



# **NMLS Mortgage Industry Report 2019Q4 Update**

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Conference of State Bank Supervisors  
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## NMLS Mortgage Industry Report: 2019Q4 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.<sup>1</sup>

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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	18,253	3.9%	47,555	5.2%
Branch	25,161	-0.1%	69,283	4.8%
Individual	165,116	-0.1%	569,190	-4.2%

#### Note

Counts for company and branch include companies holding an approved state license or a state registration through NMLS. License counts include separate licenses required for other trade names in certain states and multiple licenses for different authorities (e.g., lender and broker) in certain states.

### Federally Registered Entities

Type	Unique Entities	Over the Year Growth
Company	8,878	-3.5%
Individual	415,978	0.1%

### Dual Entities

Type	Unique Entities	Over the Year Growth
Company	91	3.3%
Individual	6,287	-10.7%

#### Note

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

<sup>1</sup> Unless otherwise noted, all figures cover 2019Q4 activity, or statuses as of December 31, 2019.

## 2. State-Licensed Mortgage Entities<sup>1</sup>, December 31, 2019

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	620	2.8%	108	1,048	11,076	-8.2%	1,029	16.3
Alaska	210	1.4%	18	348	2,452	-4.0%	169	11.5
Arizona	1,072	9.3%	527	3,321	18,613	-0.2%	6,674	17.8
Arkansas	405	2.0%	27	767	4,955	4.1%	283	13.4
California DRE	6,485	1.6%	6,409	1,000	19,652	1.9%	18,036	2.7
California DBO	1,380	4.9%	614	6,455	38,395	-3.8%	15,185	24.3
Colorado	1,811	9.7%	653	<sup>-5</sup>	16,552	-4.6%	3,781	9.3
Connecticut	681	3.2%	139	878	8,468	-7.8%	1,001	11.9
Delaware	381	-4.3%	19	732	4,941	-8.5%	274	11.7
District of Columbia	547	3.2%	5	871	5,299	-5.7%	72	9.4
Florida	3,231	11.3%	1,607	4,687	38,326	2.2%	11,677	10.6 <sup>6</sup>
Georgia	1,239	5.8%	505	710	18,513	4.6%	3,500	14.4
Guam	21	16.7%	3	30	10	25.0%	7	1.8
Hawaii	345	-1.4%	96	229	3,013	2.9%	834	10.7
Idaho	423	15.6%	39	854	5,382	2.4%	687	10.1
Illinois	872	0.1%	314	677	16,650	-6.3%	3,953	18.9
Indiana DFI	391	-0.5%	26	<sup>-5</sup>	12,581	-9.7%	1,229	27.3
Indiana SOS	196	7.7%	84	15	616	-0.5%	227	2.5
Iowa	638	2.6%	104	973	7,559	8.8%	260	20.4
Kansas	572	8.1%	41	978	6,482	-14.2%	762	15.3
Kentucky	540	4.7%	86	1,035	7,239	-2.2%	965	15.7
Louisiana	608	6.3%	178	1,133	9,309	-12.7%	1,110	13.2
Maine	409	0.7%	41	749	5,226	-4.1%	291	14.9
Maryland	888	3.0%	198	1,631	14,129	-6.8%	2,522	15.2
Massachusetts	552	6.4%	176	1,160	9,019	-10.8%	1,856	16.6
Michigan	943	11.2%	397	<sup>-5</sup>	13,252	-4.8%	5,280	13.9
Minnesota	701	3.7%	206	742	8,329	18.1%	1,531	14.3
Mississippi	412	4.3%	42	720	4,433	4.7%	394	10.8
Missouri	438	-16.7%	165	1,224	9,607	-9.1%	2,546	20.2
Montana	326	5.5%	31	455	3,401	-3.0%	177	9.6
Nebraska	371	-0.8%	24	602	3,951	-3.4%	142	11.8
Nevada	505	4.1%	148	1,032	9,718	-2.1%	2,472	18.5
New Hampshire	428	4.6%	36	826	4,243	5.8%	453	12.7
New Jersey	843	0.0%	263	1,656	15,186	-8.7%	3,764	15.0
New Mexico	397	0.3%	50	841	6,347	-9.3%	443	12.6
New York	726	-2.7%	456	921	9,453	-2.2%	3,382	13.1
North Carolina	732	11.2%	161	1,569	15,599	-5.9%	2,733	19.0
North Dakota	472	4.7%	35	511	3,472	-3.4%	69	13.6
Ohio	670	16.1%	199	1,550	13,056	-4.9%	3,012	16.8
Oklahoma DCC	419	5.3%	68	700	7,357	-8.3%	665	13.9
Oregon	898	6.9%	204	2,103	12,588	-4.5%	2,103	13.4
Pennsylvania	1,099	5.2%	413	1,884	16,748	-8.5%	2,981	13.2
Puerto Rico	86	-6.5%	28	95	371	-2.1%	265	9.0
Rhode Island	500	6.2%	36	679	4,038	-4.3%	489	11.6
South Carolina BFI	429	3.6%	17	1,526	10,978	-2.5%	1,094	20.3
South Carolina DCA	299	17.3%	160	84	807	16.6%	379	2.4
South Dakota	313	6.5%	11	<sup>-5</sup>	3,399	-9.1%	103	13.6
Tennessee	760	9.0%	117	2,558	13,635	-6.1%	1,783	16.5
Texas OCCC	<sup>-4</sup>	<sup>-4</sup>	<sup>-4</sup>	<sup>-5</sup>	298	-15.8%	94	<sup>-6</sup>
Texas SML	2,189	11.6%	1,350	3,771	30,595	-0.6%	11,008	12.0
Utah DFI	233	1.3%	22	<sup>-5</sup>	219	2.8%	3	8.7 <sup>6</sup>
Utah DRE	558	5.5%	292	434	6,544	2.0%	3,137	10.5

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	350	2.6%	19	435	2,463	-5.8%	88	10.9
Virgin Islands	46	15.0%	3	60	143	5.9%	11	4.9
Virginia	873	5.7%	237	2,281	18,378	-4.9%	2,785	18.1
Washington	1,058	4.9%	216	2,999	18,966	-4.8%	4,157	18.0
West Virginia	364	2.2%	22	507	3,222	9.1%	121	9.9
Wisconsin	486	0.2%	58	1,250	9,589	-10.4%	845	18.2
Wyoming	270	4.2%	6	464	3,471	-4.4%	77	11.9
<b>Nationwide</b>	<b>18,253</b>	<b>3.9%</b>	<b>-</b>	<b>25,161</b>	<b>165,116</b>	<b>-0.1%</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 2019Q4.
5. The following agencies did not manage mortgage branch licensing through NMLS in 2019Q4: 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. The number of MLOs located in these states may be undercounted, and the calculation of average MLOs per company may not be as precise in these states as in the others.

### 3. 2019Q4 State Licensing Activities: Mortgage Company Licenses<sup>1</sup>

State Agency	New Applications		Applications Processed			License Expirations		
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated	
Alabama	26	19	-	-	-	11	-	
Alaska	17	14	-	1	-	4	-	
Arizona	68	40	-	11	1	17	-	
Arkansas	14	6	-	2	-	8	-	
California DRE	234	164	-	3	-	1	27	
California DBO	85	40	-	23	5	31	-	
Colorado	68	70	-	7	-	7	-	
Connecticut	27	23	-	5	1	16	-	
Delaware	21	9	-	4	-	10	-	
District of Columbia	19	13	-	2	-	7	-	
Florida	170	133	-	17	-	26	32	
Georgia	51	39	-	13	-	18	4	
Guam	-	1	-	-	-	1	-	
Hawaii	20	12	- <sup>2</sup>	3	-	9	-	
Idaho	29	17	-	6	-	5	-	
Illinois	17	18	-	3	-	10	-	
Indiana DFI	9	8	-	1	1	6	-	
Indiana SOS	8	8	-	2	-	2	-	
Iowa	26	24	-	3	-	17	-	
Kansas	26	22	-	1	-	9	-	
Kentucky	16	17	-	1	-	7	-	
Louisiana	26	8	-	-	-	3	-	
Maine	13	6	-	1	-	7	-	
Maryland	29	26	-	5	-	10	-	
Massachusetts	43	24	-	8	-	12	-	
Michigan	55	30	-	5	3	20	-	
Minnesota	42	15	-	3	-	10	-	
Mississippi	15	14	-	1	-	6	-	
Missouri	9	7	-	4	-	95	-	
Montana	21	11	-	1	-	12	-	
Nebraska	17	11	-	2	-	10	-	
Nevada	45	21	-	13	-	7	-	
New Hampshire	21	16	-	3	-	4	-	
New Jersey	22	11	-	1	-	11	1	
New Mexico	7	10	-	-	-	6	-	
New York	12	12	-	15	-	10	5	
North Carolina	46	25	-	6	-	4	-	
North Dakota	23	11	-	1	-	9	-	
Ohio	20	11	-	4	-	11	-	
Oklahoma DCC	34	36	-	-	-	30	-	
Oregon	51	35	-	1	-	21	-	
Pennsylvania	53	26	-	12	-	16	-	
Puerto Rico	3	-	-	-	-	2	-	
Rhode Island	28	25	-	4	-	9	-	

State Agency	New Applications		Applications Processed			License Expirations	
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina BFI	32	18	-	-	-	17	-
South Carolina DCA	19	18	-	1	-	3	-
South Dakota	19	17	-	-	-	4	-
Tennessee	25	15	-	-	-	4	-
Texas SML	108	86	-	21	-	21	-
Utah DFI	3	3	-	1	-	7	-
Utah DRE	14	17	-	-	-	2	-
Vermont	36	35	-	8	-	21	-
Virgin Islands	1	5	-	-	-	-	-
Virginia	43	30	-	11	-	13	-
Washington	37	23	-	7	-	13	-
West Virginia	18	10	-	4	-	9	-
Wisconsin	12	11	-	-	-	16	-
Wyoming	15	13	-	2	-	8	-
<b>National</b>	<b>1,968</b>	<b>1,389</b>	<b>-</b>	<b>253</b>	<b>11</b>	<b>685</b>	<b>69</b>

#### Notes

1. Texas OCCC did not manage mortgage company licensing through NMLS in 2019Q4.
2. The Hawaii Division of Financial Institutions indicated they cannot 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. 2019Q4 State Licensing Activities: Mortgage Loan Originator Licenses

State Agency	New Applications	Applications Processed			License Expirations		
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	879	769	-	16	1	110	17
Alaska	290	210	-	24	-	36	3
Arizona	1,569	1,173	-	35	-	79	28
Arkansas	653	449	-	50	-	444	6
California DRE	722	476	1	37	-	1	51
California DBO	2,932	1,963	4	104	1	192	72
Colorado	1,370	783	2	48	-	2	18
Connecticut	670	506	-	23	-	88	43
Delaware	490	437	-	21	-	71	9
District of Columbia	378	234	-	2	-	30	10
Florida	2,597	2,055	1	167	1	185	122
Georgia	1,490	1,216	1	126	1	191	25
Guam	-	-	-	-	-	-	-
Hawaii	204	245	- <sup>1</sup>	23	-	36	-
Idaho	605	326	4	49	-	72	14
Illinois	1,177	970	1	100	-	107	54
Indiana DFI	890	656	-	21	-	94	13
Indiana SOS	48	31	-	8	-	4	3
Iowa	919	914	-	5	-	43	15
Kansas	499	397	-	20	-	157	8
Kentucky	721	560	-	32	-	395	20
Louisiana	643	222	-	4	-	83	14
Maine	460	401	-	-	-	29	11
Maryland	1,223	886	-	55	-	99	35
Massachusetts	834	618	-	48	-	93	162
Michigan	1,154	506	1	154	-	151	23
Minnesota	907	464	-	80	1	52	16
Mississippi	597	507	-	17	-	409	5
Missouri	718	624	-	44	-	77	17
Montana	350	120	-	10	-	35	1
Nebraska	409	262	1	22	-	44	3
Nevada	990	500	-	106	2	70	8
New Hampshire	399	307	-	30	1	228	6
New Jersey	1,101	731	-	40	1	113	35
New Mexico	478	383	-	3	-	49	5
New York	487	338	-	141	-	60	23
North Carolina	1,254	948	-	97	-	124	42
North Dakota	324	339	-	12	-	27	4
Ohio	1,002	549	-	22	2	125	26
Oklahoma DCC	469	434	-	2	-	72	7
Oregon	954	708	-	8	-	89	18
Pennsylvania	1,001	793	-	42	-	183	42
Puerto Rico	13	9	-	-	-	1	2
Rhode Island	389	329	-	8	-	52	10
South Carolina BFI	889	533	-	32	-	109	12

State Agency	New Applications		Applications Processed			License Expirations	
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Carolina DCA	77	55	-	8	-	7	3
South Dakota	344	214	-	23	-	24	3
Tennessee	1,123	491	7	14	-	73	28
Texas OCCC	27	15	-	11	-	-	2
Texas SML	2,191	1,385	14	188	-	193	44
Utah DFI	29	4	-	19	-	2	-
Utah DRE	561	348	2	10	-	19	8
Vermont	208	137	-	5	-	32	4
Virgin Islands	9	13	-	5	-	-	1
Virginia	1,286	1,016	-	133	-	141	30
Washington	1,289	1,085	-	51	-	142	33
West Virginia	236	174	-	14	-	51	5
Wisconsin	668	508	-	27	-	92	14
Wyoming	316	219	6	23	-	34	2
<b>National</b>	<b>44,512</b>	<b>31,545</b>	<b>47</b>	<b>2,419</b>	<b>11</b>	<b>5,521</b>	<b>1,235</b>

#### **Notes**

1. The Hawaii Division of Financial Institutions indicated they cannot 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.

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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.

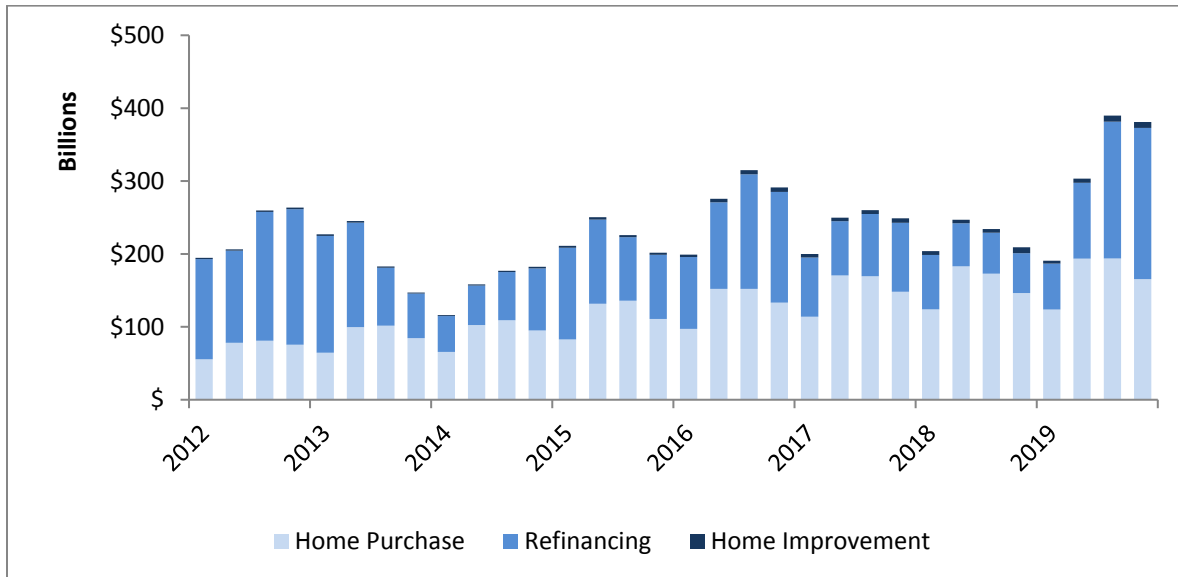


## 5. Mortgage Call Report

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

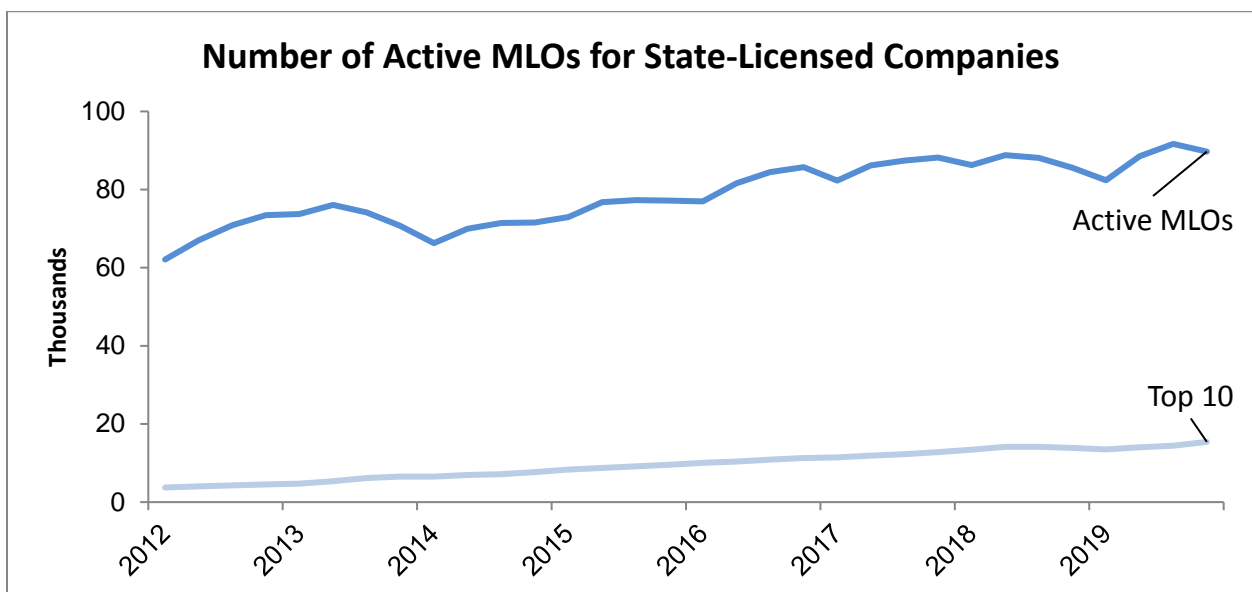
### Loan Originations by Purpose

Forward loan originations reported by state-licensed companies in 2019Q4 decreased 2.3 percent from the previous quarter, but increased 82 percent since last year. The annual increase is mainly the result of refinancing, which increased 280 percent from 2018Q4.



### Active MLOs

The number of active MLOs\* in 2019Q4 increased 4.9 percent nationwide and increased 11 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, 2019

State	Total	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,971	2,143	1,995	1,201	1,587	85
Alaska	726	178	10	121	421	-
Arizona	9,683	652	571	1,398	7,084	-
Arkansas	4,434	1,122	2,449	276	528	99
California	41,498	4,345	1,247	5,730	30,298	1
Colorado	8,582	1,827	1,092	1,559	4,158	7
Connecticut	6,217	1,135	117	596	4,384	5
Delaware	1,586	126	377	135	943	9
District of Columbia	1,148	61	55	155	880	-
Florida	27,500	3,559	3,055	5,275	15,831	48
Georgia	9,884	3,471	1,165	802	4,443	85
Guam	107	47	25	27	8	-
Hawaii	1,927	458	551	524	402	1
Idaho	2,713	742	139	837	1,007	7
Illinois	17,714	3,659	1,449	1,800	10,895	16
Indiana	8,740	2,287	1,025	1,909	3,523	67
Iowa	5,860	2,186	569	1,046	2,064	19
Kansas	4,275	1,321	836	603	1,551	11
Kentucky	6,168	2,252	638	610	2,531	180
Louisiana	5,658	2,692	913	673	1,359	52
Maine	1,880	624	19	451	792	3
Maryland	6,708	1,421	1,206	838	3,270	51
Massachusetts	10,826	3,513	757	1,903	4,698	-
Michigan	13,480	1,282	1,440	3,741	6,991	101
Minnesota	8,640	1,735	300	1,298	5,304	44
Mississippi	3,758	2,038	739	219	711	61
Missouri	9,354	2,790	2,626	1,038	2,907	60
Montana	1,519	508	454	246	311	7
Nebraska	3,222	1,237	486	401	1,107	9
Nevada	2,729	121	35	288	2,292	-
New Hampshire	1,814	495	22	364	949	1
New Jersey	12,409	1,946	466	706	9,341	2
New Mexico	1,736	514	109	247	881	4
New York	24,998	1,371	2,722	3,464	17,502	20
North Carolina	13,340	3,502	728	4,062	4,936	162
North Dakota	1,204	472	24	246	463	2
Ohio	17,473	1,744	1,204	2,041	12,591	84
Oklahoma	4,737	1,597	1,341	619	1,184	44
Oregon	5,646	1,211	185	1,415	2,847	8
Pennsylvania	18,429	4,314	1,447	2,532	10,161	82
Puerto Rico	747	175	181	334	53	6
Rhode Island	1,978	308	220	323	1,130	-
South Carolina	5,071	2,106	296	914	1,725	49
South Dakota	1,431	503	150	236	539	10
Tennessee	8,151	3,260	2,342	964	1,573	65
Texas	25,483	4,937	3,220	2,939	14,356	275
Utah	4,699	409	87	2,389	1,818	1
Vermont	865	146	17	270	448	-
Virgin Islands	70	14	5	39	12	-

State	Total	FDIC	FRB	NCUA	OCC	FCA
Virginia	10,984	2,442	1,683	3,123	3,726	97
Washington	10,163	2,538	144	2,919	4,594	19
West Virginia	1,835	917	215	162	542	16
Wisconsin	8,550	1,682	415	2,320	4,133	46
Wyoming	972	237	315	191	235	2
<b>Nationwide</b>	<b>415,665</b>	<b>86,293</b>	<b>43,837</b>	<b>68,453</b>	<b>217,862</b>	<b>2,022</b>

**Notes**

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