



NMLS Mortgage Industry Report 2018Q3 Update

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Conference of State Bank Supervisors
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NMLS Mortgage Industry Report: 2018Q3 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.¹

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1. Mortgage Entities in NMLS

State-Licensed Entities

Type	Unique Entities	Licenses
Company	17,251	44,630
Branch	25,199	66,551
Individual	161,136	576,473

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	9,156
Individual	416,163

Dual Entities

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

Type	Unique Entities
Company	85
Individual	6,345

¹ Unless otherwise noted, all figures cover activity from 2018Q3, or statuses as of September 30, 2018.

2. State-Licensed Mortgage Entities¹, September 30, 2018

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	605	2.0%	107	1,033	11,671	6.9%	982	16.5
Alaska	206	5.6%	18	326	2,508	4.6%	169	11.1
Arizona	966	10.0%	473	3,034	18,090	10.6%	6,132	18.3
Arkansas	405	8.0%	25	729	4,933	6.9%	295	14.0
California DRE	6,265	1.1%	6,194	1,043	18,844	0.8%	17,299	2.6
California DBO	1,286	10.0%	579	6,709	38,574	6.1%	14,952	25.9
Colorado	1,606	12.7%	577	⁻⁵	16,630	7.9%	3,624	10.2
Connecticut	667	5.0%	141	850	8,879	1.1%	975	12.3
Delaware	394	0.3%	15	760	5,202	4.9%	274	12.0
District of Columbia	522	6.1%	5	866	5,470	2.2%	68	9.3
Florida	2,809	11.1%	1,409	4,183	35,874	15.0%	10,687	11.3 ⁶
Georgia	1,161	8.0%	479	645	16,889	15.3%	3,299	14.5
Guam	18	20.0%	3	32	8	0.0%	7	1.8
Hawaii	346	5.5%	106	233	2,856	1.2%	814	9.9
Idaho	365	12.3%	37	763	5,065	10.0%	668	10.1
Illinois	859	5.7%	296	649	17,251	9.0%	3,912	18.9
Indiana DFI	389	-2.0%	26	⁻⁵	13,140	11.4%	1,259	26.9
Indiana SOS	179	4.1%	83	12	601	11.7%	216	2.6
Iowa	623	4.9%	102	956	6,642	9.6%	294	16.8
Kansas	531	3.1%	38	934	7,362	7.6%	756	16.7
Kentucky	512	4.3%	75	999	7,943	6.6%	984	18.9
Louisiana	574	8.1%	172	1,080	10,503	8.5%	1,077	15.0
Maine	402	19.6%	43	710	5,303	6.0%	278	14.6
Maryland	858	2.6%	196	1,581	14,850	5.9%	2,556	15.6
Massachusetts	509	4.9%	176	1,118	9,650	2.9%	1,804	17.3
Michigan	865	7.5%	352	⁻⁵	13,652	8.6%	5,091	15.1
Minnesota	677	6.8%	193	644	6,307	6.8%	1,578	11.7
Mississippi	394	9.1%	37	687	4,277	1.2%	414	10.8
Missouri	527	4.8%	249	1,072	10,168	11.0%	2,449	17.1
Montana	313	7.6%	33	433	3,473	6.1%	161	9.9
Nebraska	381	-0.3%	24	602	4,081	9.4%	162	12.1
Nevada	471	6.3%	129	959	9,539	8.6%	2,352	19.0
New Hampshire	406	3.6%	32	769	4,079	0.3%	435	13.5
New Jersey	839	5.4%	282	1,575	16,379	4.7%	3,819	15.8
New Mexico	397	1.5%	50	841	6,723	4.1%	428	12.7
New York	744	-3.5%	480	922	9,396	4.9%	3,228	13.0
North Carolina	645	2.5%	146	1,437	16,100	5.8%	2,778	20.5
North Dakota	446	-0.2%	31	473	3,534	2.9%	74	12.5
Ohio	567	20.6%	184	1,821	13,468	7.0%	2,930	18.5
Oklahoma DCC	391	2.6%	63	700	7,717	7.7%	642	14.4
Oregon	838	9.1%	180	1,987	12,581	7.4%	2,076	13.8
Pennsylvania	1,030	8.9%	404	1,807	17,620	2.6%	3,062	13.8
Puerto Rico	91	8.3%	28	101	374	-7.4%	267	8.9
Rhode Island	469	3.8%	33	664	4,173	10.2%	461	11.7
South Carolina BFI	401	6.4%	15	1,320	10,794	60.2%	995	20.6
South Carolina DCA	251	29.4%	167	80	633	28.7%	372	2.2
South Dakota	298	4.9%	8	⁻⁵	3,776	15.2%	119	13.6
Tennessee	690	3.9%	111	2,080	14,031	8.1%	1,733	17.6
Texas OCCC	⁻⁴	⁻⁴	⁻⁴	⁻⁵	342	4.0%	83	⁻⁶
Texas SML	1,915	8.9%	1,172	3,620	29,914	10.7%	10,328	13.0
Utah DFI	227	7.1%	21	⁻⁵	198	2.1%	3	⁻⁶
Utah DRE	521	4.4%	261	421	6,248	7.8%	3,100	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	345	2.4%	22	449	2,560	8.5%	96	10.7
Virgin Islands	39	14.7%	2	60	123	-5.4%	10	5.8
Virginia	829	1.6%	228	2,198	18,757	3.1%	2,804	18.6
Washington	993	4.1%	214	2,972	19,311	3.5%	3,853	18.2
West Virginia	361	-1.4%	25	504	2,702	17.0%	117	8.7
Wisconsin	486	1.5%	59	1,173	10,404	6.6%	857	18.7
Wyoming	261	4.8%	7	430	3,575	6.5%	68	11.5
Nationwide	17,251	3.7%	-	25,199	161,136	5.4%	-	8.6

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 2018Q3.
5. The following agencies did not manage mortgage branch licensing through NMLS in 2018Q3: 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. 2018Q3 State Licensing Activities: Mortgage Company Licenses¹

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	30	21	-	1	-	11	-
Alaska	7	6	-	1	-	7	-
Arizona	66	55	-	15	-	21	-
Arkansas	18	12	-	2	-	6	-
California DRE	186	108	-	-	2	-	-
California DBO	72	64	-	33	4	17	-
Colorado	72	70	-	1	-	2	-
Connecticut	24	18	-	1	-	7	-
Delaware	14	7	-	4	-	10	-
District of Columbia	16	20	-	1	-	10	-
Florida	130	134	-	9	-	23	1
Georgia	55	55	1	8	1	24	4
Guam	1	-	-	1	-	-	-
Hawaii	12	11	2	3	-	5	2
Idaho	26	15	-	11	-	6	-
Illinois	25	27	-	7	-	9	1
Indiana DFI	22	5	-	1	-	7	-
Indiana SOS	9	9	-	1	-	3	-
Iowa	35	32	-	2	-	14	-
Kansas	27	27	-	1	-	13	-
Kentucky	16	13	-	3	-	11	-
Louisiana	20	25	-	2	-	6	-
Maine	9	18	-	1	-	5	-
Maryland	19	22	-	4	-	11	-
Massachusetts	30	18	-	11	-	7	-
Michigan	49	44	-	4	-	21	-
Minnesota	42	37	-	1	-	11	-
Mississippi	15	16	-	-	-	3	-
Missouri	17	15	-	9	-	58	12
Montana	28	29	-	-	-	6	-
Nebraska	16	10	-	1	-	7	1
Nevada	32	26	-	10	-	9	-
New Hampshire	8	8	-	-	-	4	-
New Jersey	22	21	-	1	-	7	1
New Mexico	13	13	-	-	-	8	-
New York	11	7	-	19	-	10	14
North Carolina	32	24	-	5	-	3	1
North Dakota	13	15	-	1	-	6	-
Ohio	33	65	-	4	-	9	-
Oklahoma DCC	34	22	-	1	-	13	-
Oregon	32	27	-	3	-	18	-
Pennsylvania	53	126	-	3	-	7	-

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Puerto Rico	5	5	-	1	-	-	-
Rhode Island	25	12	-	2	-	3	-
South Carolina BFI	20	15	-	1	-	12	-
South Carolina DCA	15	6	-	1	-	1	1
South Dakota	8	13	-	-	-	6	-
Tennessee	31	27	2	4	-	7	1
Texas SML	131	109	-	92	-	20	-
Utah DFI	5	2	-	-	-	1	-
Utah DRE	30	25	-	-	-	3	-
Vermont	15	8	-	4	-	7	-
Virgin Islands	3	2	-	-	-	-	-
Virginia	41	27	-	15	-	18	-
Washington	44	30	-	8	-	17	1
West Virginia	8	13	-	4	-	5	-
Wisconsin	35	22	-	5	1	10	-
Wyoming	8	8	-	2	-	4	-
National	1,815	1,621	3	325	8	549	40

Notes

1. Texas OCC did not manage mortgage company licensing through NMLS in 2018Q3.
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 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. 2018Q3 State Licensing Activities: Mortgage Loan Originator Licenses

State Agency	New Applications			Applications Processed			License Expirations	
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated	
Alabama	745	673	-	55	2	69	12	
Alaska	151	135	-	12	-	26	-	
Arizona	959	921	-	120	-	72	20	
Arkansas	517	512	-	64	-	698	2	
California DRE	398	202	1	16	2	-	9	
California DBO	1,812	1,862	4	131	1	145	46	
Colorado	924	847	2	64	-	4	13	
Connecticut	408	404	1	34	-	71	33	
Delaware	314	299	-	21	-	104	13	
District of Columbia	240	227	-	-	-	30	7	
Florida	2,242	2,101	11	148	-	327	35	
Georgia	1,434	1,315	6	167	5	156	476	
Guam	1	-	-	6	-	-	-	
Hawaii	133	119	- ¹	9	-	30	4	
Idaho	328	299	-	71	-	42	12	
Illinois	798	809	-	65	2	72	24	
Indiana DFI	937	760	-	24	-	54	16	
Indiana SOS	83	70	-	10	-	3	5	
Iowa	387	385	-	-	-	40	5	
Kansas	474	457	-	40	-	52	14	
Kentucky	481	466	-	42	1	936	25	
Louisiana	677	865	-	5	-	62	18	
Maine	276	284	-	1	-	25	1	
Maryland	750	868	-	106	-	87	23	
Massachusetts	454	406	-	28	-	64	30	
Michigan	812	690	1	120	-	95	7	
Minnesota	1,055	607	-	6	-	41	11	
Mississippi	433	442	-	13	-	549	7	
Missouri	661	560	-	48	-	47	14	
Montana	195	206	-	3	-	28	3	
Nebraska	225	206	2	37	-	27	4	
Nevada	730	558	-	195	-	57	3	
New Hampshire	248	247	-	23	-	382	5	
New Jersey	736	772	-	196	-	81	24	
New Mexico	306	368	-	7	-	35	4	
New York	509	600	-	165	-	65	16	
North Carolina	1,048	1,056	-	87	-	113	50	
North Dakota	151	131	-	3	-	33	1	
Ohio	755	788	-	33	-	118	455	
Oklahoma DCC	463	410	-	-	-	44	11	
Oregon	711	634	-	33	-	56	12	
Pennsylvania	844	824	-	32	-	110	33	

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Puerto Rico	17	19	-	2	-	1	6
Rhode Island	170	179	-	4	-	36	9
South Carolina BFI	744	674	-	61	-	60	12
South Carolina DCA	73	31	-	16	-	4	5
South Dakota	171	161	-	12	-	27	1
Tennessee	782	797	9	16	-	55	38
Texas OCCC	33	23	-	14	-	1	2
Texas SML	1,636	1,872	3	281	-	120	41
Utah DFI	25	9	-	10	-	1	-
Utah DRE	270	264	2	14	-	30	10
Vermont	146	149	-	5	-	23	1
Virgin Islands	15	11	-	3	-	1	-
Virginia	957	937	-	180	-	99	22
Washington	927	921	1	61	-	73	30
West Virginia	560	519	-	45	-	31	3
Wisconsin	461	466	-	12	1	70	12
Wyoming	217	201	3	16	-	35	5
National	33,009	31,618	46	2,992	14	5,717	1,700

Notes

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

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

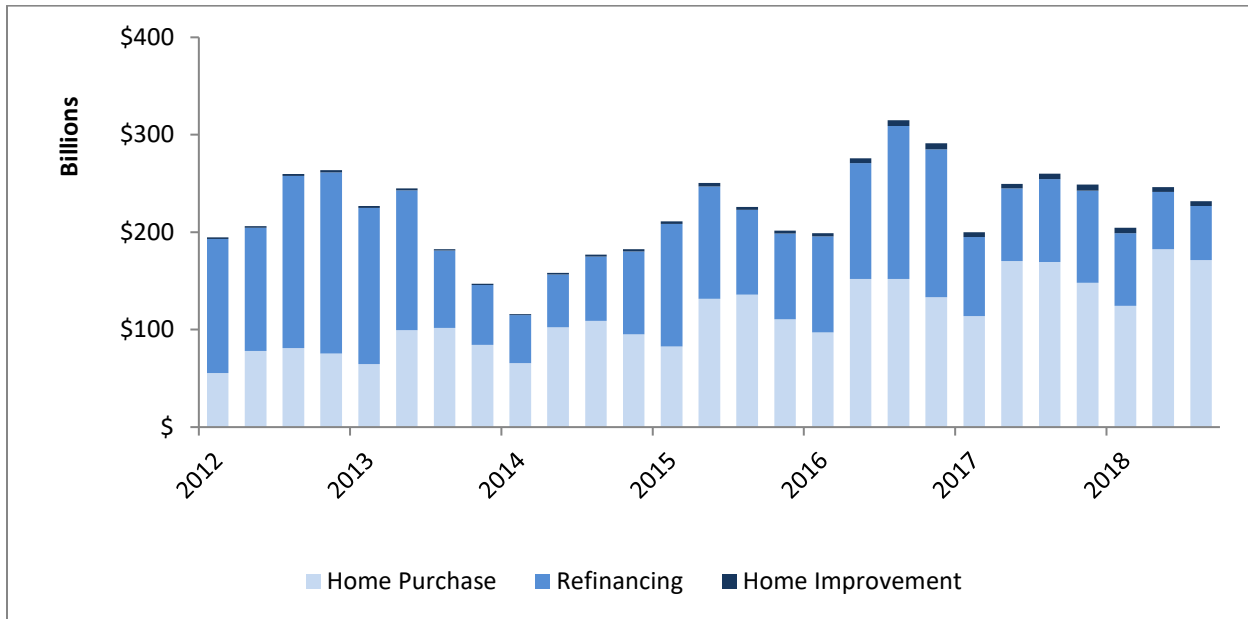
Terminated-Status assigned when a regulator expires a license/registration.

5. Mortgage Call Report

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

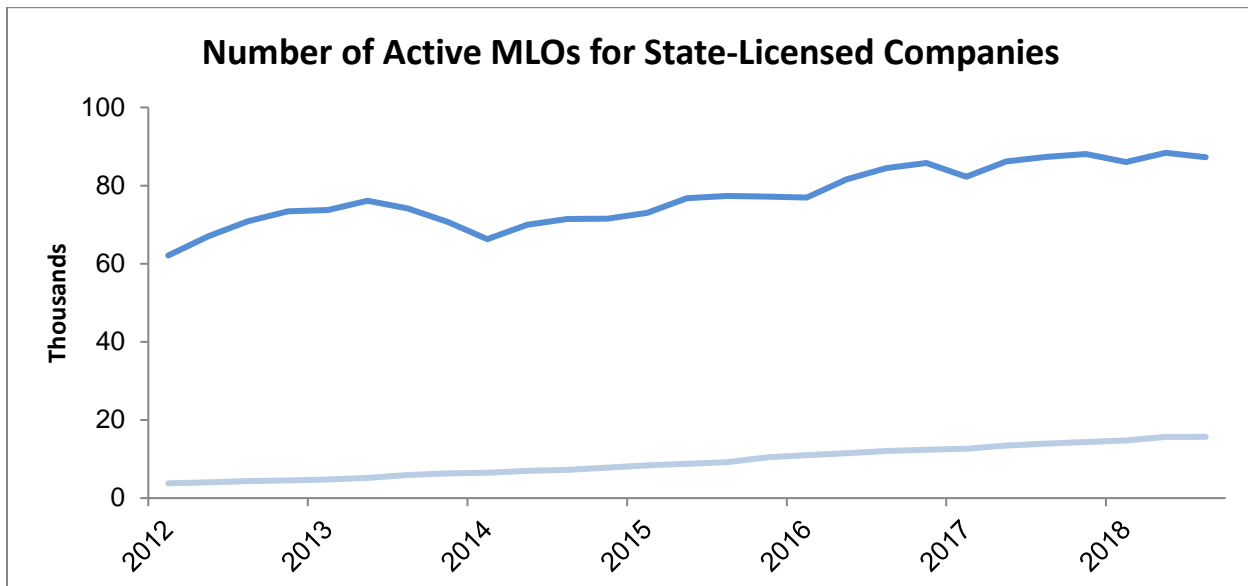
Loan Originations by Purpose

Forward loan originations reported by state-licensed companies decreased by 5.8 percent since last quarter and have decreased by 10.8 percent over the year. The year-over-year decrease is mainly the result of less refinancing, which decreased by 34.9 percent.



Active MLOs

The number of Active MLOs* in Q3 2018 decreased by 0.1 percent nationwide over Q3 2017, and increased 12.4 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, 2018

State	Total	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,877	2,229	1,811	1,157	1,629	87
Alaska	717	155	11	95	462	-
Arizona	9,786	606	530	1,402	7,271	1
Arkansas	4,399	1,082	2,352	289	606	101
California	42,133	4,318	1,313	5,460	31,190	1
Colorado	8,485	1,661	1,279	1,322	4,287	9
Connecticut	6,157	1,377	108	577	4,190	4
Delaware	1,508	139	354	122	885	10
District of Columbia	1,151	84	67	161	841	-
Florida	27,298	3,548	3,614	4,822	15,636	55
Georgia	9,811	3,957	968	781	4,125	92
Guam	108	48	25	28	8	-
Hawaii	1,943	499	552	485	411	2
Idaho	2,691	806	76	755	1,056	7
Illinois	18,308	3,835	2,070	1,630	10,863	11
Indiana	8,668	2,153	1,540	1,811	3,157	64
Iowa	5,955	2,211	608	1,022	2,115	29
Kansas	4,315	1,328	795	617	1,615	10
Kentucky	6,160	2,316	881	639	2,236	115
Louisiana	5,640	2,640	938	637	1,409	51
Maine	1,934	642	19	459	815	2
Maryland	6,726	1,464	1,259	859	3,129	48
Massachusetts	10,673	3,639	700	1,825	4,579	-
Michigan	13,481	1,321	2,937	3,495	5,700	105
Minnesota	8,952	1,883	306	1,271	5,496	55
Mississippi	3,738	2,040	712	227	712	58
Missouri	9,196	2,800	2,446	1,007	2,958	55
Montana	1,506	485	433	246	341	6
Nebraska	3,376	1,285	422	451	1,217	17
Nevada	2,710	120	33	287	2,274	-
New Hampshire	1,832	503	28	341	983	1
New Jersey	12,598	2,252	482	617	9,289	2
New Mexico	1,883	462	111	262	1,056	6
New York	24,746	1,372	2,688	3,204	17,546	15
North Carolina	13,260	3,568	1,055	3,686	4,850	155
North Dakota	1,213	464	29	243	479	-
Ohio	17,680	1,793	3,051	1,914	10,927	86
Oklahoma	4,742	1,630	1,249	569	1,300	43
Oregon	5,956	1,391	155	1,465	2,962	8
Pennsylvania	18,687	6,103	1,576	2,436	8,610	82
Puerto Rico	758	195	170	339	51	6
Rhode Island	1,958	355	210	320	1,077	-

State	Total	FDIC	FRB	NCUA	OCC	FCA
South Carolina	5,001	2,207	205	820	1,757	45
South Dakota	1,353	483	148	220	502	10
Tennessee	8,099	3,135	2,273	930	1,774	69
Texas	24,594	4,358	3,133	2,714	14,337	268
Utah	4,623	373	120	2,264	1,871	1
Vermont	854	132	15	261	462	-
Virgin Islands	76	10	5	46	15	-
Virginia	10,929	2,291	1,944	3,022	3,651	91
Washington	10,115	2,733	111	2,671	4,636	6
West Virginia	1,830	891	260	164	518	15
Wisconsin	8,657	1,727	422	2,235	4,274	51
Wyoming	978	252	316	172	244	2
Nationwide	416,124	89,265	48,872	64,799	214,204	1,955

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