

ST	BROKER LIC REQUIRED?	LICENSE TYPE	RESEARCH NOTES
AL	No	N/A	Defines “borrower” as “natural person submits application for home to be occupied by borrower as primary residence.”
AK	No	N/A	Defines “mortgage loan: personal, family or household use.” 2024 update.
AZ	Yes	<b>AZ Mortgage Broker</b> (through NMLS)	Defines “mortgage loan” as “loan secured by mortgage/any lien interest on real estate.” Not restricted to owner-occupied properties. Confirmed 01/2023.
AR	No	N/A	Defines “mortgage loan: personal, family or household use.” Confirmed via email with AR State Regulator.
CA	Yes	<b>CA Real Estate Broker</b> (CA DRE) or <b>CA CFL</b> (NMLS)	MLO endorsement required on CA REB License if investment property is being purchased for a family member.
CO	No	N/A	Broker licensing under the Mortgage Company Act is related to consumer purpose loans. Unable to find RE stats related to Commercial M Broker licensing.
CT	No	N/A	
DC	No	N/A	Defines “mortgage loan: personal, family or household use.”
DE	No	N/A	
FL	No	N/A	
GA	No	N/A	Confirmed, based on definition of Mortgage Loan. Updated 10/2022.
HI	No	N/A	
ID	Yes	<b>ID Mortgage Broker</b> (through NMLS)	“Residential mortgage loan” not restricted to owner-occupied transactions. Confirmed 01/2023
IL	No	N/A	IL Loan Broker License typically required but has exemption: <i>“any person whose fee is wholly contingent on the successful procurement of a loan from a third party and to whom no fee, other than a bona fide third-party fee, is paid before the procurement.”</i>
IN	No	N/A	
IA	No	N/A	
KS	No	N/A	Defines mortgage loan: “personal, family or household use;” dwelling “occupied or intended to be occupied for residential purposes by the owner.”
KY	No	N/A	
LA	No	N/A	
ME	No	N/A	
MD	No	N/A	
MA	No	N/A	Residential property defined as owner-occupied.
MI	Yes	<b>MI Real Estate Broker License</b> (under MI Board of RE Brokers/ Salespersons)	NMLS Mortgage Broker license not required; “loan” is personal, family, household use only. RE Broker License 339.2501 Definitions: Negotiate the mortgage of real estate means engage in activity in connection with a mortgage that is not regulated under the mortgage brokers, lenders, and servicers licensing act; business purpose/investment not under broker, lender, servicing act, so falls under RE Broker License.
MN	Yes	<b>MN Real Estate Broker</b> (through MN Department of Commerce)	“Residential mortgage loan” not restricted to owner-occupied transactions, and “residential real estate” includes non-owner occupied

This Business Purpose Lending matrix relays licensing requirements for all Non-QM 1st Lien Alt Doc & DSCR loans and Closed-end 2nd Lien DSCR loans that are specifically for business purpose. This matrix does not reflect licensing requirements for any other loan program. “Business Purpose” means mortgage loans made on residential 1-4 Unit SFR properties for investment purposes.

## Business Purpose Lending Broker & MLO License Requirements

Non-QM 1st Lien: Alt Doc & DSCR Loans | Closed-end 2nds: DSCR Only

ST	BROKER LIC REQUIRED?	LICENSE TYPE	RESEARCH NOTES
MS	No	N/A	Defines "mortgage loan: personal, family or household use."
MO	No	N/A	
MT	No	N/A	Confirmed via email with MT State Regulator.
NE	No (see Research Notes column)	N/A	"Mortgage loan: personal, family or household use." <b>Yes</b> for non-residential RE not 1-4 family dwelling (true commercial).
NV	Yes	<b>NV Mortgage Company</b> (through NMLS)	Research from the state of NV Dept of Business & Industry FAQ corroborates "real property" includes residential and commercial.
NH	No	N/A	
NJ	Yes	<b>NJ Real Estate Broker</b> (through NJ Real Estate Commission)	NJ website states, "Persons and firms who broker loans secured by mortgages on commercial real estate for compensation must be licensed as New Jersey real estate brokers;" <i>Per Compliance/Legal Opinion: All NOO properties are considered to be "Commercial Loans" by the state of New Jersey. ONLY if the Broker is able to present an exemption, there may be an exception made.</i>
NM	No	N/A	
NC	No	N/A	Defines "mortgage loan: personal, family or household use."
ND	Yes	<b>ND Money Broker License</b> (through NMLS)	Authorized activities in NMLS include commercial.
OH	No	N/A	Confirmed via email with OH State Regulator.
OK	No	N/A	
OR	Yes	<b>OR Mortgage Lender License</b> (through NMLS)	Definition of "mortgage loan" is any 1-4 family property, NOT excluded for personal use; lender license authorizes banking and brokering activity.
PA	No	N/A	
RI	No	N/A	
SC	No	N/A	
SD	Yes	<b>SD Mortgage Broker</b> (through NMLS)	Authorized activity under the license includes "commercial mortgage brokering."
TN	No	N/A	
TX	No	N/A	
UT	Yes	<b>UT Mortgage Entity or Broker License</b> (through NMLS)	Definition of "mortgage loan" is any 1-4 family property, NOT excluded for personal use; LO to have Real Estate Broker License or MLO License.
VT			OCMBC, Inc. not yet licensed in this state.
VA	Yes	<b>VA Broker License</b> (through NMLS)	VA Examiner stated broker license is required based on definition of "Residential property: improved real property used or occupied, or intended to be used or occupied, for residential purposes," meaning investment home is still being occupied by natural person for residential purposes. Compliance/Legal have reviewed and agreed.
WA	No	N/A	
WV	No	N/A	Defines "mortgage loan: personal, family or household use."
WI	No	N/A	Confirmed via email with WI State Regulator.
WY	No	N/A	Defines "Residential mtg loan: personal, family, household use."

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ST	Company Lic Required?	Type of Company License	MLO License Required?
AZ	Yes	<b>AZ Mortgage Broker</b> (through NMLS)	Yes
CA	Yes	<b>CA Real Estate Broker</b> (CA DRE) or <b>CA CFL</b> (NMLS)	No, if Co has CA CFL
ID	Yes	<b>ID Mortgage Broker</b> (through NMLS)	Yes
MI	Yes	<b>MI Real State Broker License</b> (under MI Board of RE Brokers/Salespersons)	Yes, MI Real Estate Individual Broker License
MN	Yes	<b>MN Real Estate Broker</b> (NM Dept of Commerce)	No
NV	Yes	<b>NV Mortgage Company</b> (through NMLS)	Yes
NJ	Yes	<b>NJ Real Estate Broker</b> (NJ Real Estate Commission)	No
ND	Yes	<b>ND Money Broker License</b> (through NMLS)	No
OR	Yes	<b>OR Mortgage Lender License</b> (through NMLS)	Yes
SD	Yes	<b>SD Mortgage Brokerage License</b> (through NMLS)	Yes
UT	Yes	<b>UT Mortgage Entity or Broker License</b> (through NMLS)	Yes
VA	Yes	<b>VA Broker License</b> (through NMLS)	Yes

**Research is current as of the date this matrix.**

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