



Nationwide Mortgage Licensing System & Registry

## **A Nationwide View on State-Licensed Mortgage Entities Quarter I 2011**

Updated July 18, 2011  
Conference of State Bank Supervisors  
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## A Nationwide View on State-Licensed Mortgage Entities

This report compiles data from the first quarter of 2011 concerning companies, branches, and mortgage loan originators who are state-licensed or state-registered through the Nationwide Mortgage Licensing System & Registry (NMLS). Unless otherwise noted, the data reflects licensing and registration information from NMLS as of March 31, 2011.

### Approved Entities and Licenses in NMLS

Type	Unique Entities	Licenses
<b>Company</b>	14,980	28,415
<b>Branch</b>	15,957	24,021
<b>Individual</b>	100,098	182,880

NOTE: Includes companies holding a state license or a state registration through NMLS. License information includes separate licenses required for DBAs ("Other Trade Name") required in certain states and multiple licenses for different authorities (e.g. Lender and Broker) required in certain states.

### Mortgage Related Business

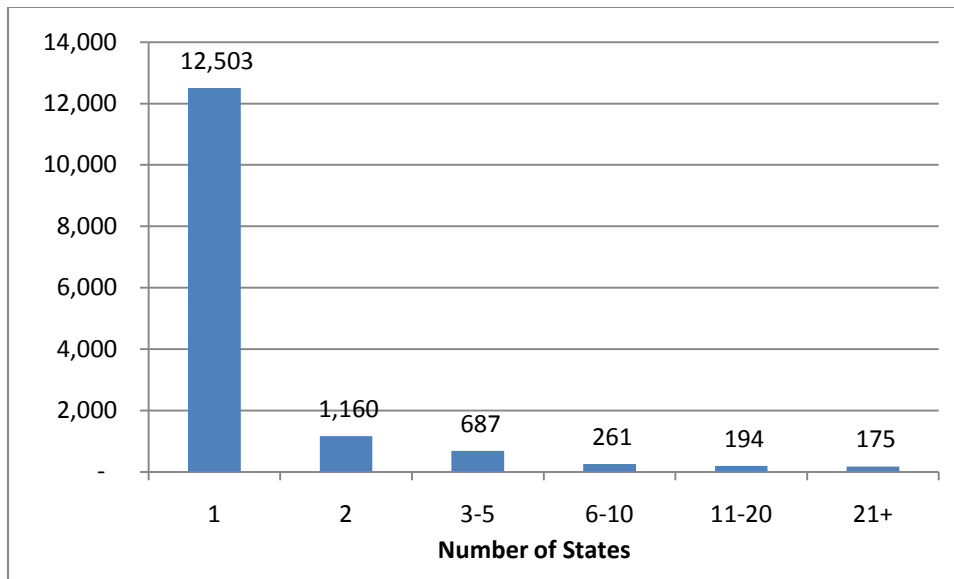
State-licensed companies in NMLS by business activity

Description	Companies	% in NMLS
First mortgage loan brokering	13,298	89%
Second mortgage loan brokering	11,065	74%
First mortgage lending	3,308	22%
Second mortgage lending	2,466	16%
First mortgage servicing	1,322	9%
Second mortgage servicing	1,068	7%
Home equity loans, including lines of credit	7,038	47%
Federal Housing Administration (FHA) - Loan Correspondent	4,473	30%
Federal Housing Administration (FHA) - Direct Endorsement mortgagee	1,376	9%
Ginnie Mae approved Issuer/Service	340	2%
Fannie Mae approved Seller/Service	1,076	7%
Freddie Mac approved Seller/Service	940	6%
Loans guaranteed by the Veterans Administration (VA)	5,292	35%
Reverse mortgage loans	3,515	23%
High cost home loans (refer to state definitions)	1,173	8%
Other mortgage products and settlement services	1,105	7%
Credit Insurance	208	1%
Other mortgage-related business	598	4%
Engaged in non-mortgage-related business	3,269	22%

NOTE: Mortgage Related Business activity is self-reported by licensee/registrant on the "Other Business" section of their Form MU1. Licensees may be relying on different definitions in indicating their business activity. As of December 31, 2010, FHA no longer approved Loan Correspondents (See FHA Mortgagee Letter 2010-20). Answers to this section likely do not reflect this change. It is anticipated that FHA Loan Correspondent will be removed as a designation on Form MU1 in January 2012.

## Mortgage Companies Operating in Multiple States

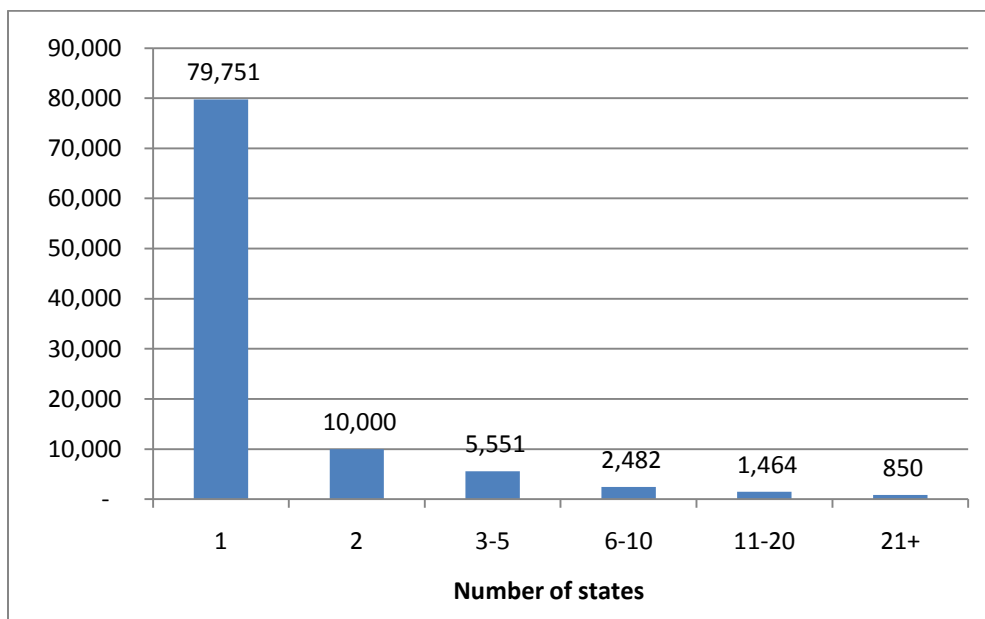
83% of companies are licensed in just one jurisdiction



NOTE: Graph represents data by state, not state agency (several states have two agencies on NMLS). For example, a company which holds a license in both California agencies is counted only once.

## Mortgage Loan Originators Operating in Multiple States

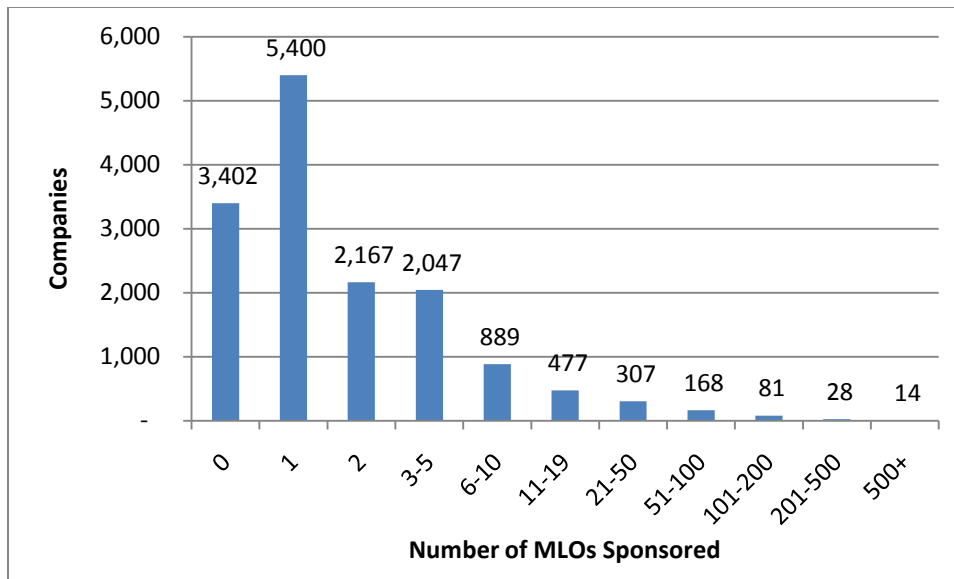
80% of individual mortgage loan originators are licensed in just one jurisdiction



NOTE: Graph represents data by state, not state agency (several states have two agencies on NMLS). For example, a mortgage loan originator which holds a license in both California agencies is counted only once.

## Mortgage Loan Originators Per Mortgage Company

83% of companies employ 1-5 mortgage loan originators



**Average MLOs per Company** 5.5

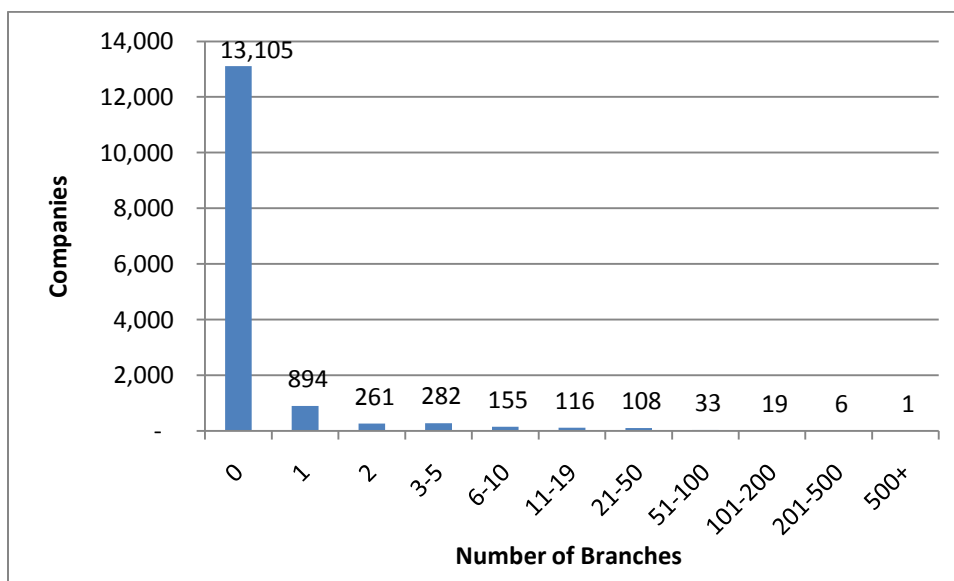
**Average MLO Licenses per Company** 9.9

**Average Licenses per MLO** 1.8

NOTE: The significant number of companies with no MLOs is due in part to the fact that some companies may hold a state license but have no individuals that must hold a mortgage loan originator license (e.g. Mortgage Servicers). The number is mostly due to the fact that some states do not require Sponsorship of MLOs by the employing mortgage company and therefore NMLS cannot provide an average.

## Branches Per Company

87% of mortgage companies have only a single location

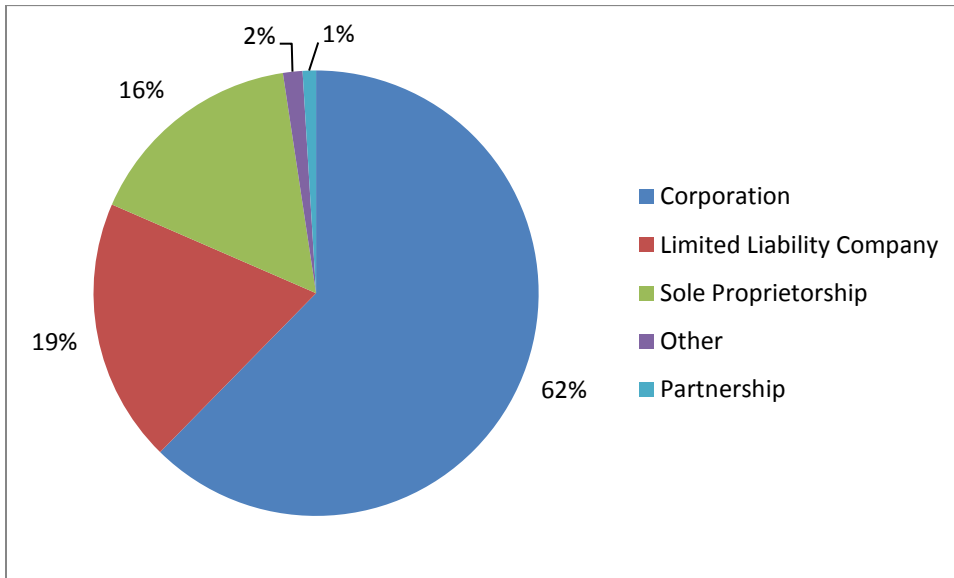


**Average Branches per Company** 1.06

**Average Branch Licenses per Company** 1.58

NOTE: Graph represents the number of Form MU3 filings per company. It is possible for a company to file two Form MU3s on the same physical location.

## Legal Status of Companies



**Companies controlled by depository institution      287**



**State-Licensed/Registered Mortgage Entities**  
As of March 31, 2011

	Companies	Branches	Individual MLO	Average MLOs per Company	Avg Branches per Company	Companies Controlled by Depository	
<b>District 1</b>							
Connecticut	623	308	4,243	6.3	0.5	30	4.8%
Delaware <sup>2,3</sup>	-	-	1,294	-	-	-	-
District of Columbia	326	265	1,312	3.8	0.8	34	10.4%
Maine <sup>2,3</sup>	-	-	1,481	-	-	-	-
Maryland	650	529	4,640	1.1	0.8	43	6.6%
Massachusetts	572	586	3,858	6.3	1.7	39	6.8%
New Hampshire	353	267	1,843	5.1	0.8	38	10.8%
New Jersey	613	792	6,740	10.3	1.3	22	3.6%
New York	1,159	930	4,843	4.0	0.8	17	1.5%
Pennsylvania	954	901	6,659	6.6	0.9	31	3.2%
Puerto Rico <sup>1</sup>	66	263	-	-	4.0	11	16.7%
Rhode Island	285	165	1,189	3.8	0.8	42	14.7%
Vermont	181	141	677	3.1	1.0	35	19.3%
<b>District 2</b>							
Illinois	678	336	5,939	7.8	0.5	39	5.8%
Indiana-DFI	261	-	2,845	10.2	-	20	7.7%
Indiana-SOS	200	28	611	2.4	0.1	3	1.5%
Iowa	330	355	1,275	3.6	1.2	33	10.0%
Kentucky <sup>3</sup>	351	287	2,705	0.0	0.8	14	4.0%
Michigan	628	-	3,595	8.4	-	59	9.4%
Minnesota	468	329	2,780	5.3	0.6	34	7.3%
Missouri <sup>2,3</sup>	-	-	2,630	-	-	-	-
Ohio	535	1,450	3,886	7.2	2.8	35	6.5%
Wisconsin	388	492	2,695	6.4	1.6	38	9.8%
<b>District 3</b>							
Alabama	416	469	2,811	6.2	1.1	19	4.6%
Arkansas	265	226	1,392	5.2	0.9	8	3.0%
Florida <sup>1,3</sup>	428	99	4,875	0.5	0.2	1	0.2%
Georgia	860	509	4,671	4.9	0.6	32	3.7%
Louisiana	400	433	2,483	5.6	1.1	12	3.0%
Mississippi	266	319	1,481	5.5	1.2	14	5.3%
North Carolina	546	661	5,504	8.6	1.2	17	3.1%
South Carolina-BFI	281	441	2,514	8.2	1.6	12	4.3%
South Carolina-DCA	145	101	456	2.7	0.7	1	0.7%
Tennessee	527	636	4,275	7.4	1.2	21	4.0%
Virgin Islands	15	11	26	1.5	0.7	2	13.3%
Virginia <sup>1</sup>	-	-	5,434	4.0	-	-	-
West Virginia	244	174	863	3.4	0.8	29	11.9%

	Companies	Branches	Individual MLO	Average MLOs per Company	Avg Branches per Company	Companies Controlled by Depository	
<b>District 4</b>							
Colorado <sup>3</sup>	715	-	4,424	3.6	-	15	2.1%
Kansas	330	347	1,747	5.0	1.1	35	10.6%
Nebraska	259	191	938	3.4	0.7	29	11.2%
New Mexico	348	348	1,749	4.8	1.0	19	5.5%
North Dakota	221	111	636	2.7	0.5	37	16.7%
Oklahoma	258	280	1,897	6.4	1.1	13	5.0%
South Dakota	155	-	473	2.9	-	10	6.5%
Texas - OCC <sup>2,3</sup>	-	-	659	-	-	-	-
Texas - SML	1,444	1,445	10,557	6.8	1.0	14	1.0%
Wyoming	219	160	703	2.9	0.7	15	6.8%
<b>District 5</b>							
Alaska	92	77	396	3.8	0.7	5	5.4%
Arizona	685	810	4,443	5.6	1.2	13	1.9%
California - DOC	785	2,770	11,624	13.1	3.6	47	6.0%
California - DRE	4,907	749	17,695	2.8	0.2	1	0.0%
Hawaii <sup>1</sup>	124	55	443	3.5	0.4	4	3.2%
Idaho	345	332	1,564	4.2	1.0	11	3.2%
Montana	138	107	732	4.8	1.0	11	8.0%
Nevada	250	227	2,133	7.1	1.0	19	7.6%
Oregon	585	667	4,218	6.5	1.1	15	2.6%
Utah-DFI <sup>2,3</sup>	-	-	154	-	-	-	-
Utah-DRE	468	245	3,372	6.4	0.5	-	-
Washington	758	1,252	6,745	8.7	1.6	27	3.6%
<b>Nationwide</b>	<b>14,980</b>	<b>15,957</b>	<b>100,098</b>	<b>5.5</b>	<b>1.1</b>	<b>287</b>	<b>1.9%</b>

<sup>1</sup> Agency in the process of completing transition onto NMLS.

<sup>2</sup> Agency does not manage company licensing through NMLS.

<sup>3</sup> Agency does not require Sponsorship of MLOs by the employing company.

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 and Average Branches per Company. The chart is organized geographically according to the Districts established by the Conference of State Bank Supervisors (CSBS) in order to provide some regional context.



**State-Licensing/Registration Activity  
For Period Q1 2011**

	New Applications			Applications Approved			Applications Denied			Applications Withdrawn			Pending Applications			Licenses Revoked			Licenses Suspended			Licenses Surrendered			
	Company	Branch	MLO	Company	Branch	MLO	Company	Branch	MLO	Company	Branch	MLO	Company	Branch	MLO	Company	Branch	MLO	Company	Branch	MLO	Company	Branch	MLO	
<b>District 1</b>																									
Connecticut		33	64	616	28	51	694	-	-	-	7	11	239	23	25	312	3	-	-	-	-	-	13	23	24
Delaware <sup>1</sup>	-	-	173	-	-	189	-	-	-	-	-	26	-	-	141	-	-	-	-	-	-	-	-	32	
District of Columbia	15	31	170	31	38	174	-	-	-	1	2	10	11	17	120	-	-	-	-	-	-	5	8	5	
Maine <sup>1</sup>	-	-	239	-	-	207	-	-	-	-	-	3	-	-	97	-	-	-	-	-	-	-	-	19	
Maryland	31	72	725	20	85	702	-	-	2	9	2	306	38	43	456	-	-	-	-	-	-	11	41	22	
Massachusetts	25	96	505	17	76	525	-	-	-	6	8	120	47	55	87	-	-	-	-	-	-	19	37	30	
New Hampshire	8	30	251	19	35	248	-	-	-	7	10	51	16	16	139	1	-	1	-	-	-	11	18	101	
New Jersey	27	82	671	41	122	631	-	-	-	-	8	73	29	59	1,518	-	-	-	-	-	-	13	79	35	
New York	22	44	594	11	39	787	-	-	10	10	13	3,001	173	199	2,045	-	-	-	2	-	-	51	8	33	
Pennsylvania	66	83	814	65	76	737	-	-	-	10	9	213	46	70	496	-	-	1	-	-	68	21	54	94	
Puerto Rico	1	-	-	1	-	-	-	-	-	-	-	-	6	11	6	-	-	-	-	-	-	2	-	-	
Rhode Island	9	26	159	9	18	109	-	-	-	3	4	14	37	42	212	-	1	-	-	-	-	12	10	5	
Vermont	34	21	89	23	27	78	-	-	-	6	4	20	52	16	171	-	-	-	-	-	-	13	17	3	
<b>District 2</b>																									
Illinois	28	30	737	14	32	956	-	-	18	2	30	15	56	28	1,108	-	-	-	-	-	-	29	2	3	
Indiana-DFI	28	-	365	18	-	355	-	-	-	-	-	354	16	-	89	-	-	-	-	-	-	17	-	6	
Indiana-SOS	6	7	40	5	4	34	-	-	-	-	3	12	8	3	42	-	-	-	-	-	-	7	2	17	
Iowa	18	16	195	19	16	230	-	-	1	-	-	67	12	5	72	-	-	-	-	-	-	10	24	80	
Kentucky	22	41	323	25	46	286	-	-	-	4	8	146	18	7	151	-	-	-	-	-	-	9	9	21	
Michigan	63	-	520	44	-	708	-	-	1	19	-	205	42	-	433	-	-	-	-	-	-	17	-	12	
Minnesota	43	50	525	27	85	1,125	-	-	1	3	1	16	44	17	446	-	-	-	-	-	-	6	13	-	
Missouri <sup>1</sup>	-	-	297	-	-	261	-	-	20	-	-	97	-	-	163	-	-	-	-	-	-	-	-	8	
Ohio	31	72	644	31	66	991	4	-	26	21	29	476	64	66	559	-	-	-	-	-	-	12	25	10	
Wisconsin	30	125	467	51	157	471	16	-	46	2	1	73	26	12	186	-	-	-	-	-	-	14	30	63	
<b>District 3</b>																									
Alabama	17	46	310	14	46	351	-	-	4	2	8	266	22	30	232	-	-	-	-	-	-	16	22	41	
Arkansas	17	26	256	24	30	213	-	-	-	1	2	31	17	14	172	-	-	-	-	-	-	15	15	170	
Florida <sup>2</sup>	215	160	1,279	388	98	3,854	-	-	-	29	11	23	1,692	1,097	11,003	-	-	-	-	-	-	-	-	-	
Georgia	38	37	690	19	16	579	-	2	28	14	10	236	33	14	332	5	-	12	-	-	-	14	20	26	
Louisiana	23	53	352	27	58	504	-	-	-	3	8	43	33	41	205	1	-	3	6	-	-	7	22	10	
Mississippi	16	46	263	14	42	246	-	-	-	3	25	124	20	31	149	-	-	-	-	-	-	7	9	110	
North Carolina	19	71	565	20	49	516	-	12	46	9	8	192	14	26	245	-	-	-	-	-	-	15	40	51	
South Carolina-BFI <sup>2</sup>	35	113	344	25	162	623	-	-	-	17	62	509	37	62	624	-	-	-	-	-	-	6	5	10	
South Carolina-DCA	9	8	70	5	6	46	-	-	-	1	3	19	15	5	54	-	-	-	-	-	-	3	12	9	
Tennessee	18	102	473	58	103	642	-	-	16	3	-	17	32	28	304	-	-	-	-	-	-	3	29	17	
Virgin Islands	1	2	6	-	2	1	-	-	-	-	-	-	1	-	7	-	-	-	-	-	-	-	-	-	
Virginia <sup>2</sup>	35	128	765	1	96	699	-	-	3	6	7	241	779	1,002	700	-	-	-	-	-	-	-	-	13	
West Virginia	22	23	169	14	23	174	-	-	-	3	-	15	20	6	39	-	-	-	-	-	-	4	5	3	

	New Applications			Applications Approved			Applications Denied			Applications Withdrawn			Pending Applications			Licenses Revoked			Licenses Suspended			Licenses Surrendered		
	Company	Branch	MLO	Company	Branch	MLO	Company	Branch	MLO	Company	Branch	MLO	Company	Branch	MLO	Company	Branch	MLO	Company	Branch	MLO	Company	Branch	MLO
<b>District 4</b>																								
Colorado <sup>2</sup>	190	-	536	270	-	482	-	-	-	-	-	-	79	-	1,174	-	-	-	-	-	-	-	-	-
Kansas	20	35	201	7	21	159	1	-	4	3	-	9	22	15	63	-	-	-	-	-	-	3	26	11
Nebraska	16	16	118	12	17	158	-	-	7	4	4	23	24	13	199	-	-	-	-	-	-	4	9	13
New Mexico	12	29	211	12	32	228	-	-	-	22	6	224	10	4	87	-	-	-	2	-	41	11	23	12
North Dakota	10	10	67	10	11	60	-	-	-	1	-	9	5	1	14	-	-	-	-	-	-	11	11	31
Oklahoma	18	27	164	22	40	230	-	-	-	3	6	2	22	30	309	-	-	-	-	-	-	2	3	1
South Dakota	13	-	95	13	-	99	-	-	-	1	-	14	15	-	66	-	-	-	-	-	-	4	-	5
Texas - OCC <sup>1</sup>	-	-	72	-	-	96	-	-	-	-	-	45	-	-	434	-	-	-	-	-	-	-	-	-
Texas - SML	117	210	1,319	147	200	1,405	-	-	9	37	11	351	54	41	306	-	-	-	-	-	233	8	96	47
Wyoming	9	19	86	14	19	77	-	-	1	-	-	4	3	7	105	-	-	-	-	-	-	17	22	7
<b>District 5</b>																								
Alaska	6	10	55	7	9	54	-	-	4	1	1	14	8	3	52	-	-	-	-	-	-	2	6	1
Arizona	25	91	562	16	72	553	-	-	2	4	17	287	44	83	284	-	-	-	2	26	-	63	113	6
California - DOC	44	411	1,834	27	295	1,927	-	-	5	19	40	747	74	170	1,743	27	-	-	-	-	-	26	165	10
California - DRE	76	67	87	1,041	742	1,591	-	-	-	6	2	9	1,191	218	7,232	-	-	-	-	-	-	-	-	-
Hawaii <sup>2,4</sup>	42	37	201	88	44	353	-	-	-	9	15	22	73	55	405	-	-	-	-	-	-	-	-	-
Idaho	18	42	200	21	41	214	-	-	-	5	12	24	14	20	63	-	-	-	-	-	-	4	18	123
Montana	18	11	102	16	15	78	-	-	2	7	9	44	19	5	86	-	-	-	-	-	-	8	6	3
Nevada	15	42	217	47	35	195	-	-	-	4	7	16	28	25	166	-	-	-	-	-	-	11	12	21
Oregon	27	99	540	23	86	472	-	-	-	4	4	71	12	28	251	-	-	-	-	-	-	13	70	10
Utah-DFI <sup>1</sup>	-	-	51	-	-	52	-	-	8	-	-	11	-	-	30	-	-	-	-	-	-	-	-	1
Utah-DRE	34	23	217	33	35	256	-	-	5	4	-	136	15	10	158	-	-	-	-	-	3	4	12	2
Washington	52	142	745	22	139	822	-	-	1	4	56	79	89	121	227	2	2	2	1	-	-	50	227	29
<b>Nationwide</b>	<b>1,767</b>	<b>3,026</b>	<b>22,341</b>	<b>2,956</b>	<b>3,557</b>	<b>28,507</b>	<b>21</b>	<b>14</b>	<b>270</b>	<b>339</b>	<b>477</b>	<b>9,394</b>	<b>5,280</b>	<b>3,896</b>	<b>36,569</b>	<b>39</b>	<b>3</b>	<b>19</b>	<b>13</b>	<b>26</b>	<b>357</b>	<b>623</b>	<b>1,398</b>	<b>1,416</b>

<sup>1</sup> Agency does not manage company licenses through NMLS

<sup>2</sup> Agency was in the transition process for company licenses or registrations during the quarter

<sup>3</sup> Agency was in the process of completing MLO license transition during the quarter

<sup>4</sup> The Hawaii Division of Financial Institutions has indicated that it is not able to release the number of license applications denied.

**License Status 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.

**Application 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.

**Pending Applications**-Status assigned when an application has been submitted to the regulator and the regulators is waiting for additional information from applicant or has received all necessary items and is reviewing the application.

**License 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.

**License Suspended**-Status assigned when a regulator has taken action to suspend the license/registration.

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

This chart provides data on the number of license applications, application approvals, application denials, application withdrawals, license revocations, license suspensions, and license surrenders that took place between January 1, 2011 and March 31, 2011 (Quarter 1 2011) through NMLS. The chart also provides the number of licenses that were in a pending status on March 31, 2011. "License" on this chart also includes state registrations. "Application Denied" typically indicates a final denial after appeals have been exhausted, though state process and definitions may vary concerning this point.