

Licensing & Referral Fee Matrix - 1-29 unit, Non Owner Occupied, Business Purpose Loans			
State	RETAIL Lender/Seller License Required?	WHOLESALE Broker/MLO License Required?	REFERRAL FEE Entity Loans Only
1 Alabama	NOT REQUIRED	NOT REQUIRED	Allowed
2 Arkansas	NOT REQUIRED	NOT REQUIRED	Allowed
3 Colorado	NOT REQUIRED	NOT REQUIRED	Allowed
4 Connecticut	NOT REQUIRED	NOT REQUIRED	Allowed
5 Delaware	NOT REQUIRED	NOT REQUIRED	Allowed
6 District of Columbia	NOT REQUIRED	NOT REQUIRED	Allowed
7 Georgia	NOT REQUIRED	NOT REQUIRED	Allowed
8 Hawaii	NOT REQUIRED	NOT REQUIRED	Allowed
9 Illinois	NOT REQUIRED	NOT REQUIRED	Allowed
10 Indiana	NOT REQUIRED	NOT REQUIRED	Allowed
11 Iowa	NOT REQUIRED	NOT REQUIRED	Allowed
12 Kansas	NOT REQUIRED	NOT REQUIRED	Allowed
13 Kentucky	NOT REQUIRED	NOT REQUIRED	Allowed
14 Louisiana	NOT REQUIRED	NOT REQUIRED	Allowed
15 Maine	NOT REQUIRED	NOT REQUIRED	Allowed
16 Maryland	NOT REQUIRED	NOT REQUIRED	Allowed
17 Massachusetts	NOT REQUIRED	NOT REQUIRED	Allowed
18 Mississippi	NOT REQUIRED	NOT REQUIRED	Allowed
19 Missouri	NOT REQUIRED	NOT REQUIRED	Allowed
20 Montana	NOT REQUIRED	NOT REQUIRED	Allowed
21 Nebraska	NOT REQUIRED	NOT REQUIRED	Allowed
22 New Hampshire	NOT REQUIRED	NOT REQUIRED	Allowed
23 New Mexico	NOT REQUIRED	NOT REQUIRED	Allowed
24 New York	NOT REQUIRED	NOT REQUIRED	Allowed
25 Ohio	NOT REQUIRED	NOT REQUIRED	Allowed
26 Oklahoma	NOT REQUIRED	NOT REQUIRED	Allowed
27 Pennsylvania	NOT REQUIRED	NOT REQUIRED	Allowed
28 Rhode Island	NOT REQUIRED	NOT REQUIRED	Allowed
29 South Carolina	NOT REQUIRED	NOT REQUIRED	Allowed
30 Texas	NOT REQUIRED	NOT REQUIRED	Allowed
31 Washington	NOT REQUIRED	NOT REQUIRED	Allowed
32 West Virginia	NOT REQUIRED	NOT REQUIRED	Allowed
33 Wisconsin	NOT REQUIRED	NOT REQUIRED	Allowed
34 Wyoming	NOT REQUIRED	NOT REQUIRED	Allowed

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35 Alaska	NA- Acra not licensed to originate or service		
36 Arizona	REQUIRED	REQUIRED	PROHIBITED
California-FL	Lender/Seller: REQUIRED MLO: NOT REQUIRED	Broker: REQUIRED MLO: NOT REQUIRED	Allowed
37 California-DRE	REQUIRED	REQUIRED	Allowed
California-RMLA	REQUIRED	REQUIRED	Allowed
License cannot be used for 5+ Multifamily			
38 Florida	NOT REQUIRED-1-29 units; REQUIRED 5-29 units to individual.		Allowed
39 Idaho	NOT REQUIRED- unless loan secured by 1-4 unit dwelling.		Allowed
40 Michigan	Lender/Seller: NOT REQUIRED MLO: NOT REQUIRED	Broker: REQUIRED MLO: NOT REQUIRED	Allowed
41 Minnesota	REQUIRED	REQUIRED	PROHIBITED
42 Nevada	REQUIRED	REQUIRED	PROHIBITED
43 North Carolina *	Lender/Seller: NOT REQUIRED MLO: NOT REQUIRED	Broker: NOT REQUIRED MLO: NOT REQUIRED	Allowed
44 North Dakota	NA- Acra not licensed to originate or service		
45 New Jersey	NOT REQUIRED	Broker: <a href="#">REQUIRED to have a Residential Mortgage Broker License (NMLS) OR Real Estate Broker License (not NMLS)</a> MLO: NOT REQUIRED	Allowed
46 Oregon	NOT REQUIRED- unless loan secured by 1-4 unit dwelling.		PROHIBITED
47 South Dakota	NA- Acra not licensed to originate or service		
48 <a href="#">Tennessee</a> **	Lender/Seller: <b>MAY</b> REQUIRE MLO: NOT REQUIRED	Broker: <b>MAY</b> REQUIRE MLO: NOT REQUIRED	Allowed
49 Utah	NOT REQUIRED- unless loan secured by 1-4 unit dwelling.		Allowed
50 Vermont	Lender/Seller: REQUIRED for loans < \$1.0M MLO: NOT REQUIRED	Broker: NOT REQUIRED MLO: NOT REQUIRED	PROHIBITED
51 Virginia	NOT REQUIRED-unless 1-4 unit and loan to natural person.		Allowed

\*NC: If not licensed through NMLS, NC Secretary of State Loan Broker Registration and Bond are required.

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

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