



# **NMLS Mortgage Industry Report 2018Q2 Update**

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Conference of State Bank Supervisors  
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## NMLS Mortgage Industry Report: 2018Q2 Update

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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 MLOs.<sup>1</sup>

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## 1. Mortgage Entities in NMLS

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### *State-Licensed Entities*

Type	Unique Entities	Licenses
Company	16,866	43,476
Branch	25,222	65,890
Individual	156,273	550,661

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	9,122
Individual	414,900

### *Dual Entities*

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

Type	Unique Entities
Company	84
Individual	4,724

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<sup>1</sup> Unless otherwise noted, all figures cover activity from 2018Q2, or statuses as of June 30, 2018.

## 2. State-Licensed Mortgage Entities<sup>1</sup>, June 30, 2018

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	595	2.6%	107	1,000	11,050	9.3%	949	17.2
Alaska	209	10.0%	17	335	2,397	14.9%	162	11.3
Arizona	930	9.9%	449	2,928	17,228	12.3%	6,026	19.3
Arkansas	397	8.2%	24	710	5,084	18.3%	282	14.8
California BRE	6,152	2.1%	6,084	1,014	18,545	1.3%	17,082	2.6
California DBO	1,256	10.8%	559	6,746	36,815	7.5%	14,999	27.2
Colorado	1,538	11.8%	563	-	15,786	8.7%	3,591	10.5
Connecticut	657	5.5%	138	857	8,533	3.5%	987	12.8
Delaware	397	0.8%	15	752	4,998	10.8%	282	12.4
District of Columbia	511	5.1%	5	891	5,269	4.2%	71	9.8
Florida	2,704	10.8%	1,369	4,057	34,070	18.8%	10,405	
Georgia	1,134	8.1%	474	636	16,160	13.3%	3,246	14.6
Guam	18	20.0%	3	31	8	0.0%	7	1.8
Hawaii	339	3.7%	104	222	2,763	5.4%	819	10.0
Idaho	356	12.3%	37	769	4,803	13.2%	694	10.5
Illinois	829	3.5%	290	642	16,499	11.9%	3,935	19.8
Indiana DFI	391	0.8%	25	-	12,421	14.9%	1,262	27.7
Indiana SOS	173	6.1%	84	12	533	-2.0%	209	2.5
Iowa	607	5.2%	100	953	6,290	12.2%	293	17.5
Kansas	452	0.4%	34	855	6,955	14.1%	753	17.5
Kentucky	510	4.7%	74	1,002	8,375	16.3%	987	20.0
Louisiana	555	5.1%	165	1,073	9,693	7.2%	1,090	15.2
Maine	391	17.1%	43	711	5,039	7.4%	278	15.4
Maryland	846	2.4%	194	1,603	14,046	6.2%	2,495	16.1
Massachusetts	500	3.1%	173	1,124	9,306	7.5%	1,815	18.2
Michigan	846	6.4%	339	-	13,028	11.9%	5,106	15.9
Minnesota	661	6.8%	180	624	5,728	1.6%	1,583	11.4
Mississippi	407	9.4%	51	726	4,338	6.8%	404	11.4
Missouri	524	5.4%	249	1,066	9,648	14.1%	2,456	17.6
Montana	299	3.1%	33	430	3,293	8.1%	154	10.5
Nebraska	377	1.1%	25	600	3,900	14.8%	169	12.4
Nevada	457	7.3%	126	933	9,026	9.4%	2,351	19.8
New Hampshire	402	5.0%	33	769	4,192	7.8%	423	13.9
New Jersey	821	4.7%	282	1,587	15,687	5.7%	3,919	16.5
New Mexico	392	0.5%	48	851	6,384	5.4%	427	13.5
New York	755	-3.2%	490	953	8,851	5.8%	3,188	12.6
North Carolina	626	2.8%	143	1,424	15,154	7.2%	2,823	21.2
North Dakota	437	1.9%	31	478	3,429	12.2%	83	13.3
Ohio	675	5.6%	234	1,946	12,742	11.1%	2,886	19.9
Oklahoma DCC	387	1.3%	61	688	7,342	10.7%	637	15.2
Oregon	823	9.0%	175	1,935	11,993	6.8%	2,082	14.2
Pennsylvania	982	5.1%	394	1,790	16,883	4.4%	3,089	14.4
Puerto Rico	86	2.4%	26	98	361	-9.1%	265	8.3
Rhode Island	462	4.3%	33	657	4,018	17.8%	507	12.4
South Carolina BFI	398	6.1%	15	1,284	10,167	62.3%	977	21.1
South Carolina DCA	246	33.7%	164	77	606	29.2%	374	2.3
South Dakota	296	3.9%	7	-	3,641	23.3%	125	14.8
Tennessee	670	4.4%	110	2,039	13,277	10.6%	1,789	18.3
Texas OCCC	-	-	-	-	319	3.6%	76	-
Texas SML	1,833	6.8%	1,130	3,499	28,135	10.2%	10,123	13.4
Utah DFI	226	5.6%	21	-	191	-3.5%	2	-
Utah DRE	505	3.3%	252	416	6,006	8.8%	3,075	10.9

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
Vermont	346	2.7%	22	461	2,427	10.0%	96	11.0
Virgin Islands	38	8.6%	2	62	112	-7.4%	11	5.8
Virginia	821	0.6%	227	2,211	17,895	3.4%	2,826	19.1
Washington	982	5.3%	216	3,128	18,445	3.9%	3,851	18.6
West Virginia	357	-0.3%	24	510	2,212	3.4%	116	7.7
Wisconsin	480	1.5%	61	1,170	10,000	11.0%	880	19.7
Wyoming	257	3.6%	7	426	3,403	12.8%	72	12.2
<b>Nationwide</b>	<b>16,953</b>	<b>3.5%</b>	<b>-</b>	<b>25,344</b>	<b>156,273</b>	<b>6.5%</b>	<b>-</b>	<b>8.8</b>

Notes:

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.

Percentage change indicates the overall increase or decrease in licensed entities that occurred over the previous 12 months.

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.

Texas OCCC did not manage mortgage company licensing through NMLS in 2018Q2.

The following agencies did not manage mortgage branch licensing through NMLS in 2018Q2: Colorado, Indiana DFI, Michigan, South Dakota, Texas OCCC, Utah DFI.

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. 2018Q2 State Licensing Activities: Mortgage Company Licenses<sup>1</sup>

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	20	17	-	-	-	12	-
Alaska	11	12	-	-	-	4	-
Arizona	59	50	-	15	-	17	-
Arkansas	14	14	-	2	-	8	-
California BRE	204	143	1	239	-	-	-
California DBO	118	73	-	24	49	14	-
Colorado	72	75	-	2	-	2	-
Connecticut	24	16	-	11	1	5	-
Delaware	10	13	-	2	-	4	-
District of Columbia	17	8	-	-	-	7	1
Florida	162	148	2	7	2	27	-
Georgia	61	45	1	7	-	16	2
Guam	1	1	-	1	-	-	-
Hawaii	17	22	. <sup>2</sup>	2	-	1	-
Idaho	24	24	-	18	-	2	-
Illinois	24	28	-	2	-	25	-
Indiana DFI	3	7	-	2	-	10	-
Indiana SOS	11	10	-	2	-	4	2
Iowa	25	18	-	3	-	15	1
Kansas	12	6	-	-	-	5	-
Kentucky	18	18	-	2	-	3	-
Louisiana	22	26	-	-	-	7	-
Maine	17	20	-	1	-	7	-
Maryland	26	16	-	2	-	8	-
Massachusetts	33	23	-	15	-	2	-
Michigan	48	45	-	3	-	11	-
Minnesota	40	36	-	1	-	12	-
Mississippi	17	18	-	-	-	6	-
Missouri	20	18	-	2	-	5	1
Montana	17	16	-	-	-	6	-
Nebraska	13	11	-	3	-	9	-
Nevada	48	11	-	6	-	8	-
New Hampshire	14	15	-	1	-	4	-
New Jersey	24	22	-	2	-	7	-
New Mexico	15	12	-	-	-	4	-
New York	21	8	-	5	-	10	17
North Carolina	31	35	-	7	-	9	-
North Dakota	12	10	-	1	-	8	-
Ohio	46	32	-	6	-	14	3
Oklahoma DCC	39	30	-	-	-	17	-
Oregon	57	65	-	2	-	15	-
Pennsylvania	176	67	-	4	-	15	1
Puerto Rico	2	3	-	-	-	-	-
Rhode Island	21	25	-	1	3	5	-

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	23	20	-	1	-	8	-
South Carolina DCA	14	22	-	-	-	1	-
South Dakota	12	9	-	-	-	4	-
Tennessee	17	19	-	1	-	9	-
Texas SML	82	95	-	15	-	23	-
Utah DFI	9	9	-	-	-	1	-
Utah DRE	27	26	-	2	-	6	-
Vermont	23	15	-	2	-	7	-
Virgin Islands	2	3	-	-	-	-	-
Virginia	33	24	-	18	2	11	-
Washington	38	45	-	5	-	17	8
West Virginia	16	11	-	2	-	2	-
Wisconsin	22	25	-	1	1	9	-
Wyoming	16	13	-	2	-	6	-
<b>National</b>	<b>2,066</b>	<b>1,648</b>	<b>4</b>	<b>452</b>	<b>58</b>	<b>474</b>	<b>36</b>

#### **Notes**

Texas OCCC did not manage mortgage company licensing through NMLS in 2018Q2.

The Hawaii Division of Financial Institutions has indicated 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 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. 2018Q2 State Licensing Activities: Mortgage Loan Originator Licenses

State Agency	New Applications		Applications Processed			License Expirations		
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated	
Alabama	776	909	-	28	-	42	25	
Alaska	161	194	-	15	-	22	2	
Arizona	1,152	1,220	-	128	-	47	13	
Arkansas	597	620	-	65	-	630	3	
California BRE	485	248	3	27	-	-	11	
California DBO	2,098	2,569	5	221	1	95	42	
Colorado	1,242	1,150	3	121	-	2	20	
Connecticut	522	577	-	35	1	32	40	
Delaware	318	349	-	33	-	141	8	
District of Columbia	335	348	-	-	-	21	4	
Florida	2,401	2,346	71	168	1	88	28	
Georgia	1,384	1,257	10	234	9	179	488	
Guam	3	1	-	2	-	-	-	
Hawaii	184	212	- <sup>1</sup>	18	1	15	1	
Idaho	434	418	-	120	-	28	22	
Illinois	1,432	1,394	-	115	-	57	27	
Indiana DFI	865	891	-	38	-	32	18	
Indiana SOS	44	41	-	13	-	6	5	
Iowa	420	444	-	-	-	20	18	
Kansas	540	549	-	33	-	26	17	
Kentucky	1,037	1,073	-	55	-	800	20	
Louisiana	807	808	-	7	-	37	12	
Maine	328	335	-	73	-	20	6	
Maryland	1,222	1,316	-	153	-	44	30	
Massachusetts	620	575	-	60	-	36	30	
Michigan	1,115	1,053	-	175	-	65	9	
Minnesota	229	243	-	13	-	19	16	
Mississippi	534	500	-	26	-	497	6	
Missouri	1,016	1,037	-	74	-	36	43	
Montana	292	300	-	4	-	16	6	
Nebraska	380	358	3	52	-	17	11	
Nevada	871	848	-	316	-	27	4	
New Hampshire	361	377	-	26	-	366	8	
New Jersey	1,186	1,247	-	173	-	58	29	
New Mexico	512	490	-	8	-	21	13	
New York	752	389	2	116	-	35	133	
North Carolina	1,290	1,203	-	95	-	65	60	
North Dakota	199	218	-	2	1	23	1	
Ohio	948	952	-	39	-	81	965	
Oklahoma DCC	647	674	-	2	-	39	15	
Oregon	872	959	-	39	-	38	22	
Pennsylvania	1,003	1,009	-	58	-	71	31	
Puerto Rico	10	9	-	2	-	-	1	
Rhode Island	245	250	-	17	-	26	14	

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	1,160	1,267	-	85	-	40	12
South Carolina DCA	82	62	-	16	-	1	3
South Dakota	211	215	-	4	-	16	7
Tennessee	833	867	4	28	-	37	38
Texas OCCC	45	30	-	9	-	2	5
Texas SML	2,046	2,435	-	340	1	94	34
Utah DFI	30	18	1	19	-	1	-
Utah DRE	328	318	1	19	1	17	14
Vermont	245	236	-	11	-	23	5
Virgin Islands	9	11	-	1	-	1	-
Virginia	1,304	1,190	-	193	-	67	45
Washington	1,140	1,210	-	67	1	155	42
West Virginia	274	157	-	10	-	13	8
Wisconsin	645	633	-	12	2	29	17
Wyoming	255	279	9	38	-	21	37
<b>National</b>	<b>40,476</b>	<b>40,888</b>	<b>112</b>	<b>3,851</b>	<b>19</b>	<b>4,437</b>	<b>2,544</b>

#### **Notes**

1. The Hawaii Division of Financial Institutions has indicated it is not able to release the number of license applications denied.

#### **Definitions**

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

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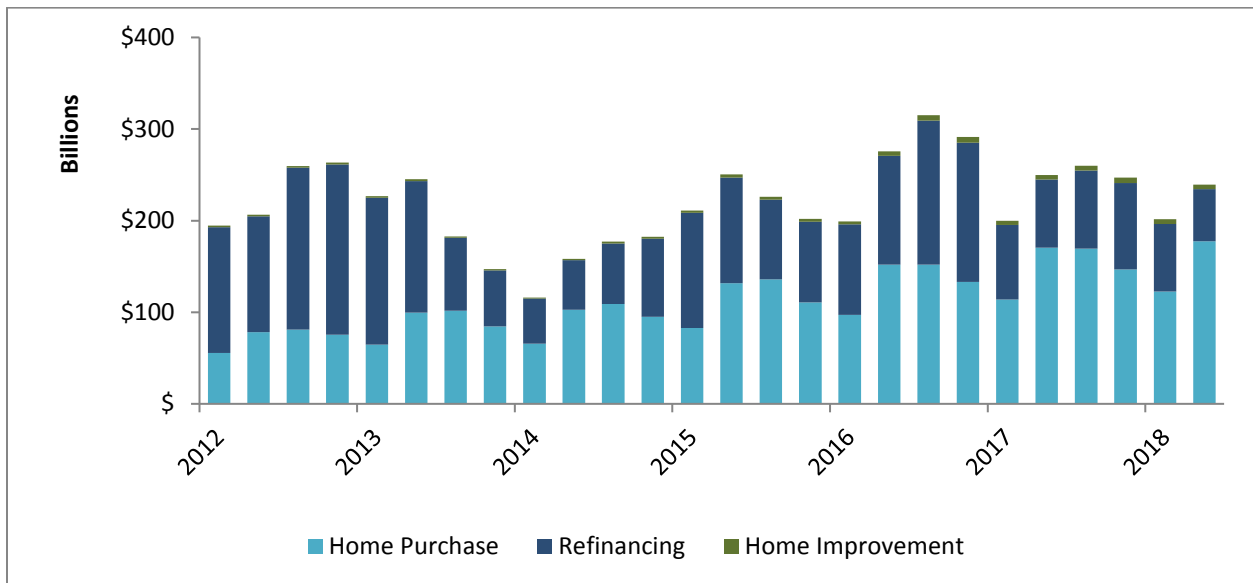


## 5. Mortgage Call Report

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

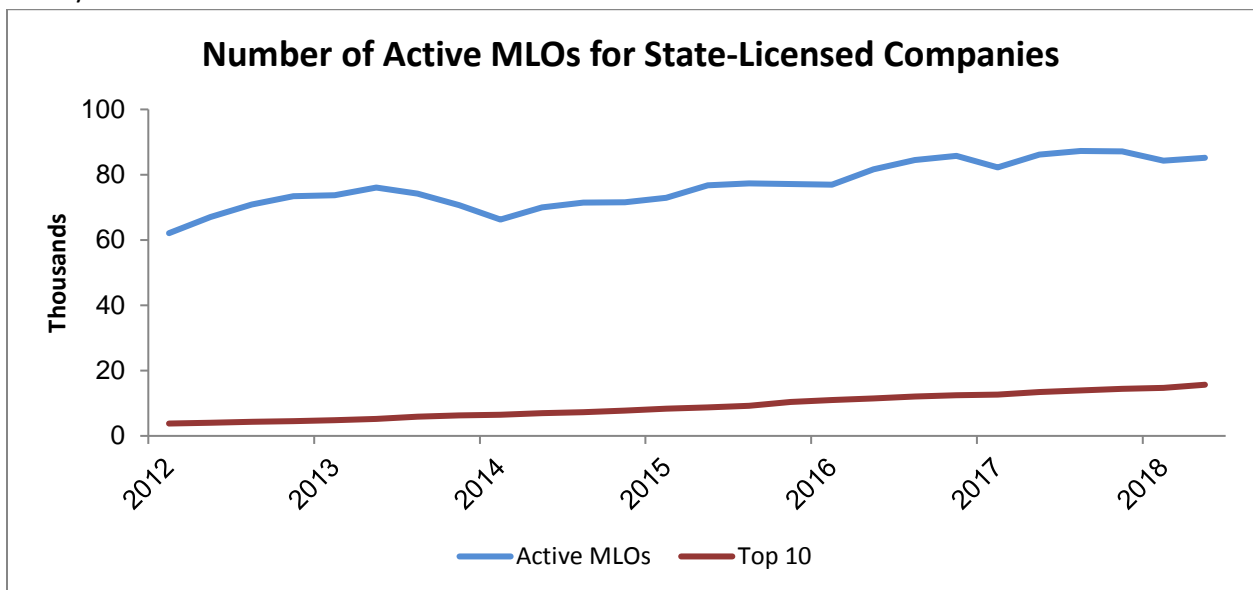
### *Loan Originations by Purpose*

Forward loan originations reported by state-licensed companies have increased by 18.6 percent since last quarter. Compared to same quarter of 2017, 2018Q2 home purchase volume has increased 4.1 percent and refinance volume has decreased 23.3 percent.



### *Active MLOs*

The number of Active MLOs\* in 2018Q2 decreased by 1.1 percent nationwide over 2017Q2, and increased 16.6 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, June 30, 2018

State	Total	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,859	2,222	1,819	1,143	1,621	86
Alaska	740	155	20	97	473	-
Arizona	9,937	643	535	1,388	7,395	1
Arkansas	4,361	1,054	2,346	277	629	90
California	41,717	4,424	1,338	5,350	30,779	1
Colorado	8,350	1,579	1,239	1,313	4,271	4
Connecticut	6,164	1,353	112	568	4,145	4
Delaware	1,496	136	333	122	899	10
District of Columbia	1,130	79	64	153	835	-
Florida	27,212	3,630	3,618	4,683	15,585	55
Georgia	9,779	3,949	985	753	4,060	90
Guam	114	49	29	30	7	-
Hawaii	1,997	495	609	488	409	2
Idaho	2,643	789	69	735	1,052	7
Illinois	18,452	3,816	2,136	1,617	10,958	9
Indiana	8,553	1,934	1,484	1,784	3,336	68
Iowa	6,027	2,198	599	1,005	2,222	28
Kansas	4,320	1,343	813	618	1,582	11
Kentucky	6,109	2,251	954	622	2,209	102
Louisiana	5,595	2,638	946	615	1,378	50
Maine	1,941	624	18	464	839	2
Maryland	6,730	1,423	1,314	844	3,132	48
Massachusetts	10,669	3,636	694	1,783	4,613	-
Michigan	13,554	1,261	3,006	3,416	5,848	100
Minnesota	8,973	1,888	298	1,215	5,568	55
Mississippi	3,702	2,025	697	222	710	58
Missouri	9,072	2,761	2,412	975	2,928	55
Montana	1,499	496	430	241	334	6
Nebraska	3,357	1,271	409	450	1,229	17
Nevada	2,685	112	32	278	2,267	-
New Hampshire	1,809	488	31	339	973	1
New Jersey	12,605	2,206	469	617	9,355	2
New Mexico	1,892	449	110	259	1,082	6
New York	24,650	1,363	2,632	3,157	17,558	15
North Carolina	13,171	3,592	1,030	3,580	4,882	153
North Dakota	1,208	460	29	241	480	-
Ohio	17,725	1,781	3,107	1,923	10,921	87
Oklahoma	4,767	1,656	1,251	573	1,292	43
Oregon	5,959	1,392	154	1,432	2,995	8
Pennsylvania	18,708	6,140	1,534	2,415	8,665	80
Puerto Rico	758	195	174	333	52	6
Rhode Island	1,871	299	209	320	1,045	-
South Carolina	4,968	2,182	201	829	1,745	44
South Dakota	1,361	485	141	215	516	11
Tennessee	7,981	3,103	2,219	917	1,725	68
Texas	24,492	4,276	3,176	2,646	14,281	266
Utah	4,471	363	118	2,156	1,844	1
Vermont	841	136	11	253	457	-
Virgin Islands	80	10	5	47	19	-
Virginia	10,973	2,314	2,000	3,002	3,640	95
Washington	10,003	2,736	110	2,605	4,590	6
West Virginia	1,820	896	256	166	509	14

State	Total	FDIC	FRB	NCUA	OCC	FCA
Wisconsin	8,714	1,733	468	2,190	4,314	53
Wyoming	979	247	315	174	249	2
<b>Nationwide</b>	<b>414,888</b>	<b>88,646</b>	<b>49,075</b>	<b>63,587</b>	<b>214,350</b>	<b>1,917</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