

Broker Licensing & Referral Fee Matrix, Non-Owner Occupied Business Purpose Loans

Residential 1-29

Brokers must be paid AT or AFTER Closing

Rev. 1/06/2022

	CORRESPONDENT								
	Seller License Required?		If Brokered to Seller License Required?						
	RETAIL		WHOLESALE		FIX & FLIP - ENTITIES ONLY				
	License Required?		License Required?		F&F Retail License Required?		Broker License Required?		REFERRAL FEE
State	ACRA/Seller	MLO	Acra & BROKER	MLO	ACRA	MLO	Acra & BROKER	MLO	ONLY Entity Loans
Alabama	No	No	No	No	No	No	No	No	Allowed
Alaska	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Arizona	REQUIRED	No	REQUIRED	No	REQUIRED	No	REQUIRED	No	PROHIBITED
Arkansas	No	No	No	No	No	No	No	No	Allowed
California-RMLA	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	Allowed
	License cannot be used for 5+ multifamily								
California-FL	REQUIRED	No	REQUIRED	No	REQUIRED	No	REQUIRED	No	Allowed
California-DRE	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	Allowed
Colorado	No	No	No	No	No	No	No	No	Allowed
Connecticut	No	No	No	No	No	No	No	No	Allowed
Delaware	No	No	No	No	No	No	No	No	Allowed
District of Columbia	No	No	No	No	No	No	No	No	Allowed
Florida	Required for 5-29 multifamily to natural person				No	No	No	No	Allowed
Georgia	Required for 1-4 Residential to a natural person				No	No	No	No	Allowed
Hawaii	No	No	No	No	No	No	No	No	Allowed
Idaho	Required for 1-4 Residential				Required for 1-4 Residential - DSCR				Allowed
Illinois	No	No	No	No	No	No	No	No	Allowed
Indiana	No	No	No	No	No	No	No	No	Allowed
Iowa	No	No	No	No	No	No	No	No	Allowed
Kansas	No	No	No	No	No	No	No	No	Allowed
Kentucky	No	No	No	No	No	No	No	No	Allowed
Louisiana	No	No	No	No	No	No	No	No	Allowed
Maine	No	No	No	No	No	No	No	No	Allowed
Maryland	No	No	No	No	No	No	No	No	Allowed
Massachusetts	No	No	No	No	No	No	No	No	Allowed
Michigan	No	No	REQUIRED	No	No	No	REQUIRED	No	Allowed
Minnesota	Required, if secured by residential 1-4 dwelling	No	REQUIRED	No	Required, if secured by residential 1-4 dwelling	No	REQUIRED	No	PROHIBITED
Mississippi	No	No	No	No	No	No	No	No	Allowed
Missouri	No	No	No	No	No	No	No	No	Allowed
Montana	No	No	Required, if borrower is a natural person and secured by residential 1-4 dwelling	No	No	No	No	No	Allowed
Nebraska	No	No	No	No	No	No	No	No	Allowed
Nevada	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	PROHIBITED
New Hampshire	No	No	No	No	No	No	No	No	Allowed
New Jersey	No	No	Required, if borrower is a natural person and secured by residential 1-4 dwelling	No	No	No	No	No	Allowed
New Mexico	No	No	No	No	No	No	No	No	Allowed
New York	No	No	No	No	No	No	No	No	Allowed
North Carolina	REQUIRED	No	REQUIRED	No	REQUIRED	No	REQUIRED	No	Allowed
North Dakota	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Ohio	No	No	No	No	No	No	No	No	Allowed
Oklahoma	No	No	No	No	No	No	No	No	Allowed
Oregon	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	REQUIRED	PROHIBITED
Pennsylvania	No	No	No	No	No	No	No	No	Allowed
Rhode Island	No	No	No	No	No	No	No	No	Allowed
South Carolina	No	No	No	No	No	No	No	No	Allowed
South Dakota	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Tennessee *	May Require	No	May Require	No	May Require	No	May Require	No	Allowed
Texas	No	No	No	No	No	No	No	No	Allowed
Utah	Required, if secured by residential 1-4 dwelling								Allowed
Vermont	No	No	No	No	No	No	No	No	PROHIBITED
Virginia	Required, if borrower is a natural person and secured by residential 1-4 dwelling	No	Required, if borrower is a natural person and secured by residential 1-4 dwelling	No	No	No	No	No	Allowed
Washington	No	No	No	No	No	No	No	No	Allowed
West Virginia	No	No	No	No	No	No	No	No	Allowed
Wisconsin	No	No	No	No	No	No	No	No	Allowed
Wyoming	No	No	No	No	No	No	No	No	Allowed

* Loan rates in excess of TN's "Formula Rate (see link) require a TN Industrial Loan & Thrift Registration, if not otherwise licensed in TN.

[Link to TN Formula Rate](#)

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