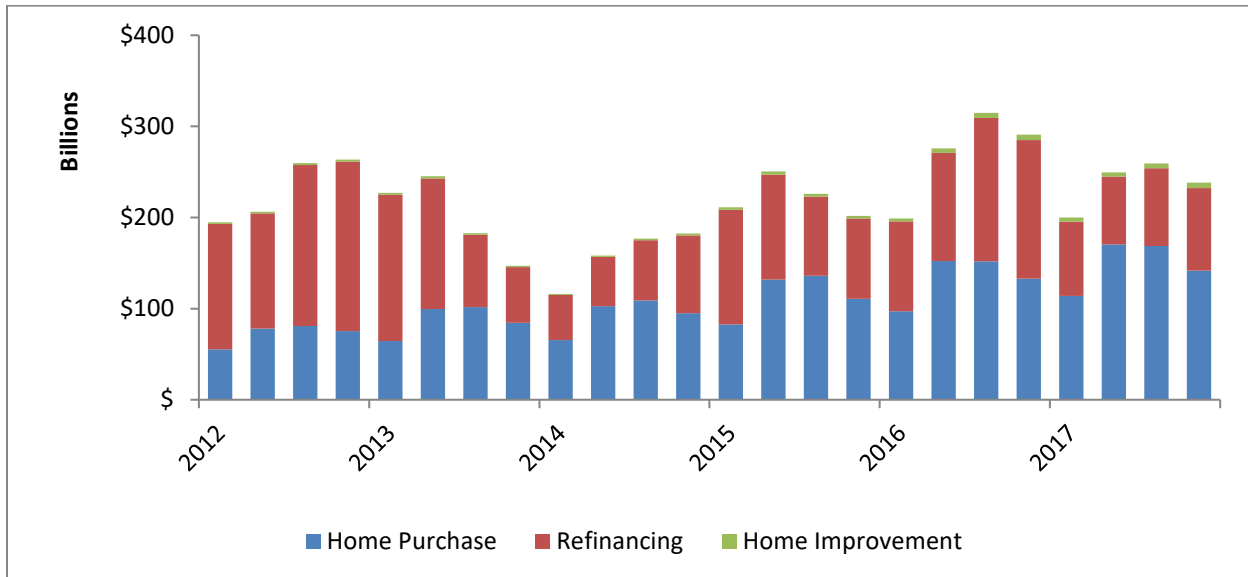
Terminated-Status assigned when a regulator expires a license/registration.

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.

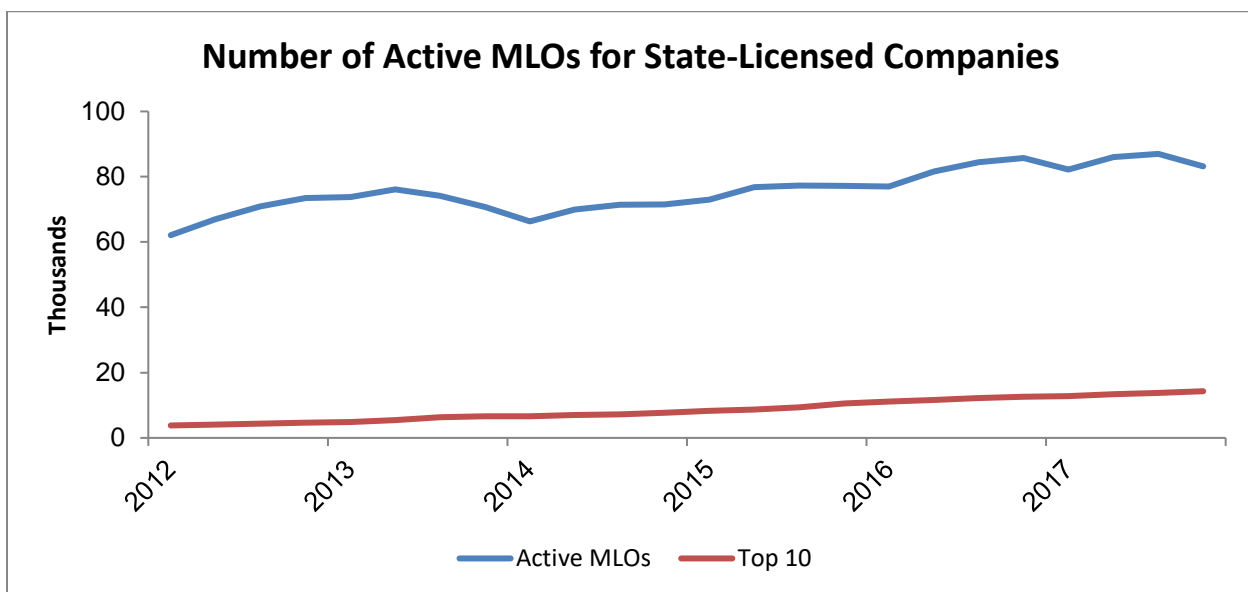
Loan Originations by Purpose

Forward loan originations reported by state-licensed companies have decreased by 8.6 percent since last quarter. Total origination volume for 2017 was 18.1 percent below 2016. Loans for Home Purchase rose 6.6 percent in 2017. Refinance volume decreased by 40.4 percent in 2017.



Active MLOs

The number of Active MLOs* in 2017Q4 decreased by 2.9 percent nationwide over 2016Q4, and increased 13.1 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, 2017

State	Total	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,920	2,223	1,978	1,111	1,581	89
Alaska	733	145	24	99	470	-
Arizona	10,251	654	507	1,412	7,695	-
Arkansas	4,322	1,029	2,343	276	623	84
California	42,365	4,504	1,332	5,562	31,125	-
Colorado	8,446	1,607	1,234	1,325	4,434	4
Connecticut	6,099	1,321	112	545	4,135	4
Delaware	1,521	133	355	118	909	10
District of Columbia	1,162	68	64	172	859	-
Florida	27,124	3,805	3,724	4,542	15,448	48
Georgia	9,810	3,980	1,050	828	3,924	89
Guam	127	48	27	46	7	-
Hawaii	1,948	474	580	476	420	3
Idaho	2,634	805	67	689	1,078	6
Illinois	18,570	3,761	2,155	1,598	11,114	15
Indiana	8,712	2,097	1,416	1,815	3,365	76
Iowa	6,227	2,254	601	984	2,384	29
Kansas	4,330	1,356	794	604	1,622	12
Kentucky	6,273	2,396	896	628	2,309	76
Louisiana	6,166	2,694	983	630	1,848	48
Maine	1,932	628	20	453	834	1
Maryland	7,151	1,476	1,341	860	3,464	49
Massachusetts	10,536	3,619	603	1,787	4,582	-
Michigan	13,688	1,283	3,019	3,449	5,905	100
Minnesota	9,071	1,900	321	1,190	5,647	53
Mississippi	3,729	2,052	702	214	710	55
Missouri	9,244	2,756	2,391	971	3,150	36
Montana	1,511	508	410	242	352	6
Nebraska	3,566	1,312	389	625	1,241	18
Nevada	2,701	113	29	258	2,306	-
New Hampshire	1,801	482	18	330	998	-
New Jersey	12,734	2,102	505	595	9,575	2
New Mexico	1,805	391	103	270	1,048	6
New York	25,767	1,323	2,643	3,112	18,727	15
North Carolina	13,144	3,893	1,063	3,441	4,850	147
North Dakota	1,205	465	27	239	479	-
Ohio	17,686	1,845	2,855	1,950	11,021	100
Oklahoma	4,932	1,787	1,271	551	1,330	41
Oregon	6,269	1,496	157	1,635	2,993	8
Pennsylvania	18,873	6,229	1,579	2,392	8,734	79
Puerto Rico	781	204	176	346	52	6
Rhode Island	1,830	281	204	307	1,042	-
South Carolina	4,995	2,223	213	815	1,749	42
South Dakota	1,358	496	143	207	510	11
Tennessee	8,082	3,228	2,214	1,017	1,729	81
Texas	25,530	4,274	3,381	2,696	15,101	259
Utah	4,470	382	119	2,198	1,783	1
Vermont	848	137	4	252	467	-
Virgin Islands	85	10	5	50	21	-
Virginia	11,417	2,373	2,143	3,026	3,841	97
Washington	10,016	2,799	97	2,579	4,568	5
West Virginia	1,832	862	295	172	495	14

State	Total	FDIC	FRB	NCUA	OCC	FCA
Wisconsin	8,812	1,721	478	2,173	4,366	110
Wyoming	1,016	275	318	179	250	3
Nationwide	421,555	90,215	49,444	64,009	219,085	1,937

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