

# NORTH CAROLINA COMMISSIONER OF BANKS

## Consumer Finance Annual Report



**2015**

---

n o r t h c a r o l i n a  
**COMMISSIONER OF BANKS**

Ray Grace  
Commissioner





State of North Carolina  
OFFICE OF THE COMMISSIONER OF BANKS

Roy Cooper  
Governor

Ray Grace  
Commissioner of Banks

**To The Honorable Roy Cooper, Governor**

It is my pleasure to submit to you our 2015 Annual Report ("Report") on consumer finance lenders ("CFLs") licensed in North Carolina. The figures in this Report are compiled from unaudited reports submitted by licensees in accordance with N.C.G.S. § 53-184(b).

On December 31, 2015, there were 82 CFLs with 489 branch offices in North Carolina (see Chart A for 5-year trend).

Given the diversity in the size of the CFLs, these companies have been broken down into three segments. Large CFLs are defined as having 40 or more branch locations, medium as those having 7-39 branch locations and small as those having 6 or fewer branch locations.

For the year ended December 31, 2015, CFLs had aggregate outstanding loans of \$744,937,019 and stated equity of \$242,128,478. Assets of these lenders totaled \$923,091,622 in 2015, a 49% decrease from the previous years' \$1,815,903,276 (see Chart B for 5-year trend). However, the decline is misleading, as it is a result of misreported data. Certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume distorted the numbers. While in the aggregate the industry experienced a profitable year in 2015, operating losses in 2015 were reported by 33% of CFLs, with Provision for Credit Losses Expense and Interest Expense totaling approximately 33% of Total Operating Income. Income exceeded expenses in medium and small-sized companies.

As a convenience to the public and the industry, this report is also available on the Commissioner of Banks' website at [www.nccob.gov](http://www.nccob.gov).

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Ray Grace", with a horizontal line extending to the right.

Ray Grace,  
Commissioner of Banks

## Table of Contents

**The North Carolina Consumer Finance Act..... 1**

**Number of Offices and Assets Comparison ..... 2**

**Licensee Home Offices ..... 3**

**Offices by County and Region..... 10**

**Consolidated Comparative Balance Sheet ..... 13**

**Consolidated Statement of Income and Expense ..... 14**

**Loan Classifications..... 15**

**Other Consumer Finance Loan Data..... 16**

**Table Charts..... 17**

    Changes in Receivables and Related Categories ..... 17

    Income and Expense Comparison for 2013 to 2015..... 17

    Income and Expense Comparison by Company Size for 2015..... 18

    Total Number of Loans Made by Year 2011 to 2015 ..... 19

    Total Dollar Amount of Loans Made by Year 2011 to 2015 ..... 19

    Classification of Loans by Size (Number) 2011 to 2015 ..... 20

    Loans by Size of Company (Number) for 2015 ..... 21

    Classification of Loans by Size (\$Amount) 2011 to 2015..... 22

    Loans by Size of Company (\$Amount) for 2015..... 23

    Loans by Type of Security (Number) 2011 to 2015 ..... 24

    Loans by Type of Security (\$Amount) 2011 to 2015..... 24

    Loans by Type of Borrower (Number) 2011 to 2015..... 25

    Loans by Type of Borrower (\$Amount) 2011 to 2015..... 25

## **The North Carolina Consumer Finance Act**

The North Carolina Consumer Finance Act, N.C.G.S. § 53-164 et seq (the Act), authorizes the Office of the Commissioner of Banks (NCCOB) to license and supervise finance companies that offer installment loans to North Carolina consumers. The Act authorizes interest rates on loans in excess of the limits otherwise applicable under Chapter 24 of the North Carolina General Statutes.

Lenders that do not charge rates in excess of those permitted by Chapter 24 are exempted from the Act. Also exempted are banks, trust companies, savings and loan associations, cooperative credit unions, agricultural credit corporations, production credit associations, pawn brokers, and installment paper dealers.

Amendments to the Act adopted during the 2013 Legislative Session resulted in a revised interest rate structure effective for loans made after July 1, 2013. Due to this change, there were two rate structures in place for loans originated during the period covered by this report.

**Loans Made Prior to July 1, 2013.** The rates authorized under the Act as it existed prior to July 1, 2013, provided for loans of \$3,000 or less made subject to G.S. § 53-173 and loans of \$10,000 or less made subject to G.S. § 53-176. Loan terms under both G.S. § 53-173 and G.S. § 53-176 were no less than 6 months and no more than 84 months, payable in substantially equal consecutive monthly installments.

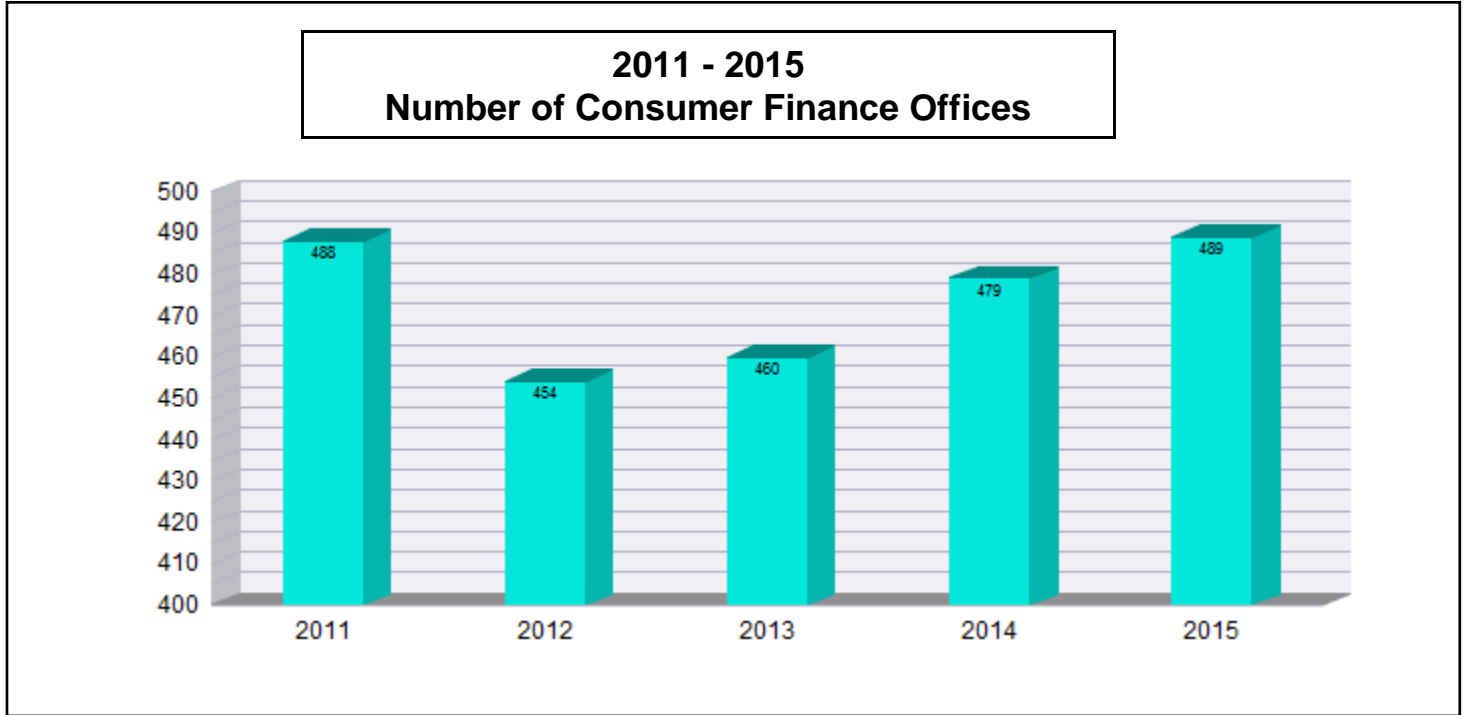
- Licensees subject to G.S. § 53-173 were permitted interest rates of 36% per year on the portion of the unpaid principal balance not exceeding \$600 and 15% on the remainder

- Licensees subject to G.S. § 53-176 were permitted interest rates of 30% per year on the unpaid balance not exceeding \$1,000 and 18% on the remainder up to \$7,500. In addition, loans exceeding \$7,500 were restricted to a flat rate of 18% per year.

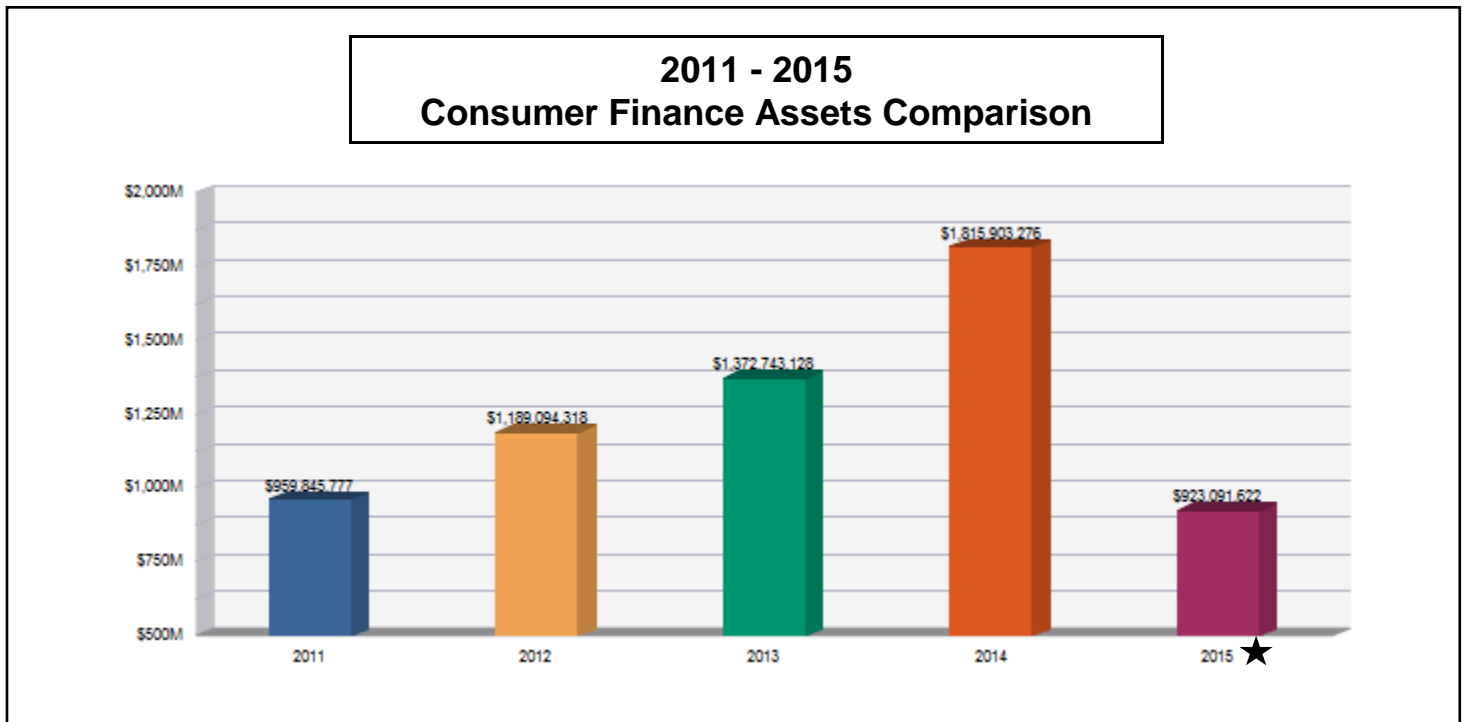
**Loans Made After July 1, 2013.** Following the passage of Session Law 2013-162 (Senate Bill 489), rate structures under the Act were consolidated into G.S. § 53-176. NCCOB grandfathered all licensees formerly operating under § 53-173 into § 53-176 in an effort to ease this transition. Under the revised G.S. § 53-176, the maximum loan amount was increased to \$15,000 with a minimum term of 12 months and a maximum of 96 months, payable in substantially equal consecutive monthly installments.

- For loans of less than \$10,000, all licensees are now permitted to charge 30% per year on the unpaid balance not exceeding \$4,000, 24% per year on the principal balance of more than \$4,000 and less than \$8,000, and 18% on the remainder up to 15,000. Loans of more than \$10,000 are restricted to a flat interest rate of 18% per year.

**Chart A**



**Chart B**



\* Change in 2015 assets due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

## Consumer Finance Act Licensees

### December 31, 2015

Licensee Home Office	Number of Operating Locations	Loan Category	Loans Receivable (\$)
AC Autopay 1147 Broadway Suite 100 Denver, CO 80203	1	G.S. 53-176	0*
Accredited Lending Solutions, Inc. 3953-B Market Street Wilmington, NC 28403	1	G.S. 53-176	250
Alcove Lending Specialists, LLC 404 North 3rd Street, Suite 107 Wilmington, NC 28401	1	G.S. 53-176	0*
Allied Finance Company of Kannapolis, Inc. 2113 Dale Earnhardt Blvd. Kannapolis, NC 28082	2	G.S. 53-176	197,310
Allied Financial Services, Inc. 821 Baxter Street, Suite 307 Charlotte, NC 28202	12	G.S. 53-176	24,595,402
Alpha Finance Company 38 East Cheek Street Sparta, NC 28675	2	G.S. 53-176	1,962,576
Amity Finance of Kings Mountain, Inc. 219 South Battleground Avenue Kings Mountain, NC 28086	1	G.S. 53-176	1,308,610
Amity Finance of Mooresville, Inc. 236 North Main Street Mooresville, NC 28115	1	G.S. 53-176	499,346
Amity Finance, Inc. 2477 East Ozark Avenue Gastonia, NC 28054	1	G.S. 53-176	871,705
AMS Financial 3836 W. Hwy 74 Monroe, NC 28110	1	G.S. 53-176	0*
Atlantic Discount Corporation 1300 S. Croatan Highway Kill Devil Hills, NC 27948	4	G.S. 53-176	4,666,908

north carolina **COMMISSIONER OF BANKS**

---

ATP Investments, LLC 320 N. Salem Street, Unit 106 Apex, NC 27502	1	G.S. 53-176	153,905
Automatic Financing, Inc. 7048 Knightdale Blvd Suite 100 Knightdale, NC 27545	1	G.S. 53-176	422,800
Basic Finance, Inc. 4664 NC Hwy 90 East Hiddenite, NC 28636	9	G.S. 53-176	30,741,235
Brighter Financial, Inc. 285 N. Talbert Blvd. Lexington, NC 27292	1	G.S. 53-176	1,585,839
Cape Fear Finance Company, LLC 108 McFarland Avenue Rossville, GA 30741	1	G.S. 53-176	1,425,086
Cape Fear Lending Inc. 7050 Market Street Wilmington, NC 28411	1	G.S. 53-176	839,615
Capitol Credit Company 745 Carolina Avenue Washington, NC 27889	2	G.S. 53-176	3,304,494
Cardinal Finance Company of Lumberton, Inc. 406 North Chestnut Street Lumberton, NC 28358	1	G.S. 53-176	435,348
Cardinal Finance Company of Whiteville, Inc. 608 S. Madison Street Whiteville, NC 28472	1	G.S. 53-176	1,264,308
Carolina Finance Company of Tarboro N.C., Inc. 423 Main Street Tarboro, NC 27886	1	G.S. 53-176	109,763
Century Finance, Inc. 453 Sunset Avenue Rocky Mount, NC 27804	6	G.S. 53-176	11,670,244
Choice Loan of Georgia, Inc. 25 Technology Parkway South, Ste. 201 Peachtree Corners, GA 30092	2	G.S. 53-176	45,930
Coastal Finance Company, Inc. 4370-A Arendell Street Morehead City, NC 28557	6	G.S. 53-176	7,821,044



north carolina **COMMISSIONER OF BANKS**

---

Confident Financial Solutions Inc. 2560 55th Street Boulder, CO 80301	1	G.S. 53-176	0*
Consumer Financial Services Inc. 119 S. Van Buren Road Eden, NC 27288	1	G.S. 53-176	1,970,558
Creekside Finance, Inc. 171 West Cornish Road Blowing Rock, NC 28605	5	G.S. 53-176	10,724,650
Delmarva Funding 9201 Corporate Blvd, Suite #110 Rockville, MD 20850	1	G.S. 53-176	0*
Eastern Financial Services, LLC 3209 South Memorial Drive Greenville, NC 27833	1	G.S. 53-176	507,884
FCC Finance LLC 17000 N. Dallas Parkway, Ste. 120 Dallas, TX 75248	1	G.S. 53-176	0*
Federal Financial Services, Inc. 116 E. Market Elkin, NC 28621	3	G.S. 53-176	3,686,222
Future Financial Services, LLC 827 Hardee Road Kinston, NC 28504	4	G.S. 53-176	4,037,754
Greene Finance Corporation 141 N. Main Street Mount Airy, NC 27030	1	G.S. 53-176	897,462
Greenville Financial Services, Inc. 3101 S. Memorial Drive Greenville, NC 27834	1	G.S. 53-176	1,333,806
Hanover Financial Services, Inc. 4230 Market Street Wilmington, NC 28405	1	G.S. 53-176	3,149,362
Heritage Finance Co., Inc. 687 Rutherford Road Marion, NC 28752	4	G.S. 53-176	3,281,539
Holiday Finance, Inc. 1410 Dale Earnhardt Blvd. Kannapolis, NC 28083	1	G.S. 53-176	1,049,655
Home Credit Corporation, Inc. 946 West Andrews Avenue Henderson, NC 27536	12	G.S. 53-176	9,092,565

north carolina **COMMISSIONER OF BANKS**

---

Imperial Finance Company of Mount Olive, Incorporated 507-A N. Breazeale Avenue Mount Olive, NC 28365	1	G.S. 53-176	997,269
KR Finance, LLC 1834 Startown Road SE Hickory, NC 28602	1	G.S. 53-176	322,934
Lend Street Financial, Inc. 1714 Franklin Street Oakland, CA 94612	1	G.S. 53-176	415,099
Lendmark Financial Services, LLC 2118 Usher Street Covington, GA 30014	28	G.S. 53-176	96,750,072
M & J Loans of Shelby, Inc. 409 S. LaFayette St. Shelby, NC 28151	1	G.S. 53-176	913,126
Macon Credit Company, Inc. 339 Westgate Road Franklin, NC 28734	1	G.S. 53-176	1,166,427
Mariner Finance North Carolina, Inc. 8211 Town Center Dr. Nottingham, MD 21236-5904	35	G.S. 53-176	105,960,344
Marion Credit Company, Inc. 216 South Main Street Marion, NC 28752	1	G.S. 53-176	1,814,696
Metrolina Credit Company of Burlington, Inc. 2260 South Church Street, Suite 407 Burlington, NC 27216	1	G.S. 53-176	560,407
Mid-East Acceptance Corporation of N.C., Inc. 3015 S. Memorial Drive Greenville, NC 27834	3	G.S. 53-176	4,186,865
Mid-South Finance, LLC 709 W. Front Street Lillington, NC 27546	1	G.S. 53-176	0*
Mid-State Financial, LLC 3472 Sunset Avenue Rocky Mount, NC 27804	3	G.S. 53-176	1,662,503
Mitchell Credit Company , Inc. 155 Oak Avenue Spruce Pine, NC 28777	1	G.S. 53-176	1,511,035

north carolina **COMMISSIONER OF BANKS**

---

ML Credit Group, LLC 7140A East Independence Blvd Charlotte, NC 28227	4	G.S. 53-176	1,580,010
National Finance Company, Inc. 1500 South Horner Boulevard Sanford, NC 27330	22	G.S. 53-176	30,921,134
New Southern Loans, Inc. 112 South Pearl Street Rocky Mount, NC 27804	6	G.S. 53-176	8,620,709
Nicholas Financial, Inc. 2454 McMullen Booth Rd, Bldg. C Suite 501B Clearwater, FL 33759	6	G.S. 53-176	1,535,232
North State Acceptance, L.L.C. 2305 East Millbrook Road Raleigh, NC 27604	9	G.S. 53-176	7,830,070
Omni Financial of North Carolina, Inc. One Radisson Plaza, Suite 804 New Rochelle, NY 10801	2	G.S. 53-176	8,136,238
OneMain Consumer Loan, Inc. ** 970 Branchview Dr, NE, Suite 130 Concord, NC 28025	1	G.S. 53-176	35,644
OneMain Financial Group, LLC 300 St. Paul Place, BSP17D Baltimore, MD 21202	79	G.S. 53-176	77,351,546
OneMain Financial of America, Inc. 601 NW Second Street Evansville, IN 47701-0059	69	G.S. 53-176	49,097,995
Port City Finance Company LLC 5733 Oleander Drive Wilmington, NC 28403	2	G.S. 53-176	361,256
Professional Financial Services of North Carolina, LLC 181 Security Place Spartanburg, SC 29307	7	G.S. 53-176	1,182,848
Quality Finance Co., Inc. 2026 W. US 70 Highway Goldsboro, NC 27530	2	G.S. 53-176	1,919,400
Regional Finance Corporation of North Carolina 979 Batesville Road, Suite B Greer, SC 29651	36	G.S. 53-176	77,470,106

\*\* OneMain Consumer Loan, Inc. resulted from a merger between Springleaf Financial Services of America, Inc. and OneMain Financial Services, Inc.

Royalty Management Corporation 200 South Broad Street Edenton, NC 27932	4	G.S. 53-176	4,711,880
Sandhill Finance Company, Inc. Cross Pointe Place, 1701 North Sandhills Blvd. Aberdeen, NC 28315	1	G.S. 53-176	1,444,516
Security Credit Corporation 710 S. Brightleaf Blvd. Smithfield, NC 27577	1	G.S. 53-176	2,542,168
Select Acceptance Corporation 3004 S. Memorial Drive Greenville, NC 27834	1	G.S. 53-176	1,356,355
Southern Loans, Inc. 112 S. Pearl Street Rocky Mount, NC 27804	5	G.S. 53-176	8,675,451
Steele Financial Services, Inc. 143 N. Main Street, Suite 3 Kernersville, NC 27284	1	G.S. 53-176	110,392
The Money Shoppe, Inc. 211 N. Main Street Graham, NC 27253	1	G.S. 53-176	135,633
Time Investment Corporation 1501-C W. Arlington Blvd. Greenville, NC 27835	22	G.S. 53-176	79,382,383
Trophy Financial, Inc. 452 S. Main Street Laurinburg, NC 28352	2	G.S. 53-176	3,324,152
Turner Finance Co., Inc. 2418 North Main Avenue Newton, NC 28658	1	G.S. 53-176	1,974,357
Universal Acceptance Corporation 2600 Discovery Drive Raleigh, NC 27616	1	G.S. 53-176	190,417
Universal Finance, Inc. 141 West Main Street Forest City, NC 28043	5	G.S. 53-176	8,886,292
Wagner Financial Services, Inc. 175 Jonestown Road Winston-Salem, NC 27104	3	G.S. 53-176	2,587,442

north carolina **COMMISSIONER OF BANKS**
















---

Welcome Finance Company , Inc. 112 West Center Street Mebane, NC 27302	17	G.S. 53-176	11,017,468
Westlake Direct, LLC 4751 Wilshire Blvd., Suite 100 Los Angeles, CA 90010	1	G.S. 53-176	1,700,323
Whitestone Financial CPS Inc. 1713 Spring Garden St. Greensboro, NC 27403	1	G.S. 53-176	398,601
Whitestone Financial, Inc. 1796 Silas Creek Parkway Winston-Salem, NC 27103	1	G.S. 53-176	149,886
WNC Credit Company, Inc. 48 N. Church Street Murphy, NC 28906	1	G.S. 53-176	393,163
<b>TOTALS</b>	<b>489</b>		<b>\$744,937,019</b>







\* Licensed as of December 31, 2015. However, no loans receivable were on licensee's books as of this date.

**Number of Consumer Finance Offices by Region and County**

**Mountain**

	Alleghany	1
	Ashe	4
	Buncombe	10
	Burke	5
	Caldwell	6
	Cherokee	3
	Haywood	5
	Henderson	6
	Lincoln	3
	Macon	3
	Mitchell	2
	Transylvania	1
	Watauga	2
	Wilkes	6
	Yancey	2































**Population \*\***

	Less than 20,000		80,000 - 200,000
	20,000 - 50,000		200,000 - 500,000
	50,000 - 80,000		Greater than 500,000







\*\* 2015 Provisional County Population Estimates  
([www.osbm.state.nc.us/ncosbm/facts\\_and\\_figures](http://www.osbm.state.nc.us/ncosbm/facts_and_figures))

**Number of Consumer Finance Offices by Region and County**

**Piedmont**

 Alamance	14	 Rowan	7
 Alexander	2	 Rutherford	5
 Anson	1	 Stanly	5
 Cabarrus	10	 Surry	8
 Catawba	14	 Union	7
 Cleveland	8	 Vance	8
 Davidson	3	 Wake	28
 Davie	2	 Yadkin	2
 Durham	6		
 Forsyth	19		
 Franklin	3		
 Gaston	8		
 Granville	1		
 Guilford	20		
 Iredell	11		
 Lee	4		
 McDowell	5		
 Mecklenburg	16		
 Moore	5		
 Person	2		
 Randolph	3		
 Richmond	8		
 Rockingham	10		































**Population \*\***

	Less than 20,000		80,000 - 200,000
	20,000 - 50,000		200,000 - 500,000
	50,000 - 80,000		Greater than 500,000







\*\* 2015 Provisional County Population Estimates  
([www.osbm.state.nc.us/ncosbm/facts\\_and\\_figures](http://www.osbm.state.nc.us/ncosbm/facts_and_figures))

**Number of Consumer Finance Offices by Region and County**

**Coastal**

 Beaufort	5	 Pitt	16
 Brunswick	2	 Robeson	9
 Carteret	4	 Sampson	4
 Chowan	2	 Scotland	5
 Columbus	4	 Washington	1
 Craven	5	 Wayne	9
 Cumberland	15	 Wilson	7
 Currituck	1		
 Dare	1		
 Duplin	4		
 Edgecombe	3		
 Greene	1		
 Halifax	9		
 Harnett	6		
 Hertford	4		
 Hoke	1		
 Johnston	9		
 Lenoir	5		
 Martin	3		
 Nash	10		
 New Hanover	19		
 Onslow	8		
 Pasquotank	5		

**Population \*\***

 Less than 20,000	 80,000 - 200,000
 20,000 - 50,000	 200,000 - 500,000
 50,000 - 80,000	 Greater than 500,000

\*\* 2015 Provisional County Population Estimates  
([www.osbm.state.nc.us/ncosbm/facts\\_and\\_figures](http://www.osbm.state.nc.us/ncosbm/facts_and_figures))



**Consolidated Balance Sheet**  
**January 1, 2015 - December 31, 2015**

<b>Assets</b>	<b>2015 *</b>	<b>2014</b>
Cash	\$ 53,708,381	\$ 31,247,843
Loans Receivable	744,937,019	1,055,571,270
Less Reserve for Loan Losses	39,790,944	68,563,067
Net Loans Receivable	705,146,075	987,008,203
Real Estate	1,807,383	1,816,710
Furniture and Equipment	17,022,327	12,407,294
Unamortized Fee	15,121,293	-3,060,439
Other Assets	130,286,163	786,483,665
<b>Total Assets</b>	<b>\$ 923,091,622</b>	<b>\$ 1,815,903,276</b>

**Liabilities, Net Worth and Shareholders' Equity**

Accounts and Notes Payable		
(a) Banks and other lending institutions	\$ 296,945,650	\$ 223,655,802
(b) Parent company or affiliates	262,363,862	1,092,989,287
(c) Other	68,711,937	89,744,423
Total Accounts and Notes Payable	628,021,449	1,406,389,512
Other Liabilities	52,941,695	82,213,023
Total Liabilities	680,963,144	1,488,602,535
Net Worth and Shareholders' Equity	242,128,478	327,300,741
<b>Total Liabilities, Worth and Shareholders' Equity</b>	<b>\$ 923,091,622</b>	<b>\$ 1,815,903,276</b>

\* Change in 2015 assets due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

**Consolidated Statement of Income and Expense**  
January 1, 2015 - December 31, 2015

**Income****2015**

Interest Collected and Earned on Loans under 53-176	\$ 168,102,758
Loan Processing Fees Under G.S. 53-176(b)	11,452,025
Insurance Income, Including Origination Fees	19,508,366
NSF Income	669,579
Late Fee Income	12,997,216
Deferral Charge Income	-2,755,492
Other Income	32,984,338
<b>Total Income</b>	<b>\$ 242,958,790</b>

**Expenses**

Salaries, wages, and benefits	\$ 72,546,549
Occupancy expense	12,436,816
Depreciation and amortization	2,100,792
Interest Expense	30,367,824
Provision for credit losses	50,992,914
Information Technology Services	3,954,845
Product Management Services	2,984,086
Administrative Expenses	39,609,496
Management Fees	2,135,431
Provision for State & Local Taxes	831,067
Other expenses	22,776,288
<b>Total Expenses, Before Income Taxes</b>	<b>\$ 240,736,108</b>
Net Income, Before Income Taxes	\$ 2,222,682
Income Taxes (tax credits are entered as negative)	-4,137,658
<b>Net Income</b>	<b>\$ 6,360,340</b>

## Loan Classifications

January 1, 2015 - December 31, 2015

### Loan Balances

	Number	Amount
Loans Receivable, Beginning of Year*	333,082	\$ 728,400,778
Loans Made During the Year	438,615	1,269,737,046
Loan Balances Purchased During the Year	15,613	84,580,120
Loan Balances Sold During the Year	6,195	57,041,396
Loan Balances Charged Off During the Year	32,922	54,758,943
Collections of Principal During the Year	0	1,225,980,586
<b>Loans Receivable Outstanding at End of Period</b>	<b>317,943</b>	<b>\$ 744,937,019</b>

### Loans By Size

Loans Made During the	Number	Amount
(a) \$600.00 or less	8,006	\$ 4,187,149
(b) \$600.01 to \$1,000.00	32,466	26,274,073
(c) \$1,000.01 to \$3,000.00	256,020	454,996,105
(d) \$3,000.01 to \$5,000.00	72,879	271,880,627
(e) \$5,000.01 to \$7,500.00	43,485	262,115,998
(f) \$7,500.01 to \$10,000.00	16,301	138,733,370
(g) \$10,000.01 to \$12,500.00	6,714	72,878,181
(h) \$12,500.01 to \$15,000.00	2,744	38,671,543
<b>Total Loans Made</b>	<b>438,615</b>	<b>\$ 1,269,737,046</b>

### Loans By Type of Security

Loans Made During the	Number	Amount
(a) Personal property	233,159	\$ 567,306,754
(b) Signature endorsement	68,762	217,170,037
(c) Motor vehicles	131,371	465,928,899
(d) Other consideration	5,323	19,331,356
<b>Total Loans Made During the Period</b>	<b>438,615</b>	<b>\$ 1,269,737,046</b>

### Loans By Type of Borrower

Loans Made During the	Number	Amount
(a) Which renewed existing accounts	276,112	\$ 828,895,186
(b) To former borrowers	66,589	156,796,488
(c) To new borrowers	95,914	284,045,372
<b>Total Loans Made During the Period</b>	<b>438,615</b>	<b>\$ 1,269,737,046</b>

\* Does not match prior years' published chart for loans outstanding at end of period due to unreported disposition of loan balances by companies no longer licensed at reporting date.

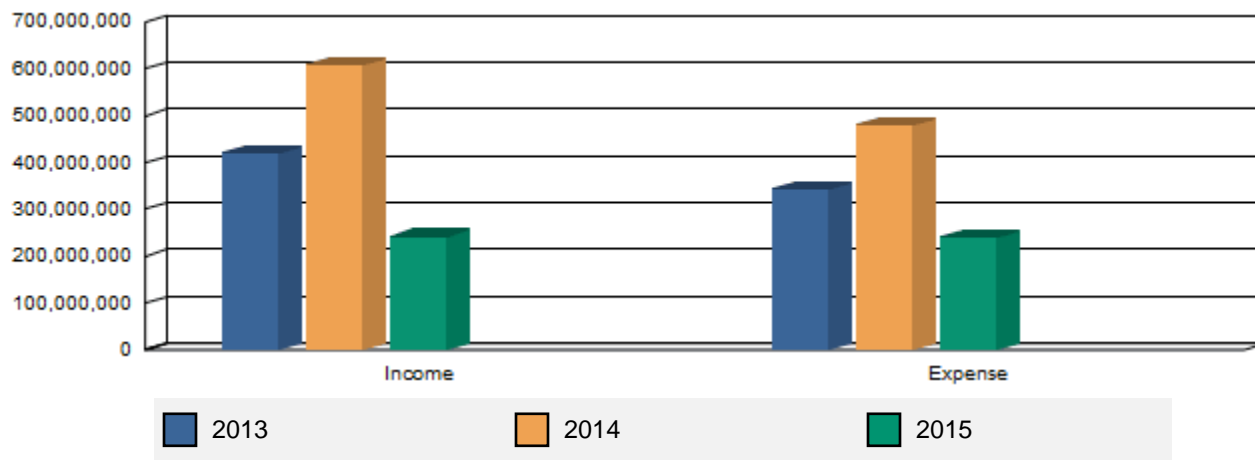


### Changes in Receivables and Related Categories

	2014	2015 *	% of change
Loan Receivables	\$1,055,571,270	\$744,937,019	(42)
Loan Loss Reserves	\$68,563,067	\$39,790,944	(72)
Total Assets	\$1,815,903,276	\$923,091,622	(97)
Total Liabilities	\$1,488,602,535	\$680,963,144	(119)
Net Worth of Firms	\$327,300,741	\$242,128,478	(35)

### Income and Expense Comparison

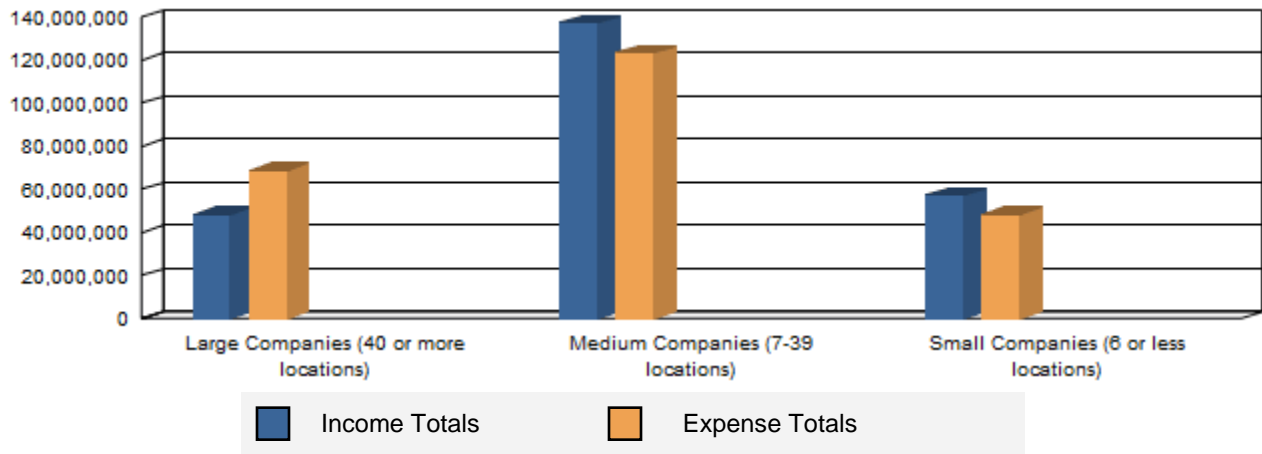
	2013	2014	2015 *
Income	\$421,998,004	\$607,980,905	\$242,958,790
Expense	\$343,007,734	\$479,214,707	\$240,736,108



\* Change in 2015 numbers are due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

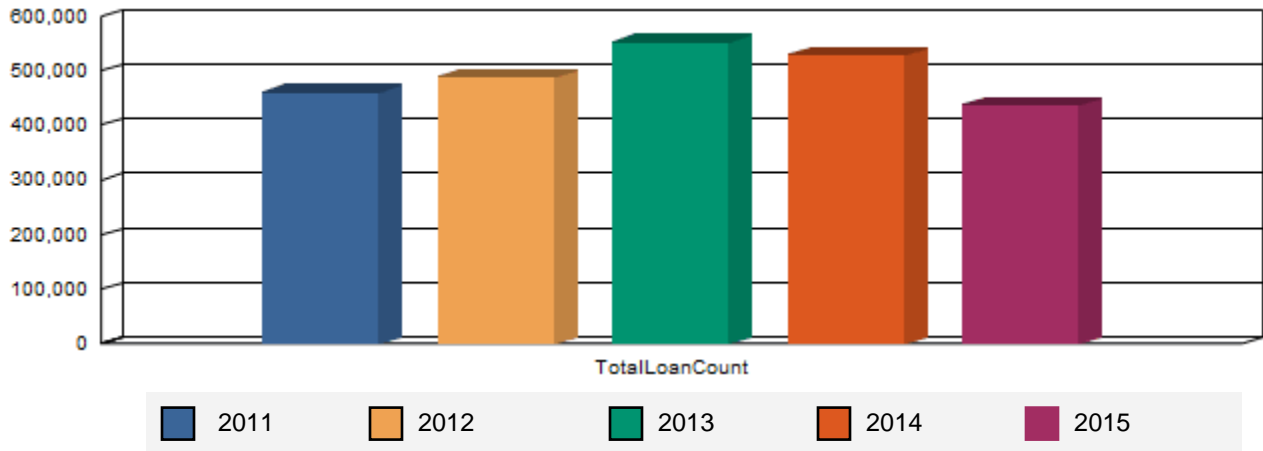
**Income and Expense Comparison by Company Size for 2015**

	Income Totals	Expense Totals
Large Companies (40 or more locations)	\$48,336,201	\$68,892,245
Medium Companies (7-39 locations)	\$137,188,537	\$123,315,832
Small Companies (6 or less locations)	\$57,434,052	\$48,528,031



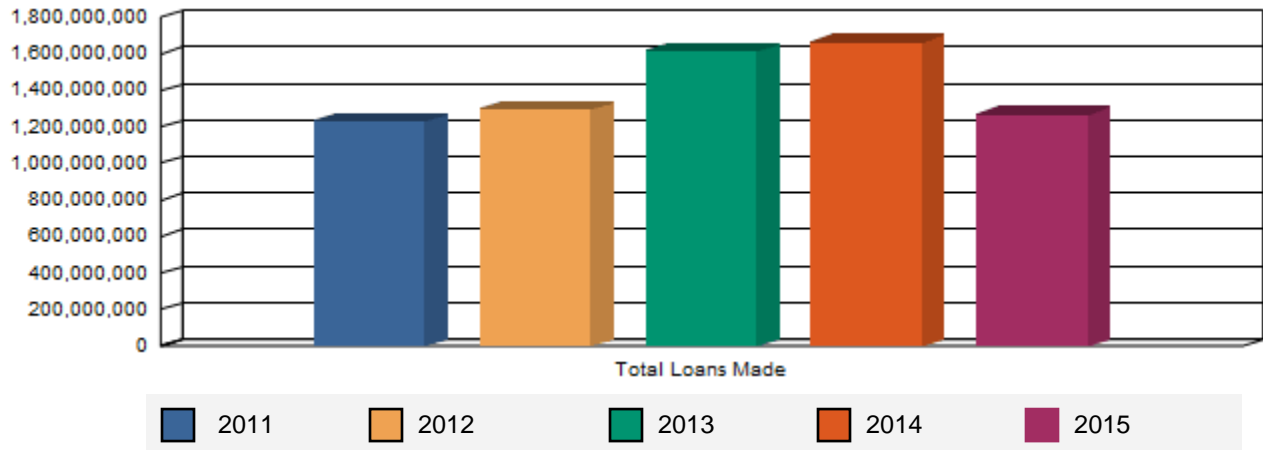
**Total Number of Loans Made by Year**

	2011	2012	2013	2014	2015 *
TotalLoanCount	461,588	489,464	553,432	528,479	438,615



**Total Dollar Amount of Loans Made by Year**

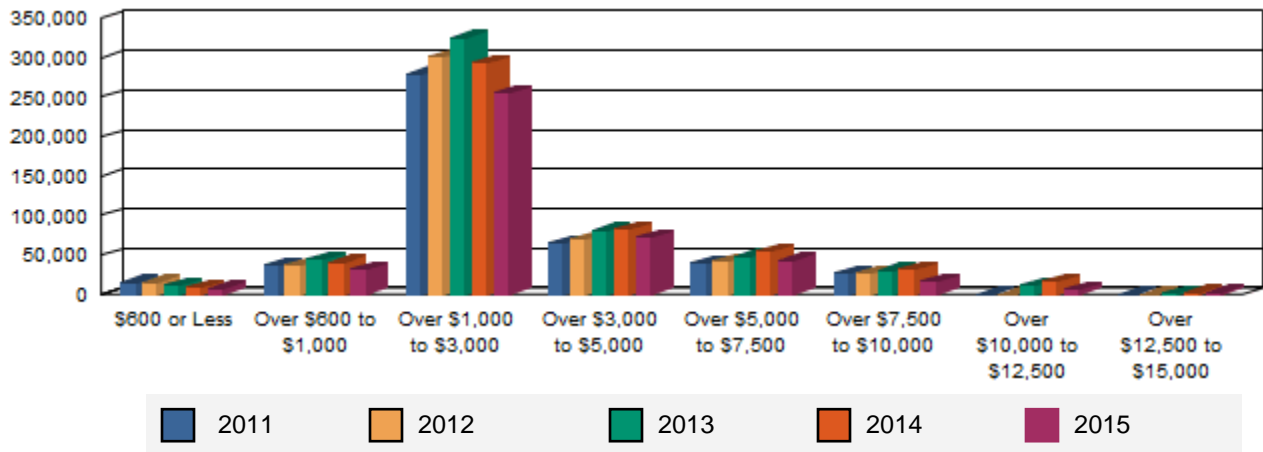
	2011	2012	2013	2014	2015 *
Total Loans Made	\$1,233,173,285	\$1,297,270,429	\$1,618,388,309	\$1,664,759,350	\$1,269,737,046



\* Change in 2015 numbers are due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

**Classification of Loans by Size (Number)**

	2011	2012	2013	2014	2015 *
\$600 or Less	15,242	14,948	11,430	9,475	8,006
Over \$600 to \$1,000	36,237	37,113	43,631	40,866	32,466
Over \$1,000 to \$3,000	279,592	300,492	324,807	292,794	256,020
Over \$3,000 to \$5,000	64,091	69,401	80,881	81,972	72,879
Over \$5,000 to \$7,500	38,909	41,174	48,439	53,903	43,485
Over \$7,500 to \$10,000	27,517	26,336	30,828	31,483	16,301
Over \$10,000 to \$12,500	0	0	11,636	15,654	6,714
Over \$12,500 to \$15,000	0	0	1,780	2,332	2,744

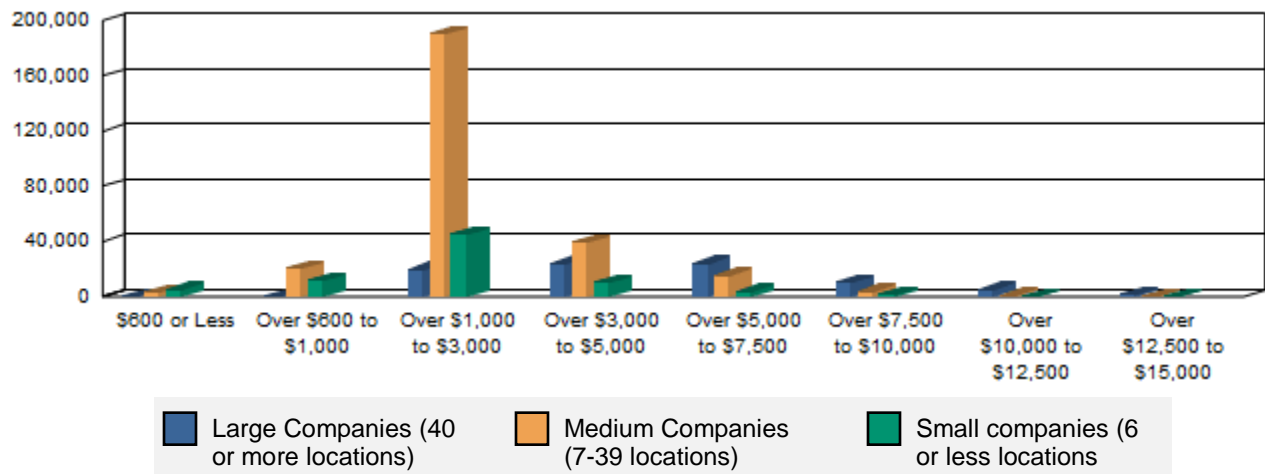


\* Change in 2015 numbers are due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.



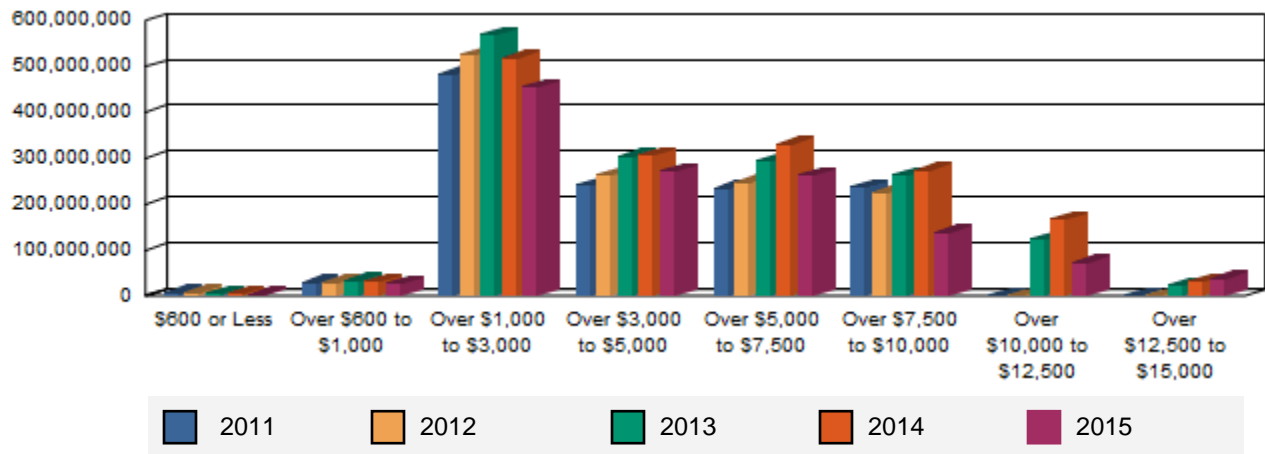
**2015 Loans by Size of Company (Number)**

	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small companies (6 or less locations)
\$600 or Less	20	2,868	5,118
Over \$600 to \$1,000	29	20,515	11,922
Over \$1,000 to \$3,000	19,708	190,869	45,443
Over \$3,000 to \$5,000	23,892	39,143	9,844
Over \$5,000 to \$7,500	23,937	15,604	3,944
Over \$7,500 to \$10,000	10,811	3,937	1,553
Over \$10,000 to \$12,500	5,293	873	548
Over \$12,500 to \$15,000	1,949	403	392



**Classification of Loans by Size (\$ Amount)**

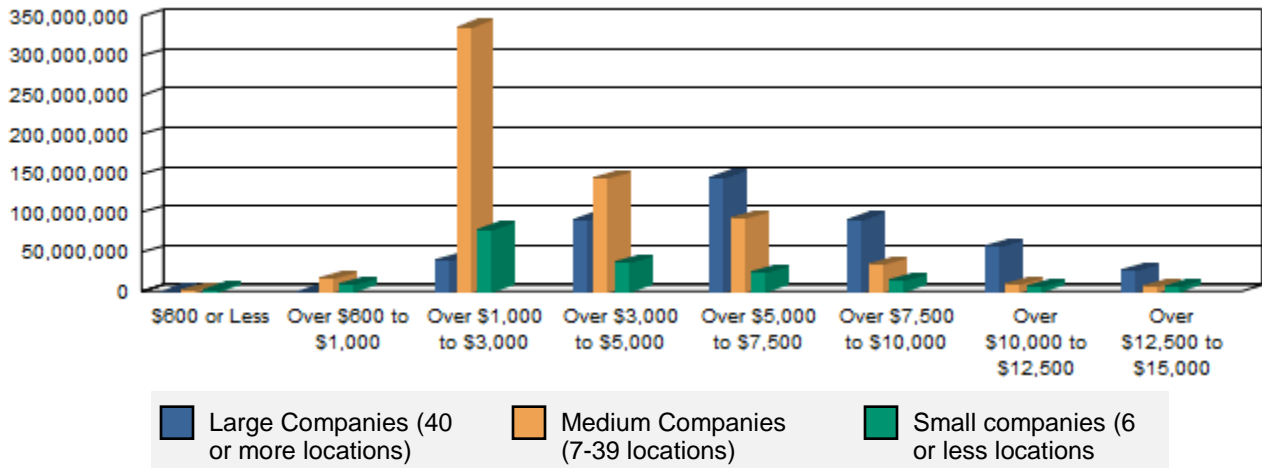
	2011	2012	2013	2014	2015 *
\$600 or Less	\$7,508,804	\$7,336,530	\$5,763,357	\$4,963,269	\$4,187,149
Over \$600 to \$1,000	\$29,103,800	\$29,706,113	\$34,357,312	\$33,103,887	\$26,274,073
Over \$1,000 to \$3,000	\$483,447,900	\$525,252,719	\$569,317,489	\$518,051,791	\$454,996,105
Over \$3,000 to \$5,000	\$241,910,013	\$261,934,258	\$304,095,955	\$307,896,581	\$271,880,627
Over \$5,000 to \$7,500	\$235,036,575	\$247,517,823	\$294,573,372	\$330,368,375	\$262,115,998
Over \$7,500 to \$10,000	\$236,166,193	\$225,522,986	\$262,859,907	\$273,830,809	\$138,733,370
Over \$10,000 to \$12,500	\$0	\$0	\$123,512,268	\$165,753,609	\$72,878,181
Over \$12,500 to \$15,000	\$0	\$0	\$23,908,649	\$30,791,029	\$38,671,543



\* Change in 2015 numbers are due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

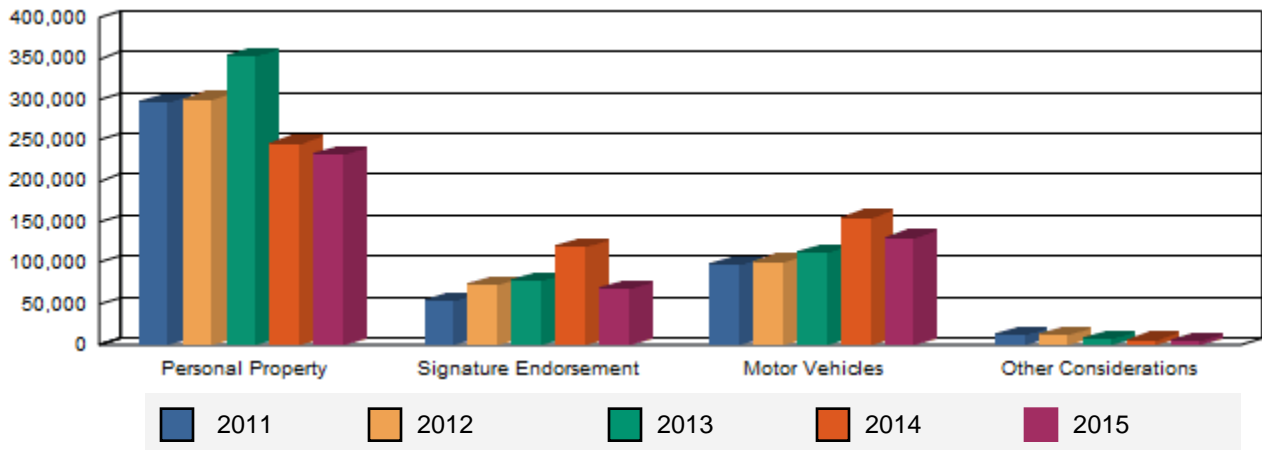
**2015 Loans by Size of Company (\$ Amount)**

	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small companies (6 or less locations)
\$600 or Less	\$10,092	\$1,529,352	\$2,647,705
Over \$600 to \$1,000	\$24,337	\$16,777,134	\$9,472,602
Over \$1,000 to \$3,000	\$39,538,833	\$336,803,299	\$78,653,973
Over \$3,000 to \$5,000	\$91,686,934	\$143,337,793	\$36,855,900
Over \$5,000 to \$7,500	\$145,274,334	\$93,098,389	\$23,743,275
Over \$7,500 to \$10,000	\$91,586,087	\$33,599,021	\$13,548,262
Over \$10,000 to \$12,500	\$57,267,801	\$9,575,601	\$6,034,779
Over \$12,500 to \$15,000	\$27,176,403	\$5,568,780	\$5,926,360



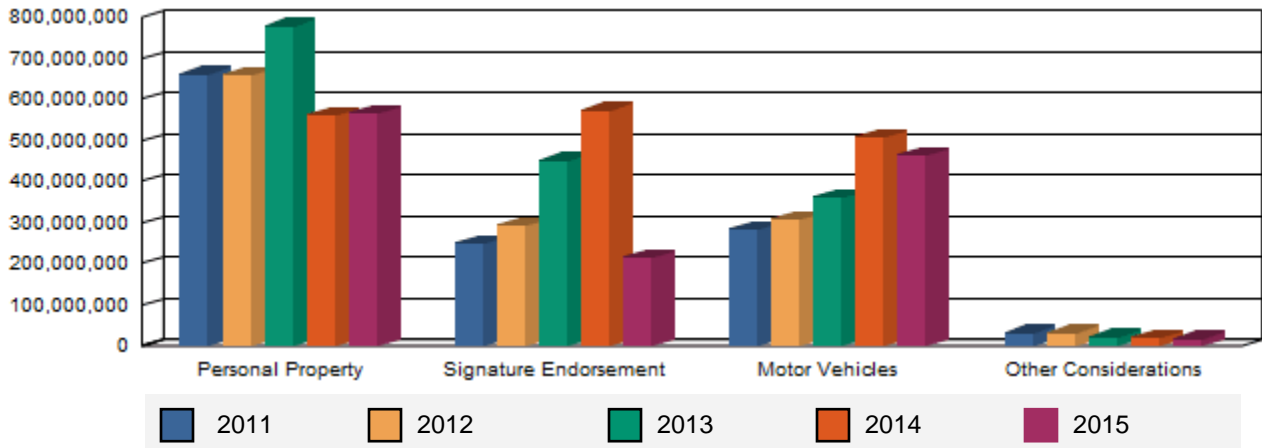
**Loans by Type of Security (Number)**

	2011	2012	2013	2014	2015 *
Personal Property	296,540	300,719	352,902	246,968	233,159
Signature Endorsement	54,203	74,665	79,193	119,828	68,762
Motor Vehicles	98,777	102,157	112,835	155,593	131,371
Other Considerations	12,068	11,923	8,034	6,090	5,323



**Loans by Type of Security (\$ Amount)**

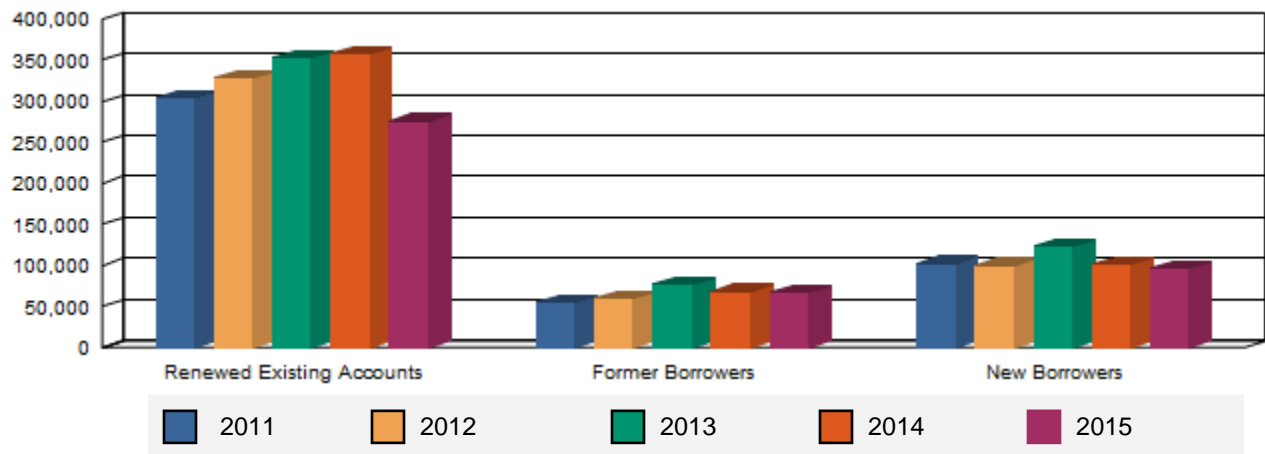
	2011	2012	2013	2014	2015 *
Personal Property	\$663,179,791	\$658,689,460	\$780,357,579	\$561,231,719	\$567,306,754
Signature Endorsement	\$250,068,561	\$295,396,783	\$452,255,169	\$575,003,692	\$217,170,037
Motor Vehicles	\$286,206,964	\$309,364,478	\$361,872,191	\$508,979,808	\$465,928,899
Other Considerations	\$33,717,969	\$33,819,708	\$22,814,629	\$19,544,131	\$19,331,356



\* Change in 2015 numbers are due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

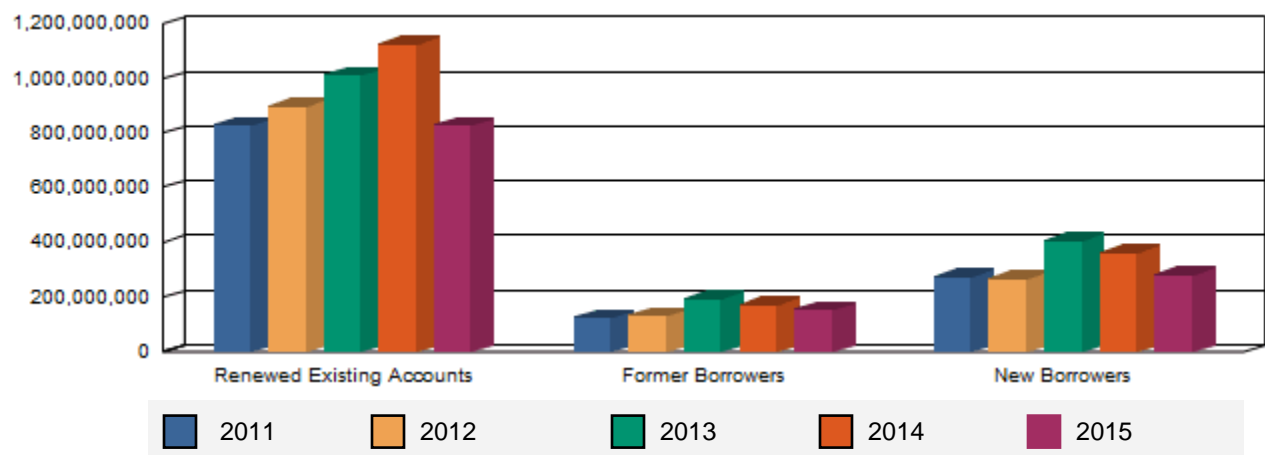
**Loans by Type of Borrower (Number)**

	2011	2012	2013	2014	2015 *
Renewed Existing Accounts	303,744	328,958	352,514	358,523	276,112
Former Borrowers	55,369	60,384	77,319	68,358	66,589
New Borrowers	102,475	100,122	123,131	101,598	95,914



**Loans by Type of Borrower (\$ Amount)**

	2011	2012	2013	2014	2015 *
Renewed Existing Accounts	\$829,065,690	\$898,376,979	\$1,011,903,306	\$1,126,296,110	\$828,895,186
Former Borrowers	\$128,159,207	\$130,563,648	\$196,349,046	\$174,216,822	\$156,796,488
New Borrowers	\$275,948,388	\$268,329,802	\$409,047,216	\$364,246,418	\$284,045,372



\* Change in 2015 numbers are due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.