

2020

California Department of
Financial Protection and Innovation

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

Report Required by Financial Code Section 22160 and 22692

Revision of
Previously
Published Report
(January 2022)

PROTECTING CONSUMERS
FOSTERING TRUST & INNOVATION

DFPI 
DEPARTMENT OF FINANCIAL
PROTECTION & INNOVATION



Lourdes M. Castro Ramírez, Secretary

Business, Consumer Services and Housing Agency

Christopher S. Shultz, Acting Commissioner

Department of Financial Protection and Innovation

Edgar L. Gill Jr., Senior Deputy Commissioner

Division of Corporations and Financial Institutions

Mona Elsheikh, Deputy Commissioner

Financial Services

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EXECUTIVE SUMMARY

The Department of Financial Protection and Innovation 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 Department of Financial Protection and Innovation (DFPI) has compiled data submitted by finance lenders, brokers, and program administrators licensed under the California Financing Law. 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 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.

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

Key Findings

- Consumer loans with a principal loan amount of at least \$2,500 but less than \$10,000 and an Annual Percentage Rate ("APR") of 100 percent or more originated in 2020 **decreased by 99.9 percent, to 36 from 376,645 in 2019**. The total principal amount of such consumer loans **decreased by 99.9 percent over the same period**, to \$155,000 from \$1.2 billion.
- Consumer loans secured by auto title originated in 2020 **decreased by 94.4 percent to 5,994 from 106,070 in 2019**. The total principal amount of such consumer loans **decreased by 92.6 percent over the same period**, to \$30.9 million from \$415.6 million.
- This report contains the second year of reporting on PACE financing and PACE program administrators.
 - PACE program administrators reported gross income of \$43,478,875 from PACE program assessment financing in 2020, **representing a 30 percent decrease since 2019**.
 - The total amount of assessment contracts funded by PACE program administrators was \$332,517,305, **representing a decrease of 8 percent since 2019**.
 - The total number of PACE assessment contracts funded and originated in 2020 was 10,129, representing an 18 percent decrease since 2019.
 - In 2020, the aggregated total fees and other charges assessed to property owners, including interest, was \$82,549,973, **representing a decrease of 1 percent since 2019**.

- The number of consumer loans increased significantly due to a surge in the “buy now, pay later” unsecured consumer loans reported to the DFPI. This product growing dramatically in volume and becoming a larger percentage of the DFPI’s portfolio under CFL.
 - Finance lenders originated almost 12 million consumer loans in 2020, **a 530.2 percent increase over 2019**. The total principal amount of loans made in 2020 **increased by 96.8 percent in comparison to 2019** (from \$57 billion to \$112.2 billion).
 - The top six buy now pay later lenders accounted for 10,924,547, or **91 percent**, of the total consumer loans originated in 2020.
 - Excluding buy now pay later loans from the total number of consumer loans originated, unsecured loans accounted for 60.8 percent of the total number of consumer loans made in 2020 compared with 77.3 percent in 2019.
 - The total number of consumer loans originated by finance lenders, excluding loans made by buy now pay later lenders, **decreased overall by 41.1 percent to 1,005,094 from 1,707,651 in 2019**. However, the total principal amount of such consumer loans **increased by 94.8 percent over the same period**, to \$111 billion from \$57 billion.
- Setting aside the buy now pay later loans, the total aggregate principal amount of consumer loans increased mainly due to the increase in originations of consumer loans secured by real estate.
 - The number of consumer loans secured by real estate originated in 2020 **increased by 117.2 percent to 261,777 from 120,519 in 2019**. The total principal amount of such consumer loans **increased by 113.8 percent over the same period**, to \$101 billion from \$47.3 billion.

Other Findings

- Consumer loans with principal loan amount under \$2,500 accounted for **94.7 percent** of the total number of consumer loans made in 2020. Unsecured consumer loans made up **99.8 percent** of loans with principal amount of less than \$2,500.
- The number of commercial loans originated in 2020 **decreased by 21.99 percent to 706,228 from 905,341 in 2019**. The total principal amount of commercial loans **decreased by 13.9 percent over the same period**, to \$160.4 billion from \$186.4 billion.
- The number of online consumer loans originated in 2020 **increased by 1,589 percent to 11,226,399 from 664,488 in 2019**. The total principal amount of online loans **increased by 24.18 percent over the same period**, to \$14.5 billion from \$11.7 billion.
- The number of online commercial loans originated in 2020 **increased by 23.18 percent to 36,016 from 29,239 in 2019**. The total principal amount of online loans **increased by 14.19 percent over the same period**, to \$2.4 billion from \$2.1 billion.

BACKGROUND

The California Financing Law (Financial Code, § 22000, et seq.) (CFL) requires the licensing and regulation of finance lenders, brokers, or program administrators.

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.

The COVID-19 pandemic state of emergency was officially declared by state and federal agencies in March 2020, three months after the new law took effect, and dramatically altered the financial services landscape. A myriad of factors, including government assistance in the form of cash payments, expanded unemployment benefits and loan forbearances, likely had a significant impact on demand for loans and other consumer financial habits.

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

The DFPI is required to post a report every year on its website summarizing utilization of its Pilot Program pursuant to Financial Code section 22160.

This report contains unaudited data provided by licensees for the calendar year ending December 31, 2020. The report does not capture all consumer loans in the state, and does not include small-dollar loans made through bank partnerships, for instance.

As of December 31, 2020, the DFPI licensed 3,886 lenders, brokers, lenders and brokers, and PACE program administrators. Of the 3,886 licensees, 3,760 filed their required annual reports. All five PACE program administrators filed their annual reports. 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 <https://dfpi.ca.gov/california-financing-law-publications/>.

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
2020	3,886	7,194	1,491
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
2013	2,155	4,776	1,191
2012	2,056	4,385	889
2011	2,026	4,302	910

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
2020	12,635,869	\$ 272,580,616,643	\$ 9,402	\$ 227,144	\$ 21,572
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
2013	2,171,948	\$ 174,302,457,184	\$ 43,521	\$ 106,650	\$ 80,252
2012	1,876,767	\$ 165,639,476,215	\$ 60,110	\$ 108,137	\$ 88,258
2011	3,076,347	\$ 139,166,897,599	\$ 36,097	\$ 47,604	\$ 45,238

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

Exhibit A
California Financing Law Licensees
Consolidated Balance Sheet
As of December 31, 2020
(\$ in thousands)

<u>ASSETS</u>		% of Total Assets
		<hr/>
Cash	\$ 117,442,991	3.89
Investments	335,198,593	11.10
California Finance Lenders Loan Receivables	169,063,940	5.60
Other Receivables	1,193,981,260	39.52
Reserves and Withholds by Banks and Finance Companies	6,070,403	0.20
Real and Personal Property (Net)	152,800,879	5.06
Prepaid Expenses and Deferred Charges	7,120,541	0.24
Commissions Receivables	2,137,590	0.07
Other Assets	1,037,184,133	34.33
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Total Assets	\$ 3,021,000,329	100.00
	<hr/>	
<u>LIABILITIES AND NET WORTH</u>		% of Total Liabilities and Net Worth
		<hr/>
Loans and Notes Payable from Third Parties	\$ 605,895,702	20.06
Loans and Notes Payable from Parent Companies, Affiliates, etc.	396,839,834	13.14
Bonds, Debentures, and Certificates of Indebtedness	486,035,955	16.09
Accounts Payable	167,928,775	5.56
Dealers' Reserves and Withholds	1,422,492	0.05
Accrued Taxes Other Than Income Tax	2,183,353	0.07
Reserve for Income Taxes	30,926,020	1.02
Credit Insurance Premiums Due Insurer	303,982	0.01
Other Liabilities and Accruals	819,325,513	27.12
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Total Liabilities	2,510,861,626	83.11
Net Worth	510,138,703	16.89
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Total Liabilities and Net Worth	\$ 3,021,000,329	100.00
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Exhibit B
California Finance Lenders
Analysis of Loans and Receivables Outstanding
As of December 31, 2020
(\$ in thousands)

CALIFORNIA FINANCE LENDERS LOAN RECEIVABLES

	Aggregate Balance	% of Subtotal
Consumer Loans	49,834,842	28.66
Commercial Loans	124,043,938	71.34
Subtotal	\$ 173,878,780	100.00
Less: Unearned Pre-computed Charges	834,920	
Allowance for Bad Debts	\$ 3,979,338	
Net California Finance Lenders Loan Receivables	\$ 169,064,522	

OTHER RECEIVABLES

Sales Contracts	\$ 360,239,039	29.22
Leases (True Leases)	151,074,813	12.25
Factoring	6,444,386	0.52
Other	715,219,090	58.01
Subtotal	\$ 1,232,977,328	100.00
Less: Unearned Pre-computed Charges	15,625,416	
Allowance for Bad Debts	23,370,652	
Net California Finance Lenders Loan Receivables	\$ 1,193,981,260	

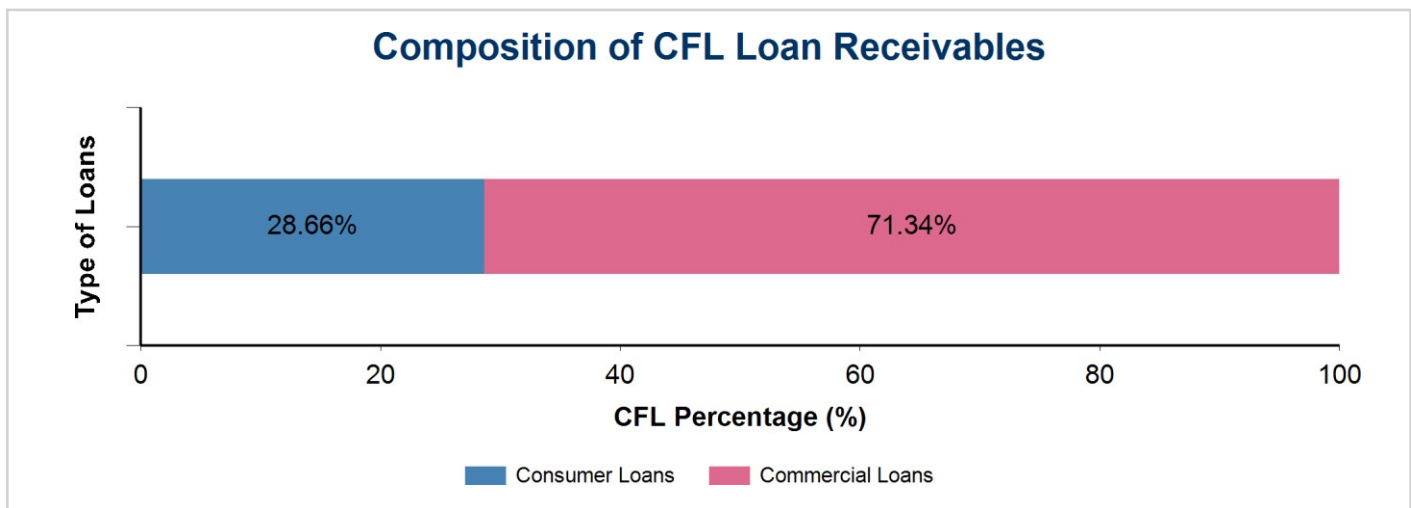


Exhibit C
California Financing Law Licensees
Statement of Income and Expenses
Calendar Year 2020
(\$ in thousands)

<u>INCOME</u>		% of Total Income
Gross Income of California Financing Law Licensees from Loans Made and Brokered Loans	\$ 19,013,024	4.90
Gross Income from All Other Businesses and Sources	369,174,497	95.10
Total Gross Income	<u>\$ 388,187,521</u>	<u>100.00</u>
 <u>EXPENSES</u>		
Loss on Loans Receivable	\$ 5,991,763	1.54
Professional Audit and Accounting Services	988,310	0.25
Insurance and Bond Premiums	494,905	0.13
Legal Services and Expenses	1,320,256	0.34
Occupancy Expenses	2,595,738	0.67
Provision for Bad Debt Allowance	13,092,138	3.37
Salaries and Bonuses: Employees	41,162,317	10.60
Salaries and Bonuses: Owners, Partners, Executives	1,887,664	0.49
Depreciation	31,681,910	8.16
License Fees and Taxes	1,112,407	0.29
Telephone and Utilities	639,012	0.16
Advertising and Promotions	5,614,275	1.45
Other Expenses	172,914,814	44.54
Total Expenses Before Interest and Income Taxes	<u>\$ 279,495,509</u>	<u>72.00</u>
Income or Loss Before Interest and Income Taxes	<u>\$ 108,692,012</u>	<u>28.00</u>
Less: Interest Paid to Bona Fide Third Parties	25,934,255	6.68
Interest Paid to Parent Company, Affiliates and Others	8,428,364	
Income or Loss Before Income Taxes	<u>\$ 74,329,393</u>	<u>19.15</u>
Less: Provision for Income Taxes	3,635,453	0.94
Net Income or (Loss)	<u>\$ 70,693,940</u>	<u>18.21</u>

Exhibit D
California Financing Law Licensees
Analysis of Income Received
Calendar Year 2020
(\$ 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	\$ 271,168	\$ 6,053,580	\$ 6,324,748
Collection from Charged-Off Accounts	674	73,905	74,579
Income from Credit Insurance	14	3,243	3,257
Other Insurance Commissions	0	2,846	2,846
Administrative Fees	1,238	288,334	289,572
Commissions from Loan Brokering	32,459	485,005	517,464
Other Income	16,687	1,123,263	1,139,950
Income from Consumer Loans	<u>\$ 322,240</u>	<u>\$ 8,030,176</u>	<u>\$ 8,352,416</u>
<u>COMMERCIAL LOANS</u>			
Charges Earned on Loans			\$ 9,333,266
Collection from Charged-Off Accounts			31,835
Income from Credit Insurance			1,089
Other Insurance Commissions			877
Commissions from Loan Brokering			96,612
Other Income			1,196,928
Income from Commercial Loans			<u>\$ 10,660,607</u>
Total Income from All Loans			<u>\$ 19,013,023</u>
<u>ALL OTHER BUSINESS AND SOURCES</u>			
Charges Earned on Loans			\$ 153,708,459
Other Interest or Return on Investments			9,833,507
Collection from Charged-Off Accounts			2,972,290
Income from Credit Insurance			20,666
Other Insurance Commissions			9,879,871
Other Income Relating to Loans			192,759,704
Total Income from All Other Business and Sources			<u>\$ 369,174,497</u>

Exhibit E
California Finance Lenders Loans
Made or Refinanced by Size
Calendar Year 2020
(\$ in thousands)

Size of Loans	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>CONSUMER LOANS</u>				
\$ 499 or less	11,021,521	92.39	\$ 1,142,677	1.02
500 to 1,999	259,225	2.17	195,805	0.17
2,000 to 2,499	13,477	0.11	29,673	0.03
2,500 to 4,999	110,131	0.92	380,328	0.34
5,000 to 9,999	139,638	1.17	996,845	0.89
10,000 or more	385,649	3.23	109,419,563	97.55
Total Consumer Loans Made	11,929,641	100.00	\$ 112,164,891	100.00
<u>COMMERCIAL LOANS</u>				
\$5,000 or more	706,228	100.00	\$ 160,415,726	100.00
Total Commercial Loans Made	706,228	100.00	\$ 160,415,726	100.00
Total Loans Made, All Categories	12,635,869		\$ 272,580,617	

Breakdown of Number of Consumer Loans by Loan Size

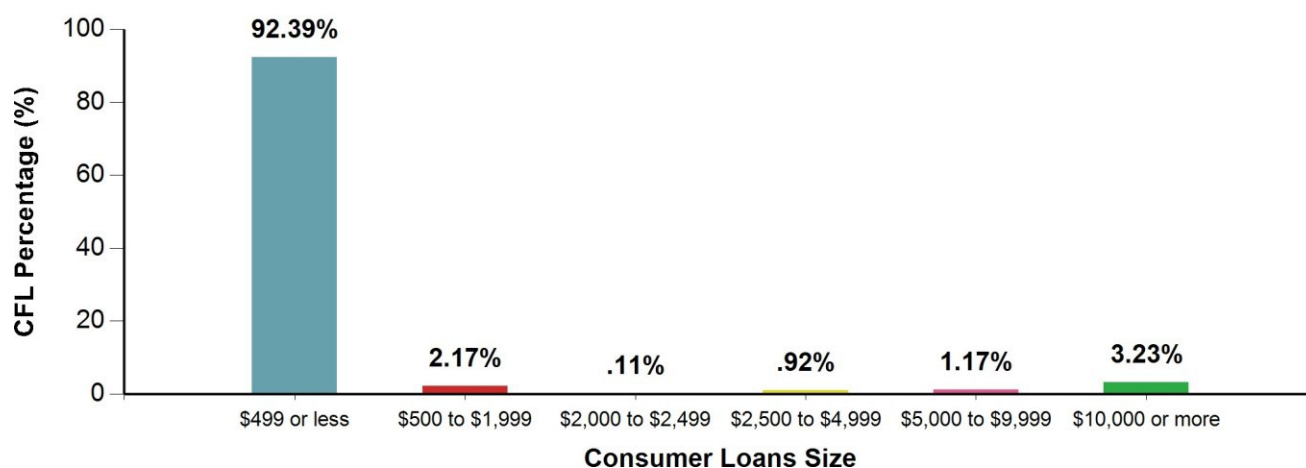


Exhibit F
California Finance Lenders
Loans Made or Refinanced by Type of Security
Calendar Year 2020
(\$ in thousands)

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	11,271,385	99.80	\$ 1,345,790	98.37
Personal Property	887	0.01	1,406	0.10
Automobiles & Other Motor Vehicles	146	0.00	264	0.02
Auto Title Loans	67	0.00	107	0.01
Wage Assignments	66	0.00	150	0.01
Other Security	<u>21,672</u>	<u>0.19</u>	<u>20,437</u>	<u>1.49</u>
Total Loans Made	<u>11,294,223</u>	<u>100.00</u>	<u>\$ 1,368,154</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Unsecured	93,381	84.79	\$ 319,038	83.88
Personal Property	2,291	2.08	8,425	2.22
Automobiles & Other Motor Vehicles	4,726	4.29	18,466	4.86
Auto Title Loans	3,557	3.23	11,369	2.99
Wage Assignments	0	0.00	0	0.00
Other Security	<u>6,176</u>	<u>5.61</u>	<u>23,031</u>	<u>6.06</u>
Total Loans Made	<u>110,131</u>	<u>100.00</u>	<u>\$ 380,328</u>	<u>100.00</u>
<u>LOANS OF \$5,000 TO \$9,999</u>				
Unsecured	115,867	82.98	\$ 822,744	82.53
Personal Property	2,381	1.71	15,868	1.59
Automobiles & Other Motor Vehicles	19,090	13.67	142,545	14.30
Auto Title Loans	1,973	1.41	13,281	1.33
Wage Assignments	0	0.00	0	0.00
Real Property	202	0.14	1,525	0.15
Other Security	<u>125</u>	<u>0.09</u>	<u>883</u>	<u>0.09</u>
Total Loans Made	<u>139,638</u>	<u>100.00</u>	<u>\$ 996,846</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Unsecured	54,483	14.13	\$ 5,514,547	5.04
Personal Property	22,399	5.81	1,447,260	1.32
Automobiles & Other Motor Vehicles	42,679	11.07	969,105	0.89
Auto Title Loans	397	0.10	6,161	0.01
Wage Assignments	0	0.00	0	0.00
Real Property	261,575	67.83	101,040,364	92.34
Other Security	<u>4,116</u>	<u>1.07</u>	<u>442,126</u>	<u>0.40</u>
Total Loans Made	<u>385,649</u>	<u>100.00</u>	<u>\$ 109,419,563</u>	<u>100.00</u>
Total Consumer Loans Made	<u>11,929,641</u>		<u>\$ 112,164,893</u>	

Exhibit F (continued)
California Finance Lenders
Loans Made or Refinanced by Type of Security
Calendar Year 2020
(\$ in thousands)

Type of Security	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>ALL CONSUMER LOANS</u>				
Unsecured	11,535,116	96.69	\$ 8,002,120	7.13
Personal Property	27,958	0.23	1,472,959	1.31
Automobiles & Other Motor Vehicles	66,641	0.56	1,130,380	1.01
Auto Title Loans	5,994	0.05	30,918	0.03
Wage Assignments	66	0.00	150	0.00
Real Property	261,777	2.19	101,041,889	90.08
Other Security	32,089	0.27	486,477	0.43
Total Consumer Loans Made	11,929,641	100.00	\$ 112,164,893	100.00

**Breakdown of Dollar Amount of Consumer Loans Made or Refinanced
by Type of Security**

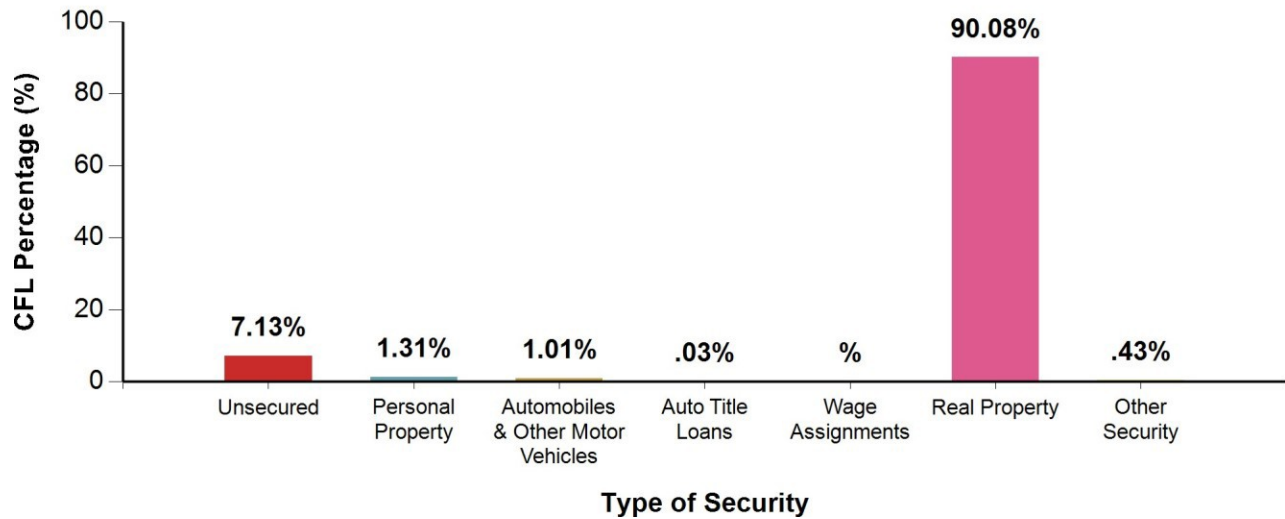


Exhibit F (continued)
California Finance Lenders
Loans Made or Refinanced by Type of Security
Calendar Year 2020
(\$ in thousands)

Type of Security	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>COMMERCIAL LOANS</u>				
Unsecured	61,015	8.64	\$ 6,306,529	3.93
Personal Property	3,465	0.49	2,009,186	1.25
Automobiles & Other Motor Vehicles	528,333	74.81	41,881,984	26.11
Business Equipment	28,307	4.01	9,401,307	5.86
Real Property	26,807	3.80	74,023,118	46.14
Other Security	<u>58,301</u>	<u>8.26</u>	<u>26,793,603</u>	<u>16.70</u>
Total Commercial Loans Made	<u>706,228</u>	<u>100.00</u>	<u>\$ 160,415,727</u>	<u>100.00</u>
Total Loans Made, All Categories	<u>12,635,869</u>		<u>\$ 272,580,620</u>	

Breakdown of Dollar Amount of Commercial Loans Made or Refinanced by Type of Security

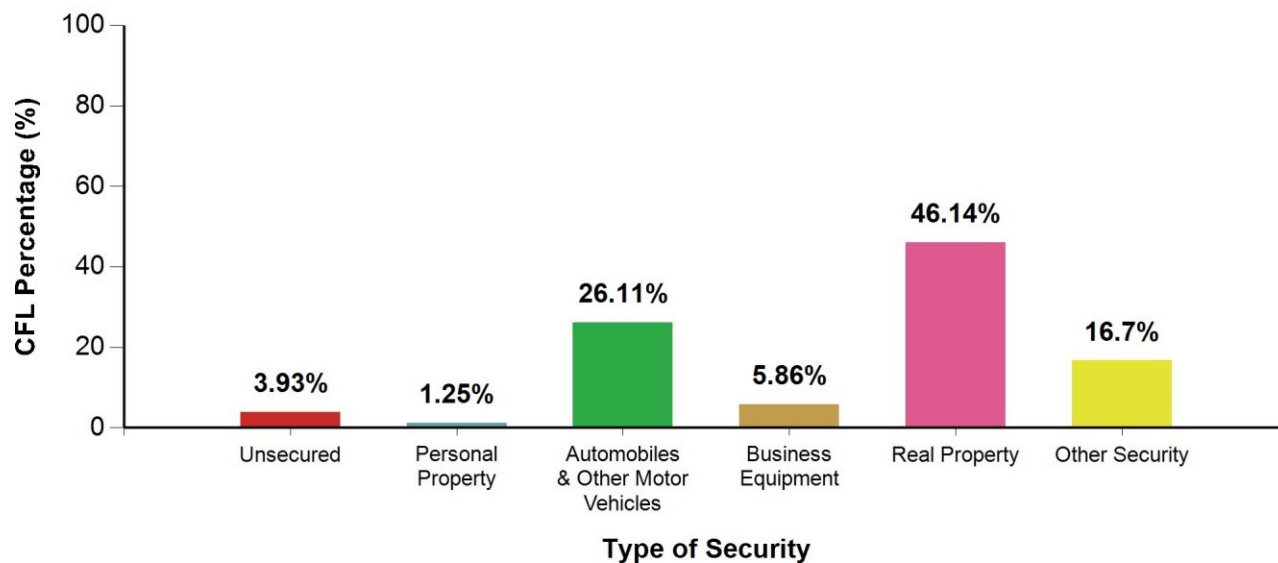


Exhibit G
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ in thousands)

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	115,016		\$ 33,155	
Alternate Rate:				
1.6% per month	56		75	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	10,951,228	96.96	\$ 1,173,187	85.75
15.000 to 19.999 APR	51,825	0.46	34,548	2.53
20.000 to 24.999 APR	30,551	0.27	14,213	1.04
25.000 to 29.999 APR	1,014	0.01	963	0.07
30.000 to 34.999 APR	82,561	0.73	20,781	1.52
35.000 to 39.999 APR	59,567	0.53	58,652	4.29
40.000 to 69.999 APR	94,546	0.84	59,186	4.33
70.000 to 99.999 APR	19,193	0.17	5,353	0.39
100.000 or More APR	3,614	0.03	983	0.07
Variable Rate	124	0.00	289	0.02
Total Loans Made	11,294,223	100.00	\$ 1,368,155	100.00
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	3,185	2.89	\$ 11,266	2.96
15.000 to 19.999 APR	4,366	3.96	15,753	4.14
20.000 to 24.999 APR	1,678	1.52	6,035	1.59
25.000 to 29.999 APR	4,587	4.17	16,950	4.46
30.000 to 34.999 APR	12,622	11.46	41,106	10.81
35.000 to 39.999 APR	81,807	74.28	283,288	74.49
40.000 to 69.999 APR	1,821	1.65	5,734	1.51
70.000 to 99.999 APR	49	0.04	148	0.04
100.000 or More APR	15	0.01	45	0.01
Variable Rate	1	0.00	3	0.00
Total Loans Made	110,131	100.00	\$ 380,328	100.00

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ 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	3,334	2.39	\$ 23,492	2.36
15.000 to 19.999 APR	1,330	0.95	9,402	0.94
20.000 to 24.999 APR	4,372	3.13	33,262	3.34
25.000 to 29.999 APR	9,852	7.06	78,359	7.86
30.000 to 34.999 APR	38,412	27.51	295,298	29.62
35.000 to 39.999 APR	82,196	58.86	556,115	55.79
40.000 to 69.999 APR	19	0.01	122	0.01
70.000 to 99.999 APR	62	0.04	388	0.04
100.000 or More APR	21	0.02	110	0.01
Variable Rate	40	0.03	298	0.03
Total Loans Made	139,638	100.00	\$ 996,846	100.00
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	332,840	86.31	\$ 107,393,236	98.15
15.000 to 19.999 APR	7,134	1.85	153,612	0.14
20.000 to 24.999 APR	11,395	2.95	189,017	0.17
25.000 to 29.999 APR	6,203	1.61	81,963	0.07
30.000 to 34.999 APR	6,111	1.58	84,100	0.08
35.000 to 39.999 APR	17,268	4.48	221,847	0.20
40.000 to 69.999 APR	119	0.03	1,948	0.00
70.000 to 99.999 APR	755	0.20	8,723	0.01
100.000 or More APR	1,759	0.46	652,776	0.60
Variable Rate	2,065	0.54	632,339	0.58
Total Loans Made	385,649	100.00	\$ 109,419,561	100.00
Total Consumer Loans Made	11,929,641		\$ 112,164,890	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ in thousands)

Rate Charged	Number of Loans	% of Total Number	Principal Amount	% of Total Amount
<u>COMMERCIAL LOANS</u>				
Up to 14.999 APR	623,648	88.31	\$ 129,582,767	80.78
15.000 to 19.999 APR	36,785	5.21	1,736,479	1.08
20.000 to 24.999 APR	3,467	0.49	394,623	0.25
25.000 to 29.999 APR	4,690	0.66	299,726	0.19
30.000 to 34.999 APR	1,767	0.25	177,112	0.11
35.000 to 39.999 APR	1,370	0.19	84,914	0.05
40.000 to 69.999 APR	5,213	0.74	218,119	0.14
70.000 to 99.999 APR	3,032	0.43	138,636	0.09
100.000 or More APR	6,868	0.97	1,183,531	0.74
Variable Rate	<u>19,388</u>	<u>2.75</u>	<u>26,599,819</u>	<u>16.58</u>
Total Commercial Loans Made	<u>706,228</u>	<u>100.00</u>	<u>\$ 160,415,726</u>	<u>100.00</u>
Total Loans Made, All Categories	<u>12,635,869</u>		<u>\$ 272,580,616</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ 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	115,004		\$ 33,134	
Alternate Rate:				
1.6% per month	53		74	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	10,947,030	97.12	\$ 1,168,716	86.84
15.000 to 19.999 APR	34,043	0.30	18,140	1.35
20.000 to 24.999 APR	29,858	0.26	13,073	0.97
25.000 to 29.999 APR	997	0.01	937	0.07
30.000 to 34.999 APR	82,549	0.73	20,766	1.54
35.000 to 39.999 APR	59,556	0.53	58,637	4.36
40.000 to 69.999 APR	94,545	0.84	59,185	4.40
70.000 to 99.999 APR	19,193	0.17	5,353	0.40
100.000 or More APR	3,614	0.03	983	0.07
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>11,271,385</u>	<u>100.00</u>	<u>\$ 1,345,790</u>	<u>100.00</u>
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	1,877	2.01	\$ 6,482	2.03
15.000 to 19.999 APR	1,401	1.50	4,622	1.45
20.000 to 24.999 APR	766	0.82	2,678	0.84
25.000 to 29.999 APR	1,797	1.92	6,417	2.01
30.000 to 34.999 APR	11,037	11.82	35,061	10.99
35.000 to 39.999 APR	74,745	80.04	258,228	80.94
40.000 to 69.999 APR	1,750	1.87	5,528	1.73
70.000 to 99.999 APR	5	0.01	15	0.00
100.000 or More APR	2	0.00	5	0.00
Variable Rate	<u>1</u>	<u>0.00</u>	<u>3</u>	<u>0.00</u>
Total Loans Made	<u>93,381</u>	<u>100.00</u>	<u>\$ 319,039</u>	<u>100.00</u>

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ 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	2,445	2.11	\$ 17,216	2.09
15.000 to 19.999 APR	907	0.78	6,060	0.74
20.000 to 24.999 APR	968	0.84	6,768	0.82
25.000 to 29.999 APR	6,992	6.03	57,160	6.95
30.000 to 34.999 APR	33,631	29.03	260,081	31.61
35.000 to 39.999 APR	70,868	61.16	475,096	57.75
40.000 to 69.999 APR	3	0.00	18	0.00
70.000 to 99.999 APR	2	0.00	10	0.00
100.000 or More APR	17	0.01	88	0.01
Variable Rate	<u>34</u>	<u>0.03</u>	<u>247</u>	<u>0.03</u>
Total Loans Made	<u>115,867</u>	<u>100.00</u>	<u>\$ 822,744</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	36,710	67.38	\$ 5,171,164	93.77
15.000 to 19.999 APR	1,374	2.52	35,287	0.64
20.000 to 24.999 APR	850	1.56	12,399	0.22
25.000 to 29.999 APR	2,645	4.85	27,897	0.51
30.000 to 34.999 APR	1,264	2.32	15,802	0.29
35.000 to 39.999 APR	10,074	18.49	125,821	2.28
40.000 to 69.999 APR	1	0.00	10	0.00
70.000 to 99.999 APR	689	1.26	7,892	0.14
100.000 or More APR	100	0.18	1,010	0.02
Variable Rate	<u>776</u>	<u>1.42</u>	<u>117,265</u>	<u>2.13</u>
Total Loans Made	<u>54,483</u>	<u>100.00</u>	<u>\$ 5,514,547</u>	<u>100.00</u>
Total Unsecured Consumer Loans Made	<u>11,535,116</u>		<u>\$ 8,002,120</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ 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	234	26.38	\$ 374	26.60
15.000 to 19.999 APR	95	10.71	143	10.17
20.000 to 24.999 APR	554	62.46	883	62.80
25.000 to 29.999 APR	4	0.45	6	0.43
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	0	0.00	0	0.00
Total Loans Made	887	100.00	\$ 1,406	100.00
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	207	9.04	\$ 748	8.88
15.000 to 19.999 APR	63	2.75	235	2.79
20.000 to 24.999 APR	525	22.92	1,854	22.01
25.000 to 29.999 APR	59	2.58	226	2.68
30.000 to 34.999 APR	275	12.00	1,008	11.96
35.000 to 39.999 APR	1,162	50.72	4,354	51.68
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	0	0.00	0	0.00
Total Loans Made	2,291	100.00	\$ 8,425	100.00

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ 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	332	13.94	\$ 2,138	13.47
15.000 to 19.999 APR	3	0.13	23	0.14
20.000 to 24.999 APR	242	10.16	1,636	10.31
25.000 to 29.999 APR	52	2.18	340	2.14
30.000 to 34.999 APR	340	14.28	2,260	14.24
35.000 to 39.999 APR	1,412	59.30	9,471	59.69
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	0	0.00	0	0.00
Total Loans Made	2,381	100.00	\$ 15,868	100.00
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	20,629	92.10	\$ 794,549	54.90
15.000 to 19.999 APR	22	0.10	1,683	0.12
20.000 to 24.999 APR	45	0.20	787	0.05
25.000 to 29.999 APR	24	0.11	580	0.04
30.000 to 34.999 APR	7	0.03	76	0.01
35.000 to 39.999 APR	25	0.11	280	0.02
40.000 to 69.999 APR	4	0.02	213	0.01
70.000 to 99.999 APR	0	0.00	0	0.00
100.000 or More APR	1,643	7.34	649,093	44.85
Variable Rate	0	0.00	0	0.00
Total Loans Made	22,399	100.00	\$ 1,447,261	100.00
Total Personal Property Consumer Loans Made	27,958		\$ 1,472,960	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ 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	10	6.85	\$ 19	7.20
15.000 to 19.999 APR	9	6.16	17	6.44
20.000 to 24.999 APR	118	80.82	214	81.06
25.000 to 29.999 APR	3	2.05	5	1.89
30.000 to 34.999 APR	3	2.05	6	2.27
35.000 to 39.999 APR	2	1.37	3	1.14
40.000 to 69.999 APR	1	0.68	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	0	0.00	0	0.00
Total Loans Made	146	100.00	\$ 264	100.00
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	18	0.38	\$ 66	0.36
15.000 to 19.999 APR	47	0.99	183	0.99
20.000 to 24.999 APR	319	6.75	1,241	6.72
25.000 to 29.999 APR	526	11.13	2,103	11.39
30.000 to 34.999 APR	1,270	26.87	4,899	26.53
35.000 to 39.999 APR	2,543	53.81	9,963	53.95
40.000 to 69.999 APR	3	0.06	11	0.06
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	0	0.00	0	0.00
Total Loans Made	4,726	100.00	\$ 18,466	100.00

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ 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	317	1.66	\$ 2,366	1.66
15.000 to 19.999 APR	408	2.14	3,241	2.27
20.000 to 24.999 APR	3,128	16.39	24,642	17.29
25.000 to 29.999 APR	2,790	14.61	20,731	14.54
30.000 to 34.999 APR	4,383	22.96	32,561	22.84
35.000 to 39.999 APR	8,064	42.24	59,003	41.39
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>19,090</u>	<u>100.00</u>	<u>\$ 142,544</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	11,201	26.24	\$ 467,969	48.29
15.000 to 19.999 APR	5,719	13.40	113,483	11.71
20.000 to 24.999 APR	10,474	24.54	173,896	17.94
25.000 to 29.999 APR	3,519	8.25	53,111	5.48
30.000 to 34.999 APR	4,747	11.12	66,735	6.89
35.000 to 39.999 APR	7,019	16.45	93,911	9.69
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>42,679</u>	<u>100.00</u>	<u>\$ 969,105</u>	<u>100.00</u>
Total Automobiles & Other Motor Vehicles Consumer Loans Made	<u>66,641</u>		<u>\$ 1,130,379</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ 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	0		0	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	20	29.85	\$ 31	29.25
15.000 to 19.999 APR	2	2.99	4	3.77
20.000 to 24.999 APR	17	25.37	36	33.96
25.000 to 29.999 APR	10	14.93	14	13.21
30.000 to 34.999 APR	9	13.43	9	8.49
35.000 to 39.999 APR	9	13.43	12	11.32
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	0	0.00	0	0.00
Total Loans Made	67	100.00	\$ 106	100.00
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	11	0.31	\$ 36	0.32
15.000 to 19.999 APR	7	0.20	22	0.19
20.000 to 24.999 APR	40	1.12	153	1.35
25.000 to 29.999 APR	7	0.20	25	0.22
30.000 to 34.999 APR	32	0.90	107	0.94
35.000 to 39.999 APR	3,335	93.76	10,659	93.75
40.000 to 69.999 APR	68	1.91	194	1.71
70.000 to 99.999 APR	44	1.24	133	1.17
100.000 or More APR	13	0.37	40	0.35
Variable Rate	0	0.00	0	0.00
Total Loans Made	3,557	100.00	\$ 11,369	100.00

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ in thousands)

<u>Rate Charged</u>	<u>Number of Loans</u>	<u>% of Total Number</u>	<u>Principal Amount</u>	<u>% of Total Amount</u>
<u>CONSUMER LOANS - AUTO TITLE LOANS</u>				
<u>LOANS OF \$5,000 TO \$9,999</u>				
Up to 14.999 APR	11	0.56	\$ 73	0.55
15.000 to 19.999 APR	10	0.51	66	0.50
20.000 to 24.999 APR	34	1.72	216	1.63
25.000 to 29.999 APR	15	0.76	100	0.75
30.000 to 34.999 APR	23	1.17	140	1.05
35.000 to 39.999 APR	1,800	91.23	12,183	91.73
40.000 to 69.999 APR	16	0.81	104	0.78
70.000 to 99.999 APR	60	3.04	378	2.85
100.000 or More APR	4	0.20	22	0.17
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>1,973</u>	<u>100.00</u>	<u>\$ 13,282</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	22	5.54	\$ 619	10.05
15.000 to 19.999 APR	10	2.52	210	3.41
20.000 to 24.999 APR	21	5.29	396	6.43
25.000 to 29.999 APR	8	2.02	134	2.18
30.000 to 34.999 APR	60	15.11	1,051	17.06
35.000 to 39.999 APR	85	21.41	1,012	16.43
40.000 to 69.999 APR	114	28.72	1,725	28.00
70.000 to 99.999 APR	66	16.62	831	13.49
100.000 or More APR	11	2.77	182	2.95
Variable Rate	<u>0</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>
Total Loans Made	<u>397</u>	<u>100.00</u>	<u>\$ 6,160</u>	<u>100.00</u>
Total Auto Title Consumer Loans Made	<u>5,994</u>		<u>\$ 30,917</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ 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	66	100.00	\$ 150	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>0.00</u>
Total Loans Made	<u>66</u>	<u>100.00</u>	<u>\$ 150</u>	<u>100.00</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
Calendar Year 2020
(\$ 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	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>
Total Wage Assignment Consumer Loans Made	<u>66</u>		<u>\$ 150</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ 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	196	97.03	\$ 1,474	96.66
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>6</u>	<u>2.97</u>	<u>51</u>	<u>3.34</u>
Total Loans Made	<u>202</u>	<u>100.00</u>	<u>\$ 1,525</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	260,283	99.51	\$ 100,532,491	99.50
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	5	0.00	2,491	0.00
Variable Rate	<u>1,287</u>	<u>0.49</u>	<u>505,382</u>	<u>0.50</u>
Total Loans Made	<u>261,575</u>	<u>100.00</u>	<u>\$ 101,040,364</u>	<u>100.00</u>
Total Real Property Consumer Loans Made	<u>261,777</u>		<u>\$ 101,041,889</u>	

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ 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	12		\$ 21	
Alternate Rate:				
1.6% per month	3		1	
Federal Reserve Bank Rate plus 10%	0		0	
Other Rates:				
Up to 14.999 APR	3,868	17.85	\$ 3,896	19.06
15.000 to 19.999 APR	17,676	81.56	16,245	79.49
20.000 to 24.999 APR	4	0.02	7	0.03
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	124	0.57	289	1.41
Total Loans Made	21,672	100.00	\$ 20,437	100.00
<u>LOANS OF \$2,500 TO \$4,999</u>				
Up to 14.999 APR	1,072	17.36	\$ 3,935	17.09
15.000 to 19.999 APR	2,848	46.11	10,690	46.42
20.000 to 24.999 APR	28	0.45	109	0.47
25.000 to 29.999 APR	2,198	35.59	8,180	35.52
30.000 to 34.999 APR	8	0.13	32	0.14
35.000 to 39.999 APR	22	0.36	85	0.37
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	0	0.00	0	0.00
Total Loans Made	6,176	100.00	\$ 23,031	100.00

Exhibit G (continued)
California Finance Lenders
Loans Made or Refinanced by Rate Charged
Calendar Year 2020
(\$ 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	33	26.40	\$ 225	25.51
15.000 to 19.999 APR	2	1.60	12	1.36
20.000 to 24.999 APR	0	0.00	0	0.00
25.000 to 29.999 APR	3	2.40	27	3.06
30.000 to 34.999 APR	35	28.00	255	28.91
35.000 to 39.999 APR	52	41.60	363	41.16
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>125</u>	<u>100.00</u>	<u>\$ 882</u>	<u>100.00</u>
<u>LOANS OF \$10,000 AND MORE</u>				
Up to 14.999 APR	3,995	97.06	\$ 426,444	96.45
15.000 to 19.999 APR	9	0.22	2,948	0.67
20.000 to 24.999 APR	5	0.12	1,541	0.35
25.000 to 29.999 APR	7	0.17	242	0.05
30.000 to 34.999 APR	33	0.80	436	0.10
35.000 to 39.999 APR	65	1.58	823	0.19
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>2</u>	<u>0.05</u>	<u>9,691</u>	<u>2.19</u>
Total Loans Made	<u>4,116</u>	<u>100.00</u>	<u>\$ 442,125</u>	<u>100.00</u>
Total Other Securities Consumer Loans Made	<u>32,089</u>		<u>\$ 486,475</u>	

Exhibit H
California Finance Lenders
Schedule of Loan Activity
Calendar Year 2020
(\$ 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 12/31/2019	1,450,951	\$10,082,315	103,120	\$2,618,333
Loans Outstanding at Year End 12/31/2020	3,615,542	\$8,921,018	121,365	\$2,893,084
Loans with One or More Past Due Payments Which are Past Due 30 or More Days at 12/31/2020	779,218	\$291,576	1,586	\$42,801

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	540,933		6,832	
Total Late Fees Collected	798,347	\$10,631	5,644	\$225
Total Number of Repossessions Conducted	0		63	
Total Number of Loans Reinstated	20,516		2	
Total Number of Collateral Redeemed	0		141	
Total Collateral Sales Resulting in a Deficiency Balance	0	\$0	38	\$296
Total Collateral Sales Resulting in a Surplus Balance	0	\$0	5	\$302
Total Charge-offs	500,328	\$498,918	5,341	\$50,759
Average Contracted Term of Loan (In Months)	37		114	

Exhibit H (continued)
California Finance Lenders
Schedule of Loan Activity
Calendar Year 2020
(\$ in thousands)

Table 5: Consumer Loans Serviced - Automobiles & 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 12/31/2019	1,609,563	\$25,872,276	113,988	\$383,066
Loans Outstanding at Year End 12/31/2020	330,649	\$3,872,827	49,979	\$154,473
Loans with One or More Past Due Payments Which are Past Due 30 or More Days at 12/31/2020	1,036,736	\$103,762	2,857	\$10,560

Table 6: Current Year Loan Activity - Automobiles & 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	137,461		16,396	
Total Late Fees Collected	109,739	\$3,846	64,071	\$1,012
Total Number of Repossessions Conducted	5,345		9,382	
Total Number of Loans Reinstated	630		1,248	
Total Number of Collateral Redeemed	352		781	
Total Collateral Sales Resulting in a Deficiency Balance	2,819	\$26,626	5,979	\$9,672
Total Collateral Sales Resulting in a Surplus Balance	20	\$68	109	\$548
Total Charge-offs	9,776	\$118,071	10,872	\$33,623
Average Contracted Term of Loan (In Months)	55		28	

Exhibit H (continued)
California Finance Lenders
Schedule of Loan Activity
Calendar Year 2020
(\$ 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 12/31/2019	222,894	\$69,376,998	44,935	\$7,227,669
Loans Outstanding at Year End 12/31/2020	336,603	\$106,566,433	56,242	\$7,689,384
Loans with One or More Past Due Payments Which are Past Due 30 or More Days at 12/31/2020	29,478	\$9,705,671	2,080	\$557,145

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	70,566		12,332	
Total Late Fees Collected	72,686	\$11,831	11,531	\$1,239
Total Number of Foreclosures/Repossessions Conducted	343		104	
Total Number of Loans Reinstated	2,163		109	
Total Number of Collateral Redeemed	493		27	
Total Collateral Sales Resulting in a Deficiency Balance	329	\$46,629	96	\$1,504
Total Collateral Sales Resulting in a Surplus Balance	77	\$7,858	65	\$4,511
Total Charge-offs	36	\$3,182	9,514	\$4,468
Average Contracted Term of Loan (In Months)	267		100	

Exhibit I
California Finance Lenders
Default Rate by Security Type and Size of Loan
As of December 31, 2020

Table 9: Consumer Loans Under \$2,500

	Unsecured	Personal Property	Automobiles & Other Motor Vehicles	Auto Title Loans
Total # of Charge-Offs	394,195	352	572	5
Total # of Loans Outstanding	3,887,481	2,290	1,332	62
Current Loans	3,623,240	2,205	1,079	48
1 Payment Past Due	91,591	30	143	4
2 Payments Past Due	68,829	16	33	10
3 or More Payments Past Due	103,821	39	77	0

	Wage Assignments	Other Security	Totals
Total # of Charge-Offs	0	9,096	404,220
Total # of Loans Outstanding	0	13,341	3,904,506
Current Loans	0	10,880	3,637,452
1 Payment Past Due	0	859	92,627
2 Payments Past Due	0	538	69,426
3 or More Payments Past Due	0	1,064	105,001

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

	Unsecured	Personal Property	Automobiles & Other Motor Vehicles	Auto Title Loans
Total # of Charge-Offs	74,576	860	791	9,345
Total # of Loans Outstanding	217,711	6,624	7,228	34,224
Current Loans	173,907	6,392	6,510	27,683
1 Payment Past Due	19,418	70	413	3,736
2 Payments Past Due	6,928	29	102	1,305
3 or More Payments Past Due	17,458	133	203	1,500

	Wage Assignments	Other Security	Totals
Total # of Charge-Offs	0	378	85,950
Total # of Loans Outstanding	0	6,336	272,123
Current Loans	0	5,732	220,224
1 Payment Past Due	0	351	23,988
2 Payments Past Due	0	78	8,442
3 or More Payments Past Due	0	175	19,469

Exhibit I (continued)
California Finance Lenders
Default Rate by Security Type and Size of Loan
As of December 31, 2020

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

	Unsecured	Personal Property	Automobiles & Other Motor Vehicles	Auto Title Loans
Total # of Charge-Offs	26,986	970	1,410	1,289
Total # of Loans Outstanding	250,107	17,321	22,844	9,752
Current Loans	208,925	16,895	21,141	8,028
1 Payment Past Due	22,192	94	963	1,104
2 Payments Past Due	6,428	99	259	271
3 or More Payments Past Due	12,562	233	481	349

	Wage Assignments	Real Property	Other Security	Totals
Total # of Charge-Offs	0	2	8	30,665
Total # of Loans Outstanding	0	1,552	231	301,807
Current Loans	0	1,493	200	256,682
1 Payment Past Due	0	0	7	24,360
2 Payments Past Due	0	27	5	7,089
3 or More Payments Past Due	0	32	19	13,676

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

	Unsecured	Personal Property	Automobiles & Other Motor Vehicles	Auto Title Loans
Total # of Charge-Offs	4,414	3,159	7,003	233
Total # of Loans Outstanding	103,384	113,117	191,725	1,972
Current Loans	100,202	111,726	184,076	1,587
1 Payment Past Due	1,611	730	4,604	234
2 Payments Past Due	531	317	1,539	59
3 or More Payments Past Due	1,040	344	1,506	92

	Wage Assignments	Real Property	Other Security	Totals
Total # of Charge-Offs	0	34	32	14,875
Total # of Loans Outstanding	0	1,838,105	37,262	2,285,565
Current Loans	0	1,820,013	35,347	2,252,951
1 Payment Past Due	0	867	194	8,240
2 Payments Past Due	0	4,111	404	6,961
3 or More Payments Past Due	0	13,114	1,317	17,413

Exhibit J
California Finance Lenders
Loans Made Online by Type of Security
Calendar Year 2020
(\$ in thousands)

Table 13: Loans Made Online

Total Number of CFL Licensees Making Loans	1,525
Total Number of CFL Licensees Making Online Loans	127
% of CFL Licensees Making Online Loans	8.33%
Aggregate Principal Amount of All CFL Loans Made	\$ 272,580,617
Aggregate Principal Amount of Online CFL Loans Made	\$ 16,902,535
% of Online CFL Loans Made	6.20%

Type of Security	Number of Loans	% of Total Number to All CFL Consumer Number	Principal Amount	% of Total Amount to All CFL Consumer Amount
<u>CONSUMER LOANS</u>				
Unsecured (Under \$2,500)	11,068,317	98.59	\$1,230,630	8.50
Unsecured (\$2,500 and Above)	89,580	0.80	\$1,887,279	13.03
Personal Property	14,551	0.13	\$483,401	3.34
Automobiles & Other Motor Vehicles	6,070	0.05	\$114,806	0.79
Auto Title Loans	4,395	0.04	\$22,534	0.16
Wage Assignments	0	0.00	\$0	0.00
Real Property	29,081	0.26	\$10,723,331	74.06
Other Security	14,405	0.13	\$17,193	0.12
Total Consumer Loans Made	11,229,689	100.00	\$14,479,174	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 Amount
<u>COMMERCIAL LOANS</u>				
Unsecured	16,230	45.06	\$632,814	26.11
Personal Property	2,295	6.37	\$204,062	8.42
Automobiles & Other Motor Vehicles	3,643	10.11	\$18,304	0.76
Business Equipment	403	1.12	\$109,191	4.51
Real Property	1,964	5.45	\$817,939	33.75
Other Security	11,481	31.88	\$641,051	26.45
Total Commercial Loans Made	36,016	100.00	\$2,423,361	100.00

Exhibit K
(Revised January 2022)
Property Assessed Clean Energy (PACE) Program
Key Findings
Calendar Year 2020

With the signing of AB 1284 in October 2017, a licensing scheme was set forth for Property Assessed Clean Energy (PACE) program administrators. 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, 2020, the five licensed PACE program administrators have enrolled 4,513 PACE solicitors and 13,099 PACE solicitor agents.

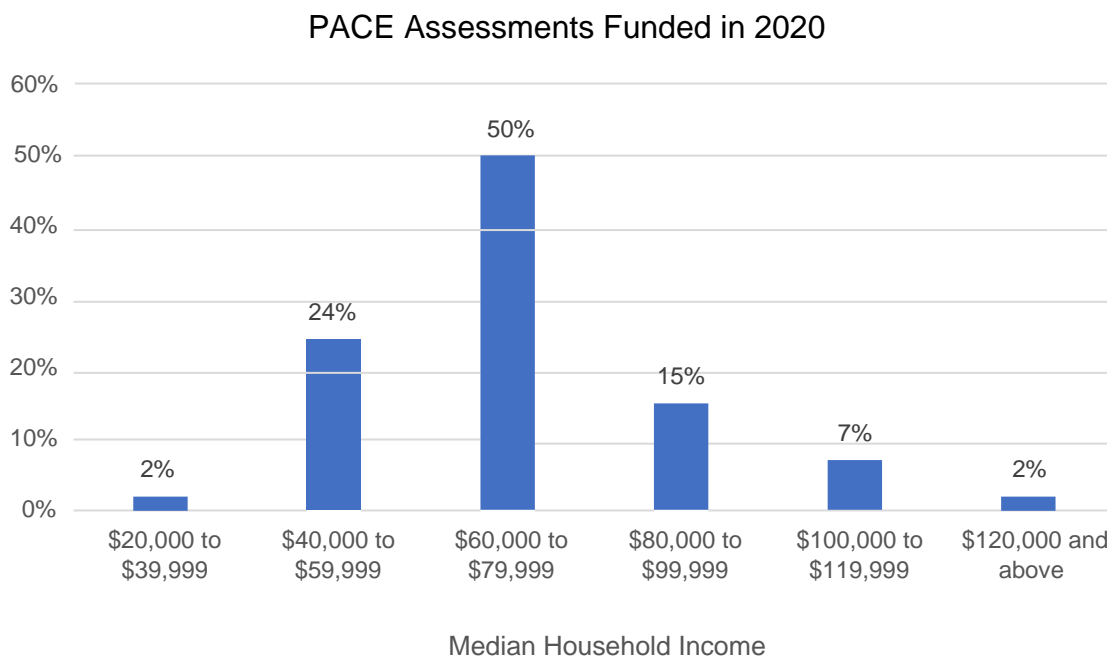
Financial Code section 22692 (a) requires program administrators to file with the DFPI Commissioner annual reports that provide information related to their lending activities under the program.

Key Findings

- PACE program administrators reported gross income of \$43,478,875 from PACE program assessment financing in 2020, **representing a 30 percent decrease since 2019.**
- The total amount of assessment contracts funded by PACE program administrators was \$332,517,305, **representing a decrease of 8 percent since 2019.**
- The total number of PACE assessment contracts funded and originated in 2020 was 10,129, **representing an 18 percent decrease since 2019.**
- In 2020, the aggregated total fees and other charges assessed to property owners, including interest, was \$82,549,973, **representing a decrease of 1 percent since 2019.**
- A total of 231 PACE assessment contracts were canceled by consumers within three days of executions in 2020, **representing a decrease of 61 percent since 2019.**
- A total of 3,218 PACE assessments were funded for HVAC systems, boilers, or other temperature regulation systems not in the case of emergency or immediate necessity, **representing an increase of 66 percent since 2019.**
- PACE program administrators reported making a total of six PACE assessments involving a case of emergency or immediate necessity under Financial Code section 22687 subdivision (e), meaning the program administrator did not determine and consider the current and reasonably expected income or assets of the property owner in accordance with Financial Code section 22687, subdivision (b), **representing a decrease of 74 percent since 2019.**

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Key Findings
Calendar Year 2020

- The reported estimated amount of greenhouse gas emissions reductions in 2020 was 188,688 metric tons (MT), **representing 32 percent less reductions than reported in 2019.**
- Of the 10,129 PACE assessments funded in 2020, **50 percent were to residents with median household income between \$60,000 to \$79,999.**



Median household income data is based on the United States Census Bureau median household income from 2015 - 2019.

- The number of jobs created during 2020 was estimated to be 3,310.
- The program administrators provided the number of energy and water saving improvement products installed during 2020. However, not all the program administrators tracked the overall average efficiency rating, and whether these installed energy and water saving improvement products qualified for Energy Star program.
- Detail information required under S&H Code section 5954 is available by city, by county, and by ZIP code.

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Licensing Data
Calendar Year 2020

PROGRAM ADMINISTRATOR LICENSING DATA

The table below shows the number of licensed PACE program administrators as of December 31, 2020. The table also includes the number of enrolled PACE solicitors and enrolled PACE solicitor agents at the calendar year end.

During 2020, a PACE program administrator exited PACE business and ceased all PACE financings. However, the PACE program administrator's CFL license remained active as of December 31, 2020.

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

	2019	2020
Number of Licensed Program Administrators as of December 31	5	5
Number of Program Administrators License Surrendered	0	0
Number of Program Administrators License Revoked	0	0
Number of Licensed Program Administrators as of December 31	5	5
Number of Enrolled PACE Solicitors at December 31	6,443	4,513
Number of Enrolled PACE Solicitor Agents at December 31	51,095	13,099

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Violations Found During Examinations
Calendar Year 2020

VIOLATIONS FOUND DURING EXAMINATIONS

PACE program administrators are subject to an 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, 2020 through December 31, 2020. 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 program's regulations. In 2020, the DFPI conducted two regulatory examinations of the five program licensees.

Table 15: Number and Type of Violations

Violation Description	CFL Section	S&H	2019	2020
Making consumer loans without being licensed as finance lender or broker	22100(a) & 22689(c)	5898.18	1	0
Failure to update principal officers	22105		0	1
Provided false and misleading dealer fee disclosure	22161 & 22689(c)	5923(c) & 5926	0	2
Provided false and misleading post funding inspection finding	22161(a)		0	1
Provided false and misleading information to the property owner	22161(a)(2)		1	
Failure to offer fee advertised to the property owner	22161(a)(3)		1	
Failure to disclose licensing authority	22162(b)		0	1
Failure to report PACE solicitor as enrolled	22680(a)		1	
Engaged in the business with PACE solicitor not reported as enrolled	22680(d)		1	2
Improper enrollment of PACE Solicitor Agent who did not maintain the required minimum qualifications	22680(e) & (g)		0	1
Failure to provide proof that PACE solicitor agents have completed and passed the test of the introductory training	22681(b)		1	
Inadequate policies and procedures in responding to consumer complaints	22683		0	2
Approving ineligible home improvement contracts	22684 (a)(b)		0	1
The term of the PACE assessment contract exceeded the estimated useful life of the measure attributed to greatest portion of funds	22684(j)		1	
Failure to utilize at least three automated valuation models	22685(a)(1)		1	2
Failure to disclose property market value	22685(b)		0	1
Failure to verify whether the assessment contract was executed prior to work commencement	22686		2	2
Failure to determine that property owner has an ability to repay the annual PACE assessment payment	22686 & 22687		2	2
Emergency waiver of ability to repay requirements granted for ineligible agreements	22687		0	2
Failure to obtain monthly household expense information from property owner	22687(a)(1)		0	1
Failure to confirm the amount and sources of property owner's income during the oral confirmation of key terms call	22687(a)(6)		1	1
Failure to verify that price of PACE finance project is not different from paid in cash price	22689(c)	5926	1	2
Refinancing ineligible PACE assessment contract	22689(c)	5898.18	1	
Disclosing the property owner's eligible amount of funds to the contractor	22689(c)	5925	1	
No evidence that property owner agreed to receive electronic copy of document in lieu of printed copy	22689(c)	5898.16(b)(1) & 5898.17(a)	2	2
Failure to retain term confirmation call	22689(c)	5913(b)(3)	0	1
Failure to confirm the assessment contract and financing estimate and disclosure to all property owners	22689(c)	5902(g) & 5913	2	2

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Complaint Information
Calendar Year 2020

COMPLAINT INFORMATION

In 2020, a total of 169 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

	2019	2020
Total number of complaints received	157	169
Total number of complaints awaiting resolution	53	12
Total number of complaints resolved	104	157

Table 17: Complaints by Complaint Reason

	2019	2020
Administrative issue	1	1
Advertising issue	0	2
Fraud allegation	4	16
Identity theft allegation	4	1
Investment fraud allegation	2	0
Mishandled transaction	14	7
Omission or misrepresentation of facts in application	4	3
Overcharges	0	3
Payment dispute	36	26
Poor customer service	0	6
Unethical behavior or tactics	70	80
Other*	22	24

*Other includes complaints that did not specify a program administrator, solicitor, or solicitor agent, and complaints that were not under the DFPI's jurisdiction.

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Recommendations for Improving Program
Calendar Year 2020

RECOMMENDATIONS FOR IMPROVING PROGRAM

The licensing and regulation of the PACE program by DFPI commenced on January 1, 2019. Currently, there are only five PACE program administrators licensed with DFPI.

In light of continued consumer complaints about solicitor acts resulting in consumer harm, the California DFPI in June 2021 moved to revoke the license of a PACE program administrator after finding that it had done little to prevent one of its solicitors from repeatedly defrauding homeowners. It was the first time the license of a program administrator had been revoked. As significant problems persist with solicitors, contractors, and administrators alike, the California DFPI will continue to utilize the tools we have available to protect homeowners from fraudulent actions and deceptive marketing tactics.

California homeowners experiencing problems with PACE have recourses if they're struggling to pay an assessment and are encouraged to file a complaint with our office. Homeowners can file a complaint online: <https://dfpi.ca.gov/file-a-complaint/> or reach out to us 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: <https://dfpi.ca.gov/pace-program-administrators/pace/>.

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
Calendar Year 2020

LICENSING DATA

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 represent the aggregate totals for five PACE program administrators.

Table 18: Number and Aggregate Amount of Assessment Contracts Funded

	2019	2020
Total number of PACE assessments	12,335	10,129
Aggregate amount of PACE assessment funded	\$362,347,433	\$332,517,305
Average amount of PACE assessment funded	\$29,376	\$32,828

Table 19: Assessment Contract Term

	2019	2020
Average term of assessment contract (in years)	19.24	20.91

Table 20: Number of Assessment Contracts by Interest Rate by Year

	2019	2020
At or below 4.00%	520	3,302
4.01% – 8.00%	6,781	5,572
8.01% – 12.00%	5,034	1,255
12.01% – 16.00%	0	0
16.01% – 20.00%	0	0
Above 20%	0	0
Total PACE assessments	12,335	10,129

Table 21: Number of Assessment Contracts by APR by Year

	2019	2020
At or below 4.00%	330	83
4.01% – 8.00%	4,064	5,047
8.01% – 12.00%	7,899	3,590
12.01% – 16.00%	42	1,409
16.01% – 20.00%	0	0
Above 20%	0	0
Total PACE assessments	12,335	10,129

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
Calendar Year 2020

Table 22: Residential Property Data

	2019	2020
Aggregated average market value of property encumbered by mortgage-related PACE assessments	509,451	513,691

Table 23: Delinquent PACE Assessments

	2019	2020
Total delinquent amount	\$9,971,264	\$7,548,474
Average number of missed payments	1.60	1.95

Total delinquencies, by [city](#), by [county](#), and by [ZIP code](#).

Table 24: Defaulted PACE Assessments

	2019	2020
Total defaulted amount	\$5,034,107	\$4,821,195
Average number of missed payments	3.50	4.20
Total number of parcels defaulted	760	617
Average number of years in default	1.56	1.71

Total defaulted amount, by [city](#), by [county](#), and by [ZIP code](#).

Table 25: Foreclosure Actions (Year 2019)

Number of Foreclosure Actions	ZIP Code	Year of Assessment Contract	Original Amount of the Assessment Contract	Amount Owed upon Foreclosure	Purchased Price Paid for Property at Auction	Amount Recovered
1	93650	2017	16,888	0	335,000	0
1	94920	2016	43,787	4,262	717,129	4,262
2	95204	2016	24,192	0	0	0
1	95688	2016	51,505	0	363,000	0

Table 26: Foreclosure Actions (Year 2020)

Number of Foreclosure Actions	ZIP Code	Year of Assessment Contract	Original Amount of the Assessment Contract	Amount Owed upon Foreclosure	Purchased Price Paid for Property at Auction	Amount Recovered
0	N/A	N/A	0	0	0	0

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
Calendar Year 2020

Table 27: Number of PACE Assessments and Mortgage-Related Debt at the time the Assessment Contract was Entered

	2019	2020
Above 97 percent cap on total PACE and mortgage-related debt	0	33
95.00 – 97.00 percent cap on total PACE and mortgage-related debt	871	829
90.10 – 94.99 percent cap on total PACE and mortgage-related debt	1,165	978
87.10 – 90.00 percent cap on total PACE and mortgage-related debt	674	552
85.10 – 87.00 percent cap on total PACE and mortgage-related debt	403	334
82.00 – 85.00 percent cap on total PACE and mortgage-related debt	634	565
Below 82 percent cap on total PACE and mortgage-related debt	8,588	6,838
Total PACE assessments	12,335	10,129

Table 28: Number of Delinquent PACE Assessments and Mortgage-Related Debt at the time the Assessment Contract was Entered

	2019*	2020
Above 97 percent cap on total PACE and mortgage-related debt	N/A	14
95.00 – 97.00 percent cap on total PACE and mortgage-related debt	N/A	11
90.10 – 94.99 percent cap on total PACE and mortgage-related debt	N/A	24
87.10 – 90.00 percent cap on total PACE and mortgage-related debt	N/A	16
85.10 – 87.00 percent cap on total PACE and mortgage-related debt	N/A	12
82.00 – 85.00 percent cap on total PACE and mortgage-related debt	N/A	16
Below 82 percent cap on total PACE and mortgage-related debt	N/A	796
Total PACE assessments	N/A	889

*The delinquencies required 2018 and earlier data, which CFL Program did not have oversight in 2018 or before. Therefore, this data was not collected in 2019.

Table 29: Method of Determining the Market Value of the Property

	2019	2020
Automated valuation model	11,351	9,359
Appraisal	984	770
Property valuation not obtained	0	0
Total PACE assessments	12,335	10,129

Exhibit K (continued)
Property Assessed Clean Energy (PACE) Program
Financing Activities
Calendar Year 2020

Table 30: Residual Income of the Property Owners

	2019	2020
Average monthly residual income of the property owners upon entering into the assessment contract	\$3,194	\$3,552

Table 31: PACE Assessments Funded Under Emergency Procedures in Financial Code section 22687(e)

	2019		2020	
Type of Improvement	Number of Improvements	Average Cost	Number of Improvements	Average Cost
Central air conditioner emergency HVAC	13	\$12,028	1	\$12,805
Central air conditioner emergency, furnace emergency HVAC	5	\$12,073	0	\$0
Cool roof	1	\$4,000	0	\$0
Duct replacement emergency HVAC	1	\$14,281	0	\$0
Electric tankless water heater	1	\$7,995	0	\$0
Energy efficient	1	\$15,830	39	\$18,211
Energy Star windows	0	\$0	1	\$9,500
Furnace emergency HVAC	9	\$10,839	0	\$0
Heating and air conditioning package unit emergency HVAC	1	\$13,564	2	\$8,567
High performance roofing	0	\$0	1	\$14,871
High-efficiency HVAC	2	\$14,273	0	\$0
HVAC	0	\$0	1	\$7,700
Water conservation	27	\$13,672	2	\$2,054
Water delivery systems	2	\$7,930	0	\$0
Total Improvements	61		47	
Total PACE Assessments Funded Under Emergency Procedures in Financial Code section 22687(e)	55*		<u>45*</u>	

*A PACE assessment may include multiple improvements.



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Toll-Free: 1-866-275-2677

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