

2023

California Department of
Financial Protection and Innovation

**Annual Report of Operation of Finance Lenders,
Brokers, and PACE Program Administrators
Licensed Under the California Financing Law**

Report Required by Financial Code Sections 22160 and 22692

PROTECTING CONSUMERS
FOSTERING TRUST & INNOVATION

DFPI
DEPARTMENT OF FINANCIAL
PROTECTION & INNOVATION



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TABLE OF CONTENTS

Executive Summary	1
Background	3
I. Historical Licensing Data	4
II. Analysis of Loans Made by CFL Licensees for the Last 10 Years	5
Exhibit A - Consolidated Balance Sheet	6
Exhibit B - Analysis of Loans and Receivables Outstanding	7
Exhibit C - Statement of Income and Expenses	8
Exhibit D - Analysis of Income Received	9
Exhibit E - Loans Made or Refinanced by Size	10
Exhibit F - Loans Made or Refinanced by Type of Security	11
Exhibit G - Loans Made or Refinanced by Rate Charged	14
Exhibit H - Schedule of Loan Activity by Security Type	30
Exhibit I - Default Rates by Security Type and Size of Loan	33
Exhibit J - Online Loan Information	35
Exhibit K - Property Assessed Clean Energy (PACE) Program	36

EXECUTIVE SUMMARY

The Department of Financial Protection and Innovation (DFPI) protects consumers and fosters trust by regulating companies and individuals offering financial products. The DFPI licenses and regulates finance lenders, brokers, and Property Assessed Clean Energy (PACE) program administrators pursuant to the California Financing Law (CFL).

In this report, the DFPI compiles data submitted by finance lenders, brokers, and program administrators licensed under the CFL. The licensees submitted the data pursuant to Financial Code sections 22159(a), 22160, and 22692.

The data collected covers two types of loan categories: consumer loans and commercial loans.

- Consumer loans are intended primarily for personal, family or household purposes, such as paying utility and medical bills and for the purchase or repair of personal vehicles. The law also treats commercial loans with a principal amount of \$5,000 or less as consumer loans, and they are reported as such.
- Commercial loans are not intended for personal, family or household purposes.

The data collected also covers PACE contracts for consumer and, in some instances, commercial purposes.

- PACE contracts are secured by the property to which improvements are made.
- PACE contracts are paid via property tax assessments.

Consumer and commercial loans are further classified by the type of security used to secure the loan.

Key Findings: Consumer Loans

- Finance lenders originated more than 39.9 million consumer loans in 2023, a 15.1 percent increase from 34.7 million in 2022. Unsecured consumer loans with a principal amount of less than \$2,500 accounted for 97.7 percent of all consumer loans made, increasing to 39 million from 33.6 million in 2022. The total principal amount of consumer loans made in 2023 decreased by 27.7 percent in comparison to 2022 from \$68.6 billion to \$49.6 billion. Consumer loans secured by real property had the largest decrease in principal amount from \$45.9 billion in 2022 to \$28.1 billion in 2023.
- Finance lenders originated 63,710 consumer loans secured by real property in 2023, a 38.2 percent decrease from the 103,104 originated in 2022. The total principal amount of consumer loans secured by real property made in 2023 decreased by 38.9 percent in comparison to 2022 from \$45.9 billion to \$28.1 billion.
- Finance lenders originated more than 38 million “buy now, pay later” unsecured consumer loans in 2023, a 15.3 percent increase over 2022. The total principal amount of “buy now pay later” loans increased by 5.2 percent in comparison to 2022 from \$4.0 billion to \$4.2 billion.

Key Findings: Consumer Loans (Continued)

- The total number of consumer loans made in 2023, excluding loans secured by real estate and “buy now, pay later” loans, was 1.6 million with a total principal amount of \$17.3 billion.
- 35.1 million online consumer loans were originated in 2023, a 4.0 percent increase from the 33.7 million originated in 2022. The total principal amount of the same loans decreased by 20.8 percent over the same period, from \$16.4 billion to \$13 billion in 2023.

The largest decreases in principal amount of online consumer loans made in 2023 were 22.3 percent for loans secured by real property, from \$8.2 billion in 2022 to \$6.3 billion, and 60.2 percent for unsecured loans \$2,500 or more, from \$1.7 billion in 2022 to \$674 million.

Key Findings: Commercial Loans and PACE

- The number of commercial loans originated in 2023 increased by 14.3 percent from 704,570 in 2022 to 805,319. The total principal amount of commercial loans decreased by 14.4 percent over the same period, from \$180.4 billion to \$154.5 billion. Commercial loans secured by real property originated in 2023 decreased by 48.3 percent from 44,868 in 2022 to 23,192. The total principal amount of the same loans decreased by 33.6 percent over the same period, from \$88.6 billion to \$58.8 billion.
- The number of online commercial loans originated in 2023 increased by 25.3 percent from 44,198 in 2022 to 55,384. The total principal amount of online loans increased by 31.2 percent over the same period, from \$4.7 billion to \$6.1 billion in 2023.
- Exhibit K of this report contains PACE financing and PACE program administrator activity.

BACKGROUND

The California Financing Law requires DFPI to license and regulate finance lenders, brokers, or program administrators (Financial Code, § 22000 et seq.).

Effective January 1, 2020, Assembly Bill 539 (Limón, stats. 2019, ch. 708) enacted the Fair Access to Credit Act (the Act). The Act makes changes to permissible rates of charges: For any consumer loan of a bona fide principal amount of at least \$2,500 but less than \$10,000 (including commercial loans of \$2,500 to \$5,000), a finance lender may not contract for or receive charges at a rate exceeding annual simple interest of 36 percent plus the Federal Funds Rate. Prior to the Act, the CFL only limited the interest rates on consumer loans under \$2,500.

Financial Code section 22159(a) requires CFL licensees to file with the DFPI annual reports that provide information related to their lending activities under the program.

The DFPI is required annually to post a composite report of the annual reports on its website and any comments the Commissioner deems to be in the public interest, pursuant to Financial Code section 22160.

This report contains unaudited data provided by licensees for the calendar year ending December 31, 2023. The report does not capture all consumer loans in the state since all lending does not fall under the CFL and licensees self-report loans made under the authority of a CFL license.

As of December 31, 2023, the DFPI licensed 4,391 lenders, brokers, lenders and brokers, and PACE program administrators. Of these licensees, 4,241 filed the required annual reports, including all four PACE program administrators. The DFPI notified the non-filers of its intent to revoke their licenses.

Data obtained from a small number of licensees who filed annual reports after the aggregate report was compiled is not included. This omission does not materially affect the integrity of the data reported in this composite report.

Due to rounding, numbers presented throughout this report may not add up precisely to the totals provided, and percentages may not precisely reflect the absolute figures.

This report and prior years' reports can be found on the DFPI's website at dfpi.ca.gov/california-financing-law-publications.

I. HISTORICAL LICENSING DATA

The table below shows the number of California Financing Law (CFL) licensees (including branches) at the end of each calendar year, and the number of license applications the DFPI received each year for the last 10 years.

Table 1: Licensing Data

Year	Number of Licensed Companies	Number of Licensed Locations	Number of Applications for New Licenses
2023	4,391	6,944	1,349
2022	4,459	7,268	1,982
2021	4,340	7,592	1,491
2020	3,886	7,194	1,512
2019	3,616	7,392	1,406
2018	3,493	7,262	1,503
2017	3,200	6,776	1,398
2016	2,963	6,521	1,517
2015	2,580	6,369	1,358
2014	2,185	5,018	1,254

II. ANALYSIS OF LOANS MADE BY CFL LICENSEES FOR THE LAST 10 YEARS

Table 2: Loan Details

Year	Number of Loans Made	Principal Amount of Loans Made	Average Size of Loans Made		
			Consumer Loans	Commercial Loans	All Loans
2023	40,720,901	\$ 204,091,045,557	\$ 1,244	\$ 191,809	\$ 5,012
2022*	35,385,109	\$ 248,985,826,421	\$ 1,978	\$ 256,015	\$ 7,036
2021*	28,556,898	\$ 359,612,391,476	\$ 5,248	\$ 276,521	\$ 12,593
2020*	12,637,105	\$ 272,396,386,532	\$ 9,402	\$ 226,868	\$ 21,555
2019*	2,809,749	\$ 247,762,782,335	\$ 30,188	\$ 209,067	\$ 88,180
2018*	2,471,685	\$ 220,137,537,748	\$ 21,139	\$ 218,588	\$ 89,064
2017*	2,455,012	\$ 194,240,527,082	\$ 25,084	\$ 161,799	\$ 79,120
2016*	2,458,476	\$ 226,677,922,016	\$ 27,971	\$ 188,155	\$ 92,203
2015	3,271,710	\$ 232,654,056,610	\$ 24,472	\$ 105,661	\$ 71,111
2014	2,711,495	\$ 217,151,868,159	\$ 20,674	\$ 121,161	\$ 80,086

*Variances from data published in the annual report due to late or revised filings by licensees.

Exhibit A
California Financing Law Licensees
Consolidated Balance Sheet
For the Year Ended December 31, 2023
(\$ in thousands)

<u>ASSETS</u>		<u>% of Total Assets</u>
Cash	\$ 99,331,644	3.79
Investments	392,718,551	14.98
California Finance Lenders Loan Receivables	235,971,360	9.00
Other Receivables	1,290,172,199	49.20
Reserves and Withholds by Banks and Finance Companies	5,024,066	0.19
Real and Personal Property (Net)	124,675,502	4.75
Prepaid Expenses and Deferred Charges	9,307,125	0.35
Commissions Receivables	4,269,655	0.16
Other Assets	460,788,894	17.57
Total Assets	\$ 2,622,258,995	100.00

<u>LIABILITIES AND NET WORTH</u>		<u>% of Total Liabilities and Net Worth</u>
Loans and Notes Payable from Third Parties	\$ 653,107,505	24.91
Loans and Notes Payable from Parent Companies, Affiliates, etc.	350,116,645	13.35
Bonds, Debentures, and Certificates of Indebtedness	464,603,889	17.72
Accounts Payable	37,316,419	1.42
Dealers' Reserves and Withholds	1,094,419	0.04
Accrued Taxes Other Than Income Tax	2,956,919	0.11
Reserve for Income Taxes	21,206,315	0.81
Credit Insurance Premiums Due Insurer	332,981	0.01
Other Liabilities and Accruals	446,241,354	17.02
Total Liabilities	1,976,976,446	75.39
Net Worth	645,282,549	24.61
Total Liabilities and Net Worth	\$ 2,622,258,995	100.00

Exhibit B
California Finance Lenders
Analysis of Loans and Receivables Outstanding
For the Year Ended December 31, 2023
(\$ in thousands)

CALIFORNIA FINANCE LENDERS LOAN RECEIVABLES

	Aggregate Balance	% of Subtotal
Consumer Loans	\$ 50,588,836	20.92
Commercial Loans	191,214,245	79.08
Subtotal	\$ 241,803,081	100.00
Less: Unearned Pre-Computed Charges	1,153,037	
Allowance for Bad Debts	4,678,683	
Net California Finance Lenders Loan Receivables	\$ 235,971,361	

OTHER RECEIVABLES

Sales Contracts	\$ 449,046,967	33.77
Leases (True Leases)	121,634,561	9.15
Factoring	12,449,388	0.94
Other	746,568,988	56.15
Subtotal	\$ 1,329,699,904	100.00
Less: Unearned Pre-Computed Charges	13,535,179	
Allowance for Bad Debts	25,992,526	
Net California Finance Lenders Loan Receivables	\$ 1,290,172,199	

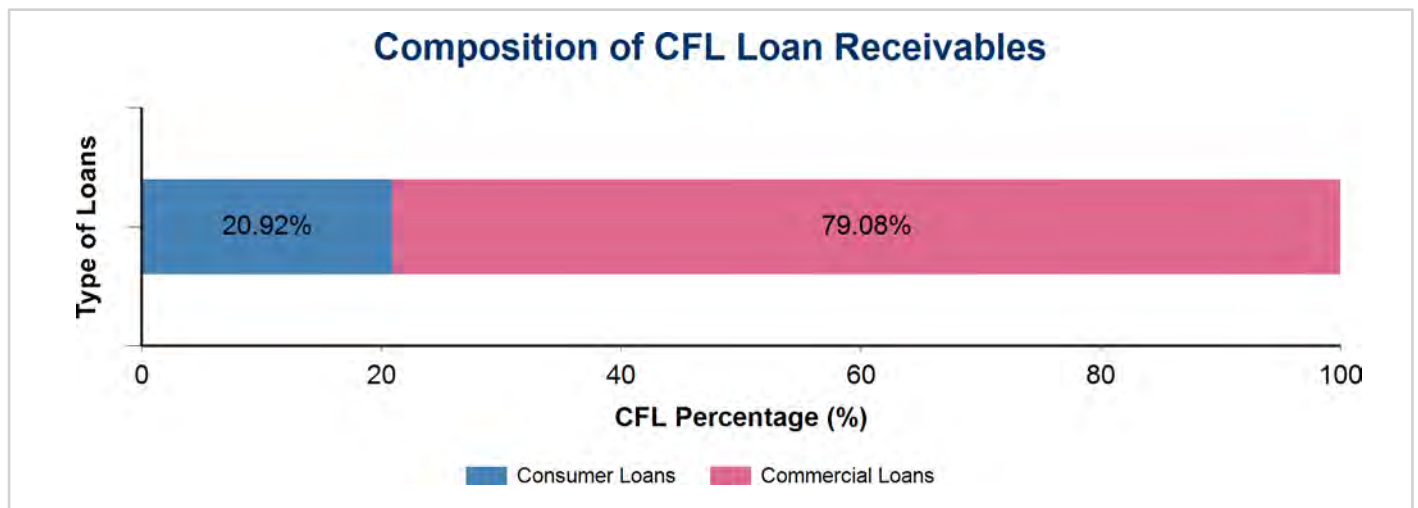


Exhibit C
California Financing Law Licensees
Statement of Income and Expenses
For the Year Ended December 31, 2023
(\$ in thousands)

<u>INCOME</u>		% of Total Income
Gross Income of California Financing Law Licensees from Loans Made and Brokered Loans	\$ 23,841,387	5.59
Gross Income from All Other Businesses and Sources	402,697,740	94.41
Total Gross Income	<u>\$ 426,539,127</u>	<u>100.00</u>
<u>EXPENSES</u>		
Loss on Loans Receivable	\$ 9,874,682	2.32
Professional Audit and Accounting Services	995,335	0.23
Insurance and Bond Premiums	597,795	0.14
Legal Services and Expenses	1,328,164	0.31
Occupancy Expenses	2,681,511	0.63
Provision for Bad Debt Allowance	10,572,734	2.48
Salaries and Bonuses: Employees	34,038,972	7.98
Salaries and Bonuses: Owners, Partners, Executives	1,902,878	0.45
Depreciation	19,808,272	4.64
License Fees and Taxes	931,502	0.22
Telephone and Utilities	638,121	0.15
Advertising and Promotions	6,293,497	1.48
Other Expenses	209,189,509	49.04
Total Expenses Before Interest and Income Taxes	<u>\$ 298,852,972</u>	<u>70.06</u>
Income or Loss Before Interest and Income Taxes	<u>\$ 127,686,154</u>	<u>29.94</u>
Less: Interest Paid to Bona Fide Third Parties	48,645,839	11.40
Interest Paid to Parent Company, Affiliates and Others	21,250,060	4.98
Income or Loss Before Income Taxes	<u>\$ 57,790,255</u>	<u>13.55</u>
Less: Provision for Income Taxes	5,373,839	1.26
Net Income or (Loss)	<u>\$ 52,416,416</u>	<u>12.29</u>

Exhibit D
California Financing Law Licensees
Analysis of Income Received
For the Year Ended December 31, 2023
(\$ in thousands)

CFL LOANS MADE AND CFL-BROKERED LOANS	Loans Under \$2,500	Loans \$2,500 and Over	Total
<u>CONSUMER LOANS</u>			
Charges Earned on Loans	\$ 115,608	\$ 3,694,029	\$ 3,809,637
Collection from Charged-Off Accounts	3,668	34,203	37,871
Income from Credit Insurance	32	3,365	3,397
Other Insurance Commissions	0	4,917	4,917
Administrative Fees	25,270	224,360	249,630
Commissions from Loan Brokering	10,482	336,041	346,523
Other Income	90,443	1,314,391	1,404,834
Income from Consumer Loans	<u>\$ 245,503</u>	<u>\$ 5,611,306</u>	<u>\$ 5,856,809</u>
<u>COMMERCIAL LOANS</u>			
Charges Earned on Loans			\$ 16,473,180
Collection from Charged-Off Accounts			25,330
Income from Credit Insurance			571
Other Insurance Commissions			5,768
Commissions from Loan Brokering			162,416
Other Income			1,317,313
Income from Commercial Loans			<u>\$ 17,984,578</u>
Total Income from All Loans			<u>\$ 23,841,387</u>
<hr style="border-top: 1px dashed black;"/>			
<u>ALL OTHER BUSINESS AND SOURCES</u>			
Charges Earned on Loans			\$ 156,016,593
Other Interest or Return on Investments			20,438,774
Collection from Charged-Off Accounts			3,855,832
Income from Credit Insurance			19,394
Other Insurance Commissions			1,011,123
Other Income Relating to Loans			221,356,023
Total Income from All Other Business and Sources			<u>\$ 402,697,739</u>

Exhibit E
California Finance Lenders Loans Made
or Refinanced by Size
For the Year Ended December 31, 2023
(\$ in thousands)

Size of Loans	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS</u>				
\$ 499 or less	38,257,123	95.85	\$ 3,874,418	7.81
500 to 1,999	780,373	1.96	592,626	1.19
2,000 to 2,499	17,360	0.04	37,165	0.07
2,500 to 4,999	165,174	0.41	548,392	1.10
5,000 to 9,999	157,989	0.40	1,092,816	2.20
10,000 or more	537,566	1.35	43,490,926	87.62
Total Consumer Loans Made	39,915,585	100.00	\$ 49,636,344	100.00
<u>COMMERCIAL LOANS</u>				
\$5,000 or more	805,319	100.00	\$ 154,467,096	100.00
Total Commercial Loans Made	805,319	100.00	\$ 154,467,096	100.00
Total Loans Made, All Categories	40,720,904		\$ 204,103,440	

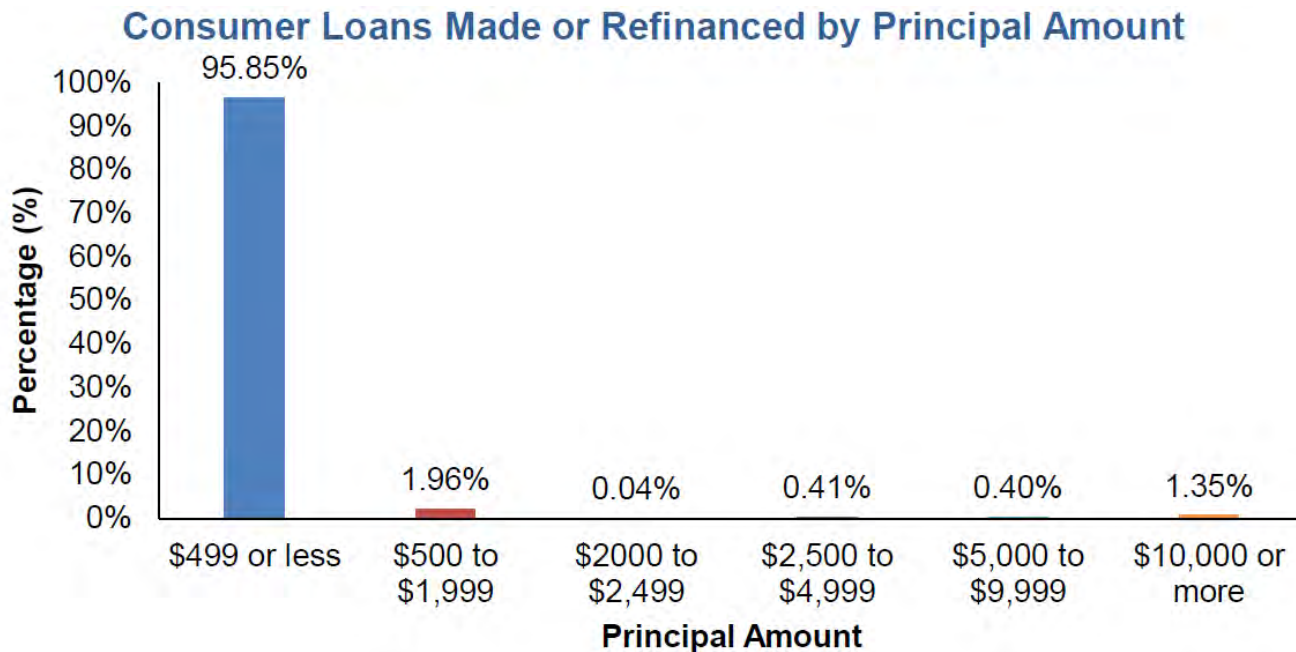


Exhibit F
California Finance Lenders
Loans Made or Refinanced by Type of Security
For the Year Ended December 31, 2023
(\$ in thousands)

Type of Security	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS</u>				
<u>LOANS UNDER \$2,500</u>				
Unsecured	39,002,014	99.86	\$ 4,472,785	99.30
Personal Property	351	0.00	434	0.01
Automobiles & Other Motor Vehicles	28	0.00	50	0.00
Auto Title Loans	68	0.00	78	0.00
Wage Assignments	0	0.00	0	0.00
Other Security	<u>52,395</u>	<u>0.13</u>	<u>30,862</u>	<u>0.69</u>
Total Loans Made	<u>39,054,856</u>	<u>100.00</u>	<u>\$ 4,504,209</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Unsecured	145,282	87.96	\$ 476,661	86.92
Personal Property	368	0.22	1,337	0.24
Automobiles & Other Motor Vehicles	8,435	5.11	31,097	5.67
Auto Title Loans	4,874	2.95	16,306	2.97
Wage Assignments	0	0.00	0	0.00
Other Security	<u>6,215</u>	<u>3.76</u>	<u>22,992</u>	<u>4.19</u>
Total Loans Made	<u>165,174</u>	<u>100.00</u>	<u>\$ 548,393</u>	<u>100.00</u>
<u>LOANS OF \$5,000 TO \$9,999</u>				
Unsecured	132,725	84.01	\$ 907,789	83.07
Personal Property	470	0.30	3,292	0.30
Automobiles & Other Motor Vehicles	21,080	13.34	156,904	14.36
Auto Title Loans	3,545	2.24	23,540	2.15
Wage Assignments	0	0.00	0	0.00
Real Property	85	0.05	673	0.06
Other Security	<u>84</u>	<u>0.05</u>	<u>617</u>	<u>0.06</u>
Total Loans Made	<u>157,989</u>	<u>100.00</u>	<u>\$ 1,092,815</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Unsecured	52,380	9.74	\$ 1,074,623	2.47
Personal Property	45,648	8.49	1,739,824	4.00
Automobiles & Other Motor Vehicles	367,851	68.43	11,745,823	27.01
Auto Title Loans	582	0.11	10,563	0.02
Wage Assignments	1	0.00	544	0.00
Real Property	63,625	11.84	28,078,470	64.56
Other Security	<u>7,479</u>	<u>1.39</u>	<u>841,079</u>	<u>1.93</u>
Total Loans Made	<u>537,566</u>	<u>100.00</u>	<u>\$ 43,490,926</u>	<u>100.00</u>
Total Consumer Loans Made	<u>39,915,585</u>		<u>\$ 49,636,343</u>	

Exhibit F (continued)
California Finance Lenders
Loans Made or Refinanced by Type of Security
For the Year Ended December 31, 2023
(\$ in thousands)

Type of Security	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>ALL CONSUMER LOANS</u>				
Unsecured	39,332,401	98.54	\$ 6,931,858	13.97
Personal Property	46,837	0.12	1,744,887	3.52
Automobiles & Other Motor Vehicles	397,394	1.00	11,933,874	24.04
Auto Title Loans	9,069	0.02	50,487	0.10
Wage Assignments	1	0.00	544	0.00
Real Property	63,710	0.16	28,079,143	56.57
Other Security	66,173	0.17	895,550	1.80
Total Consumer Loans Made	39,915,585	100.00	\$ 49,636,343	100.00

**Principal Amount of Consumer Loans Made or Refinanced
by Type of Security**

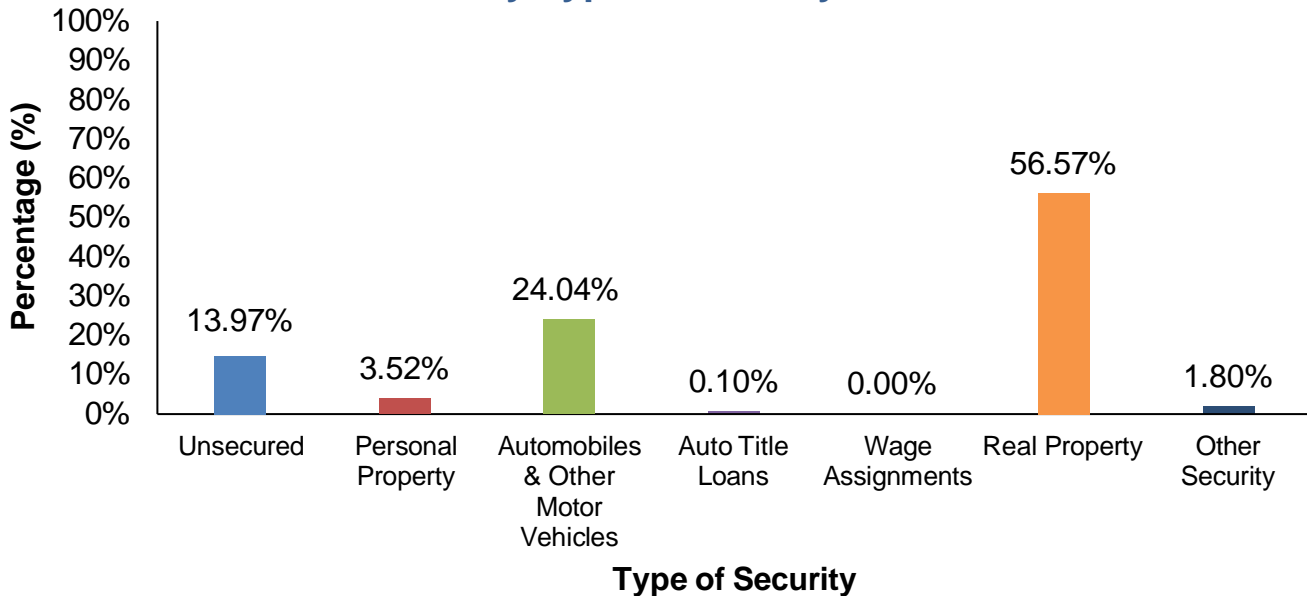


Exhibit F (continued)
California Finance Lenders
Loans Made or Refinanced by Type of Security
For the Year Ended December 31, 2023
(\$ in thousands)

Type of Security	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
COMMERCIAL LOANS				
Unsecured	155,593	19.32	\$ 10,409,836	6.74
Personal Property	23,102	2.87	3,684,268	2.39
Automobiles & Other Motor Vehicles	489,245	60.75	30,315,295	19.63
Business Equipment	23,458	2.91	7,223,489	4.68
Real Property	23,192	2.88	58,799,017	38.07
Other Security	<u>90,729</u>	<u>11.27</u>	<u>44,035,191</u>	<u>28.51</u>
Total Commercial Loans Made	<u>805,319</u>	<u>100.00</u>	<u>\$ 154,467,096</u>	<u>100.00</u>
Total Loans Made, All Categories	<u>40,720,904</u>		<u>\$ 204,103,439</u>	

Principal Amount of Commercial Loans Made or Refinanced by Type of Security

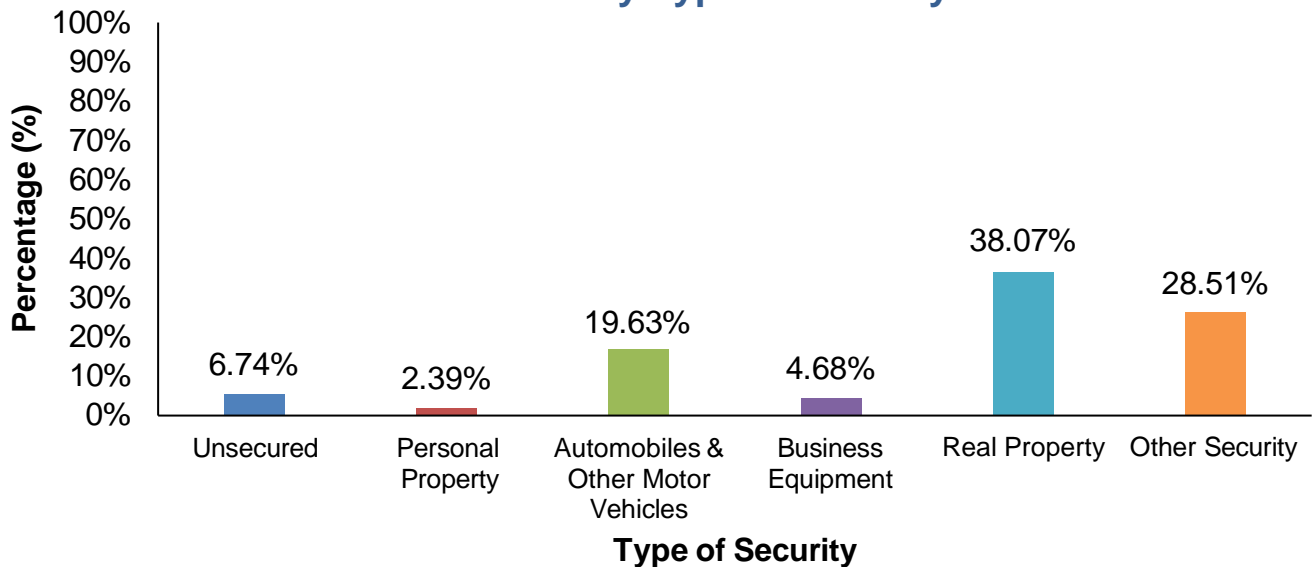


Exhibit G
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS</u>				
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	915		\$ 1,179	
Alternate Rate:				
1.6% per month	38		56	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	37,870,783	96.97	\$ 4,196,553	93.17
15.000 to 19.999 APR	11,119	0.03	17,211	0.38
20.000 to 24.999 APR	90,791	0.23	49,254	1.09
25.000 to 29.999 APR	3,472	0.01	3,895	0.09
30.000 to 34.999 APR	1,030,494	2.64	179,846	3.99
35.000 to 39.999 APR	45,921	0.12	55,528	1.23
40.000 to 69.999 APR	831	0.00	1,002	0.02
70.000 to 99.999 APR	1,356	0.00	852	0.02
100.000 or More APR	50	0.00	49	0.00
Variable Rate	<u>39</u>	<u>0.00</u>	<u>20</u>	<u>0.00</u>
Total Loans Made	<u>39,054,856</u>	<u>100.00</u>	<u>\$ 4,504,210</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	3,626	2.20	\$ 12,766	2.33
15.000 to 19.999 APR	17,620	10.67	60,095	10.96
20.000 to 24.999 APR	2,422	1.47	8,946	1.63
25.000 to 29.999 APR	4,608	2.79	16,653	3.04
30.000 to 34.999 APR	22,967	13.90	70,303	12.82
35.000 to 39.999 APR	103,761	62.82	344,909	62.89
40.000 to 69.999 APR	10,149	6.14	34,642	6.32
70.000 to 99.999 APR	1	0.00	3	0.00
100.000 or More APR	2	0.00	6	0.00
Variable Rate	<u>18</u>	<u>0.01</u>	<u>69</u>	<u>0.01</u>
Total Loans Made	<u>165,174</u>	<u>100.00</u>	<u>\$ 548,392</u>	<u>100.00</u>

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	2,772	1.75	\$ 18,745	1.72
15.000 to 19.999 APR	4,850	3.07	35,182	3.22
20.000 to 24.999 APR	5,308	3.36	37,624	3.44
25.000 to 29.999 APR	4,337	2.75	31,564	2.89
30.000 to 34.999 APR	11,973	7.58	87,635	8.02
35.000 to 39.999 APR	122,282	77.40	841,112	76.97
40.000 to 69.999 APR	6,461	4.09	40,917	3.74
70.000 to 99.999 APR	2	0.00	11	0.00
100.000 or More APR	1	0.00	7	0.00
Variable Rate	<u>3</u>	<u>0.00</u>	<u>18</u>	<u>0.00</u>
Total Loans Made	<u>157,989</u>	<u>100.00</u>	<u>\$ 1,092,815</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	443,207	82.45	\$ 39,915,336	91.78
15.000 to 19.999 APR	14,912	2.77	359,349	0.83
20.000 to 24.999 APR	9,558	1.78	160,199	0.37
25.000 to 29.999 APR	7,129	1.33	117,575	0.27
30.000 to 34.999 APR	28,038	5.22	356,007	0.82
35.000 to 39.999 APR	29,079	5.41	366,420	0.84
40.000 to 69.999 APR	521	0.10	6,207	0.01
70.000 to 99.999 APR	156	0.03	1,937	0.00
100.000 or More APR	91	0.02	38,061	0.09
Variable Rate	<u>4,875</u>	<u>0.91</u>	<u>2,169,836</u>	<u>4.99</u>
Total Loans Made	<u>537,566</u>	<u>100.00</u>	<u>\$ 43,490,927</u>	<u>100.00</u>
Total Consumer Loans Made	<u>39,915,585</u>		<u>\$ 49,636,344</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>COMMERCIAL LOANS</u>				
Up to 14.999 APR	566,588	70.36	\$ 105,994,738	68.62
15.000 to 19.999 APR	47,015	5.84	3,805,187	2.46
20.000 to 24.999 APR	6,141	0.76	891,842	0.58
25.000 to 29.999 APR	7,328	0.91	373,216	0.24
30.000 to 34.999 APR	7,592	0.94	299,539	0.19
35.000 to 39.999 APR	3,786	0.47	194,611	0.13
40.000 to 69.999 APR	14,177	1.76	825,756	0.53
70.000 to 99.999 APR	6,336	0.79	321,287	0.21
100.000 or More APR	4,669	0.58	1,677,240	1.09
Variable Rate	<u>141,687</u>	<u>17.59</u>	<u>40,083,681</u>	<u>25.95</u>
Total Commercial Loans Made	<u>805,319</u>	<u>100.00</u>	<u>\$ 154,467,097</u>	<u>100.00</u>
Total Loans Made, All Categories	<u>40,720,904</u>		<u>\$ 204,103,440</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - UNSECURED</u>				
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	915		\$ 1,179	
Alternate Rate:				
1.6% per month	34		48	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	37,883,814	97.03	\$ 4,191,981	93.67
15.000 to 19.999 APR	7,602	0.02	11,627	0.26
20.000 to 24.999 APR	68,793	0.18	30,518	0.68
25.000 to 29.999 APR	3,465	0.01	3,884	0.09
30.000 to 34.999 APR	1,030,493	2.64	179,845	4.02
35.000 to 39.999 APR	45,919	0.12	55,524	1.24
40.000 to 69.999 APR	831	0.00	1,002	0.02
70.000 to 99.999 APR	1,356	0.00	852	0.02
100.000 or More APR	1	0.00	2	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>39,042,274</u>	<u>100.00</u>	<u>\$ 4,475,235</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	2,523	1.74	\$ 8,632	1.81
15.000 to 19.999 APR	14,861	10.23	49,831	10.45
20.000 to 24.999 APR	1,889	1.30	6,947	1.46
25.000 to 29.999 APR	1,406	0.97	4,861	1.02
30.000 to 34.999 APR	21,305	14.66	64,189	13.47
35.000 to 39.999 APR	97,626	67.20	322,448	67.65
40.000 to 69.999 APR	5,671	3.90	19,750	4.14
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	1	0.00	3	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>145,282</u>	<u>100.00</u>	<u>\$ 476,661</u>	<u>100.00</u>

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - UNSECURED</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	2,392	1.80	\$ 15,729	1.73
15.000 to 19.999 APR	4,025	3.03	28,760	3.17
20.000 to 24.999 APR	3,385	2.55	22,752	2.51
25.000 to 29.999 APR	1,324	1.00	8,897	0.98
30.000 to 34.999 APR	5,683	4.28	40,097	4.42
35.000 to 39.999 APR	112,187	84.53	768,493	84.66
40.000 to 69.999 APR	3,728	2.81	23,052	2.54
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	1	0.00	7	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>132,725</u>	<u>100.00</u>	<u>\$ 907,787</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	7,470	14.26	\$ 525,921	48.94
15.000 to 19.999 APR	2,136	4.08	31,816	2.96
20.000 to 24.999 APR	2,738	5.23	34,738	3.23
25.000 to 29.999 APR	1,128	2.15	17,045	1.59
30.000 to 34.999 APR	17,186	32.81	188,064	17.50
35.000 to 39.999 APR	21,198	40.47	258,805	24.08
40.000 to 69.999 APR	331	0.63	3,601	0.34
70.000 to 99.999 APR	92	0.18	942	0.09
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>101</u>	<u>0.19</u>	<u>13,691</u>	<u>1.27</u>
Total Loans Made	<u>52,380</u>	<u>100.00</u>	<u>\$ 1,074,623</u>	<u>100.00</u>
Total Unsecured Consumer Loans Made	<u>39,372,661</u>		<u>\$ 6,934,306</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - PERSONAL PROPERTY (HOUSEHOLD ITEMS)</u>				
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	0		\$ 0	
Alternate Rate:				
1.6% per month	0		0	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	66	18.80	\$ 6	1.38
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	260	74.07	428	98.39
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	0	0.00
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>25</u>	<u>7.12</u>	<u>1</u>	<u>0.23</u>
Total Loans Made	<u>351</u>	<u>100.00</u>	<u>\$ 435</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	4	1.09	\$ 15	1.12
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	239	64.95	830	62.08
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	9	2.45	39	2.92
35.000 to 39.999 APR	116	31.52	453	33.88
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>368</u>	<u>100.00</u>	<u>\$ 1,337</u>	<u>100.00</u>

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - PERSONAL PROPERTY (HOUSEHOLD ITEMS)</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	2	0.43	\$ 10	0.30
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	162	34.69	1,204	36.57
25.000 to 29.999 APR	1	0.21	7	0.21
30.000 to 34.999 APR	44	9.42	302	9.17
35.000 to 39.999 APR	258	55.25	1,751	53.19
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>3</u>	<u>0.64</u>	<u>18</u>	<u>0.55</u>
Total Loans Made	<u>467</u>	<u>100.00</u>	<u>\$ 3,292</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	42,310	92.69	\$ 1,629,877	93.68
15.000 to 19.999 APR	3,024	6.62	67,847	3.90
20.000 to 24.999 APR	137	0.30	1,983	0.11
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	3	0.01	32	0.00
35.000 to 39.999 APR	6	0.01	69	0.00
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>168</u>	<u>0.37</u>	<u>40,016</u>	<u>2.30</u>
Total Loans Made	<u>45,648</u>	<u>100.00</u>	<u>\$ 1,739,824</u>	<u>100.00</u>
Total Personal Property Consumer Loans Made	<u>46,834</u>		<u>\$ 1,744,888</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - AUTOMOBILES AND OTHER MOTOR VEHICLES</u>				
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	0		\$ 0	
Alternate Rate:				
1.6% per month	0		0	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	0	0.00	\$ 0	0.00
15.000 to 19.999 APR	6	21.43	9	18.00
20.000 to 24.999 APR	17	60.71	31	62.00
25.000 to 29.999 APR	5	17.86	10	20.00
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	0	0.00
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>28</u>	<u>100.00</u>	<u>\$ 50</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	17	0.20	\$ 73	0.23
15.000 to 19.999 APR	78	0.92	312	1.00
20.000 to 24.999 APR	211	2.50	853	2.74
25.000 to 29.999 APR	792	9.39	2,969	9.55
30.000 to 34.999 APR	1,643	19.48	6,038	19.42
35.000 to 39.999 APR	5,694	67.50	20,852	67.05
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>8,435</u>	<u>100.00</u>	<u>\$ 31,097</u>	<u>100.00</u>

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - AUTOMOBILES AND OTHER MOTOR VEHICLES</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	247	1.17	\$ 1,983	1.26
15.000 to 19.999 APR	812	3.85	6,320	4.03
20.000 to 24.999 APR	1,728	8.20	13,437	8.56
25.000 to 29.999 APR	2,985	14.16	22,479	14.33
30.000 to 34.999 APR	6,223	29.52	47,076	30.00
35.000 to 39.999 APR	9,084	43.09	65,601	41.81
40.000 to 69.999 APR	1	0.00	7	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>21,080</u>	<u>100.00</u>	<u>\$ 156,903</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	327,592	89.06	\$ 11,059,686	94.16
15.000 to 19.999 APR	9,198	2.50	196,355	1.67
20.000 to 24.999 APR	6,656	1.81	122,729	1.04
25.000 to 29.999 APR	5,951	1.62	97,008	0.83
30.000 to 34.999 APR	10,811	2.94	165,837	1.41
35.000 to 39.999 APR	7,643	2.08	104,209	0.89
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>367,851</u>	<u>100.00</u>	<u>\$ 11,745,824</u>	<u>100.00</u>
Total Automobiles & Other Motor Vehicles Consumer Loans Made	<u>397,394</u>		<u>\$ 11,933,874</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - AUTO TITLE LOANS</u>				
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	0		\$ 0	
Alternate Rate:				
1.6% per month	4		8	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	1	1.47	\$ 1	1.27
15.000 to 19.999 APR	5	7.35	10	12.66
20.000 to 24.999 APR	10	14.71	15	18.99
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	1	1.47	2	2.53
35.000 to 39.999 APR	2	2.94	4	5.06
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	49	72.06	47	59.49
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>68</u>	<u>100.00</u>	<u>\$ 79</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	4	0.08	\$ 15	0.09
15.000 to 19.999 APR	19	0.39	66	0.40
20.000 to 24.999 APR	40	0.82	149	0.91
25.000 to 29.999 APR	3	0.06	12	0.07
30.000 to 34.999 APR	10	0.21	37	0.23
35.000 to 39.999 APR	318	6.52	1,130	6.93
40.000 to 69.999 APR	4,478	91.88	14,892	91.32
70.000 to 99.999 APR	1	0.02	3	0.02
100.000 or More APR	1	0.02	3	0.02
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>4,874</u>	<u>100.00</u>	<u>\$ 16,307</u>	<u>100.00</u>

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - AUTO TITLE LOANS</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	11	0.31	\$ 87	0.37
15.000 to 19.999 APR	8	0.23	63	0.27
20.000 to 24.999 APR	25	0.71	172	0.73
25.000 to 29.999 APR	13	0.37	81	0.34
30.000 to 34.999 APR	18	0.51	117	0.50
35.000 to 39.999 APR	736	20.76	5,151	21.88
40.000 to 69.999 APR	2,732	77.07	17,857	75.86
70.000 to 99.999 APR	2	0.06	11	0.05
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>3,545</u>	<u>100.00</u>	<u>\$ 23,539</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	22	3.78	\$ 1,319	12.48
15.000 to 19.999 APR	37	6.36	1,651	15.63
20.000 to 24.999 APR	11	1.89	270	2.56
25.000 to 29.999 APR	9	1.55	159	1.50
30.000 to 34.999 APR	12	2.06	156	1.48
35.000 to 39.999 APR	209	35.91	2,982	28.23
40.000 to 69.999 APR	190	32.65	2,606	24.67
70.000 to 99.999 APR	64	11.00	995	9.42
100.000 or More APR	28	4.81	427	4.04
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>582</u>	<u>100.00</u>	<u>\$ 10,565</u>	<u>100.00</u>
Total Auto Title Consumer Loans Made	<u>9,069</u>		<u>\$ 50,490</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - WAGE ASSIGNMENT</u>				
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	0		\$ 0	
Alternate Rate:				
1.6% per month	0		0	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	0	0.00	\$ 0	0.00
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	0	0.00	0	0.00
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	0	0.00
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>0</u>	<u>0.00</u>	<u>\$ 0</u>	<u>0.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	0	0.00	\$ 0	0.00
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	0	0.00	0	0.00
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	0	0.00
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>0</u>	<u>0.00</u>	<u>\$ 0</u>	<u>0.00</u>

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - WAGE ASSIGNMENT</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	0	0.00	\$ 0	0.00
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	0	0.00	0	0.00
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	0	0.00
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>0</u>	<u>0.00</u>	<u>\$ 0</u>	<u>0.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	1	100.00	\$ 544	100.00
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	0	0.00	0	0.00
25.000 to 29.999 APR	0	0.00	0	0.00
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	0	0.00
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>100.00</u>
Total Loans Made	<u>1</u>	<u>100.00</u>	<u>\$ 544</u>	<u>100.00</u>
Total Wage Assignment Consumer Loans Made	<u>1</u>		<u>\$ 544</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - REAL PROPERTY</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	82	96.47	\$ 657	97.48
15.000 to 19.999 APR	0	0.00	0	0.00
20.000 to 24.999 APR	0	0.00	0	0.00
25.000 to 29.999 APR	3	3.53	17	2.52
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	0	0.00
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>85</u>	<u>100.00</u>	<u>\$ 674</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	58,710	92.28	\$ 25,959,365	92.45
15.000 to 19.999 APR	329	0.52	48,836	0.17
20.000 to 24.999 APR	9	0.01	383	0.00
25.000 to 29.999 APR	22	0.03	2,686	0.01
30.000 to 34.999 APR	1	0.00	1,500	0.01
35.000 to 39.999 APR	0	0.00	0	0.00
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	63	0.10	37,634	0.13
Variable Rate	<u>4,491</u>	<u>7.06</u>	<u>2,028,066</u>	<u>7.22</u>
Total Loans Made	<u>63,625</u>	<u>100.00</u>	<u>\$ 28,078,470</u>	<u>100.00</u>
Total Real Property Consumer Loans Made	<u>63,710</u>		<u>\$ 28,079,144</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - OTHER SECURITIES</u>				
<u>LOANS UNDER \$2,500</u>				
Step Rate:				
2.5, 2, 1.5, 1% per month	0		\$ 0	
Alternate Rate:				
1.6% per month	0			0
Federal Reserve Bank Rate plus 10%	0			0
Other Rates:				
Up to 14.999 APR	27,162	51.84	\$ 7,016	22.73
15.000 to 19.999 APR	3,506	6.69	5,565	18.03
20.000 to 24.999 APR	21,711	41.44	18,262	59.17
25.000 to 29.999 APR	2	0.00	1	0.00
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	0	0.00	0	0.00
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>14</u>	<u>0.03</u>	<u>18</u>	<u>0.06</u>
Total Loans Made	<u>52,395</u>	<u>100.00</u>	<u>\$ 30,862</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	1,078	17.35	\$ 4,032	17.54
15.000 to 19.999 APR	2,662	42.83	9,886	43.00
20.000 to 24.999 APR	43	0.69	166	0.72
25.000 to 29.999 APR	2,407	38.73	8,812	38.33
30.000 to 34.999 APR	0	0.00	0	0.00
35.000 to 39.999 APR	7	0.11	27	0.12
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>18</u>	<u>0.29</u>	<u>69</u>	<u>0.30</u>
Total Loans Made	<u>6,215</u>	<u>100.00</u>	<u>\$ 22,992</u>	<u>100.00</u>

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
For the Year Ended December 31, 2023
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS - OTHER SECURITIES</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	38	45.24	\$ 279	45.22
15.000 to 19.999 APR	5	5.95	39	6.32
20.000 to 24.999 APR	8	9.52	58	9.40
25.000 to 29.999 APR	11	13.10	84	13.61
30.000 to 34.999 APR	5	5.95	42	6.81
35.000 to 39.999 APR	17	20.24	115	18.64
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>84</u>	<u>100.00</u>	<u>\$ 617</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	7,102	94.96	\$ 738,624	87.82
15.000 to 19.999 APR	188	2.51	12,844	1.53
20.000 to 24.999 APR	7	0.09	96	0.01
25.000 to 29.999 APR	19	0.25	678	0.08
30.000 to 34.999 APR	25	0.33	417	0.05
35.000 to 39.999 APR	23	0.31	357	0.04
40.000 to 69.999 APR	0	0.00	0	0.00
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	0	0.00	0	0.00
Variable Rate	<u>115</u>	<u>1.54</u>	<u>88,063</u>	<u>10.47</u>
Total Loans Made	<u>7,479</u>	<u>100.00</u>	<u>\$ 841,079</u>	<u>100.00</u>
Total Other Securities Consumer Loans Made	<u>66,173</u>		<u>\$ 895,550</u>	

Exhibit H
California Finance Lenders
Schedule of Loan Activity
For the Year Ended December 31, 2023
(\$ in thousands)

Table 3: Consumer Loans Serviced - Unsecured and Personal Property

	Unsecured		Personal Property	
	Number of Loans	Principal Amount	Number of Loans	Principal Amount
Loans Outstanding at Prior Year End 12/31/2022	7,340,710	\$ 8,870,859	316,529	\$ 13,405,491
Loans Outstanding at Year End 12/31/2023	8,000,172	\$ 8,123,393	187,037	\$ 6,604,914
Loans with One or More Past Due Payments Which are Past Due 30 or More Days at 12/31/2023	2,278,844	\$ 407,945	3,728	\$ 125,833

Table 4: Current Year Loan Activity - Unsecured and Personal Property

	Unsecured		Personal Property	
	Number of Loans	Principal Amount	Number of Loans	Principal Amount
Number of Loans Charged One or More Late Fees	1,275,435		9,737	
Total Late Fees Collected	1,747,674	\$ 24,714	13,919	\$ 1,140
Total Number of Repossessions Conducted	0		136	
Total Number of Loans Reinstated	61,075		0	
Total Number of Collateral Redeemed	0		0	
Total Collateral Sales Resulting in a Deficiency Balance	0	\$ 0	145	\$ 4,634
Total Collateral Sales Resulting in a Surplus Balance	0	\$ 0	3	\$ 128
Total Charge-Offs	1,049,202	\$ 808,263	2,218	\$ 52,636
Average Contracted Term of Loan (In Months)	49		172	

Exhibit H (continued)
California Finance Lenders
Schedule of Loan Activity
For the Year Ended December 31, 2023
(\$ in thousands)

Table 5: Consumer Loans Serviced - Automobiles and Other Motor Vehicles and Auto Title Loans

	Automobiles and Other Motor Vehicles		Auto Title Loans	
	Number of Loans	Principal Amount	Number of Loans	Principal Amount
Loans Outstanding at Prior Year End 12/31/2022	1,203,042	\$ 20,897,024	15,907	\$ 80,434
Loans Outstanding at Year End 12/31/2023	1,599,779	\$ 28,102,398	25,760	\$ 103,951
Loans with One or More Past Due Payments Which are Past Due 30 or More Days at 12/31/2023	53,789	\$ 882,701	1,016	\$ 4,429

Table 6: Current Year Loan Activity - Automobiles and Other Motor Vehicles and Auto Title Loans

	Automobiles and Other Motor Vehicles		Auto Title Loans	
	Number of Loans	Principal Amount	Number of Loans	Principal Amount
Number of Loans Charged One or More Late Fees	664,035		3,488	
Total Late Fees Collected	1,641,766	\$ 25,212	7,491	\$ 83
Total Number of Repossessions Conducted	18,742		305	
Total Number of Loans Reinstated	4,725		29	
Total Number of Collateral Redeemed	4,490		43	
Total Collateral Sales Resulting in a Deficiency Balance	3,572	\$ 43,737	272	\$ 952
Total Collateral Sales Resulting in a Surplus Balance	535	\$ 2,984	17	\$ 66
Total Charge-Offs	24,494	\$ 554,648	24,070	\$ 399,464
Average Contracted Term of Loan (In Months)	57		32	

Exhibit H (continued)
California Finance Lenders
Schedule of Loan Activity
For the Year Ended December 31, 2023
(\$ in thousands)

Table 7: Consumer Loans Serviced - Real Property and Other Security

	Real Property		Other Security	
	Number of Loans	Principal Amount	Number of Loans	Principal Amount
Loans Outstanding at Prior Year End 12/31/2022	354,485	\$ 124,330,507	66,269	\$ 2,215,158
Loans Outstanding at Year End 12/31/2023	467,130	\$ 146,719,061	63,408	\$ 2,253,594
Loans with One or More Past Due Payments Which are Past Due 30 or More Days at 12/31/2023	15,999	\$ 5,363,684	1,804	\$ 27,712

Table 8: Current Year Loan Activity - Real Property and Other Security

	Real Property		Other Security	
	Number of Loans	Principal Amount	Number of Loans	Principal Amount
Number of Loans Charged One or More Late Fees	76,541		6,673	
Total Late Fees Collected	57,933	\$ 9,493	5,723	\$ 164
Total Number of Foreclosures/Repossessions Conducted	40		165	
Total Number of Loans Reinstated	5,394		42	
Total Number of Collateral Redeemed	20		9,614	
Total Collateral Sales Resulting in a Deficiency Balance	15	\$ 2,042	69	\$ 1,036
Total Collateral Sales Resulting in a Surplus Balance	189	\$ 44,308	27	\$ 537
Total Charge-Offs	10	\$ 453	3,835	\$ 4,378
Average Contracted Term of Loan (In Months)	292		125	

Exhibit I
California Finance Lenders
Default Rate by Security Type and Size of Loan
For the Year Ended December 31, 2023

Table 9: Consumer Loans Under \$2,500

	Unsecured	Personal Property	Automobiles & Other Motor Vehicles	Auto Title Loans
Total # of Charge-Offs	904,029	132	376	6
Total # of Loans Outstanding	6,825,821	682	3,130	14
Current Loans	6,244,295	636	2,752	8
1 Payment Past Due	252,556	11	209	0
2 Payments Past Due	105,424	3	61	0
3 or More Payments Past Due	223,546	32	108	6

	Wage Assignments	Other Security	Totals
Total # of Charge-Offs	0	3,384	5,094,858
Total # of Loans Outstanding	0	21,871	6,851,518
Current Loans	0	18,948	6,266,639
1 Payment Past Due	0	2,465	255,241
2 Payments Past Due	0	367	105,855
3 or More Payments Past Due	0	91	223,783

Table 10: Consumer Loans \$2,500 to \$4,999

	Unsecured	Personal Property	Automobiles & Other Motor Vehicles	Auto Title Loans
Total # of Charge-Offs	88,234	357	1,330	22,238
Total # of Loans Outstanding	339,684	1,308	14,103	22,706
Current Loans	259,794	1,182	12,248	329
1 Payment Past Due	53,347	34	897	21,671
2 Payments Past Due	6,887	24	344	44
3 or More Payments Past Due	19,656	68	614	662

	Wage Assignments	Other Security	Totals
Total # of Charge-Offs	0	280	113,264
Total # of Loans Outstanding	0	5,511	383,312
Current Loans	0	5,064	278,617
1 Payment Past Due	0	257	76,206
2 Payments Past Due	0	65	7,364
3 or More Payments Past Due	0	125	21,125

Exhibit I (continued)
California Finance Lenders
Default Rate by Security Type and Size of Loan
For the Year Ended December 31, 2023

Table 11: Consumer Loans \$5,000 to \$9,999

	Unsecured	Personal Property	Automobiles & Other Motor Vehicles	Auto Title Loans
Total # of Charge-Offs	44,106	447	3,100	1,750
Total # of Loans Outstanding	290,273	2,464	35,363	2,005
Current Loans	241,696	2,260	31,170	181
1 Payment Past Due	23,435	52	2,096	1,645
2 Payments Past Due	7,588	39	657	29
3 or More Payments Past Due	17,554	113	1,440	150

	Wage Assignments	Real Property	Other Security	Totals
Total # of Charge-Offs	0	6	11	49,420
Total # of Loans Outstanding	0	296	193	330,594
Current Loans	0	287	165	275,759
1 Payment Past Due	0	1	16	27,245
2 Payments Past Due	0	3	0	8,316
3 or More Payments Past Due	0	5	12	19,274

Table 12: Consumer Loans \$10,000 or More

	Unsecured	Personal Property	Automobiles & Other Motor Vehicles	Auto Title Loans
Total # of Charge-Offs	12,833	1,282	19,688	76
Total # of Loans Outstanding	156,361	178,817	1,086,613	299
Current Loans	140,668	175,607	1,054,231	192
1 Payment Past Due	7,173	1,108	21,601	43
2 Payments Past Due	2,617	510	6,109	19
3 or More Payments Past Due	5,903	1,592	4,672	45

	Wage Assignments	Real Property	Other Security	Totals
Total # of Charge-Offs	0	4	160	34,043
Total # of Loans Outstanding	0	105,353	46,216	1,573,659
Current Loans	0	101,969	44,514	1,517,181
1 Payment Past Due	0	1,755	675	32,355
2 Payments Past Due	0	567	340	10,162
3 or More Payments Past Due	0	1,062	687	13,961

Exhibit J
California Finance Lenders
Loans Made Online by Type of Security
For the Year Ended December 31, 2023
(\$ in thousands)

Table 13: Loans Made Online

Total Number of CFL Licensees Making Loans	1,613
Total Number of CFL Licensees Making Online Loans	147
% of CFL Licensees Making Online Loans	9.11%
Aggregate Principal Amount of All CFL Loans Made	\$ 204,091,046
Aggregate Principal Amount of Online CFL Loans Made	\$ 19,122,041
% of Online CFL Loans Made	9.37%

Type of Security	Number of Loans	% of Total Number to All CFL Consumer Number	Principal Amount	% of Total Amount to All CFL Consumer Amount
CONSUMER LOANS				
Unsecured (Under \$2,500)	34,860,093	99.45	\$ 3,893,787	29.95
Unsecured (\$2,500 and Above)	85,858	0.24	\$ 674,011	5.18
Personal Property	43,253	0.12	\$ 1,561,987	12.02
Automobiles & Other Motor Vehicles	24,085	0.07	\$ 410,217	3.16
Auto Title Loans	42	0.00	\$ 350	0.00
Wage Assignment	0	0.00	\$ 0	0.00
Real Property	16,111	0.05	\$ 6,348,942	48.84
Other Security	21,847	0.06	\$ 110,170	0.85
Total Consumer Loans Made	35,051,289	100.00	\$ 12,999,464	100.00

Type of Security	Number of Loans	% of Total Number to All CFL Commercial Number	Principal Amount	% of Total Amount to All CFL Commercial
COMMERCIAL LOANS				
Unsecured	18,669	33.71	\$549,268	8.97
Personal Property	3,640	6.57	\$2,596,860	42.41
Automobiles & Other Motor Vehicles	14,188	25.62	\$125,013	2.04
Business Equipment	2,621	4.73	\$293,667	4.80
Real Property	2,930	5.29	\$1,674,430	27.35
Other Security	13,336	24.08	\$883,339	14.43
Total Commercial Loans Made	55,384	100.00	\$6,122,577	100.00

Exhibit K
Property Assessed Clean Energy (PACE) Program
Key Findings
For the Year Ended December 31, 2023

The licensing and regulation of PACE program administrators by the DFPI commenced on January 1, 2019. A program administrator is a person administering a PACE program on behalf of a public agency. A PACE program provides financing for the installation of energy-efficiency improvements on real property with funding repaid through property tax assessments, as authorized by specified laws.

As of December 31, 2023, there were four PACE program administrators licensed with the DFPI, and the four licensed PACE program administrators have enrolled 3,579 PACE solicitors and 21,773 PACE solicitor agents. PACE solicitors are authorized by a program administrator to solicit a property owner to enter into an assessment contract. PACE solicitor agents are employed or retained by, and act on behalf of, a PACE solicitor to solicit a property owner to enter into an assessment contract.

Financial Code section 22692(a) requires program administrators to file with the DFPI Commissioner annual reports that provide information related to their financing activities under the program.

Key Findings

- PACE program administrators reported gross income of \$16.4 million from PACE program assessment financing in 2023.
- The total number of PACE assessment contracts funded and originated by program administrators in 2023 was 2,756 for a total amount of \$106.8 million.
- In 2023, the aggregated total fees and other charges assessed to property owners, excluding interest, was \$11.1 million.
- A total of 413 PACE assessment contracts were canceled by consumers within three or five days of execution in 2023.
- Detailed information required under Streets and Highways Code (SHC) section 5954 is available by [city](#), by [county](#), and by [ZIP code](#).

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Key Findings
For the Year Ended December 31, 2023

Other Findings

- A total of [683 PACE assessments](#) were funded for HVAC systems, boilers, or other temperature regulation systems not involving an emergency or immediate necessity.
- PACE program administrators reported 69 delinquent PACE assessments in 2023 involving a case of emergency or immediate necessity under Financial Code section 22687 subdivision (e). For financing involving an emergency or immediate necessity, a program administrator is not required to determine and consider the current and reasonably expected income or assets of the property owner in accordance with Financial Code section 22687, subdivision (b).
- The reported estimated amount of greenhouse gas emission reductions in 2023 was 27,289 metric tons (MT).
- The number of jobs created in 2023 related to PACE was estimated to be 1,511.
- The program administrators provided the number of [energy](#) and [water](#) saving improvement products installed during 2023. However, not all the program administrators tracked the overall average efficiency rating and whether these installed energy and water saving improvement products qualified for the Energy Star program.

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Licensing Data
For the Year Ended December 31, 2023

PROGRAM ADMINISTRATOR LICENSING DATA

The table below shows the number of licensed PACE program administrators as of December 31, 2023. The table also includes the number of enrolled PACE solicitors and enrolled PACE solicitor agents at the calendar year end.

Table 14: Program Administrator, Solicitor, and Solicitor Agent Data

	2021	2022	2023
Number of Licensed Program Administrators as of January 1	5	4	4
Number of Program Administrators License Surrendered	0	0	0
Number of Program Administrators License Revoked	1	0	0
Number of Licensed Program Administrators as of December 31	4	4	4
Number of Enrolled PACE Solicitors at December 31	3,499	3,277	3,579
Number of Enrolled PACE Solicitor Agents at December 31	18,145	19,168	21,773

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Program Violations Found During Examinations
For the Year Ended December 31, 2023

VIOLATIONS FOUND DURING EXAMINATIONS

PACE program administrators are subject to inspection, examination, or investigation by the Commissioner. The information provided in this section was obtained from regulatory examinations the DFPI conducted of PACE program licensees from January 1, 2021, through December 31, 2023. These examinations were conducted under the authority of Financial Code sections 22690 and 22701.

The purpose of regulatory examinations is to obtain information about whether PACE program licensees have complied with the California Financial Code ("FC"), California Code of Regulations ("CCR") and California Streets and Highways Code ("SHC").

Table 15: Number and Type of Violations

	FC/CCR Section	SHC Section	2021	2022	2023
Failure to Update Principal Officers	22105		1	0	0
Provided False and Misleading Dealer Fee Disclosure	22161 and 22689(c)	5923(c) and 5926	1	0	0
Improper Advanced Payment	22161		0	0	1
Failure to Disclose Licensing Authority	22162(b)		1	0	0
Failure to Report PACE Solicitor as Enrolled	22680(a)		1	0	0
Failure to Monitor PACE Solicitor and Solicitor Agent Requirements	22680(d) and (f)		1	0	1
Improper Enrollment of PACE Solicitor Agent Who Did Not Maintain the Required Minimum Qualifications	22680(e) and (g)		1	0	1
Inadequate Policies and Procedures in Responding to Consumer Complaints	22683		1	0	1
Approval of Ineligible Home Improvement Contracts Exceeded Maximum Amount Financed Allowed	22684 (a)(b)		1	0	0
The Term of the PACE Assessment Contract Exceeded the Estimated Useful Life of the Measure Attributed to Greatest Portion of Funds	22684(h)		1	0	0
Failure to Utilize at Least Three Automated Valuation Models	22685(a)(1)		1	0	0
Failure to Verify Whether the Assessment Contract was Executed Prior to Work Commencement	22686		1	0	0
Failure to Accurately Determine That Property Owner has An Ability to Repay the Annual PACE Assessment Payment	22686 and 22687		0	0	1
Emergency Waiver of Ability to Repay Requirements Granted for Ineligible Agreements	22687		1	0	0
Failure to Obtain Monthly Household Expense Information from Property Owner	22687(a)(1)		1	0	0

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Program Violations Found During Examinations
For the Year Ended December 31, 2023

Table 15: Number and Type of Violations (Continued)

	FC/CCR Section	SHC Section	2021	2022	2023
Failure to Confirm the Amount and Sources of Property Owner's Income Curing the Oral Confirmation of Key Terms Call	22687(a)(6)		0	0	1
Failure to Verify that Price of PACE Finance Project is Not Different from Paid in Cash Price	22689(c)	5926	1	0	0
No Evidence that Property Owner Agreed to Receive Electronic Copy of Document in Lieu of Printed Copy	22689(c)	5898.16(b) (1) and 5898.17(a)	1	0	0
Failure to Inform Property Owner of Annual Administrative Fee in Confirmation Terms Call	22689(c)	5913(a)(2)	1	0	0
Failure to Produce Recording of PACE Assessment Term Confirmation Call	22689(c)	5913(b)(3)	1	0	1
Failure to Confirm the Assessment Contract and Financing Estimate and Disclosure to All Property Owners	22689(c)	5902(g) and 5913	1	0	0
Failure to Provide the Right to Cancel in Required Format	22689(c)	5898.16(b) (1)(A)	1	0	0
Failure to Provide DFPI Consumer Services Contact Information	1620.06(g) CCR		0	0	1
Missing Required Pre-Paid Power Purchase Agreement Disclosures		5899.2(h)	0	0	1

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Complaint Information
For the Year Ended December 31, 2023

COMPLAINT INFORMATION

In 2023, a total of 61 complaints were received by the DFPI related to PACE program administrators, PACE solicitors, and/or PACE solicitor agents. The tables below summarize issues covered in the complaints.

Table 16: PACE Program Related Complaints

	2021	2022	2023
Total Number of Complaints Received	69	75	61
Total Number of Complaints Awaiting Resolution	2	1	2
Total Number of Complaints Resolved	67	74	59

Table 17: Complaints by Complaint Reason

	2021	2022	2023
Administrative Issue	0	1	2
Advertising Issue	1	0	0
Fraud Allegation	4	5	13
Identity Theft Allegation	0	0	0
Investment Fraud Allegation	0	0	0
Mishandled Transaction	3	6	3
False Statement or Misrepresentation	0	0	5
Overcharges	1	2	2
Payment Dispute	13	12	6
Poor Customer Service	0	4	2
Unethical Behavior or Tactics	42	37	25
Other ²	5	8	3

² The other category includes complaints that did not specify a program administrator, solicitor, or solicitor agent, and/or complaints that were not under the DFPI's jurisdiction.

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Complaint Information
For the Year Ended December 31, 2023

CONSUMER PROTECTION

The DFPI will continue to utilize the tools available to protect homeowners from fraudulent actions and deceptive marketing tactics.

California homeowners experiencing problems with PACE have recourse if they're struggling to pay an assessment and are encouraged to file a complaint with the Department. Homeowners can file a complaint online at dfpi.ca.gov/file-a-complaint/ or call toll-free at (866) 275-2677. Translation services are offered in dozens of languages. More information about the PACE program, including frequently asked questions, can be found here: dfpi.ca.gov/pace-program-administrators/pace/.

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
For the Year Ended December 31, 2023

APPENDIX

The information provided in this section was obtained from statutorily required annual reports that PACE program administrators filed with the DFPI. The data provided in this report represents the aggregate totals for four PACE program administrators.

Table 18: Number and Aggregate Amount of Assessment Contracts Funded

	2021	2022	2023
Total Number of PACE Assessments	5,651	3,721	2,756
Aggregate Amount of PACE Assessments Funded	\$ 201,385,624	\$ 138,858,354	\$ 106,797,956
Average Amount of PACE Assessments Funded	\$ 35,637	\$ 37,317	\$ 38,751

Table 19: Assessment Contract Term

	2021	2022	2023
Average Term of Assessment Contract (in Years)	22.58	23.38	24.60
Median Term of Assessment Contract (in Years)	25.00	25.00	25.00

Table 20: Residential Property Data

	2021	2022	2023
Aggregate Average Market Value of Property Encumbered by Mortgage-Related PACE Assessments	\$ 572,555	\$ 670,932	\$ 652,694
Aggregate Median Market Value of Property Encumbered by Mortgage-Related and PACE Assessments	\$ 507,740	\$ 568,000	\$ 550,200

Table 21: Number of Assessment Contracts by Interest Rate by Year

	2021	2022	2023
Up to 14.999%	5,651	3,720	2,756
15% - 19.999%	0	1	0
20% - 24.999%	0	0	0
25% - 29.999%	0	0	0
30% - 34.999%	0	0	0
35% - 39.999%	0	0	0
40% - 69.999%	0	0	0
70% - 99.999%	0	0	0
At or Above 100%	0	0	0
Total PACE Assessments	5,651	3,721	2,756

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
For the Year Ended December 31, 2023

Table 22: Fees and Other Charges Excluding Interest

	2021	2022	2023
Total Fees and Other Charges Assessed to Property Owners not Included in Interest Rate	\$ 18,728,034	\$ 16,087,849	\$ 11,138,077

Table 23: Number of Assessment Contract Payments Received by Program Administrators from PACE Solicitors⁴

	2021	2022	2023
Buydown Fee	126	85	45
Contractor Payment	511	305	131
Seller's Points	211	144	0
Other Payments	0	0	0
Total	848	534	176

Table 24: Amount of Payments Received by Program Administrators from PACE Solicitors⁴

	2021	2022	2023
Buydown Fee	\$ 482,042	\$ 608,687	\$ 580,486
Contractor Payment	\$ 2,289,348	\$ 2,031,842	\$ 1,310,174
Seller's Points	\$ 788,696	\$ 746,129	\$ 0
Other Payments	\$ 0	\$ 0	\$ 0
Aggregate Amount of Payments	\$ 3,560,086	\$ 3,386,658	\$ 1,890,660
Average Amount of Payments	\$ 4,198	\$ 6,342	\$ 10,742
Median Amount of Payments	\$ 3,381	\$ 4,826	\$ 0

⁴ Newly added table pursuant to the regulations adopted in 2021.

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
For the Year Ended December 31, 2023

Table 25: Delinquent PACE Assessments

	2021	2022	2023
		\$ 5,781,432	\$ 5,764,407
Average Number of Missed Payments	1.87	2.42	2.47

[Total Delinquencies, by City, by County, and by ZIP Code.](#)

Table 26: Defaulted PACE Assessments

	2021	2022	2023
Total Defaulted Amount	\$ 2,445,762	\$ 1,220,462	\$ 1,359,942
Average Number of Missed Payments	3.67	5.02	5.56
Total Number of Parcels Defaulted	288	181	183
Average Number of Years in Default	1.16	2.46	2.76
Percentage of Defaulted Assessments	0.41%	0.36%	0.28%

[Total Defaulted Amount, by City, by County, and by ZIP Code.](#)

Table 27: Number of Delinquent PACE Assessments and Mortgage-Related Debt
at Time Assessment Contract Was Entered

	2021	2022	2023
Above 97 Percent Cap on Total PACE and Mortgage-Related Debt		1	0
87.10 – 97.00 Percent Cap on Total PACE and Mortgage-Related Debt	96	14	7
Below 87 Percent Cap on Total PACE and Mortgage-Related Debt	375	192	154
Total PACE Assessments	461	206	161

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
For the Year Ended December 31, 2023

Table 28: Method of Determining Market Value of Property for Delinquent PACE Assessments⁷

	2021	2022	2023
Automated Valuation Model	396	191	156
Appraisal	65	15	5
Property Valuation Not Obtained	0	0	0
Total PACE Assessments	461	206	161

Table 29: Residual Income of Property Owners for Delinquent PACE Assessments⁷

	2021 ⁸	2022	2023
Average Monthly Residual Income of Property Owners Upon Entering into Assessment Contract	\$ 5,149	\$ 5,621	\$ 4,683
Median Monthly Residual Income of Property Owners Upon Entering into Assessment Contract	\$ 2,028	\$ 1,834	\$ 1,102

Table 30: Foreclosure Actions (Year 2021)

Number of Foreclosure Actions	ZIP Code	Year of Assessment Contract	Original Amount of Assessment Contract	Amount Owed Upon Foreclosure	Purchased Price Paid for Property at Auction	Amount Recovered
1	90291	2019	\$ 199,633	\$ 18,566	\$ 4,441,101	\$ 18,566
1	90291	2020	\$ 189,042	\$ 12,473	\$ 2,380,000	\$ 205,605

Table 31: Foreclosure Actions (Year 2022)

Number of Foreclosure Actions	ZIP Code	Year of Assessment Contract	Original Amount of Assessment Contract	Amount Owed Upon Foreclosure	Purchased Price Paid for Property at Auction	Amount Recovered
1	90291	2020	\$ 189,255	\$ 52,818	\$ 3,194,128	\$ 52,818
1	91605	2018	\$ 94,349	\$ 94,349	\$ 766,513	\$ 0

Table 32: Foreclosure Actions (Year 2023)

Number of Foreclosure Actions	ZIP Code	Year of Assessment Contract	Original Amount of Assessment Contract	Amount Owed Upon Foreclosure	Purchased Price Paid for Property at Auction	Amount Recovered
1	92557	2022	\$ 33,177	\$ 33,493	\$ 417,718	\$ 33,493

⁷ Newly added table pursuant to the regulations adopted in 2021.

⁸ 2021 data was revised to reflect the residual income of property owners on a monthly basis.

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
For the Year Ended December 31, 2023

Table 33: PACE Assessments Funded Under Emergency
Procedures in Financial Code section 22687(e)

Type of Improvement	2021		2022		2023	
	Number of Improvements	Average Cost	Number of Improvements	Average Cost	Number of Improvements	Average Cost
Central Air Conditioner	2	\$10,644	0	\$ 0	0	\$ 0
Central Air Conditioner	1	12,788	2	11,225	1	5,985
Emergency HVAC						
Central Air Conditioner			0	0		
Emergency, Furnace	0	0			0	0
Emergency HVAC						
Cool Roof	0	0	0	0	0	0
Duct Replacement	0	0	0	0	0	0
Emergency HVAC						
Electric Tankless Water Heater	0	0	0	0	0	0
Energy Efficient	39	17,444	14	18,944	0	0
Energy Star Windows	0	0	0	0	0	0
Furnace Emergency HVAC	0	0	0	0	0	0
Heating and Air Conditioning Package Unit				0		
Emergency HVAC	0	0	0		0	0
High Performance Roofing	0	0	0	0	0	0
High-Efficiency HVAC	0	0	0	0	0	0
HVAC	0	0	0	0	0	0
Renewable Energy	2	29,850	0	0	0	0
Water Conservation	0	0	0	0	0	0
Water Delivery Systems	0	0	0	0	0	0
Total Improvements	44		16		1	
Total PACE Assessments Funded Under Emergency Procedures in Financial Code Section 22687(e)	42 ⁹		16 ⁹		1 ⁹	

⁹ A PACE assessment may include multiple improvements.



DEPARTMENT OF FINANCIAL
PROTECTION & INNOVATION

California Department of Financial Protection and Innovation

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