

NORTH CAROLINA COMMISSIONER OF BANKS

Consumer Finance Annual Report



2016

n o r t h c a r o l i n a

COMMISSIONER OF BANKS

Ray Grace
Commissioner





State of North Carolina

Roy Cooper
Governor

OFFICE OF THE COMMISSIONER OF BANKS

Ray Grace
Commissioner of Banks

To The Honorable Roy Cooper, Governor

It is my pleasure to submit to you our 2016 Annual Report ("Report") on licensed consumer finance lenders ("CFLs"). The figures in this Report represent a compilation of unaudited reports submitted by licensees in accordance with N.C.G.S. § 53-184(b).

On December 31, 2016, there were 76 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 in various charts within this Report. Large CFLs are defined as having 40 or more branch locations, medium as those having 7-39 branch locations and small as those with 6 or fewer branch locations.

For the year ended December 31, 2016, CFLs had aggregate outstanding loans of \$1,048,916,272 and stated equity of \$270,358,815. Assets of these lenders totaled \$1,122,051,674 in 2016, a 22% increase over the previous years' \$923,091,622 (see Chart B for 5-year trend). While the industry experienced a profitable year in 2016 as a whole, 37% of individual CFLs reported operating losses. Provision for Credit Losses Expense and Interest Expense accounted for approximately 30% of aggregate Total Operating Income.

Access to credit for loans \$1,000 and less continues to be limited. Large CFLs have been withdrawing from this market and made no loans in 2016 for amounts \$600 or less. These small personal loans are often used to cover unforeseen expenses such as medical bills and car repairs by borrowers who are unable to access these funds through savings accounts and have a challenging credit history. The significant overhead costs required to manage the risk in these small loans are difficult to accommodate in the business model of these lenders. As a consequence of this expense, coupled with increasing regulatory pressure and profitability concerns, CFLs have significantly curtailed smaller loans in their portfolios.

As a convenience to the public and the industry, this report is also available on the Commissioner of Banks' website at <http://www.nccob.org/Public/News/NRPubAndResearch.aspx>.

Respectfully submitted,

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..... 9

Consolidated Comparative Balance Sheet 12

Consolidated Statement of Income and Expense 13

Loan Classifications..... 14

Other Consumer Finance Loan Data..... 15

Table Charts

Changes in Receivables and Related Categories 16

Income and Expense Comparison for 2014 to 2016..... 16

Income and Expense Comparison by Company Size for 2016..... 17

Total Number of Loans Made by Year 2012 to 2016 18

Total Dollar Amount of Loans Made by Year 2012 to 2016 18

Classification of Loans by Size (Number) 2012 to 2016..... 19

Loans by Size of Company (Number) for 2016 20

Classification of Loans by Size (\$Amount) 2012 to 2016..... 21

Loans by Size of Company (\$Amount) for 2016..... 22

Loans by Type of Security (Number) 2012 to 2016 23

Loans by Type of Security (\$Amount) 2012 to 2016..... 23

Loans by Type of Borrower (Number) 2012 to 2016..... 24

Loans by Type of Borrower (\$Amount) 2012 to 2016..... 24

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

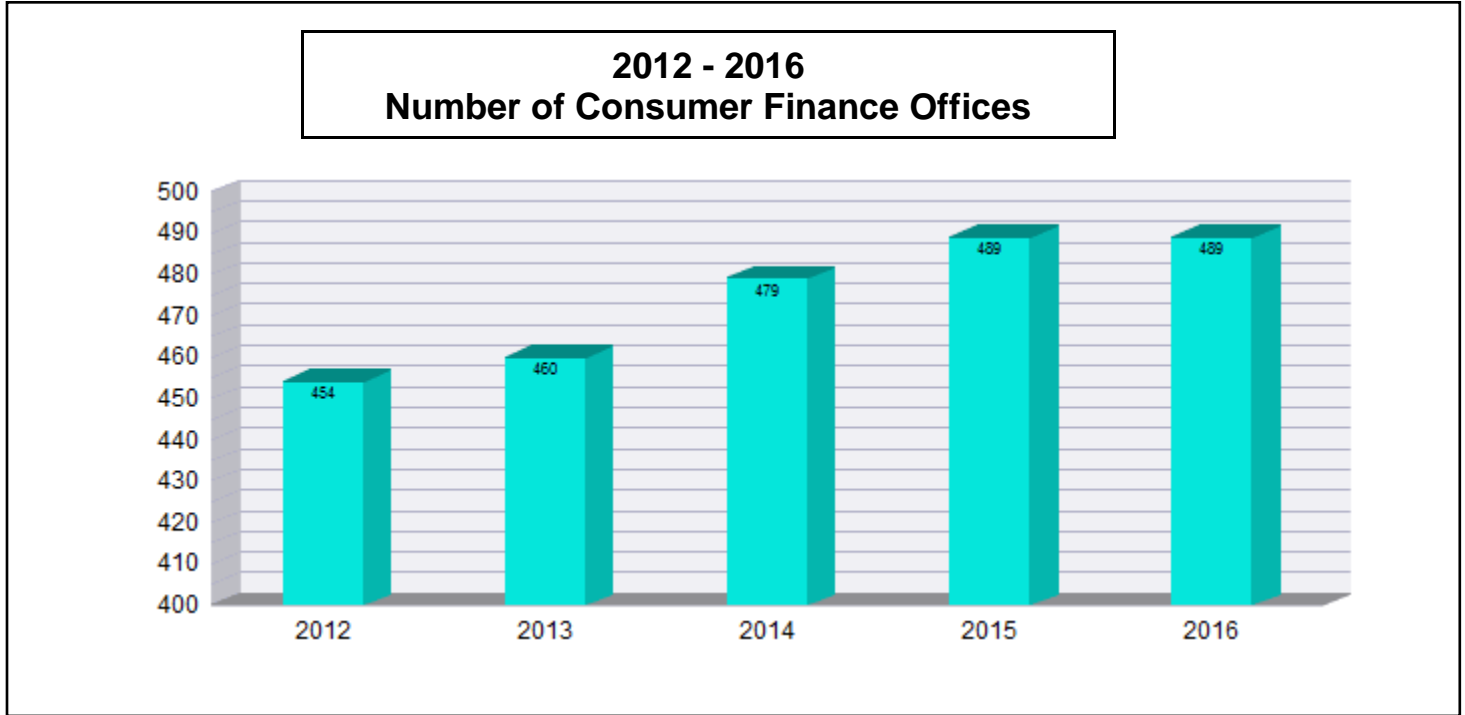
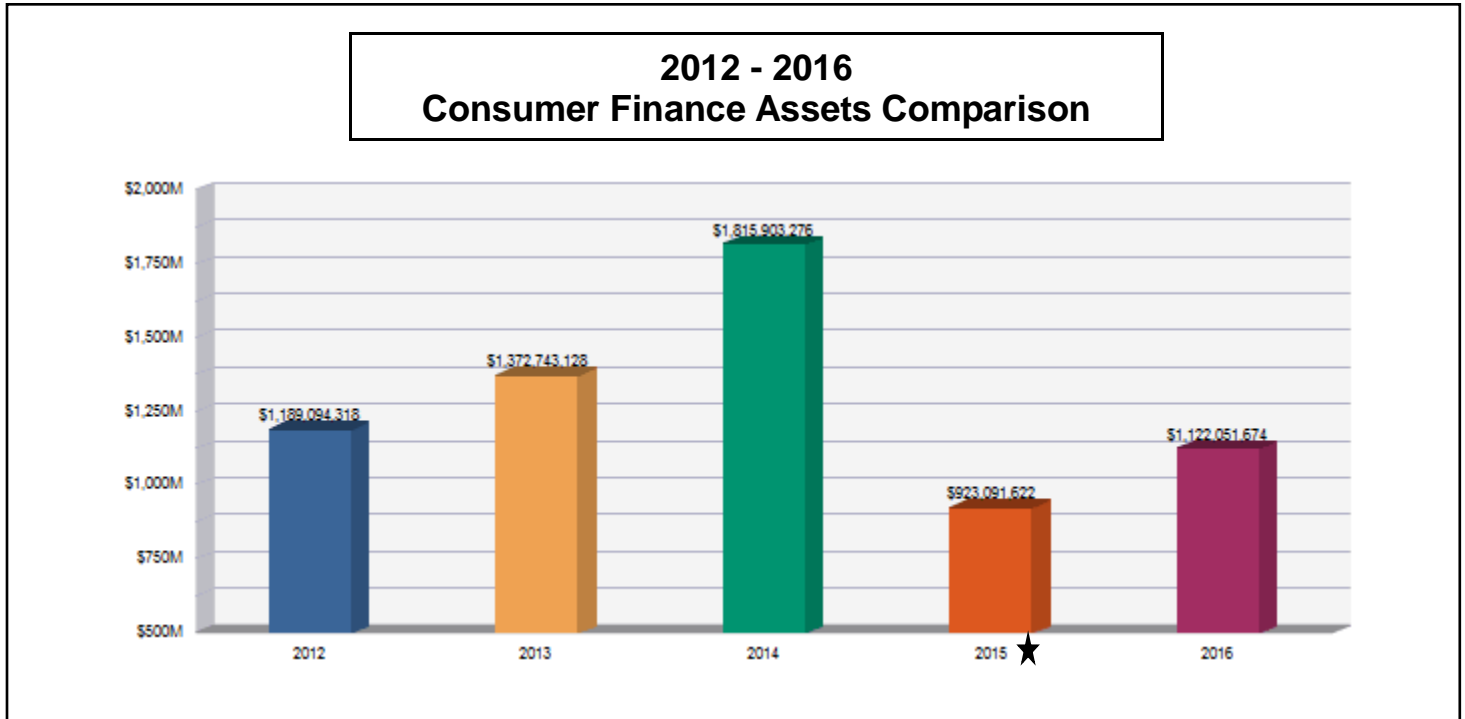


Chart B



★ 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, 2016

Licensee Home Office	Number of Operating Locations	Loan Category	Loans Receivable (\$)
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	183,137
Allied Financial Services, Inc. 821 Baxter Street, Suite 307 Charlotte, NC 28202	13	G.S. 53-176	25,359,881
Alpha Finance Company 38 East Cheek Street Sparta, NC 28675	2	G.S. 53-176	2,291,452
Amity Finance of Kings Mountain, Inc. 219 South Battleground Avenue Kings Mountain, NC 28086	1	G.S. 53-176	1,326,591
Amity Finance of Mooresville, Inc. 236 North Main Street Mooresville, NC 28115	1	G.S. 53-176	527,902
Amity Finance, Inc. 2477 East Ozark Avenue Gastonia, NC 28054	1	G.S. 53-176	829,602
Atlantic Discount Corporation 1300 S. Croatan Highway Kill Devil Hills, NC 27948	4	G.S. 53-176	4,580,251
ATP Investments, LLC 320 N. Salem Street, Unit 106 Apex, NC 27502	1	G.S. 53-176	205,418
Automatic Financing, Inc. 7048 Knightdale Blvd Suite 100 Knightdale, NC 27545	2	G.S. 53-176	1,031,004
Baraka Financial Services, Inc. 8307 University Executive Park Drive, Suite 244 Charlotte, NC 28262	1	G.S. 53-176	47,848

Basic Finance, Inc. 4664 NC Hwy 90 East Hiddenite, NC 28636	9	G.S. 53-176	33,027,147
Brighter Financial, Inc. 285 N. Talbert Blvd. Lexington, NC 27292	1	G.S. 53-176	1,418,845
Cape Fear Finance Company, LLC 108 McFarland Avenue Rossville, GA 30741	1	G.S. 53-176	1,423,490
Cape Fear Lending Inc. 7050 Market Street Wilmington, NC 28411	1	G.S. 53-176	795,363
Capitol Credit Company 745 Carolina Avenue Washington, NC 27889	2	G.S. 53-176	3,295,125
Cardinal Finance Company of Lumberton, Inc. 406 North Chestnut Street Lumberton, NC 28358	1	G.S. 53-176	373,398
Cardinal Finance Company of Whiteville, Inc. 608 S. Madison Street Whiteville, NC 28472	1	G.S. 53-176	1,106,928
Carolina Finance Company of Tarboro N.C., Inc. 423 Main Street Tarboro, NC 27886	1	G.S. 53-176	95,066
Century Finance, Inc. 453 Sunset Avenue Rocky Mount, NC 27804	7	G.S. 53-176	12,620,389
Choice Loan of Georgia, Inc. 25 Technology Parkway South, Ste. 201 Peachtree Corners, GA 30092	2	G.S. 53-176	38,580
Coastal Finance Company, Inc. 5113-D Hwy 70 W Morehead City, NC 28557	6	G.S. 53-176	7,238,058
Confident Financial Solutions Inc. 2560 55th Street Boulder, CO 80301	1	G.S. 53-176	9,817,214
Consumer Financial Services Inc. 119 S. Van Buren Road Eden, NC 27288	1	G.S. 53-176	2,083,270

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Creekside Finance, Inc. 171 West Cornish Road Blowing Rock, NC 28605	5	G.S. 53-176	11,773,027
Eastern Financial Services, LLC 3209 South Memorial Drive Greenville, NC 27833	1	G.S. 53-176	532,925
Federal Financial Services, Inc. 116 E. Market Elkin, NC 28621	3	G.S. 53-176	4,637,809
Future Financial Services, LLC 827 Hardee Road Kinston, NC 28504	4	G.S. 53-176	3,800,754
Greene Finance Corporation 141 N. Main Street Mount Airy, NC 27030	1	G.S. 53-176	863,349
Greenville Financial Services, Inc. 3101 S. Memorial Drive Greenville, NC 27834	1	G.S. 53-176	1,153,997
Hanover Financial Services, Inc. 4230 Market Street Wilmington, NC 28405	1	G.S. 53-176	2,730,846
Heritage Finance Co., Inc. 687 Rutherford Road Marion, NC 28752	4	G.S. 53-176	3,980,432
Holiday Finance, Inc. 1410 Dale Earnhardt Blvd. Kannapolis, NC 28083	1	G.S. 53-176	1,113,236
Home Credit Corporation, Inc. 946 West Andrews Avenue Henderson, NC 27536	10	G.S. 53-176	8,400,775
Imperial Finance Company of Mount Olive, Incorporated 507-A N. Breazeale Avenue Mount Olive, NC 28365	1	G.S. 53-176	1,012,825
KR Finance, LLC 1834 Startown Road SE Hickory, NC 28602	1	G.S. 53-176	218,643
Lend Street Financial, Inc. 1714 Franklin Street Oakland, CA 94612	1	G.S. 53-176	624,179

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Lendmark Financial Services, LLC 2118 Usher Street Covington, GA 30014	45	G.S. 53-176	224,175,285
M & J Loans of Shelby, Inc. 409 S. LaFayette St. Shelby, NC 28151	1	G.S. 53-176	919,883
Macon Credit Company, Inc. 339 Westgate Road Franklin, NC 28734	1	G.S. 53-176	1,233,260
Mariner Finance North Carolina, Inc. 8211 Town Center Dr. Nottingham, MD 21236-5904	35	G.S. 53-176	121,814,119
Marion Credit Company, Inc. 216 South Main Street Marion, NC 28752	1	G.S. 53-176	1,735,640
Metrolina Credit Company of Burlington, Inc. 2260 South Church Street, Suite 407 Burlington, NC 27216	1	G.S. 53-176	542,829
Mid-East Acceptance Corporation of N.C., Inc. 3015 S. Memorial Drive Greenville, NC 27834	3	G.S. 53-176	3,631,247
Mid-South Finance, LLC 709 W. Front Street Lillington, NC 27546	1	G.S. 53-176	159,358
Mid-State Financial, LLC 3472 Sunset Avenue Rocky Mount, NC 27804	3	G.S. 53-176	2,390,860
Mitchell Credit Company , Inc. 155 Oak Avenue Spruce Pine, NC 28777	1	G.S. 53-176	1,355,503
ML Credit Group, LLC 7140A East Independence Blvd Charlotte, NC 28227	6	G.S. 53-176	1,554,425
National Finance Company, Inc. 1500 South Horner Boulevard Sanford, NC 27330	23	G.S. 53-176	32,630,601
New Southern Loans, Inc. 112 South Pearl Street Rocky Mount, NC 27804	6	G.S. 53-176	9,694,829
NewLine Loan, LLC 1844 Sir Tyler Drive Wilmington, NC 28405	1	G.S. 53-176	0*
















Nicholas Financial, Inc. 2454 McMullen Booth Rd, Bldg. C Suite 501B Clearwater, FL 33759	6	G.S. 53-176	1,524,827
North State Acceptance, L.L.C. 2305 East Millbrook Road Raleigh, NC 27604	9	G.S. 53-176	7,436,825
Omni Financial of North Carolina, Inc. One Radisson Plaza, Suite 804 New Rochelle, NY 10801	2	G.S. 53-176	8,378,358
OneMain Consumer Loan, Inc. 970 Branchview Dr, NE, Suite 130 Concord, NC 28025	1	G.S. 53-176	20,919
OneMain Financial Group, LLC 100 International Drive, 16th Baltimore, MD 21202	78	G.S. 53-176	140,708,616
OneMain Financial of America, Inc. 601 NW Second Street Evansville, IN 47701-0059	50	G.S. 53-176	109,558,621
Port City Finance Company LLC 5733 Oleander Drive Wilmington, NC 28403	2	G.S. 53-176	365,432
Professional Financial Services of North Carolina, LLC 181 Security Place Spartanburg, SC 29307	7	G.S. 53-176	906,442
Quality Finance Co., Inc. 2026 W. US 70 Highway Goldsboro, NC 27530	2	G.S. 53-176	1,645,354
Regional Finance Corporation of North Carolina 979 Batesville Road, Suite B Greer, SC 29651	37	G.S. 53-176	98,436,835
Royalty Management Corporation 200 South Broad Street Edenton, NC 27932	5	G.S. 53-176	4,454,575
Sandhill Finance Company, Inc. Cross Pointe Place, 1701 North Sandhills Blvd. Aberdeen, NC 28315	1	G.S. 53-176	1,318,535
Security Credit Corporation 710 S. Brightleaf Blvd. Smithfield, NC 27577	1	G.S. 53-176	2,524,529

Select Acceptance Corporation 3004 S. Memorial Drive Greenville, NC 27834	1	G.S. 53-176	709,370
Southern Loans, Inc. 112 S. Pearl Street Rocky Mount, NC 27804	5	G.S. 53-176	9,118,769
Time Investment Corporation 1501-C W. Arlington Blvd. Greenville, NC 27835	24	G.S. 53-176	79,404,052
Trophy Financial, Inc. 452 S. Main Street Laurinburg, NC 28352	2	G.S. 53-176	3,344,163
Turner Finance Co., Inc. 24 South Brady Avenue, Suite A Newton, NC 28658	1	G.S. 53-176	1,861,497
Universal Acceptance Corporation 2600 Discovery Drive Raleigh, NC 27616	1	G.S. 53-176	213,586
Universal Finance, Inc. 700 12th Street Dr NW Hickory, NC 28601	5	G.S. 53-176	9,915,684
Wagner Financial Services, Inc. 175 Jonestown Road Winston-Salem, NC 27104	3	G.S. 53-176	2,648,878
Welcome Finance Company , Inc. 112 West Center Street Mebane, NC 27302	17	G.S. 53-176	11,248,887
Whitestone Financial CPS Inc. 1713 Spring Garden St. Greensboro, NC 27403	1	G.S. 53-176	329,503
Whitestone Financial, Inc. 1796 Silas Creek Parkway Winston-Salem, NC 27103	1	G.S. 53-176	97,829
WNC Credit Company, Inc. 48 N. Church Street Murphy, NC 28906	1	G.S. 53-176	347,591
TOTALS	488		\$1,048,916,272







* Licensed as of December 31, 2016. 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	6
	Caldwell	6
	Cherokee	3
	Haywood	4
	Henderson	6
	Lincoln	3
	Macon	3
	Mitchell	2
	Transylvania	1
	Watauga	2
	Wilkes	6
	Yancey	1
































Population **

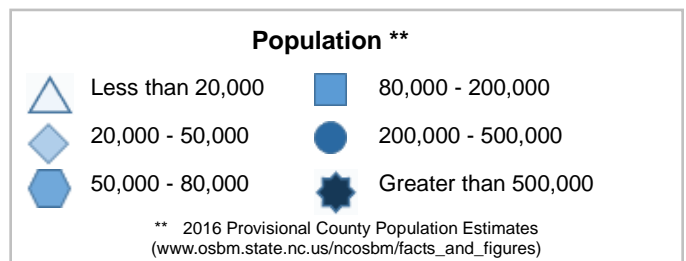
	Less than 20,000		80,000 - 200,000
	20,000 - 50,000		200,000 - 500,000
	50,000 - 80,000		Greater than 500,000

** 2016 Provisional County Population Estimates
(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	4
 Anson	1	 Stanly	4
 Cabarrus	10	 Surry	8
 Catawba	15	 Union	6
 Cleveland	8	 Vance	8
 Davidson	4	 Wake	26
 Davie	2	 Yadkin	2
 Durham	7		
 Forsyth	20		
 Franklin	3		
 Gaston	8		
 Granville	1		
 Guilford	21		
 Iredell	11		
 Lee	5		
 McDowell	5		
 Mecklenburg	17		
 Moore	5		
 Person	2		
 Randolph	3		
 Richmond	7		
 Rockingham	9		









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	10
 Cumberland	15	 Wilson	7
 Currituck	1		
 Dare	1		
 Duplin	4		
 Edgecombe	3		
 Greene	1		
 Halifax	9		
 Harnett	6		
 Hertford	4		
 Hoke	1		
 Johnston	10		
 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

** 2016 Provisional County Population Estimates
(www.osbm.state.nc.us/ncosbm/facts_and_figures)

Consolidated Balance Sheet

January 1, 2016 - December 31, 2016

Assets	2016	2015
Cash	\$ 30,974,712	\$ 53,708,381
Loans Receivable	1,048,916,272	744,937,019
Less Reserve for Loan Losses	43,121,528	39,790,944
Net Loans Receivable	1,005,794,744	705,146,075
Real Estate	2,629,650	1,807,383
Furniture and Equipment	14,084,932	17,022,327
Unamortized Fee	421,922	15,121,293
Other Assets	68,145,714	130,286,163
Total Assets	\$ 1,122,051,674	\$ 923,091,622

Liabilities, Net Worth and Shareholders' Equity

Accounts and Notes Payable		
(a) Banks and other lending institutions	\$ 395,653,176	\$ 296,945,650
(b) Parent company or affiliates	359,802,349	262,363,862
(c) Other	69,364,217	68,711,937
Total Accounts and Notes Payable	824,819,742	628,021,449
Other Liabilities	26,873,117	52,941,695
Total Liabilities	851,692,859	680,963,144
Net Worth and Shareholders' Equity	270,358,815	242,128,478
Total Liabilities, Worth and Shareholders' Equity	\$ 1,122,051,674	\$ 923,091,622

Consolidated Statement of Income and Expense

January 1, 2016 - December 31, 2016

Income**2016**

Interest Collected and Earned on Loans under 53-176	\$ 193,757,294
Insurance Income, Including Origination Fees	35,596,192
Loan Processing Fees Under G.S. 53-176(b)	8,971,222
Loan Filing Fees (UCC-1)	450,501
NSF	690,095
Non-filing fees	1,550,084
Late Fee	12,211,534
Deferral Charge	2,313,202
Other Income	66,450,245
Total Income	\$ 321,990,369

Expenses

Salaries, wages, and benefits	\$ 92,778,884
Occupancy expense	16,684,255
Depreciation and amortization	3,077,033
Interest Expense	39,057,888
Provision for credit losses	59,043,464
Information Technology Services	5,479,621
Product Management Services	320,645
Administrative Expenses	40,938,618
Management Fees	3,260,398
Provision for State & Local Taxes	390,633
Other expenses	36,077,960
Total Expenses, Before Income Taxes	\$ 297,109,399
Net Income, Before Income Taxes	\$ 24,880,970
Income Taxes (tax credits are entered as negative)	-3,211,522
Net Income	\$ 28,092,492

Loan Classifications

January 1, 2016 - December 31, 2016

Loan Balances

	Number	Amount
Loans Receivable, Beginning of Year*	317,657	\$ 752,807,636
Loans Made During the Year	461,910	1,590,325,041
Loan Balances Purchased During the Year	208	574,831
Loan Balances Sold During the Year	6,452	11,684,761
Loan Balances Charged Off During the Year	25,513	47,297,731
Collections of Principal During the Year		1,235,808,744
Loans Receivable Outstanding at End of Period	373,494	\$ 1,048,916,272

Loans By Size

Loans Made During the	Number	Amount
(a) \$600.00 or less	7,259	\$ 3,569,491
(b) \$600.01 to \$1,000.00	32,207	31,403,372
(c) \$1,000.01 to \$3,000.00	240,924	422,572,609
(d) \$3,000.01 to \$5,000.00	78,541	298,112,822
(e) \$5,000.01 to \$7,500.00	53,677	326,984,704
(f) \$7,500.01 to \$10,000.00	25,580	217,455,013
(g) \$10,000.01 to \$12,500.00	16,211	176,656,000
(h) \$12,500.01 to \$15,000.00	7,511	113,571,030
Total Loans Made	461,910	\$ 1,590,325,041

Loans By Type of Security

Loans Made During the	Number	Amount
(a) Personal property	228,446	\$ 593,716,226
(b) Signature endorsement	100,990	406,662,983
(c) Motor vehicles	123,025	531,888,863
(d) Other consideration	9,449	58,056,969
Total Loans Made During the Period	461,910	\$ 1,590,325,041

Loans By Type of Borrower

Loans Made During the	Number	Amount
(a) Which renewed existing accounts	296,475	\$ 1,077,202,124
(b) To former borrowers	53,970	148,015,337
(c) To new borrowers	111,465	365,107,580
Total Loans Made During the Period	461,910	\$ 1,590,325,041

864,624,287

* 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.

Other Consumer Finance Loan Data

January 1, 2016 - December 31, 2016

Number of Loan Applications:	Number
(a) Approved*	384,062
(b) Withdrawn	240,032
(c) Denied	329,137

Loans with specified fees collected:	Number	Amount
(a) Processing fees	312,726	\$ 8,971,222
(b) UCC-1	25,462	450,501
(c) Returned check fees	19,505	690,095
(d) Non-Filing fees: Third Party	80,321	1,459,079
(e) Non-Filing fees: Self Insurance	10,058	91,005
(f) Late Fees	600,092	12,211,534
(g) Deferral Charges	105,158	2,313,202

Loans with credit insurance and net premiums collected	Number	Net Premiums Charged
(a) Credit life insurance	251,584	\$ 5,081,281
(b) Credit accident and health insurance	107,151	6,284,608
(c) Credit unemployment insurance	91,598	5,339,638
(d) Credit property insurance	256,767	2,429,499
(e) Other insurance		16,461,166

As of December 31, total number and amount of loans:	Number	Amount
(a) Current or less than 30 days past due	293,060	\$ 867,703,299
(b) 30-59 days past due	8,412	19,002,801
(c) 60-89 days past due	4,648	10,964,762
(d) 90 + days past due	12,807	25,287,696

Defaults, repossessions and filing insurance:	Number	Amount
(a) Loan balances charged off	25,513	\$ 47,297,731
(b) Recoveries	13,928	4,582,623
(c) Where collateral was repossessed	2,355	864,624,287
(d) Where claim made against non-filing insurance policy	850	1,985,539

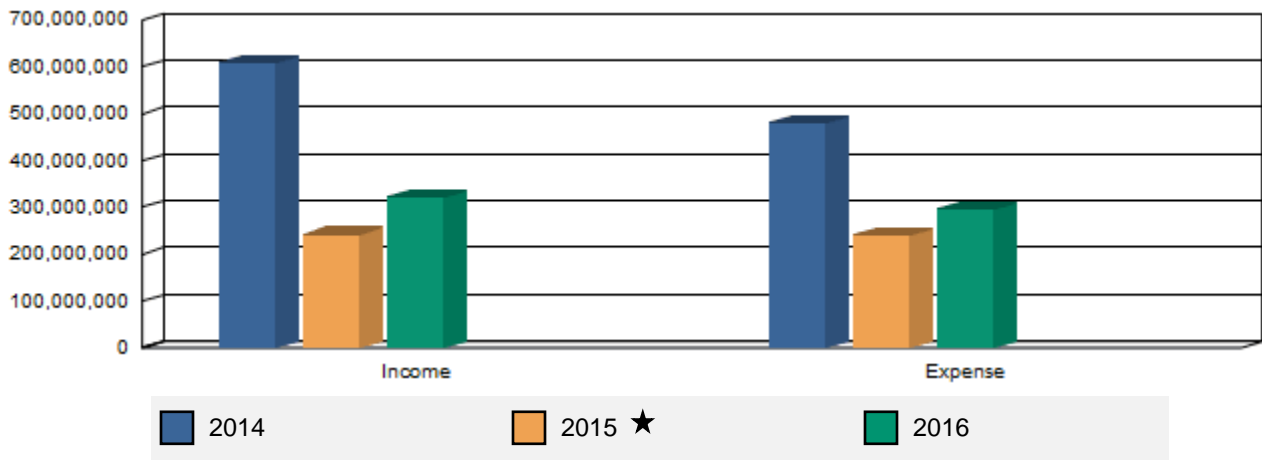
Approved applications do not necessarily reflect loans made in this reporting period.

Changes in Receivables and Related Categories

	2015	2016	% of change
Loan Receivables	\$744,937,019	\$1,048,916,272	29
Loan Loss Reserves	\$39,790,944	\$43,121,528	8
Total Assets	\$923,091,622	\$1,122,051,674	18
Total Liabilities	\$680,963,144	\$851,692,859	20
Net Worth of Firms	\$242,128,478	\$270,358,815	10

Income and Expense Comparison

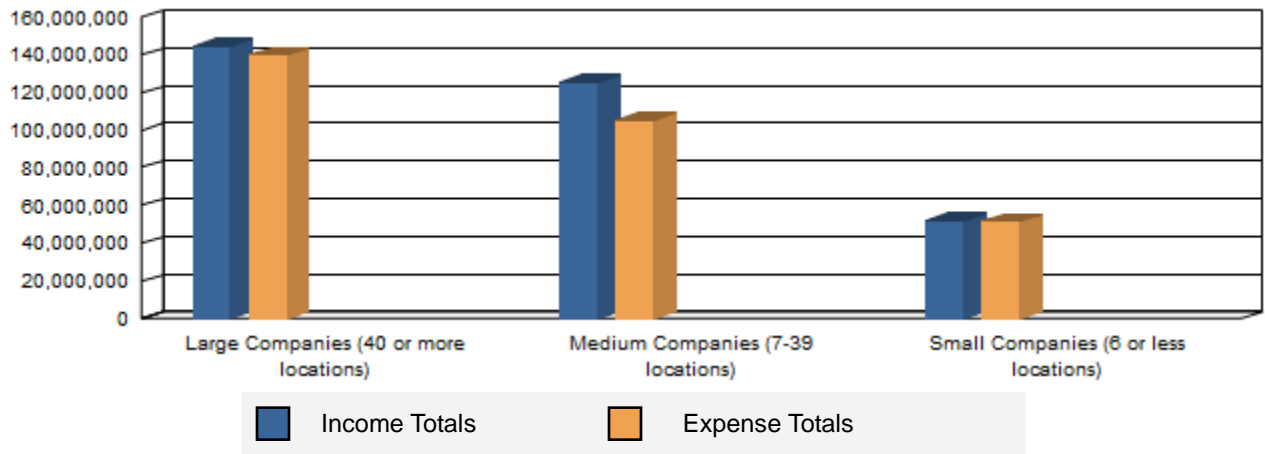
	2014	2015	2016
Income	\$607,980,905	\$242,958,790	\$321,990,369
Expense	\$479,214,707	\$240,736,108	\$297,109,399



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

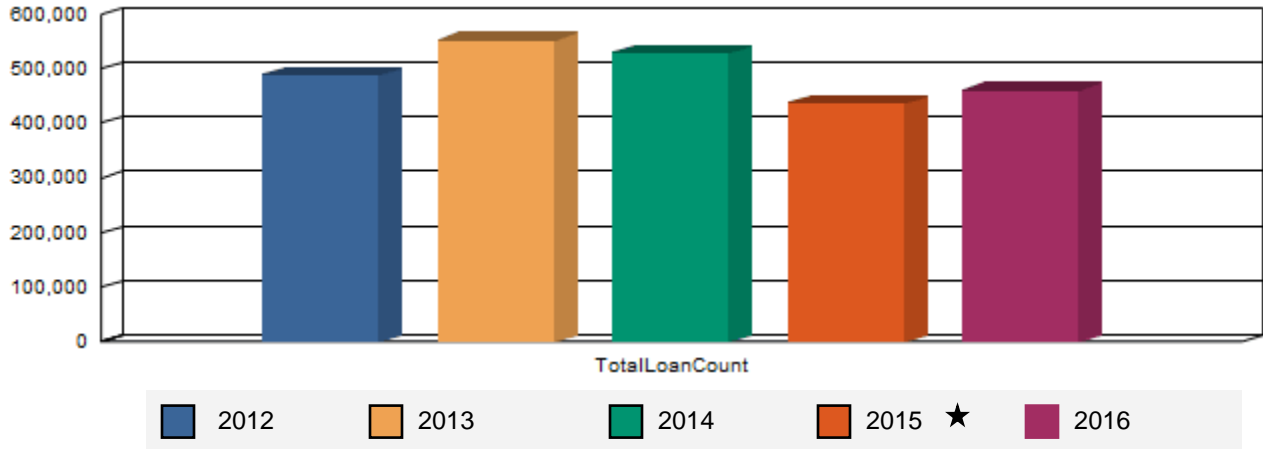
Income and Expense Comparison by Company Size for 2016

	Income Totals	Expense Totals
Large Companies (40 or more locations)	\$144,632,278	\$140,086,788
Medium Companies (7-39 locations)	\$125,406,203	\$105,392,153
Small Companies (6 or less locations)	\$51,951,888	\$51,630,458



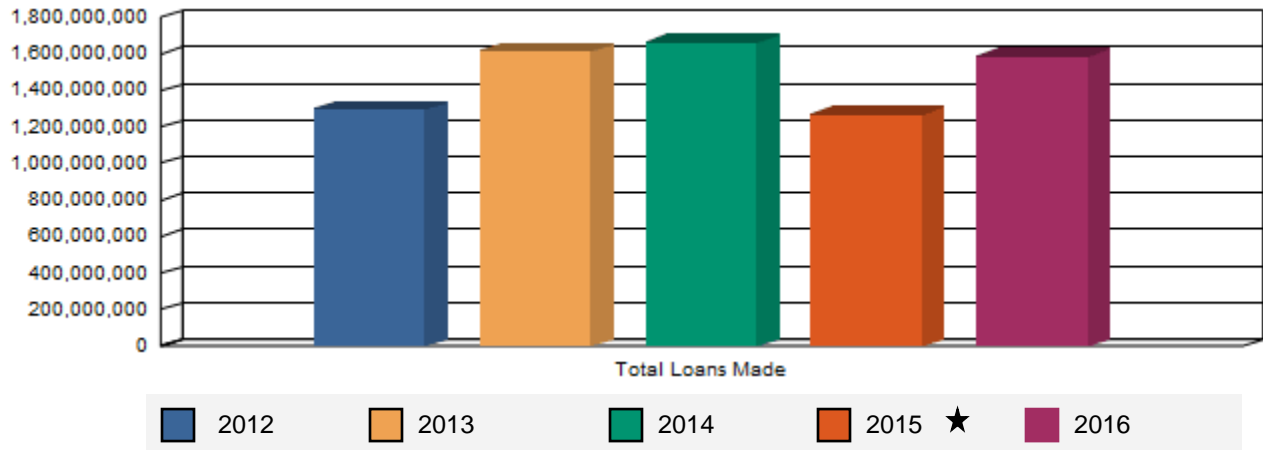
Total Number of Loans Made by Year

	2012	2013	2014	2015	2016
TotalLoanCount	489,464	553,432	528,479	438,615	461,910



Total Dollar Amount of Loans Made by Year

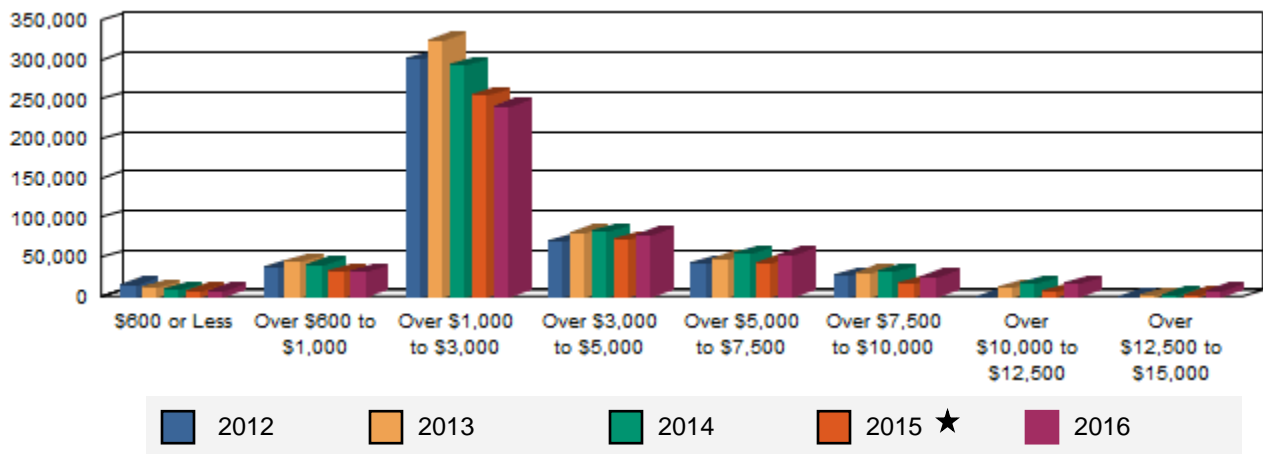
	2012	2013	2014	2015	2016
Total Loans Made	\$1,297,270,429	\$1,618,388,309	\$1,664,759,350	\$1,269,737,046	\$1,590,325,041



★ Change in 2015 number and dollar amount of loans 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)

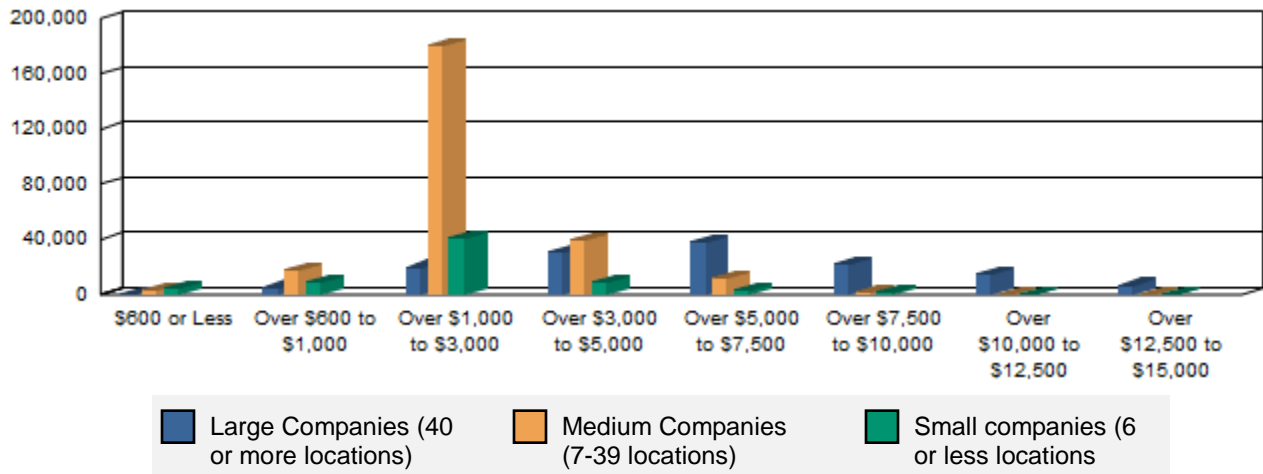
	2012	2013	2014	2015	2016
\$600 or Less	14,948	11,430	9,475	8,006	7,259
Over \$600 to \$1,000	37,113	43,631	40,866	32,466	32,207
Over \$1,000 to \$3,000	300,492	324,807	292,794	256,020	240,924
Over \$3,000 to \$5,000	69,401	80,881	81,972	72,879	78,541
Over \$5,000 to \$7,500	41,174	48,439	53,903	43,485	53,677
Over \$7,500 to \$10,000	26,336	30,828	31,483	16,301	25,580
Over \$10,000 to \$12,500	0	11,636	15,654	6,714	16,211
Over \$12,500 to \$15,000	0	1,780	2,332	2,744	7,511



★ Change in 2015 classification of loans by size due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

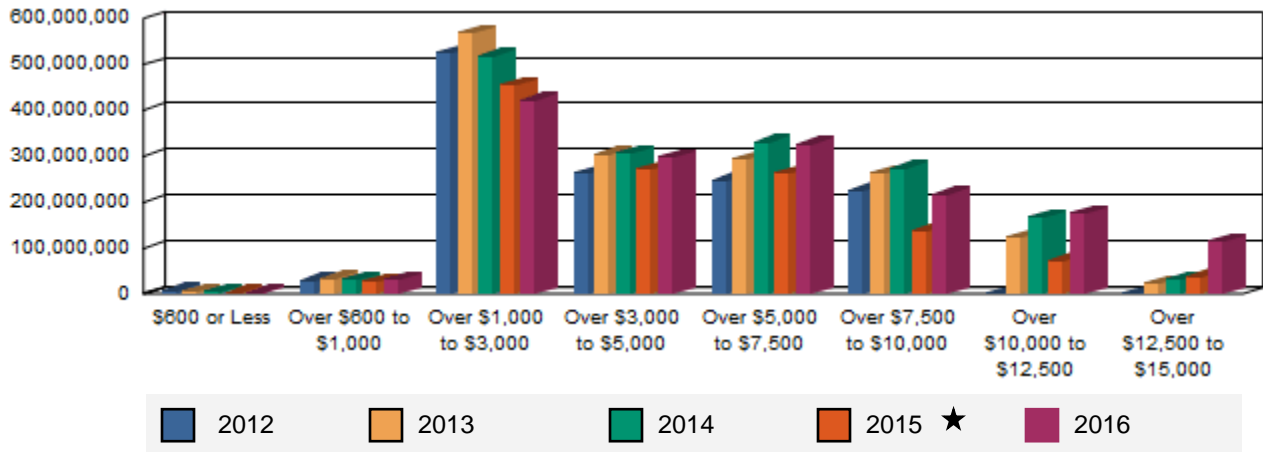
2016 Loans by Size of Company (Number)

	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small companies (6 or less locations)
\$600 or Less	0	2,614	4,645
Over \$600 to \$1,000	5,114	17,898	9,195
Over \$1,000 to \$3,000	19,862	180,165	40,897
Over \$3,000 to \$5,000	30,220	38,966	9,355
Over \$5,000 to \$7,500	38,295	11,923	3,459
Over \$7,500 to \$10,000	22,336	1,790	1,454
Over \$10,000 to \$12,500	15,062	544	605
Over \$12,500 to \$15,000	6,841	330	340



Classification of Loans by Size (\$ Amount)

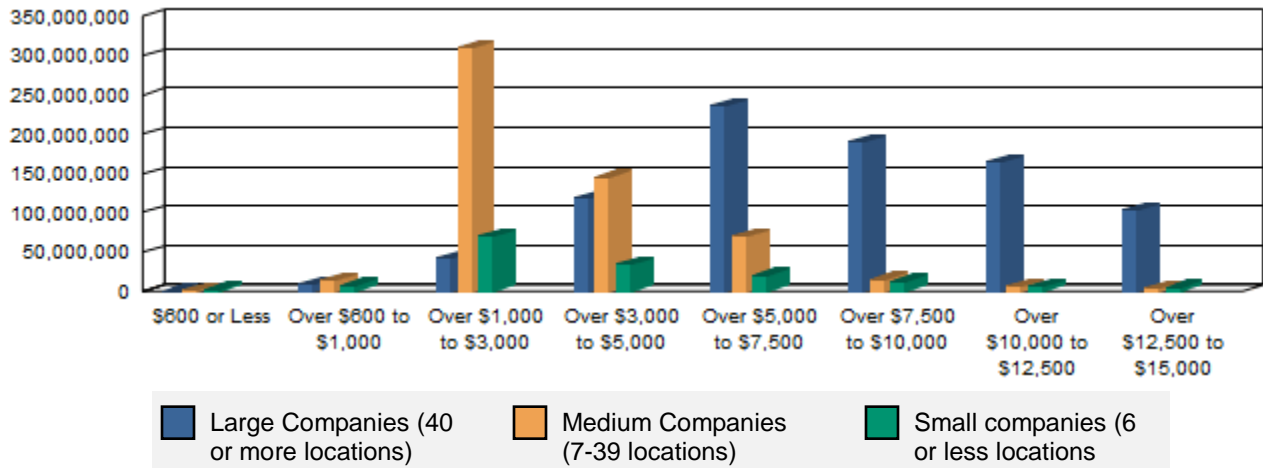
	2012	2013	2014	2015	2016
\$600 or Less	\$7,336,530	\$5,763,357	\$4,963,269	\$4,187,149	\$3,569,491
Over \$600 to \$1,000	\$29,706,113	\$34,357,312	\$33,103,887	\$26,274,073	\$31,403,372
Over \$1,000 to \$3,000	\$525,252,719	\$569,317,489	\$518,051,791	\$454,996,105	\$422,572,609
Over \$3,000 to \$5,000	\$261,934,258	\$304,095,955	\$307,896,581	\$271,880,627	\$298,112,822
Over \$5,000 to \$7,500	\$247,517,823	\$294,573,372	\$330,368,375	\$262,115,998	\$326,984,704
Over \$7,500 to \$10,000	\$225,522,986	\$262,859,907	\$273,830,809	\$138,733,370	\$217,455,013
Over \$10,000 to \$12,500	\$0	\$123,512,268	\$165,753,609	\$72,878,181	\$176,656,000
Over \$12,500 to \$15,000	\$0	\$23,908,649	\$30,791,029	\$38,671,543	\$113,571,030



★ Change in 2015 classification of loans by size due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

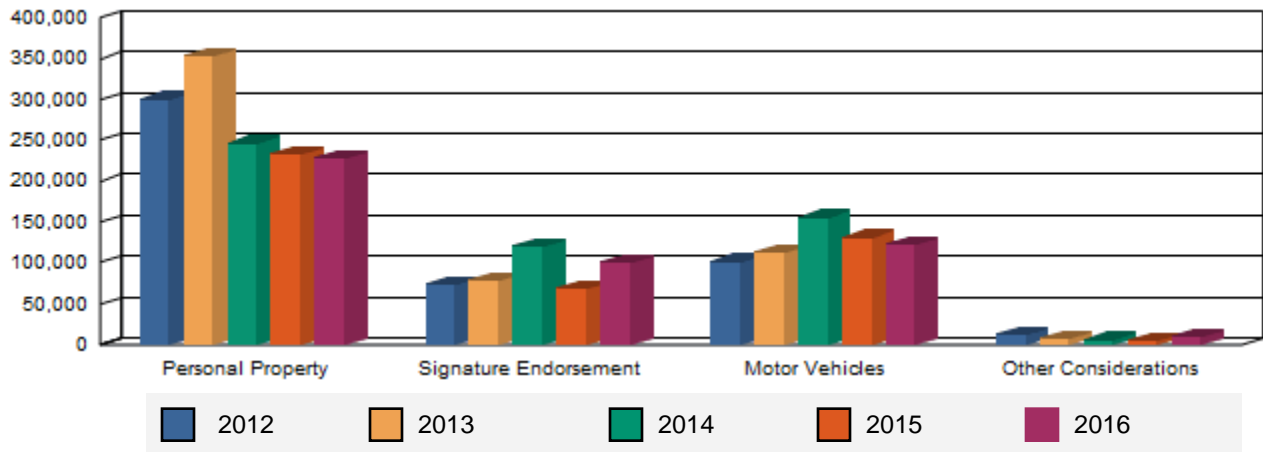
2016 Loans by Size of Company (\$ Amount)

	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small companies (6 or less locations)
\$600 or Less	\$0	\$1,178,972	\$2,390,519
Over \$600 to \$1,000	\$9,483,392	\$14,614,256	\$7,305,724
Over \$1,000 to \$3,000	\$41,459,499	\$310,487,207	\$70,625,903
Over \$3,000 to \$5,000	\$117,932,044	\$145,213,161	\$34,967,617
Over \$5,000 to \$7,500	\$235,622,184	\$70,556,383	\$20,806,137
Over \$7,500 to \$10,000	\$189,655,235	\$15,204,970	\$12,594,808
Over \$10,000 to \$12,500	\$163,942,557	\$5,989,390	\$6,724,053
Over \$12,500 to \$15,000	\$103,807,109	\$4,597,734	\$5,166,187



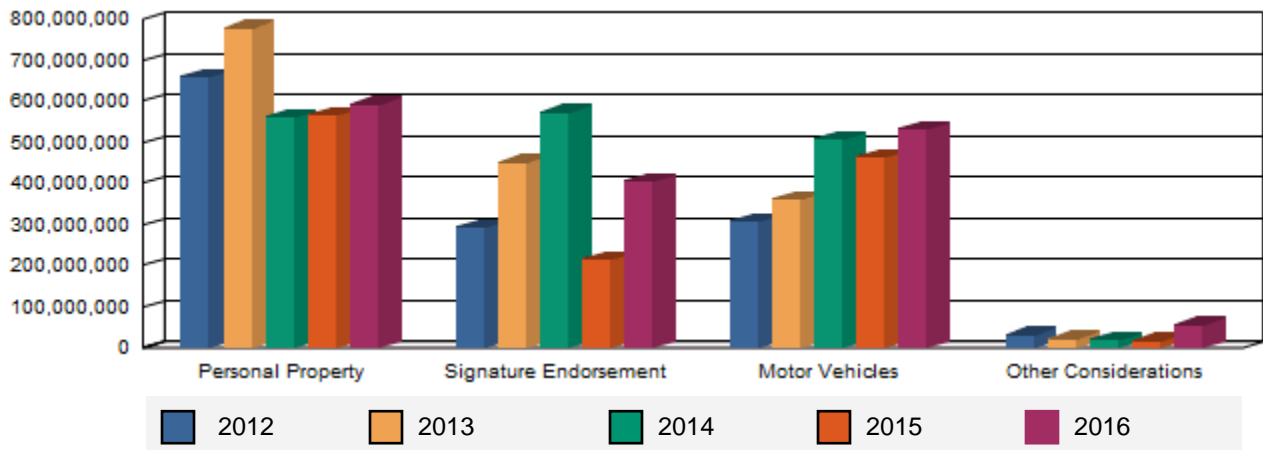
Loans by Type of Security (Number)

	2012	2013	2014	2015	2016
Personal Property	300,719	352,902	246,968	233,159	228,446
Signature Endorsement	74,665	79,193	119,828	68,762	100,990
Motor Vehicles	102,157	112,835	155,593	131,371	123,025
Other Considerations	11,923	8,034	6,090	5,323	9,449



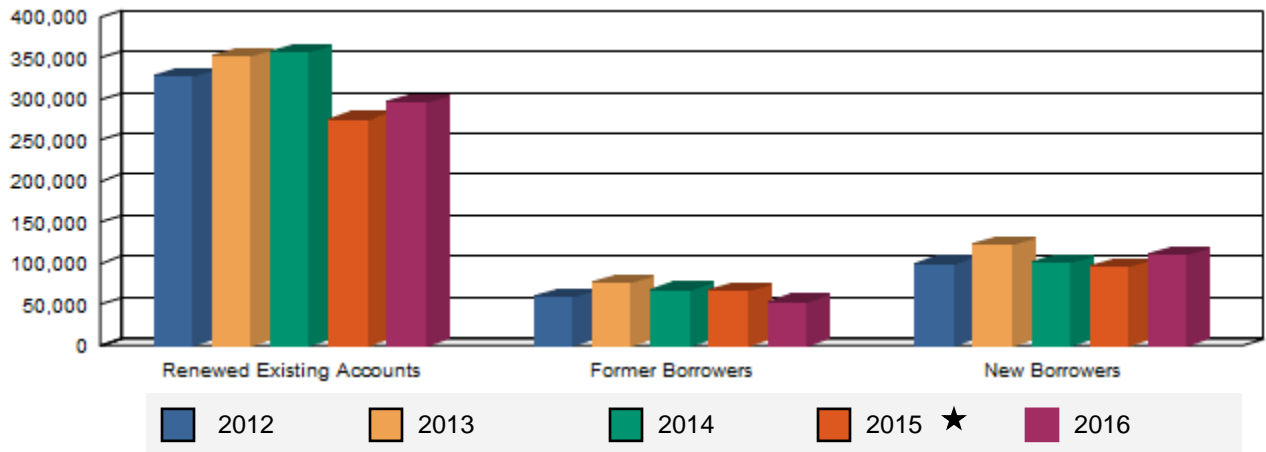
Loans by Type of Security (\$ Amount)

	2012	2013	2014	2015	2016
Personal Property	\$658,689,460	\$780,357,579	\$561,231,719	\$567,306,754	\$593,716,226
Signature Endorsement	\$295,396,783	\$452,255,169	\$575,003,692	\$217,170,037	\$406,662,983
Motor Vehicles	\$309,364,478	\$361,872,191	\$508,979,808	\$465,928,899	\$531,888,863
Other Considerations	\$33,819,708	\$22,814,629	\$19,544,131	\$19,331,356	\$58,056,969



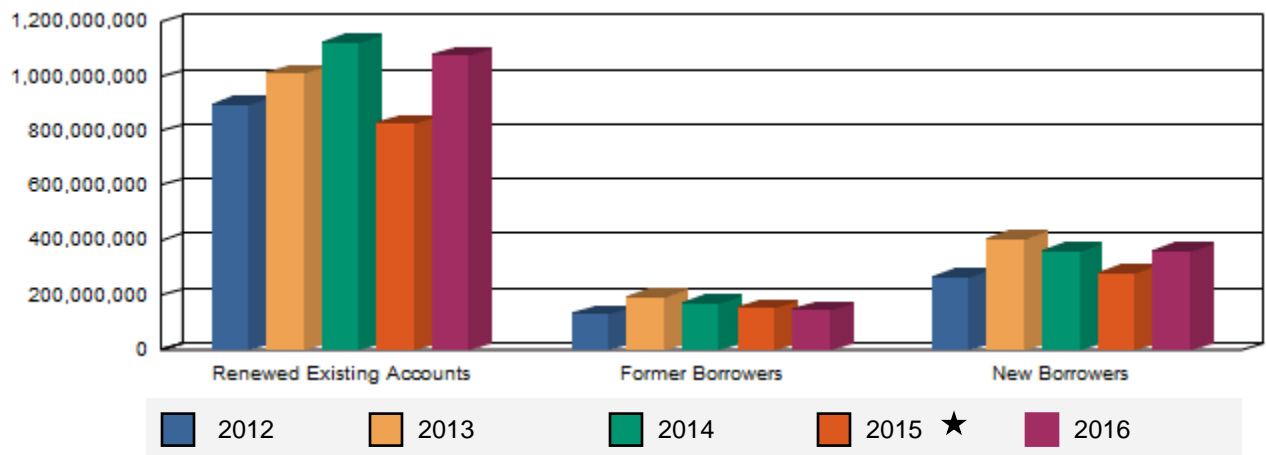
Loans by Type of Borrower (Number)

	2012	2013	2014	2015	2016
Renewed Existing Accounts	328,958	352,514	358,523	276,112	296,475
Former Borrowers	60,384	77,319	68,358	66,589	53,970
New Borrowers	100,122	123,131	101,598	95,914	111,465



Loans by Type of Borrower (\$ Amount)

	2012	2013	2014	2015	2016
Renewed Existing Accounts	\$898,376,979	\$1,011,903,306	\$1,126,296,110	\$828,895,186	\$1,077,202,124
Former Borrowers	\$130,563,648	\$196,349,046	\$174,216,822	\$156,796,488	\$148,015,337
New Borrowers	\$268,329,802	\$409,047,216	\$364,246,418	\$284,045,372	\$365,107,580



★ Change in 2015 loans by type of borrower due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.