



# **NMLS Mortgage Industry Report 2019Q2 Update**

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Conference of State Bank Supervisors  
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## NMLS Mortgage Industry Report: 2019Q2 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	17,583	4.3%	45,652	5.0%
Branch	24,570	-2.6%	66,403	0.8%
Individual	154,315	-1.3%	511,366	-7.1%

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	8,814	-3.4%
Individual	411,391	-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	83	-1.2%
Individual	5,168	8.6%

<sup>1</sup> Unless otherwise noted, all figures cover 2019Q2 activity, or statuses as of June 30, 2019.

## 2. State-Licensed Mortgage Entities<sup>1</sup>, June 30, 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	601	1.0%	109	1,014	9,806	-11.3%	968	15.9
Alaska	201	-3.4%	18	314	2,059	-14.1%	170	10.7
Arizona	1,007	8.3%	499	3,174	16,404	-4.8%	6,132	17.1
Arkansas	409	3.0%	25	748	4,864	-4.3%	260	13.2
California DRE	6,195	0.7%	6,125	974	18,556	0.1%	17,142	2.6
California DBO	1,326	6.7%	584	6,460	34,206	-7.1%	14,162	23.6
Colorado	1,654	7.5%	605	<sup>5</sup>	15,058	-4.6%	3,650	9.4
Connecticut	664	1.1%	137	851	7,648	-10.4%	999	11.8
Delaware	382	-3.8%	19	727	4,333	-13.3%	287	11.1
District of Columbia	522	2.2%	5	839	4,688	-11.0%	66	9.0
Florida	3,014	11.5%	1,504	4,393	34,415	1.0%	11,139	10.6 <sup>6</sup>
Georgia	1,196	5.5%	490	684	16,282	0.8%	3,339	14.0
Guam	21	16.7%	3	33	9	12.5%	7	1.6
Hawaii	337	-0.6%	95	230	2,649	-4.1%	819	10.1
Idaho	399	12.1%	38	796	4,738	-1.4%	669	9.7
Illinois	912	10.3%	311	663	14,833	-10.1%	3,849	18.0
Indiana DFI	387	-1.0%	26	<sup>5</sup>	11,427	-8.0%	1,207	26.6
Indiana SOS	186	7.5%	84	13	592	11.1%	226	2.6
Iowa	624	2.8%	108	951	5,934	-5.7%	268	17.5
Kansas	545	5.8%	40	906	5,915	-15.0%	744	15.3
Kentucky	524	2.7%	80	981	6,886	-17.8%	909	16.2
Louisiana	590	6.3%	173	1,087	8,669	-10.6%	1,110	13.6
Maine	407	4.1%	39	730	4,474	-11.2%	288	13.8
Maryland	840	-0.7%	189	1,570	12,571	-10.5%	2,452	14.7
Massachusetts	523	4.6%	169	1,073	8,220	-11.7%	1,773	16.5
Michigan	896	6.8%	375	<sup>5</sup>	12,025	-7.7%	4,987	14.0
Minnesota	690	4.4%	199	704	7,158	25.0%	1,504	13.3
Mississippi	393	3.1%	42	695	4,155	-4.2%	392	10.6
Missouri	519	-1.0%	252	1,059	8,514	-11.8%	2,483	16.3
Montana	317	6.0%	32	436	3,068	-6.8%	184	9.6
Nebraska	368	-2.4%	22	615	3,513	-9.9%	138	11.2
Nevada	483	5.7%	143	968	8,780	-2.7%	2,394	17.9
New Hampshire	411	2.2%	35	790	3,939	-6.0%	429	12.2
New Jersey	823	0.2%	263	1,597	14,088	-10.2%	3,694	14.9
New Mexico	379	-3.3%	48	862	5,671	-11.2%	418	12.5
New York	719	-4.0%	461	912	8,836	-0.2%	3,284	13.1
North Carolina	689	10.1%	154	1,488	13,891	-8.3%	2,692	18.6
North Dakota	459	5.0%	35	497	2,821	-17.7%	69	12.3
Ohio	630	25.0%	194	1,676	11,802	-7.4%	2,961	16.9
Oklahoma DCC	407	5.2%	66	658	6,590	-10.2%	600	13.5
Oregon	857	4.1%	194	2,022	11,274	-6.0%	2,052	13.1
Pennsylvania	1,066	8.6%	409	1,806	15,304	-9.4%	2,912	13.1
Puerto Rico	84	-2.3%	27	99	344	-4.7%	248	8.6
Rhode Island	480	3.9%	32	646	3,521	-12.4%	472	11.0
South Carolina BFI	422	6.0%	17	1,445	10,002	-1.6%	1,028	20.3
South Carolina DCA	267	8.5%	153	82	709	17.0%	355	2.4
South Dakota	298	2.4%	9	<sup>5</sup>	2,991	-17.9%	97	13.0
Tennessee	722	7.8%	114	2,255	12,400	-6.6%	1,728	16.7
Texas OCC	<sup>4</sup>	<sup>4</sup>	<sup>4</sup>	<sup>5</sup>	266	-16.6%	79	<sup>6</sup>
Texas SML	2,037	11.1%	1,252	3,570	27,497	-2.3%	10,394	12.0
Utah DFI	232	2.7%	22	<sup>5</sup>	209	9.4%	2	9.0 <sup>6</sup>
Utah DRE	538	6.5%	281	406	5,916	-1.5%	3,012	10.0

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	-0.3%	21	442	2,172	-10.5%	86	10.4
Virgin Islands	43	13.2%	2	55	123	9.8%	10	5.2
Virginia	847	3.2%	230	2,211	16,310	-8.9%	2,740	17.3
Washington	1,021	4.0%	213	2,870	17,034	-7.6%	3,968	17.4
West Virginia	355	-0.6%	22	494	2,872	29.8%	121	9.5
Wisconsin	488	1.7%	56	1,178	8,647	-13.5%	832	17.9
Wyoming	255	-0.8%	6	435	3,001	-11.8%	75	11.3
<b>Nationwide</b>	<b>17,583</b>	<b>4.3%</b>	<b>-</b>	<b>24,570</b>	<b>154,315</b>	<b>-1.3%</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 2019Q2.
5. The following agencies did not manage mortgage branch licensing through NMLS in 2019Q2: 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. 2019Q2 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	17	16	-	-	-	6	-
Alaska	11	12	-	-	-	8	-
Arizona	65	59	-	7	-	15	-
Arkansas	11	12	-	1	-	9	-
California DRE	245	169	-	1	1	-	-
California DBO	88	61	2	26	85	20	-
Colorado	72	70	-	2	-	5	-
Connecticut	20	13	-	1	-	14	-
Delaware	19	10	-	8	-	8	-
District of Columbia	16	20	-	-	-	11	2
Florida	175	144	-	9	-	27	-
Georgia	58	41	-	6	-	14	5
Guam	1	1	-	-	-	1	-
Hawaii	14	7	. <sup>2</sup>	2	-	2	-
Idaho	22	24	-	6	-	10	-
Illinois	19	20	-	-	-	34	2
Indiana DFI	6	7	-	2	1	9	-
Indiana SOS	7	5	-	1	-	-	2
Iowa	23	29	-	-	-	11	-
Kansas	26	22	-	1	-	12	-
Kentucky	20	16	-	1	1	6	-
Louisiana	25	27	-	1	-	13	-
Maine	11	14	-	-	-	3	-
Maryland	31	17	-	3	-	18	14
Massachusetts	35	30	-	5	-	7	-
Michigan	66	66	-	8	-	28	2
Minnesota	36	32	-	2	-	9	-
Mississippi	17	9	-	-	-	7	1
Missouri	13	10	-	2	-	14	1
Montana	25	25	-	-	-	10	-
Nebraska	12	8	-	3	-	8	-
Nevada	40	12	-	12	-	16	1
New Hampshire	16	15	-	1	-	8	-
New Jersey	28	26	-	-	-	6	-
New Mexico	11	8	-	-	-	5	-
New York	14	10	-	6	-	32	5
North Carolina	40	33	-	11	-	4	-
North Dakota	15	16	-	1	-	7	-
Ohio	45	55	-	4	-	13	-
Oklahoma DCC	22	25	-	4	-	11	-
Oregon	44	42	-	3	-	15	-
Pennsylvania	50	43	-	7	-	14	-
Puerto Rico	3	3	-	-	-	3	-

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Rhode Island	22	14	-	3	-	8	-
South Carolina BFI	22	27	-	1	-	12	-
South Carolina DCA	27	26	-	2	-	1	1
South Dakota	13	9	-	4	-	4	-
Tennessee	29	34	-	-	-	4	-
Texas SML	128	107	-	9	-	24	-
Utah DFI	8	6	-	3	-	4	-
Utah DRE	33	30	-	8	-	5	-
Vermont	27	20	-	6	-	10	-
Virgin Islands	2	1	-	-	-	1	-
Virginia	30	38	-	9	1	24	-
Washington	31	46	-	9	-	11	3
West Virginia	16	15	-	2	-	8	-
Wisconsin	23	26	-	1	-	11	-
Wyoming	11	6	-	1	-	6	-
<b>National</b>	<b>1,956</b>	<b>1,689</b>	<b>2</b>	<b>205</b>	<b>89</b>	<b>606</b>	<b>39</b>

#### Notes

1. Texas OCCC did not manage mortgage company licensing through NMLS in 2019Q2.
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. 2019Q2 State Licensing Activities: Mortgage Loan Originator Licenses

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Alabama	624	501	-	2	-	83	57
Alaska	219	177	-	13	-	32	22
Arizona	1,044	1,026	-	35	-	61	53
Arkansas	488	545	-	27	-	462	5
California DRE	640	298	2	7	2	-	27
California DBO	2,209	2,124	3	105	1	138	136
Colorado	954	893	-	42	-	2	56
Connecticut	437	456	-	14	-	67	64
Delaware	292	238	-	8	-	161	37
District of Columbia	301	361	-	1	-	15	28
Florida	2,340	2,126	5	111	1	122	99
Georgia	1,163	1,021	3	109	3	173	70
Guam	1	1	-	1	-	-	-
Hawaii	196	199	-	11	-	18	14
Idaho	466	406	4	56	-	43	43
Illinois	835	727	-	61	1	93	84
Indiana DFI	654	653	-	14	-	78	54
Indiana SOS	53	47	-	5	1	11	3
Iowa	613	594	-	4	-	47	39
Kansas	380	355	-	13	-	40	28
Kentucky	454	423	-	23	-	505	24
Louisiana	520	539	-	2	-	88	59
Maine	328	324	-	-	-	27	24
Maryland	673	604	-	38	-	77	2,350
Massachusetts	412	384	1	35	-	70	56
Michigan	789	725	-	111	1	91	63
Minnesota	607	543	-	21	-	25	46
Mississippi	407	388	-	14	-	357	15
Missouri	525	458	-	38	-	58	85
Montana	244	239	-	2	-	19	26
Nebraska	242	262	2	18	-	34	31
Nevada	594	511	-	210	-	61	34
New Hampshire	330	304	-	19	-	207	6
New Jersey	736	542	-	50	-	72	74
New Mexico	353	363	-	8	-	28	42
New York	544	467	-	102	-	22	70
North Carolina	962	901	-	72	-	134	109
North Dakota	247	218	-	4	-	19	19
Ohio	830	822	-	13	1	84	94
Oklahoma DCC	359	355	-	10	-	47	47
Oregon	730	709	-	24	-	74	49
Pennsylvania	814	788	-	30	-	130	81
Puerto Rico	14	15	-	1	-	-	13

State Agency	New Applications Processed			License Expirations			
	New Applications	Approved	Denied	Withdrawn	Revoked	Surrendered	Terminated
Rhode Island	229	227	-	6	-	30	28
South Carolina BFI	702	725	-	46	-	77	52
South Carolina DCA	88	77	-	8	-	2	7
South Dakota	164	194	-	7	-	24	24
Tennessee	819	834	2	20	-	60	70
Texas OCCC	26	24	-	14	-	2	1
Texas SML	1,730	1,530	3	244	-	152	118
Utah DFI	25	14	-	16	-	-	3
Utah DRE	345	313	-	10	-	18	23
Vermont	167	148	-	7	-	29	22
Virgin Islands	2	-	-	-	-	1	9
Virginia	989	858	-	92	1	107	69
Washington	1,134	1,105	-	48	1	123	92
West Virginia	217	205	-	20	-	21	21
Wisconsin	508	522	-	13	-	65	49
Wyoming	314	216	6	29	-	29	88
<b>National</b>	<b>33,082</b>	<b>30,624</b>	<b>31</b>	<b>2,064</b>	<b>13</b>	<b>4,615</b>	<b>5,012</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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**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.

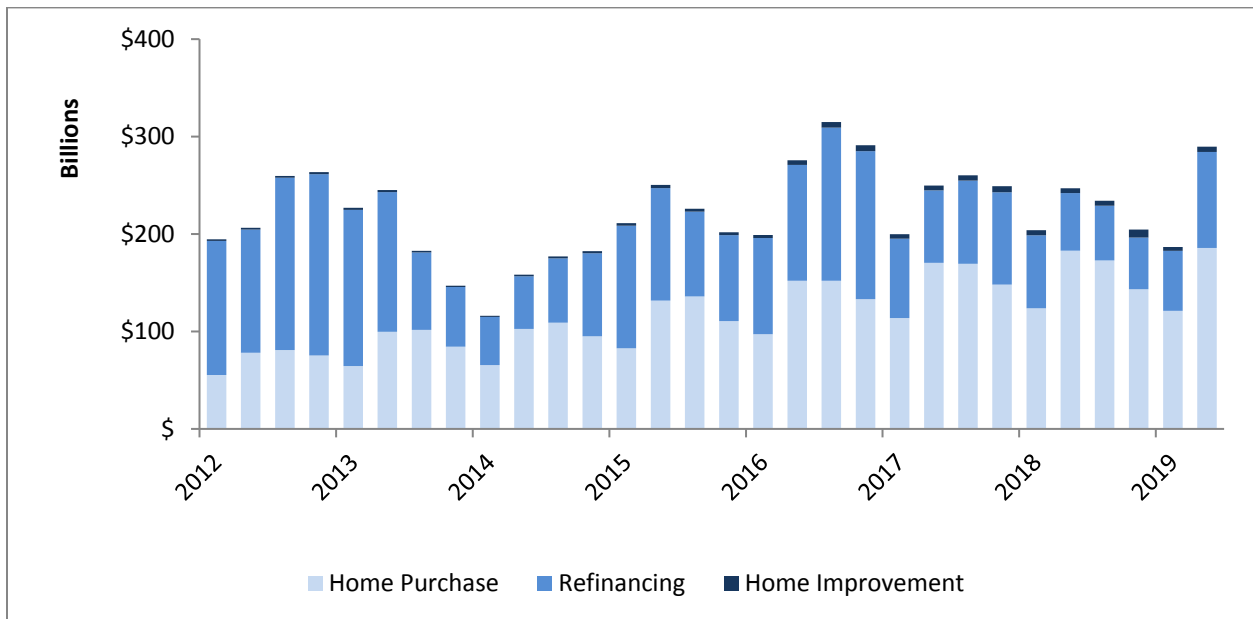


## 5. Mortgage Call Report

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

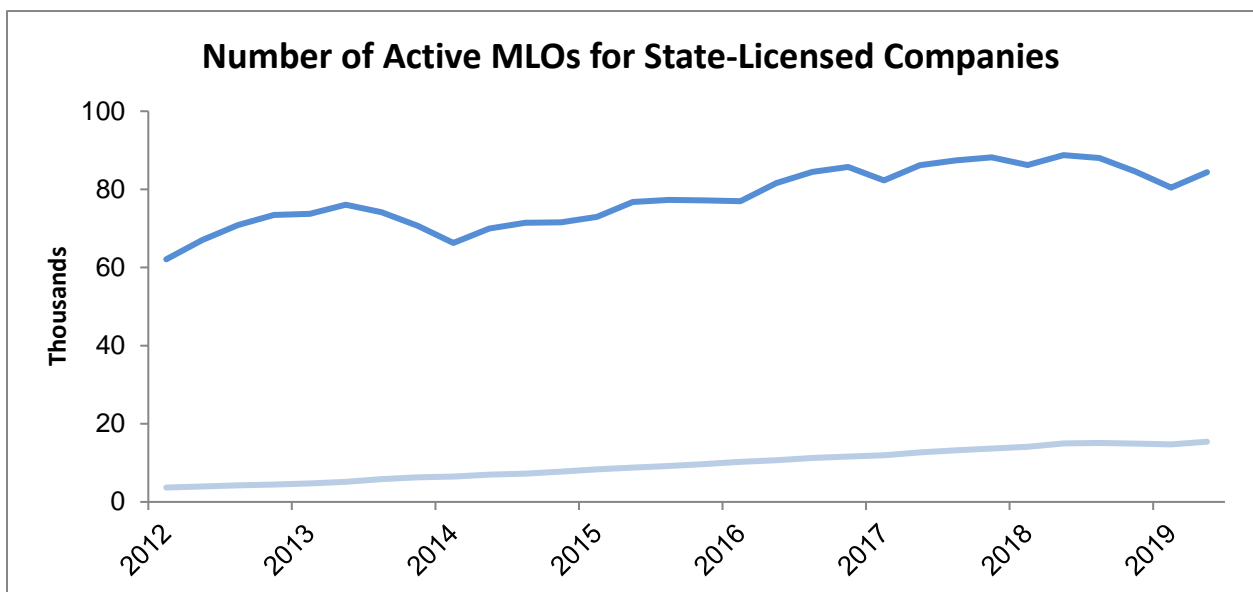
### Loan Originations by Purpose

Forward loan originations reported by state-licensed companies increased 55.2 percent and purchasing volume is up 53.3 percent since last quarter. Forward loan originations also increased 17.3 percent over 2018Q2. The year-over-year increase is mainly the result of refinancing, which increased 66.7 percent.



### Active MLOs

The number of active MLOs\* in Q2 2019 decreased 5 percent nationwide over Q2 2018, and increased 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, June 30, 2019

State	Total	FDIC	FRB	NCUA	OCC	FCA
Alabama	6,903	2,087	1,961	1,153	1,653	83
Alaska	714	171	10	104	432	-
Arizona	9,590	684	532	1,305	7,088	-
Arkansas	4,412	1,123	2,366	276	578	98
California	41,405	3,990	1,279	5,564	30,717	1
Colorado	8,334	1,816	1,061	1,307	4,199	8
Connecticut	6,057	1,314	111	578	4,070	4
Delaware	1,540	151	363	126	894	9
District of Columbia	1,138	57	60	158	865	-
Florida	26,706	3,210	3,964	4,925	14,831	50
Georgia	9,733	3,276	1,421	784	4,226	85
Guam	107	45	27	27	8	-
Hawaii	1,910	457	551	499	408	1
Idaho	2,691	716	143	800	1,039	7
Illinois	17,885	3,775	2,693	1,685	9,856	13
Indiana	8,574	2,256	1,486	1,810	3,016	60
Iowa	5,777	2,149	592	1,027	2,032	22
Kansas	4,278	1,339	809	602	1,565	10
Kentucky	6,082	2,229	1,003	584	2,166	131
Louisiana	5,559	2,597	910	651	1,375	52
Maine	1,908	614	20	451	823	2
Maryland	6,668	1,407	1,285	825	3,178	49
Massachusetts	10,950	3,634	746	1,871	4,743	-
Michigan	13,261	1,272	2,934	3,559	5,456	100
Minnesota	8,626	1,768	306	1,286	5,261	45
Mississippi	3,720	2,044	706	224	698	59
Missouri	9,251	2,767	2,592	1,043	2,889	56
Montana	1,503	479	442	240	340	7
Nebraska	3,247	1,234	467	411	1,141	10
Nevada	2,719	125	30	293	2,275	-
New Hampshire	1,802	481	23	350	964	1
New Jersey	12,406	2,186	448	673	9,284	2
New Mexico	1,774	516	106	239	922	3
New York	24,638	1,352	2,686	3,294	17,358	19
North Carolina	13,214	3,409	996	3,911	4,792	157
North Dakota	1,221	468	27	249	479	1
Ohio	17,416	1,699	3,015	1,981	10,758	79
Oklahoma	4,676	1,612	1,241	573	1,252	43
Oregon	5,718	1,211	175	1,468	2,874	8
Pennsylvania	18,552	4,264	1,536	2,443	10,327	84
Puerto Rico	739	179	172	333	52	6
Rhode Island	1,951	326	218	308	1,104	-
South Carolina	5,065	2,050	310	894	1,789	46
South Dakota	1,398	499	150	216	533	9
Tennessee	8,020	3,183	2,282	929	1,605	61
Texas	24,652	4,619	3,283	2,787	13,883	276
Utah	4,514	408	109	2,205	1,798	1
Vermont	856	141	15	266	449	-
Virgin Islands	70	9	6	42	13	-
Virginia	10,834	2,221	1,891	2,983	3,719	88
Washington	9,975	2,532	123	2,754	4,609	5
West Virginia	1,783	876	237	163	512	13

State	Total	FDIC	FRB	NCUA	OCC	FCA
Wisconsin	8,566	1,666	430	2,347	4,123	45
Wyoming	982	234	316	181	255	2
<b>Nationwide</b>	<b>411,354</b>	<b>84,841</b>	<b>50,640</b>	<b>65,686</b>	<b>211,034</b>	<b>1,910</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