

**Financial Institutions Division
Small Loan Reporting Requirements Form (2014 Reporting Period)**

In accordance with the provisions of 58-15-10.1 NMSA 1978, this form must be submitted by all Small Loan Licensees who issued a loan with a disclosed annual interest rate (APR) greater than one hundred seventy five percent (175%) as disclosed pursuant to 12 C.F.R. 226, ("Regulation Z") between **January 1, 2013 and December 31, 2013.** All loan product information is to be reported for the reporting period of January 1, 2013 through December 31, 2013. However, this form does NOT apply to Payday Loan information.

This form must be completed and received by the Financial Institutions Division no later than **March 31, 2014.**

Failure by the licensee to file this report timely, accurately, or completely may result in the following Administrative Penalties see §58-15-10.1(D)(1)and(2) NMSA 1978:

- 1) Fines in an amount not to exceed one thousand five hundred dollars (\$1,500) per day after the thirty-first day of March that a complete and accurate report is not filed and
- 2) Suspension of the licensee's required license under the New Mexico Small Loan Act

A separate form must be submitted for every licensed location and loan product for that location **excluding Payday Loans** with an annual interest rate (APR) greater than 175% as disclosed pursuant to "Regulation Z". For example, the licensed location has an unsecured loan product and a "title" loan product; two Small Loan Reporting Requirements Forms must be submitted for that location, one for the unsecured loan product and one for the title loan product.

License Number	
Field #1: Physical Address of Licensed Location	
Field #2: 58-15-10.1(A)(1) NMSA 1978 Description by Name and/or Type of Loan Product	
Field #3: 58-15-10.1(A)(1)(a) NMSA 1978 Description of all fees associated with loan product	

Field #4: 58-15-10.1(A)(1)(b) NMSA 1978

The minimum, maximum and average annual interest rate as disclosed pursuant to 12 C.F.R. 226, "Regulation Z" (for the loan product)

Minimum	
Maximum	
Average	

Field #5: 58-15-10.1(A)(1)(c) NMSA 1978

The frequency of periodic payments (for the loan product)

Field #6: 58-15-10.1(A)(1)(d) NMSA 1978

The term of the loan (for the loan product)

Field #7: 58-15-10.1(A)(1)(e) NMSA 1978

Any other standard conditions of the loan product

Field #8: 58-15-10.1(A)(2)(a)-(e) NMSA 1978

The total number of loan transactions entered into for the loan product in the following amounts:

five hundred dollars (\$500) or less	
five hundred one dollars (\$501) to one thousand dollars (\$1,000)	
one thousand one dollars (\$1,001) to three thousand dollars (\$3,000)	
three thousand one dollars (\$3,001) to five thousand dollars	
greater than five thousand dollars (\$5,000)	

Field #9: 58-15-10.1(A)(3) NMSA 1978

Total number of loans for the loan product (*total of field #8*)

Field #10: 58-15-10.1(A)(3) NMSA 1978

Total dollar amount of loan principal for the loan product (loan origination amount)

Field #11: 58-15-10.1(A)(4) NMSA 1978

The average principal loan amount for the loan product (loan origination amount)

Field #12: 58-15-10.1(A)(5) NMSA 1978

The total number of loans for the loan product for which the loan principal and accrued interest was not paid in full as of December 31, 2013.

Field #13: 58-15-10.1(A)(6) NMSA 1978 The total principal balance of the loan product as of December 31, 2013. <i>(portfolio balance)</i>	
Field #14: 58-15-10.1(A)(7) NMSA 1978 The total dollar amount of loan principal repaid for the loan product	
Field #15: 58-15-10.1(A)(8) NMSA 1978 The total dollar amount of interest received for the loan product	
Field #16: 58-15-10.1(A)(9) NMSA 1978 The total dollar amount of fees received for the loan product	
Field #17: 58-15-10.1(A)(9) NMSA 1978 Description of fees received for the loan product	
Field #18: 58-15-10.1(A)(10) NMSA 1978 The total number of loans that were secured by collateral of some type	
Field #19: 58-15-10.1(A)(10) NMSA 1978 The total number of loans secured by collateral of some type in which the security was foreclosed upon or repossessed	
Field #20: 58-15-10.1(A)(11) NMSA 1978 The total amount of loan principal written-off or charged-off	
Field #21: 58-15-10.1(A)(11) NMSA 1978 The total amount of accrued interest written-off or charged-off	
Field #22: 58-15-10.1(A)(12) NMSA 1978 The percent of consumers who were new consumers	
Field #23: 58-15-10.1(A)(13) NMSA 1978 The number of loans that were renewed, refinanced or extended prior to being repaid in full	
Field #24: 58-15-10.1(A)(14) NMSA 1978 Description of the procedure and the standard practice that is being used to establish the consumer's ability to repay the loan.	

SIGNATURE OF CERTIFICATION

I, _____ certify under the penalty of perjury that this report
PRINT NAME
and the information contained herein is complete and accurate as of this _____ day
of _____, 2014.

Print Name

Signature

Title

Phone Number

THE FINANCIAL INSTITUTIONS DIVISION WILL NOT ACCEPT A LICENSEE'S SUBMISSION OF THE SMALL LOAN REPORTING REQUIREMENTS FORM WITHOUT ORIGINAL COMPLETION OF THE ABOVE SIGNATURE OF CERTIFICATION. IF THIS FORM IS NOT ACCEPTED IT WILL BE RETURNED TO THE LICENSEE. FAILURE TO SUBMIT THE SMALL LOAN REPORTING REQUIREMENTS FORM TIMELY, COMPLETELY, AND ACCURATELY MAY RESULT IN THE IMPOSITION OF MANDATORY PENALTIES PURSUANT TO 58-15-10.1(D)(1) AND 58-15-10.1(D)(2).

New Mexico Payday Loan Information

January 1 through December 31, 2013

- There are currently 143 Active locations that are registered on the state database.
- There were 72,704 or total payday loans conducted by 12,506 consumers registered to the state database for the year to date (YTD) ending this month. These transactions represent a total YTD advance amount of \$27.4 million and total advance fees of \$4.1 million. Additional YTD information about these loans is as follows:
 - Average advance amount of \$377.12 and average advance fee of \$57.05;
 - Minimum advance amount of \$1.00 and maximum of \$2,380.52;
 - Effective average annualized percentage rate (APR) is 322.22% with an average term of 22.87 days;¹
 - Average number of loans per consumer YTD is 5.81;
 - YTD average time that a consumer is engaged in an individual payday loan is 26.51 days;²
 - YTD average advance fees paid by the consumer is \$331.67;³
 - 4,582 payday loans (6.30%) with an advance amount of \$100 or less;
 - 54,367 payday loans (74.78%) with an advance amount between \$100.01 and \$500;
 - 13,733 payday loans (18.89%) with an advance amount between \$500.01 and \$1,000;
 - 18 payday loans (0.02%) with an advance amount between \$1,000.01 and \$1,500;
 - 4 payday loans (0.01%) with an advance amount of more than \$1,500.
- There were 7,253 open payday loans (i.e. outstanding loans) on the database as of this month end. These loans represent a total outstanding advance amount of approximately \$2.7 million and total outstanding advance fees of approximately \$397 thousand as of this month end.
- Approximately \$3.8 million in advance fees was collected as of this month end.
- There have been 235 charge-offs / write-offs in 2013 representing a total of \$70,570 dollars as of this month end which was comprised of \$61,170 in advance amounts and \$9,400 in advance fees.
- A total of 54,146 customers have been registered on the database since the inception of the program in November 2007. Each of these customers would be eligible for a repayment plan pursuant to New Mexico law.
- 1,108 customers have entered into a payment plan YTD and are subject to the restrictions of the statutory waiting period.

¹ Formula for calculating average APR is (Average Advance Fee / Average Advance Amount) x 365 / Average Term. Average Term is based on the agreement date and close date for loans closed YTD.

² YTD average time that a consumer is engaged in an individual payday loan is the overall average of: Total term (in days) for all payday loans conducted by a consumer divided by the total number of loans conducted by that consumer during the reporting period.

³ Average YTD advance fees calculated as follows: Average Number of loans per YTD customer x Average Advance Fee

TITLE LOANS

Defined as "a loan secured by the borrower's vehicle title, which is structured to be a short term, fixed rate, closed end transaction usually paid in one installment".

**In accordance with the provisions of 58-15-10.1 NMSA 1978
Reporting Period January 1, 2013 through December 31, 2013**

The Financial Institutions Division licensed and regulated six-hundred and fifty seven (657) small loan companies as of
December 31, 2013.

The number of licensees reporting to make this loan product above 175% APR was **131**

1. Minimum, Maximum, and Average Annual Percentage Rate (APR) for the loan product.	<i>Min:</i>	0.00
	<i>Max:</i>	651.81
	<i>Average:</i>	292.03
2. The total number of loan transactions entered into for the loan product in the following amounts:	<i>\$500 or Less:</i>	21,264
	<i>\$501 to \$1000:</i>	19,250
	<i>\$1,001 to \$3,000</i>	14,309
	<i>\$3,001 to \$5,000</i>	810
	<i>Greater than \$5,000</i>	198
3. Total number of loans for the loan product		55,831
4. Total dollar amount of loan principal for the loan product (Loan Origination Amount)		\$47,090,776.22
5. The average principal loan amount for the loan product (Loan Origination Amount)		\$768.71
6. The total number of loans for the loan product for which the loan principal and accrued interest was not paid in full.		22,636
7. The total dollar amount of loan principal repaid.		\$33,785,063.47
8. The total dollar amount of interest received.		\$27,189,840.27
9. The total dollar amount of fees received.		\$1,087,127.54
10. The total number of loans secured by collateral of some type.		55,369
11. The total number of loans secured by collateral of some type in which the security was foreclosed upon or repossessed.		1,518
12. The total amount of loan principal written-off or charged-off.		\$3,921,283.98
13. The total amount of accrued interest written-off or charged-off.		\$2,287,354.61
14. The average percentage of consumers who were new consumers		54.27
15. The number of loans that were renewed, refinanced or extended.		26,086

**Listed Below are Descriptions of procedures and standard practices used to establish
the consumer's ability to repay the loan.**

	<i>Total Number of Responses</i>	<i>Pct. of Licensees</i>
<i>Bank Account Verification</i>	23	17.56%
<i>Clean Collateral Title</i>	15	11.45%
<i>Collateral Insurance Verification</i>	6	4.58%
<i>Collateral Value</i>	27	20.61%
<i>Credit History</i>	40	30.53%
<i>Debt to Income Percentage Requirement</i>	30	22.90%
<i>Employment Stability</i>	1	0.76%
<i>Identification Requirement (i.e. Photo ID)</i>	10	7.63%
<i>Income Stability</i>	13	9.92%
<i>Income Verification</i>	71	54.20%
<i>Minimum Employment Requirement</i>	3	2.29%
<i>Minimum Income Requirement</i>	19	14.50%
<i>Minimum Residence Requirement</i>	2	1.53%
<i>Personal Information Verification</i>	10	7.63%
<i>Residence Verification</i>	34	25.95%
<i>References</i>	1	0.76%
<i>Other</i>	19	14.50%
Grace Period Option (Up to 5 days)		
Loan Balance repayment through Company Collection Dept.		
Loan Purpose		
Payment Plan Option		
Vehicle Registration		

INSTALLMENT LOANS (Unsecured)

Defined as "a loan that is to be repaid in a minimum of four successive substantially equal payment amounts to pay off a loan in its entirety with a period of no less than one hundred twenty days to maturity." This loan type has no collateral associated with this loan product.

In accordance with the provisions of 58-15-10.1 NMSA 1978
Reporting Period January 1, 2013 through December 31, 2013

The Financial Institutions Division licensed and regulated six-hundred and fifty seven (657) small loan companies as of December 31, 2013.

The number of licensees reporting to make this loan product above 175% APR was	99
1. Minimum, Maximum, and Average Annual Percentage Rate (APR) for the loan product.	Min: 0.00 Max: 1,517.09 Average: 486.88
2. The total number of loan transactions entered into for the loan product in the following amounts:	\$500 or Less: 36,959 \$501 to \$1000: 20,378 \$1,001 to \$3,000: 7,242 \$3,001 to \$5,000: 121 Greater than \$5,000: 35
3. Total number of loans for the loan product	64,735
4. Total dollar amount of loan principal for the loan product (Loan Origination Amount)	\$38,426,486.84
5. The average principal loan amount for the loan product (Loan Origination Amount)	\$546.57
6. The total number of loans for the loan product for which the loan principal and accrued interest was not paid in full.	30,554
7. The total dollar amount of loan principal repaid.	\$29,239,879.53
8. The total dollar amount of interest received.	\$21,568,057.12
9. The total dollar amount of fees received.	\$614,265.41
10. The total number of loans secured by collateral of some type.	16
11. The total number of loans secured by collateral of some type in which the security was foreclosed upon or repossessed.	0
12. The total amount of loan principal written-off or charged-off.	\$3,820,702.68
13. The total amount of accrued interest written-off or charged-off.	\$2,213,838.18
14. The average percentage of consumers who were new consumers	44.11
15. The number of loans that were renewed, refinanced or extended.	11,950

Listed Below are Descriptions of procedures and standard practices used to establish the consumer's ability to repay the loan.

	<i>Total Number of Responses</i>	<i>Pct. of Licensees</i>
<i>Bank Account Stability</i>	15	15.15%
<i>Bank Account Verification</i>	2	2.02%
<i>Collateral Value</i>	3	3.03%
<i>Credit History</i>	32	32.32%
<i>Debt to Income Percentage Requirement</i>	38	38.38%
<i>Employment Stability</i>	7	7.07%
<i>Employment Verification</i>	15	15.15%
<i>Established Borrower History with Licensee</i>	1	1.01%
<i>Identification Requirement (i.e. Photo ID)</i>	7	7.07%
<i>Income Stability</i>	26	26.26%
<i>Income Verification</i>	27	27.27%
<i>Minimum Employment Requirement</i>	2	2.02%
<i>Minimum Income Requirement</i>	2	2.02%
<i>Personal Information Verification</i>	4	4.04%
<i>Residence Stability</i>	2	2.02%
<i>Residence Verification</i>	4	4.04%
<i>References</i>	1	1.01%
<i>Requested Loan Amount</i>	4	4.04%
<i>Other</i>	16	16.16%
Grace Period Option (Up to 5 days)		
Loan Balance repayment through Company Collection Dept.		
Current Housing Status		
Max Loan Amount of \$35.00		

INSTALLMENT LOANS (Vehicle Title Secured)

Defined as "a loan that is to be repaid in a minimum of four successive substantially equal payment amounts to pay off a loan in its entirety with a period of no less than one hundred twenty days to maturity." This loan type is secured by vehicle title that is clearly identified on the loan documents.

In accordance with the provisions of 58-15-10.1 NMSA 1978
Reporting Period January 1, 2013 through December 31, 2013

The Financial Institutions Division licensed and regulated six-hundred and fifty seven (657) small loan companies as of December 31, 2013.

The number of licensees reporting to make this loan product above 175% APR was		113
1. Minimum, Maximum, and Average Annual Percentage Rate (APR) for the loan product.	Min:	0.00
	Max:	651.79
	Average:	222.26
2. The total number of loan transactions entered into for the loan product in the following amounts:	\$500 or Less:	9,633
	\$501 to \$1000:	11,147
	\$1,001 to \$3,000:	9,678
	\$3,001 to \$5,000:	1,026
	Greater than \$5,000:	248
3. Total number of loans for the loan product		31,732
4. Total dollar amount of loan principal for the loan product (Loan Origination Amount)		\$33,081,019.42
5. The average principal loan amount for the loan product (Loan Origination Amount)		\$1,236.73
6. The total number of loans for the loan product for which the loan principal and accrued interest was not paid in full.		13,279
7. The total dollar amount of loan principal repaid.		\$19,664,270.75
8. The total dollar amount of interest received.		\$15,874,238.17
9. The total dollar amount of fees received.		\$242,140.69
10. The total number of loans secured by collateral of some type.		31,727
11. The total number of loans secured by collateral of some type in which the security was foreclosed upon or repossessed.		755
12. The total amount of loan principal written-off or charged-off.		\$2,498,804.25
13. The total amount of accrued interest written-off or charged-off.		\$766,979.71
14. The average percentage of consumers who were new consumers		57.83
15. The number of loans that were renewed, refinanced or extended.		21,851

Listed Below are Descriptions of procedures and standard practices used to establish the consumer's ability to repay the loan.

	<i>Total Number of Responses</i>	<i>Pct. of Licensees</i>
<i>Bank Account Verification</i>	25	21.55%
<i>Clean Collateral Title</i>	3	2.59%
<i>Collateral Insurance Verification</i>	3	2.59%
<i>Collateral Value</i>	6	5.17%
<i>Credit History</i>	12	10.34%
<i>Debt to Income Percentage Requirement</i>	55	47.41%
<i>Employment Stability</i>	7	6.03%
<i>Employment Verification</i>	2	1.72%
<i>Income Stability</i>	27	23.28%
<i>Income Verification</i>	67	57.76%
<i>Residence Verification</i>	27	23.28%
<i>Requested Loan Amount</i>	1	0.86%
<i>Other</i>	1	0.86%

INSTALLMENT LOANS (Secured)

Defined as "a loan that is to be repaid in a minimum of four successive substantially equal payment amounts to pay off a loan in its entirety with a period of no less than one hundred twenty days to maturity." This loan type is secured by collateral other than Vehicle Titles.

In accordance with the provisions of 58-15-10.1 NMSA 1978
Reporting Period January 1, 2013 through December 31, 2013

The Financial Institutions Division licensed and regulated six-hundred and fifty seven (657) small loan companies as of December 31, 2013.

The number of licensees reporting to make this loan product above 175% APR was	116
1. Minimum, Maximum, and Average Annual Percentage Rate (APR) for the loan product.	Min: 0.00 Max: 608.33 Average: 350.25
2. The total number of loan transactions entered into for the loan product in the following amounts:	\$500 or Less: 55,265 \$501 to \$1000: 20,503 \$1,001 to \$3,000: 15,192 \$3,001 to \$5,000: 1,119 Greater than \$5,000: 21
3. Total number of loans for the loan product	92,100
4. Total dollar amount of loan principal for the loan product (Loan Origination Amount)	\$59,811,007.65
5. The average principal loan amount for the loan product (Loan Origination Amount)	\$4,542.98
6. The total number of loans for the loan product for which the loan principal and accrued interest was not paid in full.	29,531
7. The total dollar amount of loan principal repaid.	\$48,151,658.03
8. The total dollar amount of interest received.	\$28,791,602.17
9. The total dollar amount of fees received.	\$440,466.82
10. The total number of loans secured by collateral of some type.	92,251
11. The total number of loans secured by collateral of some type in which the security was foreclosed upon or repossessed.	128
12. The total amount of loan principal written-off or charged-off.	\$5,392,077.80
13. The total amount of accrued interest written-off or charged-off.	\$2,424,103.66
14. The average percentage of consumers who were new consumers	46.58
15. The number of loans that were renewed, refinanced or extended.	32,518

Listed Below are Descriptions of procedures and standard practices used to establish the consumer's ability to repay the loan.

	<i>Total Number of Responses</i>	<i>Pct. of Licensees</i>
<i>Bank Account Verification</i>	26	25.49%
<i>Collateral Value</i>	2	1.96%
<i>Credit History</i>	6	5.88%
<i>Debt to Income Percentage Requirement</i>	48	47.06%
<i>Employment Stability</i>	27	26.47%
<i>Income Stability</i>	4	3.92%
<i>Income Verification</i>	47	46.08%
<i>Minimum Income Requirement</i>	22	21.57%
<i>Residence Stability</i>	3	2.94%
<i>Residence Verification</i>	47	46.08%
<i>Other</i>	20	19.61%
Character		
Grace Period Option (Up to 5 Days)		
Loan Balance repayment through Company Collection Dept.		
Payment Plan Option		

REFUND TAX ANTICIPATION LOANS

Defined as a loan that is secured by the proceeds from a consumer's anticipated income tax refund or tax credit.

**In accordance with the provisions of 58-15-10.1 NMSA 1978
Reporting Period January 1, 2013 through December 31, 2013**

The Financial Institutions Division licensed and regulated six-hundred and fifty seven (657) small loan companies as of
December 31, 2013.

The number of licensees reporting to make this loan product above 175% APR was		14
1. Minimum, Maximum, and Average Annual Percentage Rate (APR) for the loan product.	<i>Min:</i>	15.00
	<i>Max:</i>	3,287.69
	<i>Average:</i>	348.64
2. The total number of loan transactions entered into for the loan product in the following amounts:	<i>\$500 or Less:</i>	24,777
	<i>\$501 to \$1000:</i>	11,037
	<i>\$1,001 to \$3,000:</i>	11,201
	<i>\$3,001 to \$5,000:</i>	197
	<i>Greater than \$5,000:</i>	55
3. Total number of loans for the loan product		47,267.
4. Total dollar amount of loan principal for the loan product (Loan Origination Amount)		\$34,060,259.95
5. The average principal loan amount for the loan product (Loan Origination Amount)		\$827.70
6. The total number of loans for the loan product for which the loan principal and accrued interest was not paid in full.		372,628
7. The total dollar amount of loan principal repaid.		\$23,002,664.61
8. The total dollar amount of interest received.		\$3,378,552.24
9. The total dollar amount of fees received.		\$114,822.50
10. The total number of loans secured by collateral of some type.		17,214
11. The total number of loans secured by collateral of some type in which the security was foreclosed upon or repossessed.		0
12. The total amount of loan principal written-off or charged-off.		\$1,039,139.92
13. The total amount of accrued interest written-off or charged-off.		\$162,752.15
14. The average percentage of consumers who were new consumers		15.79
15. The number of loans that were renewed, refinanced or extended.		0

Listed Below are Descriptions of procedures and standard practices used to establish the consumer's ability to repay the loan.

	<i>Total Number of Responses</i>	<i>Pct. of Licensees</i>
<i>Credit History</i>	3	21.43%
<i>Established Borrower History with Licensee</i>	3	21.43%
<i>Estimated Tax Refund</i>	13	92.86%
<i>Income Verification</i>	1	7.14%

OTHER LOAN TYPES

Loans that do not fall within the defined guidelines of the various loan products.

**In accordance with the provisions of 58-15-10.1 NMSA 1978
Reporting Period January 1, 2013 through December 31, 2013**

The Financial Institutions Division licensed and regulated six-hundred and fifty seven (657) small loan companies as of December 31, 2013.

The number of licensees reporting to make this loan product above 175% APR was		16
1. Minimum, Maximum, and Average Annual Percentage Rate (APR) for the loan product.	<i>Min:</i>	265.00
	<i>Max:</i>	521.00
	<i>Average:</i>	520.31
2. The total number of loan transactions entered into for the loan product in the following amounts:	<i>\$500 or Less:</i>	2,904
	<i>\$501 to \$1000:</i>	1,327
	<i>\$1,001 to \$3,000</i>	0
	<i>\$3,001 to \$5,000</i>	0
	<i>Greater than \$5,000</i>	0
3. Total number of loans for the loan product		4,231
4. Total dollar amount of loan principal for the loan product (Loan Origination Amount)		\$2,006,460.00
5. The average principal loan amount for the loan product (Loan Origination Amount)		\$478.66
6. The total number of loans for the loan product for which the loan principal and accrued interest was not paid in full.		448
7. The total dollar amount of loan principal repaid.		\$1,151,066.00
8. The total dollar amount of interest received.		\$1,661,241.00
9. The total dollar amount of fees received.		\$0.00
10. The total number of loans secured by collateral of some type.		4,231
11. The total number of loans secured by collateral of some type in which the security was foreclosed upon or repossessed.		0
12. The total amount of loan principal written-off or charged-off.		\$2,243.00
13. The total amount of accrued interest written-off or charged-off.		\$654.00
14. The average percentage of consumers who were new consumers		60.69
15. The number of loans that were renewed, refinanced or extended.		10,001

Listed Below are Descriptions of procedures and standard practices used to establish the consumer's ability to repay the loan.

	<i>Total Number of Responses</i>	<i>Pct. of Licensees</i>
<i>Other</i>	16	100.00%
Grace Period Option (Up to 5 days)		
Loan Balance repayment through Company Collection Dept.		
Payment Plan Option		