



# **NMLS Mortgage Industry Report 2019Q1 Update**

Released June 26, 2019  
Conference of State Bank Supervisors  
1129 20<sup>th</sup> Street, NW, 9<sup>th</sup> Floor  
Washington, D.C. 20036-4307

## NMLS Mortgage Industry Report: 2019Q1 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>

### Contents

1. Mortgage Entities in NMLS
2. State-Licensed Mortgage Entities
3. 2019Q1 State Licensing Activities: Mortgage Company Licenses
4. 2019Q1 State Licensing Activities: MLO Licenses
5. Mortgage Call Report
6. Federally Registered MLOs

## 1. Mortgage Entities in NMLS

### State-Licensed Entities

Type	Unique Entities	Over the Year Growth	Licenses	Over the Year Growth
Company	17,048	3.6%	44,495	5.2%
Branch	24,445	-0.9%	64,685	1.9%
Individual	148,538	-0.9%	484,541	-5.9%

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	8,770	-3.4%
Individual	408,947	-0.8%

### 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	80	-5.0%
Individual	3,926	3.9%

<sup>1</sup> Unless otherwise noted, all figures cover 2019Q1 activity, or statuses as of March 31, 2019.

## 2. State-Licensed Mortgage Entities<sup>1</sup>, March 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	592	0.2%	107	989	9,384	-7.8%	953	15.8
Alaska	197	-2.0%	17	303	1,913	-14.0%	171	10.5
Arizona	970	7.8%	480	2,969	15,434	-3.8%	5,978	17.1
Arkansas	404	3.6%	24	730	4,727	-6.8%	283	13.1
California DRE	6,014	0.2%	5,947	907	17,990	-0.7%	16,576	2.6
California DBO	1,312	6.9%	579	6,434	32,215	-6.1%	13,645	23.4
Colorado	1,587	8.4%	584	<sup>5</sup>	14,167	-3.2%	3,572	9.4
Connecticut	662	2.6%	137	813	7,251	-9.2%	962	11.6
Delaware	380	-2.1%	18	718	4,251	-11.2%	271	11.5
District of Columbia	512	0.4%	5	817	4,340	-12.1%	72	8.8
Florida	2,891	11.9%	1,437	4,224	32,369	1.9%	10,735	10.7 <sup>6</sup>
Georgia	1,174	6.1%	481	660	15,409	-0.7%	3,280	13.9
Guam	21	23.5%	3	34	8	14.3%	7	1.8
Hawaii	331	2.8%	93	218	2,469	-3.7%	783	9.8
Idaho	385	15.3%	38	726	4,365	-0.9%	646	9.3
Illinois	877	8.1%	299	665	14,193	-6.3%	3,796	17.8
Indiana DFI	390	-1.0%	26	<sup>5</sup>	10,845	-6.1%	1,192	26.0
Indiana SOS	182	8.3%	82	13	553	11.0%	212	2.6
Iowa	615	1.8%	104	931	5,380	-8.1%	260	16.6
Kansas	538	5.1%	38	888	5,593	-13.0%	728	15.3
Kentucky	515	4.0%	79	958	6,898	-14.7%	912	16.3
Louisiana	577	7.9%	171	1,068	8,209	-7.8%	1,093	13.6
Maine	396	5.0%	38	699	4,176	-11.5%	270	13.5
Maryland	840	0.4%	188	1,522	12,033	-5.7%	2,417	14.5
Massachusetts	510	4.3%	167	1,096	7,910	-9.8%	1,753	16.6
Michigan	865	5.9%	362	<sup>5</sup>	11,366	-5.4%	4,942	14.3
Minnesota	676	4.2%	195	668	6,636	20.7%	1,506	13.0
Mississippi	391	4.8%	43	674	4,076	-5.5%	384	10.5
Missouri	523	2.8%	248	1,056	8,134	-6.1%	2,433	16.2
Montana	307	4.4%	32	416	2,849	-5.3%	176	9.5
Nebraska	367	-3.2%	22	598	3,282	-7.9%	150	11.1
Nevada	484	6.6%	136	950	8,327	1.5%	2,314	17.5
New Hampshire	405	3.3%	35	766	3,805	-8.6%	425	12.1
New Jersey	799	-0.9%	256	1,556	13,619	-6.1%	3,638	15.1
New Mexico	376	-2.1%	47	837	5,333	-9.8%	424	12.4
New York	740	-2.1%	477	899	8,407	-1.9%	3,183	12.8
North Carolina	659	9.5%	148	1,450	13,135	-6.4%	2,637	18.6
North Dakota	450	3.4%	32	472	2,616	-19.0%	67	11.9
Ohio	586	26.3%	184	1,747	11,057	-6.6%	2,824	17.0
Oklahoma DCC	395	2.3%	65	667	6,281	-6.3%	615	13.9
Oregon	831	5.2%	186	1,947	10,635	-3.9%	1,989	13.1
Pennsylvania	1,039	8.3%	398	1,760	14,628	-8.1%	2,907	13.2
Puerto Rico	84	1.2%	26	103	327	-7.1%	244	9.2
Rhode Island	475	4.6%	32	643	3,320	-12.2%	465	10.8
South Carolina BFI	412	4.6%	17	1,388	9,352	4.7%	1,027	20.1
South Carolina DCA	242	7.6%	149	77	633	16.1%	344	2.4
South Dakota	293	2.4%	9	<sup>5</sup>	2,819	-18.0%	108	12.7
Tennessee	692	4.8%	109	2,072	11,619	-6.6%	1,672	16.8
Texas OCCC	<sup>4</sup>	<sup>4</sup>	<sup>4</sup>	<sup>5</sup>	242	-16.3%	67	<sup>6</sup>
Texas SML	1,950	10.4%	1,191	3,503	26,071	1.3%	10,246	12.3
Utah DFI	230	5.5%	22	<sup>5</sup>	195	12.7%	1	9.3 <sup>6</sup>
Utah DRE	523	5.9%	271	398	5,618	-1.6%	2,958	9.9

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	345	0.6%	21	439	2,046	-7.4%	87	10.0
Virgin Islands	43	22.9%	2	53	124	22.8%	10	5.6
Virginia	839	3.1%	228	2,188	15,549	-7.3%	2,763	17.5
Washington	989	3.1%	212	2,849	16,033	-7.6%	3,715	17.2
West Virginia	351	0.0%	22	479	2,683	30.1%	121	9.5
Wisconsin	476	1.1%	55	1,134	8,186	-12.8%	821	17.9
Wyoming	255	2.0%	6	423	2,813	-10.5%	69	11.2
<b>Nationwide</b>	<b>17,048</b>	<b>3.6%</b>	<b>-</b>	<b>24,445</b>	<b>148,538</b>	<b>-0.9%</b>	<b>-</b>	<b>8.3</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 2019Q1.
5. The following agencies did not manage mortgage branch licensing through NMLS in 2019Q1: 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. 2019Q1 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	20	16	-	2	-	8	19
Alaska	12	7	-	5	-	9	18
Arizona	51	32	-	10	-	23	33
Arkansas	10	25	-	-	-	19	2
California DRE	271	163	-	9	-	-	538
California DBO	87	41	-	22	28	24	-
Colorado	85	85	-	4	-	3	147
Connecticut	23	27	-	5	-	5	20
Delaware	12	8	-	2	-	6	20
District of Columbia	28	19	-	-	-	9	27
Florida	171	143	-	14	-	13	147
Georgia	51	43	-	6	-	9	33
Guam	2	3	-	1	-	-	-
Hawaii	10	10	. <sup>2</sup>	-	-	6	27
Idaho	29	30	-	6	-	6	5
Illinois	37	44	-	6	-	12	52
Indiana DFI	7	7	-	1	-	10	1
Indiana SOS	10	10	-	1	-	-	9
Iowa	22	23	-	4	-	9	26
Kansas	22	28	-	2	-	9	14
Kentucky	17	18	-	2	-	6	13
Louisiana	20	24	-	2	-	4	15
Maine	15	14	-	1	-	12	13
Maryland	27	22	-	5	-	13	34
Massachusetts	47	21	-	12	-	3	20
Michigan	67	75	-	5	-	19	39
Minnesota	32	34	-	6	-	6	17
Mississippi	12	15	-	1	-	6	12
Missouri	21	17	-	3	-	21	3
Montana	12	20	-	1	-	9	9
Nebraska	19	25	1	1	-	8	16
Nevada	30	22	-	10	-	12	19
New Hampshire	12	18	-	3	-	5	17
New Jersey	21	16	-	1	-	7	54
New Mexico	8	10	-	1	-	5	25
New York	11	8	-	18	-	11	10
North Carolina	42	27	-	3	-	9	18
North Dakota	11	16	-	3	-	15	2
Ohio	54	33	-	3	-	6	14
Oklahoma DCC	27	26	-	1	-	10	26
Oregon	31	33	-	1	-	13	34
Pennsylvania	36	38	-	3	-	12	33
Puerto Rico	3	2	-	-	-	2	8
Rhode Island	23	25	-	-	3	15	1
South Carolina BFI	25	23	-	1	-	13	12
South Carolina DCA	18	14	-	-	-	5	23

State Agency	New Applications		Applications Processed			License Expirations	
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Dakota	8	7	-	2	-	3	5
Tennessee	41	47	1	5	-	3	51
Texas SML	115	79	-	42	-	12	76
Utah DFI	10	10	-	1	-	4	6
Utah DRE	30	35	-	4	-	4	34
Vermont	24	30	-	7	-	9	-
Virgin Islands	1	3	-	-	-	1	-
Virginia	50	43	-	13	2	4	24
Washington	38	30	-	6	-	40	9
West Virginia	17	13	-	-	-	8	14
Wisconsin	13	14	-	-	-	9	15
Wyoming	9	10	-	1	-	3	11
<b>National</b>	<b>1,957</b>	<b>1,681</b>	<b>2</b>	<b>268</b>	<b>33</b>	<b>527</b>	<b>1,870</b>

#### **Notes**

1. Texas OCC did not manage mortgage company licensing through NMLS in 2019Q1.
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 a 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. 2019Q1 State Licensing Activities: Mortgage Loan Originator Licenses

State Agency	New Applications	Applications Processed			License Expirations		
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	599	600	-	39	14	83	3,903
Alaska	105	102	-	6	-	28	797
Arizona	1,037	1,078	-	97	-	57	4,916
Arkansas	498	628	-	46	-	947	95
California DRE	571	333	2	11	3	1	3,257
California DBO	1,926	1,645	4	114	6	135	11,600
Colorado	976	815	2	32	-	14	4,694
Connecticut	605	534	-	9	-	107	3,018
Delaware	265	283	-	16	-	66	1,631
District of Columbia	317	271	-	1	-	22	1,722
Florida	2,043	1,822	-	141	1	142	8,456
Georgia	1,259	1,088	7	110	43	247	4,121
Guam	1	-	-	3	-	-	-
Hawaii	190	214	- <sup>1</sup>	11	-	22	814
Idaho	342	288	3	42	-	239	1,269
Illinois	782	751	-	49	1	66	5,252
Indiana DFI	557	541	-	34	-	44	4,413
Indiana SOS	48	55	-	6	-	17	176
Iowa	487	477	-	1	-	45	2,333
Kansas	338	303	-	8	-	35	2,565
Kentucky	451	445	-	26	1	1,000	658
Louisiana	478	569	-	7	-	59	3,495
Maine	287	277	-	6	-	42	1,696
Maryland	694	688	-	65	-	68	4,520
Massachusetts	474	442	-	33	-	85	3,228
Michigan	914	970	-	108	-	199	4,432
Minnesota	752	930	-	30	-	37	1,782
Mississippi	421	408	-	13	-	699	250
Missouri	453	436	-	22	-	62	3,397
Montana	218	282	-	2	-	34	1,008
Nebraska	351	317	1	19	-	68	1,209
Nevada	688	593	-	161	-	73	2,386
New Hampshire	255	234	-	17	-	462	315
New Jersey	658	603	-	69	-	106	4,601
New Mexico	301	276	-	3	1	26	2,167
New York	633	496	1	263	-	83	2,258
North Carolina	846	759	-	67	1	138	5,409
North Dakota	171	153	-	1	-	46	1,226
Ohio	780	1,026	-	14	1	82	8,174
Oklahoma DCC	404	339	-	2	-	40	2,434
Oregon	617	603	-	24	2	94	3,663
Pennsylvania	859	877	-	38	1	192	5,767
Puerto Rico	13	10	-	2	-	-	74
Rhode Island	260	245	-	4	-	83	1,354
South Carolina BFI	812	756	-	41	-	87	3,034
South Carolina DCA	105	87	-	19	-	5	197

State Agency	New Applications		Applications Processed			License Expirations	
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
South Dakota	285	334	-	7	-	16	1,353
Tennessee	995	1,153	-	15	-	81	4,773
Texas OCC	32	7	-	12	-	15	448
Texas SML	1,588	1,635	4	126	1	136	7,852
Utah DFI	27	11	-	9	-	2	49
Utah DRE	286	256	-	16	-	32	1,372
Vermont	117	111	-	25	-	65	738
Virgin Islands	11	5	-	-	-	-	25
Virginia	823	780	-	79	-	79	5,726
Washington	994	937	-	41	-	155	5,819
West Virginia	191	341	-	44	-	76	692
Wisconsin	513	497	-	17	2	77	3,513
Wyoming	179	265	-	13	-	56	1,062
<b>National</b>	<b>31,882</b>	<b>30,981</b>	<b>24</b>	<b>2,236</b>	<b>78</b>	<b>6,977</b>	<b>167,188</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 a 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 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.

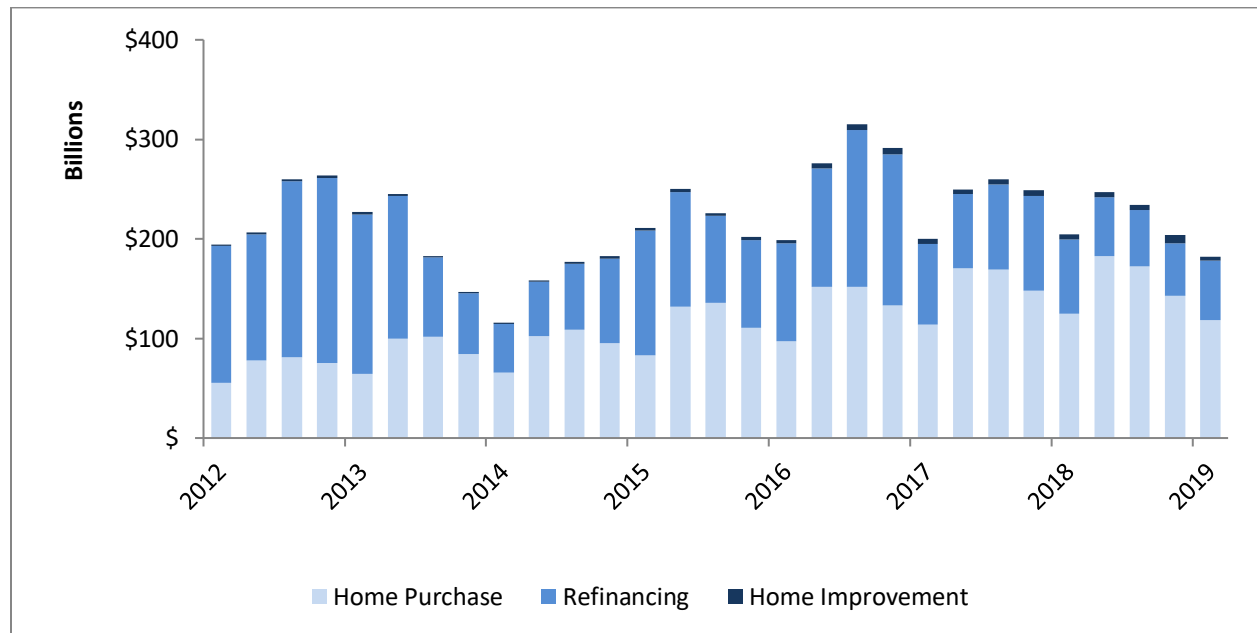


## 5. Mortgage Call Report

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

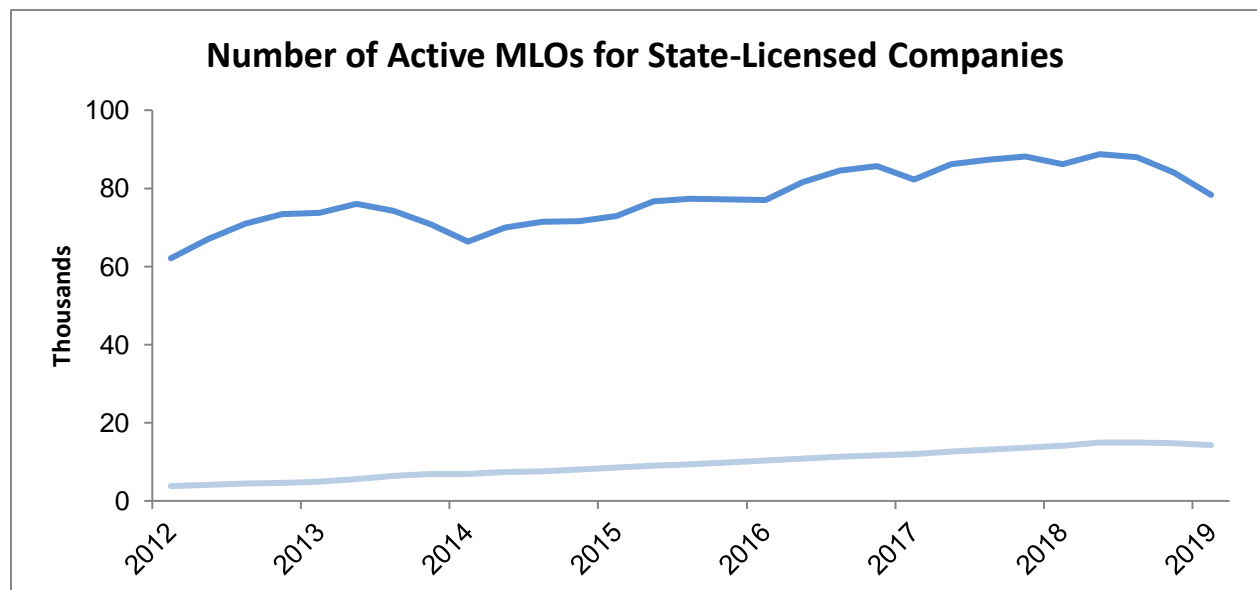
### *Loan Originations by Purpose*

Forward loan originations reported by state-licensed companies decreased 10.6 percent since last quarter and decreased 11.1 percent. The year-over-year decrease is mainly the result of less refinancing, which decreased 20.1 percent. Home purchase originations decreased 5.0 percent over the year.



### *Active MLOs*

The number of active MLOs\* in Q1 2019 decreased 9.1 percent nationwide over Q1 2018, and increased 1.3 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, March 31, 2019

State	Total	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,823	2,074	1,930	1,126	1,658	81
Alaska	701	167	9	100	429	-
Arizona	9,431	638	525	1,286	7,002	-
Arkansas	4,377	1,077	2,369	281	583	97
California	41,316	4,026	1,270	5,458	30,701	1
Colorado	8,343	1,810	1,074	1,298	4,215	8
Connecticut	6,033	1,261	110	576	4,101	4
Delaware	1,537	156	353	119	902	10
District of Columbia	1,134	67	55	155	859	-
Florida	26,468	3,163	3,910	4,840	14,806	49
Georgia	9,692	3,256	1,394	782	4,240	84
Guam	108	48	25	27	8	-
Hawaii	1,940	484	561	492	408	1
Idaho	2,725	785	98	776	1,077	7
Illinois	17,809	3,698	2,649	1,647	10,506	13
Indiana	8,513	2,181	1,523	1,772	3,029	61
Iowa	5,730	2,164	594	1,005	1,982	22
Kansas	4,219	1,302	799	595	1,562	9
Kentucky	6,073	2,221	995	581	2,196	123
Louisiana	5,485	2,559	902	630	1,374	50
Maine	1,892	602	20	450	823	2
Maryland	6,548	1,411	1,229	799	3,126	49
Massachusetts	10,754	3,661	758	1,830	4,612	-
Michigan	13,228	1,280	2,911	3,502	5,498	99
Minnesota	8,645	1,742	305	1,270	5,327	47
Mississippi	3,717	2,039	709	213	712	57
Missouri	9,146	2,740	2,552	1,027	2,917	58
Montana	1,494	472	442	240	341	6
Nebraska	3,226	1,220	448	406	1,166	10
Nevada	2,696	122	30	290	2,258	-
New Hampshire	1,776	478	24	346	944	1
New Jersey	12,364	2,153	446	639	9,159	2
New Mexico	1,793	485	103	234	984	3
New York	24,510	1,334	2,632	3,230	17,364	18
North Carolina	13,056	3,381	1,013	3,828	4,724	156
North Dakota	1,210	453	29	246	484	1
Ohio	17,398	1,728	3,002	1,926	10,807	77
Oklahoma	4,574	1,511	1,245	566	1,250	44
Oregon	5,753	1,261	167	1,443	2,895	7
Pennsylvania	18,515	4,255	1,540	2,392	10,348	85
Puerto Rico	744	186	172	329	54	5
Rhode Island	1,908	319	221	302	1,069	-
South Carolina	4,987	2,050	316	834	1,784	46
South Dakota	1,379	484	151	218	527	9
Tennessee	7,986	3,094	2,280	914	1,679	60
Texas	24,360	4,338	3,207	2,760	13,986	273
Utah	4,460	390	116	2,143	1,825	1
Vermont	854	134	14	269	450	-
Virgin Islands	72	9	6	44	13	-
Virginia	10,768	2,196	1,868	2,989	3,709	89
Washington	10,088	2,664	118	2,700	4,651	5
West Virginia	1,767	853	245	161	510	15

State	Total	FDIC	FRB	NCUA	OCC	FCA
Wisconsin	<b>8,532</b>	1,649	434	2,312	4,132	46
Wyoming	<b>980</b>	233	318	176	257	2
<b>Nationwide</b>	<b>408,939</b>	<b>83,993</b>	<b>50,193</b>	<b>64,510</b>	<b>211,780</b>	<b>1,892</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