



NMLS Mortgage Industry Report 2019Q3 Update

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Conference of State Bank Supervisors
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NMLS Mortgage Industry Report: 2019Q3 Update

This report compiles data concerning companies, branches and mortgage loan originators (MLOs) licensed or registered through NMLS to conduct mortgage activities. This includes both state-licensed and federally registered companies and MLOs.¹

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1. Mortgage Entities in NMLS

State-Licensed Entities

Type	Unique Entities	Over the Year Growth	Licenses	Over the Year Growth
Company	18,005	4.4%	46,875	5.0%
Branch	24,816	-1.5%	68,166	2.4%
Individual	159,785	-0.8%	541,751	-6.0%

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	Over the Year Growth
Company	8,846	-3.4%
Individual	414,408	-0.4%

Dual Entities

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

Type	Unique Entities	Over the Year Growth
Company	86	1.2%
Individual	5,681	-11.7%

¹ Unless otherwise noted, all figures cover 2019Q3 activity, or statuses as of September 30, 2019.

2. State-Licensed Mortgage Entities¹, September 30, 2019

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	615	1.7%	108	1,039	10,387	-11.0%	977	15.8
Alaska	205	-0.5%	18	321	2,270	-9.5%	173	11.0
Arizona	1,050	8.7%	521	3,271	17,489	-3.3%	6,441	17.2
Arkansas	407	0.5%	25	772	4,924	-0.2%	276	13.4
California DRE	6,335	1.1%	6,261	967	18,985	0.7%	17,552	2.7
California DBO	1,372	6.7%	603	6,472	36,564	-5.2%	14,794	24.0
Colorado	1,746	8.7%	635	⁵	15,774	-5.1%	3,686	9.2
Connecticut	673	0.9%	138	863	8,025	-9.6%	997	11.7
Delaware	382	-3.0%	18	729	4,563	-12.3%	283	11.2
District of Columbia	538	3.1%	5	862	5,091	-6.9%	68	9.3
Florida	3,152	12.2%	1,571	4,571	36,461	1.6%	11,390	10.6 ⁶
Georgia	1,221	5.2%	500	698	17,446	3.3%	3,404	14.2
Guam	21	16.7%	3	33	10	25.0%	8	1.8
Hawaii	341	-1.4%	96	236	2,803	-1.9%	826	10.2
Idaho	411	12.6%	39	851	5,105	0.8%	677	9.8
Illinois	861	0.2%	308	669	15,758	-8.7%	3,878	18.3
Indiana DFI	390	0.3%	26	⁵	11,993	-8.7%	1,231	26.6
Indiana SOS	190	6.1%	84	12	589	-2.0%	227	2.5
Iowa	633	1.6%	107	954	6,680	0.6%	264	18.7
Kansas	559	5.3%	41	935	6,223	-15.5%	790	15.2
Kentucky	530	3.5%	82	995	6,991	-12.0%	936	15.6
Louisiana	603	5.1%	176	1,108	9,142	-13.0%	1,123	13.6
Maine	410	2.0%	41	738	4,849	-8.6%	289	14.2
Maryland	872	1.6%	197	1,642	13,314	-10.3%	2,498	14.7
Massachusetts	550	8.1%	177	1,103	8,578	-11.1%	1,828	16.2
Michigan	935	9.0%	387	⁵	12,829	-6.0%	5,234	14.0
Minnesota	700	3.4%	203	718	7,908	25.4%	1,521	13.8
Mississippi	404	2.5%	43	709	4,298	0.5%	400	10.6
Missouri	526	-0.2%	255	1,110	9,038	-11.1%	2,504	16.7
Montana	330	5.4%	32	462	3,322	-4.3%	181	9.6
Nebraska	372	-2.4%	23	614	3,723	-8.8%	142	11.2
Nevada	491	4.2%	148	1,011	9,278	-2.7%	2,476	18.1
New Hampshire	416	2.5%	36	815	4,128	1.2%	441	12.4
New Jersey	840	0.1%	264	1,639	14,540	-11.2%	3,733	14.7
New Mexico	393	-1.0%	48	858	6,004	-10.7%	435	12.5
New York	723	-2.8%	460	919	9,150	-2.6%	3,327	13.1
North Carolina	713	10.5%	156	1,548	14,717	-8.6%	2,743	18.5
North Dakota	470	5.4%	35	510	3,154	-10.8%	69	12.8
Ohio	669	18.0%	202	1,689	12,583	-6.6%	3,072	16.6
Oklahoma DCC	419	7.2%	70	677	6,977	-9.6%	600	13.6
Oregon	880	5.0%	194	2,082	11,956	-5.0%	2,077	13.2
Pennsylvania	1,090	5.8%	412	1,840	16,072	-8.8%	2,902	13.0
Puerto Rico	88	-3.3%	28	100	361	-3.5%	258	9.4
Rhode Island	491	4.7%	33	671	3,735	-10.5%	483	11.0
South Carolina BFI	428	6.7%	18	1,501	10,539	-2.4%	1,030	20.1
South Carolina DCA	284	13.1%	158	83	757	19.6%	371	2.4
South Dakota	299	0.3%	9	⁵	3,204	-15.1%	103	13.0
Tennessee	749	8.6%	118	2,417	13,190	-6.0%	1,783	16.5
Texas OCC	⁴	⁴	⁴	⁵	283	-17.3%	89	⁶
Texas SML	2,130	11.2%	1,316	3,719	29,348	-1.9%	10,719	12.1
Utah DFI	237	4.4%	22	⁵	216	9.1%	3	9.0 ⁶
Utah DRE	550	5.6%	288	411	6,206	-0.7%	3,064	10.0

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	347	0.6%	19	445	2,350	-8.2%	84	10.8
Virgin Islands	41	5.1%	2	55	130	5.7%	10	5.2
Virginia	860	3.7%	234	2,261	17,459	-6.9%	2,784	17.8
Washington	1,047	5.4%	213	2,878	17,967	-7.0%	4,062	17.7
West Virginia	364	0.8%	22	516	3,088	14.3%	121	9.7
Wisconsin	489	0.6%	56	1,215	9,149	-12.1%	838	18.1
Wyoming	265	1.5%	6	455	3,280	-8.3%	74	11.6
Nationwide	18,005	4.4%	-	24,816	159,785	-0.8%	-	8.4

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 2019Q3.

5. The following agencies did not manage mortgage branch licensing through NMLS in 2019Q3: 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. 2019Q3 State Licensing Activities: Mortgage Company Licenses¹

State Agency	New Applications	Applications Processed			License Expirations		
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	20	21	-	-	1	5	-
Alaska	12	10	-	-	-	4	-
Arizona	54	60	-	6	-	16	-
Arkansas	8	4	-	-	-	7	-
California DRE	210	135	-	-	-	-	1
California DBO	89	57	-	20	2	9	-
Colorado	102	92	-	2	-	-	-
Connecticut	32	19	-	6	-	7	-
Delaware	12	7	-	6	-	7	-
District of Columbia	24	20	-	7	-	8	-
Florida	192	170	-	11	-	26	1
Georgia	51	44	1	6	-	20	1
Guam	1	-	-	1	-	-	-
Hawaii	17	13	. ²	1	-	9	-
Idaho	30	15	-	7	-	3	-
Illinois	26	19	-	1	1	10	1
Indiana DFI	12	9	-	1	-	6	-
Indiana SOS	9	6	-	2	-	2	-
Iowa	26	19	-	1	-	8	-
Kansas	22	22	-	-	-	10	-
Kentucky	14	12	-	1	-	6	-
Louisiana	20	17	-	1	-	4	-
Maine	14	11	-	-	-	8	-
Maryland	45	39	-	3	-	7	-
Massachusetts	44	42	-	16	-	4	-
Michigan	76	63	-	5	-	10	1
Minnesota	20	23	-	4	-	11	2
Mississippi	15	16	-	-	-	5	-
Missouri	16	13	-	4	-	6	1
Montana	33	29	-	1	-	4	-
Nebraska	17	9	-	2	-	7	-
Nevada	38	23	-	19	-	9	-
New Hampshire	13	10	-	1	-	5	-
New Jersey	23	22	-	4	-	10	-
New Mexico	26	18	-	-	-	4	-
New York	20	17	-	10	-	15	12
North Carolina	40	36	-	8	-	14	-
North Dakota	17	16	-	-	-	4	1
Ohio	38	45	-	10	-	6	-
Oklahoma DCC	32	30	-	-	-	11	-
Oregon	29	35	-	1	1	7	-
Pennsylvania	41	41	-	4	-	13	-
Puerto Rico	4	4	-	-	-	-	-

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Rhode Island	30	20	-	3	-	1	-
South Carolina BFI	25	22	-	-	-	6	-
South Carolina DCA	24	17	-	3	-	-	2
South Dakota	14	9	-	-	-	8	-
Tennessee	36	29	-	3	-	2	-
Texas SML	129	112	-	24	-	13	1
Utah DFI	8	6	-	1	-	2	-
Utah DRE	23	19	-	1	-	-	-
Vermont	31	19	-	6	-	12	-
Virgin Islands	2	-	-	-	-	3	-
Virginia	43	27	1	9	4	9	-
Washington	31	38	-	4	-	12	-
West Virginia	11	14	-	5	-	2	-
Wisconsin	22	19	-	1	1	16	-
Wyoming	15	18	-	1	-	8	1
National	2,028	1,682	2	233	10	421	25

Notes

1. Texas OCCC did not manage mortgage company licensing through NMLS in 2019Q3.
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. 2019Q3 State Licensing Activities: Mortgage Loan Originator Licenses

State Agency	New Applications		Applications Processed			License Expirations	
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	734	646	-	9	1	83	27
Alaska	235	220	-	20	-	18	4
Arizona	1,203	1,116	-	96	1	48	23
Arkansas	476	458	-	33	-	433	6
California DRE	664	302	3	37	1	1	20
California DBO	2,726	2,433	4	138	3	143	73
Colorado	994	719	-	245	-	9	30
Connecticut	449	419	2	30	-	59	60
Delaware	415	283	-	12	-	74	23
District of Columbia	424	415	-	1	-	20	16
Florida	2,395	2,124	10	133	-	147	45
Georgia	1,337	1,247	2	112	2	154	44
Guam	-	1	-	-	-	-	-
Hawaii	279	167	-	18	-	20	-
Idaho	494	398	3	54	-	49	20
Illinois	1,062	968	-	94	2	82	53
Indiana DFI	686	605	-	19	-	54	29
Indiana SOS	26	22	-	5	-	29	7
Iowa	769	766	-	1	-	46	16
Kansas	368	328	-	27	-	31	12
Kentucky	515	465	-	32	-	409	13
Louisiana	564	521	-	2	-	68	22
Maine	402	390	-	-	-	21	11
Maryland	945	777	-	48	-	75	37
Massachusetts	457	403	-	37	-	67	53
Michigan	967	840	-	107	1	99	21
Minnesota	815	795	-	25	1	50	31
Mississippi	513	489	-	8	-	384	9
Missouri	602	553	-	33	-	45	28
Montana	285	274	-	3	-	24	7
Nebraska	279	236	1	19	-	41	3
Nevada	698	530	-	174	-	38	11
New Hampshire	376	359	-	15	-	205	11
New Jersey	998	516	-	102	-	84	35
New Mexico	412	355	-	7	-	31	13
New York	466	399	-	138	-	111	29
North Carolina	1,019	902	-	85	-	112	52
North Dakota	345	344	-	6	1	20	6
Ohio	849	816	1	22	-	74	38
Oklahoma DCC	379	428	-	7	-	56	19
Oregon	770	738	-	16	-	74	25
Pennsylvania	930	839	-	31	-	125	55
Puerto Rico	19	19	-	-	-	2	-

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Rhode Island	233	227	-	5	-	21	17
South Carolina BFI	678	599	-	29	-	84	20
South Carolina DCA	84	63	-	9	-	16	2
South Dakota	316	223	-	17	-	26	6
Tennessee	859	817	1	17	-	53	38
Texas OCCC	33	18	-	12	-	2	12
Texas SML	2,121	1,903	5	205	-	117	65
Utah DFI	15	8	-	11	-	3	-
Utah DRE	391	313	1	8	-	39	6
Vermont	197	192	-	9	-	25	4
Virgin Islands	17	7	-	1	-	-	2
Virginia	1,177	1,189	-	128	-	81	43
Washington	1,098	1,025	-	47	1	114	60
West Virginia	248	242	-	39	-	41	7
Wisconsin	582	550	-	13	1	75	27
Wyoming	282	300	3	35	-	26	3
National	37,672	33,301	36	2,586	15	4,438	1,349

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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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.

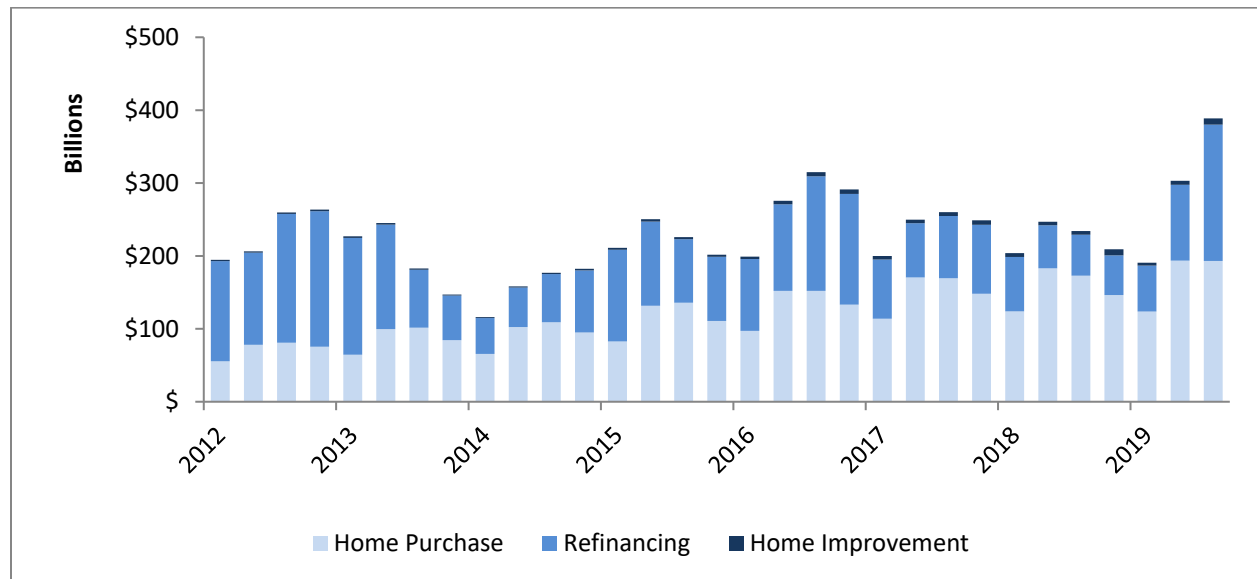
Terminated: Status assigned when a regulator expires a license/registration.

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.

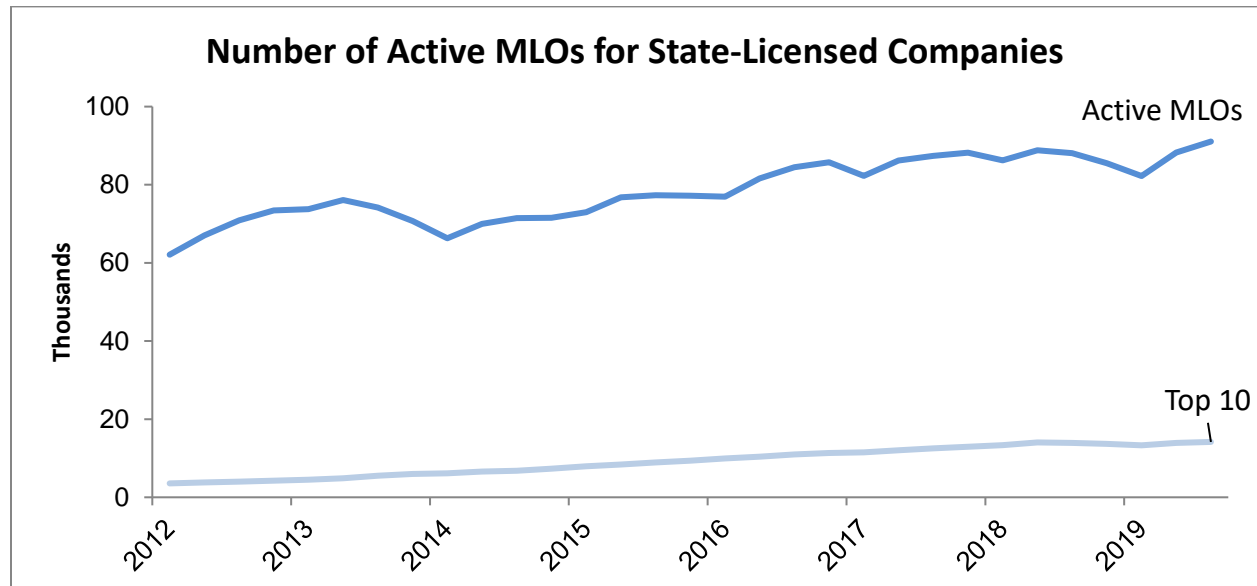
Loan Originations by Purpose

Forward loan originations reported by state-licensed companies increased 28.2 percent since last quarter and increased 66.0 percent since last year. The over-the-quarter increase is mainly the result of refinancing, which increased 79.7 percent.



Active MLOs

The number of active MLOs* in 2019Q3 increased by 3.36 percent nationwide over 2018Q3, and increased by 1.66 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, September 30, 2019

State	Total	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,969	2,119	1,992	1,169	1,652	83
Alaska	716	168	9	120	422	-
Arizona	9,712	722	569	1,332	7,111	-
Arkansas	4,406	1,130	2,407	276	529	98
California	41,578	4,377	1,273	5,693	30,569	1
Colorado	8,412	1,813	1,102	1,325	4,232	8
Connecticut	6,035	1,309	116	597	4,033	5
Delaware	1,627	147	384	135	955	9
District of Columbia	1,157	53	66	156	885	-
Florida	27,239	3,309	4,018	5,111	15,067	50
Georgia	9,937	3,332	1,459	789	4,344	84
Guam	107	45	26	28	8	-
Hawaii	1,911	454	549	509	404	1
Idaho	2,712	736	131	825	1,033	7
Illinois	17,898	3,807	2,582	1,748	9,899	15
Indiana	8,694	2,274	1,489	1,855	3,066	67
Iowa	5,824	2,169	579	1,036	2,068	19
Kansas	4,307	1,346	814	606	1,581	11
Kentucky	6,169	2,253	1,015	600	2,171	168
Louisiana	5,604	2,663	913	666	1,371	53
Maine	1,918	630	20	458	813	3
Maryland	6,665	1,372	1,295	835	3,270	51
Massachusetts	11,025	3,662	755	1,875	4,786	-
Michigan	13,378	1,294	2,330	3,658	6,062	100
Minnesota	8,548	1,736	309	1,274	5,230	44
Mississippi	3,762	2,053	733	223	705	60
Missouri	9,364	2,832	2,626	1,045	2,909	58
Montana	1,520	497	444	244	336	6
Nebraska	3,225	1,233	480	400	1,127	9
Nevada	2,742	119	32	284	2,310	-
New Hampshire	1,824	501	22	362	957	1
New Jersey	12,490	2,202	482	699	9,295	2
New Mexico	1,761	515	110	241	913	2
New York	24,907	1,383	2,717	3,379	17,483	20
North Carolina	13,298	3,418	1,108	3,982	4,684	162
North Dakota	1,210	465	27	249	472	2
Ohio	17,465	1,725	2,908	2,026	10,832	82
Oklahoma	4,743	1,599	1,327	605	1,213	43
Oregon	5,733	1,230	176	1,445	2,898	8
Pennsylvania	18,495	4,309	1,502	2,491	10,255	83
Puerto Rico	736	175	178	327	53	6
Rhode Island	2,022	315	223	323	1,167	-
South Carolina	5,064	2,078	324	899	1,738	49
South Dakota	1,417	501	150	228	536	9
Tennessee	8,085	3,179	2,546	936	1,405	64
Texas	24,981	4,722	3,336	2,852	14,044	276
Utah	4,601	412	102	2,269	1,823	1
Vermont	860	140	17	276	445	-
Virgin Islands	67	9	5	39	14	-
Virginia	10,888	2,234	1,890	3,033	3,713	88
Washington	10,103	2,561	128	2,815	4,650	6

State	Total	FDIC	FRB	NCUA	OCC	FCA
West Virginia	1,815	910	227	164	517	15
Wisconsin	8,499	1,683	431	2,271	4,122	46
Wyoming	964	229	313	183	242	2
Nationwide	414,394	86,052	50,738	66,888	212,155	1,975

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