



# **NMLS Mortgage Industry Report 2018Q4 Update**

Released March 14, 2019  
Conference of State Bank Supervisors  
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## NMLS Mortgage Industry Report: 2018Q4 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 MLOs.<sup>1</sup>

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## 1. Mortgage Entities in NMLS

### State-Licensed Entities

Type	Unique Entities	Licenses
Company	17,572	45,194
Branch	25,179	66,092
Individual	165,240	594,041

NOTE: Includes companies holding an approved state license or a state registration through NMLS. License counts include separate licenses required for other trade names 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	9,196
Individual	415,291

### Dual Entities

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

Type	Unique Entities
Company	88
Individual	6,957

<sup>1</sup> Unless otherwise noted, all figures cover activity from 2018Q4, or statuses as of December 31, 2018.

## 2. State-Licensed Mortgage Entities<sup>1</sup>, December 31, 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	603	1.5%	109	1,022	12,067	5.2%	975	16.0
Alaska	207	5.1%	18	322	2,553	-1.1%	174	10.9
Arizona	981	9.1%	482	3,029	18,642	7.3%	6,018	17.3
Arkansas	397	5.0%	25	717	4,758	4.8%	280	13.6
California DRE	6,384	1.0%	6,310	1,084	19,280	0.8%	17,519	2.6
California DBO	1,316	9.7%	585	6,640	39,924	4.5%	14,626	24.2
Colorado	1,651	14.2%	596	<sup>5</sup>	17,350	8.5%	3,619	9.7
Connecticut	660	3.0%	140	834	9,182	0.1%	980	12.1
Delaware	398	1.0%	18	740	5,398	1.9%	272	11.5
District of Columbia	530	4.3%	6	845	5,622	-0.7%	68	9.2
Florida	2,903	13.0%	1,466	4,243	37,502	14.1%	10,841	10.9 <sup>6</sup>
Georgia	1,171	6.4%	482	648	17,699	13.7%	3,331	14.3
Guam	18	5.9%	3	32	8	0.0%	7	1.8
Hawaii	350	2.3%	102	249	2,928	1.5%	797	9.6
Idaho	366	10.6%	37	748	5,254	9.6%	653	9.6
Illinois	877	5.7%	301	662	17,773	6.8%	3,897	18.3
Indiana DFI	393	0.0%	26	<sup>5</sup>	13,936	10.2%	1,246	26.6
Indiana SOS	182	5.8%	85	11	619	13.0%	213	2.6
Iowa	622	3.0%	103	953	6,946	6.1%	285	16.6
Kansas	529	2.3%	37	902	7,551	3.9%	741	16.3
Kentucky	516	4.5%	76	994	7,402	-4.1%	953	17.3
Louisiana	572	7.1%	173	1,085	10,659	8.2%	1,093	14.3
Maine	406	16.0%	43	710	5,451	3.5%	271	14.1
Maryland	862	0.9%	199	1,561	15,168	4.7%	2,523	14.8
Massachusetts	519	6.1%	178	1,137	10,106	1.7%	1,776	16.9
Michigan	848	5.6%	350	<sup>5</sup>	13,920	7.4%	4,897	14.4
Minnesota	676	7.6%	194	642	7,054	15.6%	1,538	12.4
Mississippi	395	5.9%	38	695	4,233	-2.3%	410	10.7
Missouri	526	3.5%	248	1,078	10,566	9.0%	2,452	16.7
Montana	309	7.7%	33	422	3,505	5.0%	171	9.6
Nebraska	374	-0.5%	23	583	4,092	5.9%	158	11.3
Nevada	485	8.0%	133	975	9,923	8.7%	2,354	18.4
New Hampshire	409	5.4%	32	765	4,009	-3.2%	435	13.0
New Jersey	843	2.6%	282	1,540	16,628	2.1%	3,775	15.2
New Mexico	396	1.5%	50	852	6,995	2.9%	437	12.7
New York	747	-2.1%	482	902	9,663	3.7%	3,248	12.8
North Carolina	658	4.1%	148	1,442	16,575	3.6%	2,729	19.4
North Dakota	451	0.2%	31	455	3,596	-3.7%	69	11.9
Ohio	577	23.3%	186	1,788	13,722	5.5%	2,837	17.4
Oklahoma DCC	398	2.6%	62	686	8,026	5.4%	642	14.2
Oregon	840	8.0%	183	1,977	13,176	6.4%	2,038	13.2
Pennsylvania	1,045	9.1%	406	1,804	18,312	1.0%	2,995	13.4
Puerto Rico	92	9.5%	28	108	379	-4.1%	268	8.7
Rhode Island	471	5.1%	33	625	4,218	2.5%	458	11.1
South Carolina BFI	414	6.7%	15	1,338	11,259	38.0%	1,000	19.8
South Carolina DCA	255	22.0%	167	78	692	30.6%	388	2.3
South Dakota	294	3.5%	8	<sup>5</sup>	3,741	-2.6%	110	12.6
Tennessee	697	4.5%	114	2,164	14,517	7.3%	1,692	17.0
Texas OCC	<sup>4</sup>	<sup>4</sup>	<sup>4</sup>	<sup>5</sup>	354	1.1%	93	<sup>6</sup>
Texas SML	1,962	9.7%	1,204	3,607	30,783	9.4%	10,264	12.4
Utah DFI	230	5.5%	21	<sup>5</sup>	213	8.1%	3	6.5 <sup>6</sup>
Utah DRE	529	4.5%	266	416	6,417	5.6%	3,034	10.2

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	341	1.5%	22	441	2,615	4.3%	90	10.6
Virgin Islands	40	17.6%	2	56	135	3.8%	10	6.2
Virginia	826	1.6%	225	2,198	19,319	2.5%	2,797	18.0
Washington	1,009	6.4%	214	2,878	19,923	2.0%	3,790	17.4
West Virginia	356	-2.2%	25	507	2,953	26.7%	117	8.9
Wisconsin	485	1.9%	58	1,174	10,701	3.0%	840	18.0
Wyoming	259	4.4%	7	421	3,631	3.8%	71	11.2
<b>Nationwide</b>	<b>17,572</b>	<b>4.1%</b>	<b>-</b>	<b>25,179</b>	<b>165,240</b>	<b>4.5%</b>	<b>-</b>	<b>8.4</b>

Notes:

1. This report counts the number of companies, branches, and MLOs 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 2018Q4.

5. The following agencies did not manage mortgage branch licensing through NMLS in 2018Q4: 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. 2018Q4 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	12	17	-	1	-	17	-
Alaska	7	9	-	1	-	2	-
Arizona	43	44	-	14	-	29	3
Arkansas	14	3	-	-	-	12	-
California DRE	212	150	1	34	-	-	44
California DBO	85	60	-	24	11	22	-
Colorado	55	53	-	2	-	8	-
Connecticut	19	10	-	2	-	17	-
Delaware	15	12	-	2	-	9	-
District of Columbia	13	15	-	-	-	8	-
Florida	142	136	2	20	-	30	1
Georgia	52	51	-	7	1	29	7
Guam	2	-	-	1	-	-	-
Hawaii	5	9	<sup>2</sup>	2	-	7	2
Idaho	25	9	-	7	-	8	-
Illinois	32	18	-	3	1	15	-
Indiana DFI	6	16	-	-	-	12	-
Indiana SOS	8	5	-	2	-	2	-
Iowa	31	26	-	3	-	22	-
Kansas	16	17	-	2	-	19	-
Kentucky	14	13	-	-	-	10	-
Louisiana	12	3	-	-	-	5	-
Maine	11	6	-	-	-	2	-
Maryland	22	21	1	5	-	18	-
Massachusetts	35	19	-	5	-	7	-
Michigan	48	21	-	11	-	28	1
Minnesota	24	20	-	6	-	24	-
Mississippi	10	9	-	-	-	8	-
Missouri	14	11	-	3	-	12	-
Montana	12	3	-	1	-	7	-
Nebraska	16	12	-	5	-	17	-
Nevada	34	32	-	15	-	10	-
New Hampshire	15	9	-	1	-	6	-
New Jersey	20	16	-	3	-	14	-
New Mexico	8	9	-	-	-	10	-
New York	21	8	-	14	-	6	8
North Carolina	25	24	-	8	-	12	-
North Dakota	24	13	-	1	-	8	-
Ohio	29	23	-	6	-	15	1
Oklahoma DCC	22	35	-	3	-	17	-
Oregon	26	32	-	2	-	26	-
Pennsylvania	42	54	-	6	-	26	-
Puerto Rico	-	-	-	-	-	-	-

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Rhode Island	21	13	-	1	-	12	-
South Carolina BFI	20	24	-	-	-	5	-
South Carolina DCA	13	10	-	4	-	6	-
South Dakota	9	5	-	1	-	9	-
Tennessee	30	17	-	-	-	10	-
Texas SML	98	82	-	12	-	30	-
Utah DFI	8	10	-	3	-	7	-
Utah DRE	23	16	-	1	-	13	-
Vermont	19	14	-	4	-	21	-
Virgin Islands	2	1	-	-	-	-	-
Virginia	35	23	-	12	2	18	-
Washington	56	29	-	5	1	12	-
West Virginia	10	3	-	1	-	10	-
Wisconsin	17	21	-	3	-	18	-
Wyoming	7	4	-	4	-	7	-
<b>National</b>	<b>1,646</b>	<b>1,325</b>	<b>4</b>	<b>273</b>	<b>16</b>	<b>734</b>	<b>67</b>

#### Notes

1. Texas OCCC did not manage mortgage company licensing through NMLS in 2018Q4.
2. 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 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 Act 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. 2018Q4 State Licensing Activities: Mortgage Loan Originator Licenses

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	551	503	-	6	-	123	20
Alaska	112	107	-	11	-	60	1
Arizona	792	652	-	88	-	110	13
Arkansas	361	295	-	27	-	511	2
California DRE	586	355	5	29	2	2	62
California DBO	1,661	1,535	4	105	1	228	62
Colorado	808	722	-	34	-	7	15
Connecticut	400	389	-	10	-	100	41
Delaware	337	295	-	7	-	138	11
District of Columbia	221	219	-	-	-	69	5
Florida	1,871	1,811	43	145	-	225	32
Georgia	1,120	1,102	5	111	2	315	42
Guam	-	-	-	-	-	-	-
Hawaii	178	113	1	9	-	46	-
Idaho	315	253	2	30	-	72	14
Illinois	718	661	-	55	5	155	30
Indiana DFI	764	873	-	45	-	84	15
Indiana SOS	35	25	-	2	-	9	3
Iowa	413	413	-	-	1	116	8
Kansas	274	281	1	18	-	99	5
Kentucky	360	327	-	18	-	916	17
Louisiana	316	232	-	-	-	83	14
Maine	241	214	-	-	-	70	6
Maryland	509	424	-	47	-	115	21
Massachusetts	557	556	-	34	1	105	37
Michigan	699	389	1	118	-	154	18
Minnesota	891	804	-	8	-	80	13
Mississippi	387	383	-	6	-	464	6
Missouri	448	510	-	48	-	119	20
Montana	185	124	-	3	-	86	3
Nebraska	142	113	2	31	-	110	2
Nevada	679	458	-	149	-	82	6
New Hampshire	262	241	-	16	-	336	10
New Jersey	550	389	-	16	-	148	28
New Mexico	350	334	-	1	-	68	2
New York	468	321	-	127	-	71	22
North Carolina	655	636	-	58	-	173	50
North Dakota	188	195	-	8	-	137	3
Ohio	652	361	1	10	2	183	375
Oklahoma DCC	367	416	-	2	-	116	7
Oregon	640	697	-	18	-	112	13
Pennsylvania	911	856	-	31	-	195	33
Puerto Rico	8	6	-	-	-	1	-

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Rhode Island	137	138	-	1	-	102	16
South Carolina BFI	604	588	-	44	-	142	5
South Carolina DCA	55	64	-	7	-	8	3
South Dakota	236	135	-	5	-	175	2
Tennessee	783	547	3	9	1	70	29
Texas OCCC	26	13	-	9	-	2	1
Texas SML	1,431	1,039	5	177	1	195	44
Utah DFI	23	21	-	17	-	5	-
Utah DRE	239	206	-	8	1	44	9
Vermont	118	112	-	10	-	64	1
Virgin Islands	4	13	-	-	-	2	-
Virginia	780	703	-	99	-	168	25
Washington	806	714	3	40	1	134	59
West Virginia	446	283	-	36	1	36	4
Wisconsin	425	401	-	11	2	110	19
Wyoming	184	101	-	13	-	47	-
<b>National</b>	<b>28,279</b>	<b>24,668</b>	<b>75</b>	<b>1,967</b>	<b>21</b>	<b>7,697</b>	<b>1,304</b>

#### **Notes**

1. 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.

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

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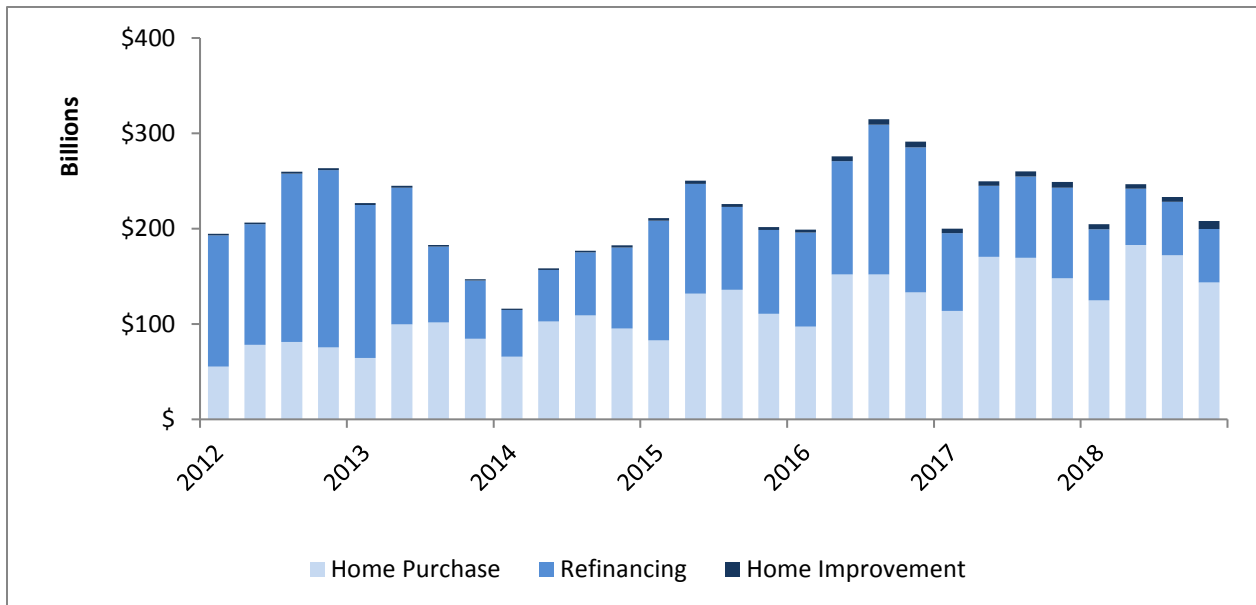


## 5. Mortgage Call Report

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

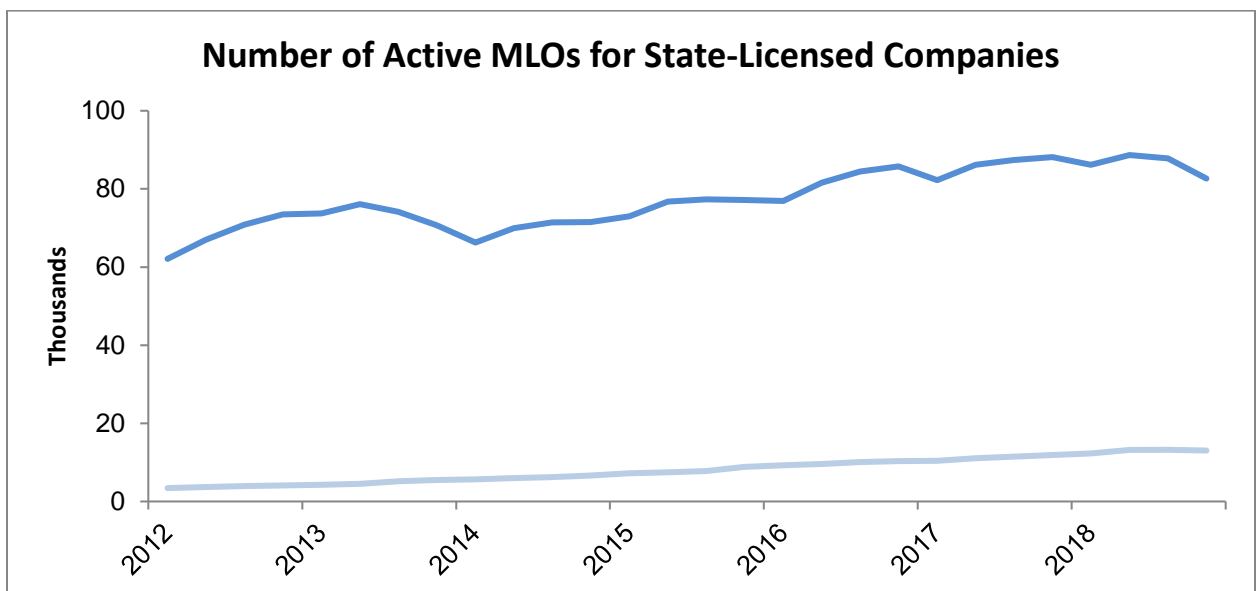
### *Loan Originations by Purpose*

Forward loan originations reported by state-licensed companies decreased by 10.9 percent since last quarter and have decreased by 16.5 percent over the year. The year-over-year decrease is mainly the result of less refinancing, which decreased by 40.8 percent. Home purchase originations decreased by 3.0 percent over the year, the first over-the-year decrease in this category in six years of published MCR data.



### *Active MLOs*

The number of active MLOs\* in Q4 2018 decreased by 6.2 percent nationwide over Q4 2017, and increased 9.6 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, December 31, 2018

State	Total	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,933	2,220	1,864	1,151	1,644	84
Alaska	693	157	8	93	440	-
Arizona	9,709	627	530	1,363	7,211	-
Arkansas	4,440	1,084	2,404	291	594	99
California	42,186	4,262	1,294	5,523	31,263	1
Colorado	8,467	1,828	1,293	1,344	4,222	9
Connecticut	6,162	1,258	108	597	4,216	4
Delaware	1,541	148	367	124	898	10
District of Columbia	1,136	73	61	158	846	-
Florida	27,014	3,622	3,652	4,866	15,288	50
Georgia	9,800	3,865	962	803	4,229	88
Guam	108	48	25	28	7	-
Hawaii	1,950	488	553	498	416	1
Idaho	2,749	794	94	788	1,076	7
Illinois	18,060	3,716	2,086	1,629	10,774	12
Indiana	8,661	2,210	1,529	1,818	3,095	67
Iowa	5,870	2,210	602	1,021	2,033	28
Kansas	4,302	1,335	788	635	1,576	11
Kentucky	6,109	2,331	897	587	2,213	120
Louisiana	5,623	2,635	950	644	1,378	49
Maine	1,933	631	19	462	822	2
Maryland	6,688	1,457	1,253	863	3,128	49
Massachusetts	10,692	3,626	699	1,844	4,579	-
Michigan	13,395	1,290	2,973	3,510	5,588	101
Minnesota	8,739	1,783	308	1,286	5,367	55
Mississippi	3,749	2,057	714	226	702	58
Missouri	9,242	2,798	2,508	1,013	2,983	56
Montana	1,503	487	434	242	340	6
Nebraska	3,361	1,294	443	440	1,192	16
Nevada	2,716	127	32	300	2,264	-
New Hampshire	1,806	490	26	349	960	1
New Jersey	12,372	2,295	479	636	9,043	2
New Mexico	1,857	458	109	261	1,036	6
New York	24,820	1,384	2,735	3,249	17,502	16
North Carolina	13,209	3,536	1,039	3,797	4,731	158
North Dakota	1,223	475	29	250	474	-
Ohio	17,592	1,736	3,000	1,950	10,961	89
Oklahoma	4,661	1,559	1,268	569	1,261	45
Oregon	5,891	1,350	164	1,470	2,925	7
Pennsylvania	18,700	6,114	1,573	2,448	10,136	86
Puerto Rico	749	186	178	330	52	6
Rhode Island	1,945	347	222	315	1,069	-
South Carolina	5,001	2,167	228	832	1,752	47
South Dakota	1,403	496	150	223	533	10
Tennessee	8,159	3,155	2,307	927	1,759	71
Texas	24,722	4,385	3,186	2,755	14,317	271
Utah	4,665	384	118	2,296	1,874	1
Vermont	864	134	15	268	461	-
Virgin Islands	71	9	6	44	12	-
Virginia	10,966	2,253	1,896	3,061	3,727	92
Washington	10,225	2,724	122	2,725	4,691	5
West Virginia	1,835	899	261	166	512	15

State	Total	FDIC	FRB	NCUA	OCC	FCA
Wisconsin	<b>8,610</b>	1,700	432	2,282	4,185	48
Wyoming	<b>997</b>	256	321	177	246	2
<b>Nationwide</b>	<b>415,291</b>	<b>88,880</b>	<b>49,284</b>	<b>65,469</b>	<b>214,471</b>	<b>1,958</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