2024

South Carolina DEPARTMENT OF CONSUMER AFFAIRS

STATE OF CREDIT RICHARD REPORT



Table of Contents

INTRODUCTION	2
EXECUTIVE SUMMARY	3
INTEREST RATES AND CREDITORS: GENERAL FILINGS	4
CONSUMER LENDING Supervised Loans Deferred Presentment Pawnbrokers	13 14
CREDIT COUNSELING	17
MORTGAGE LENDING	18
RECENT ENFORCEMENT ACTIONS	20
END NOTES	22

INTRODUCTION

The South Carolina Department of Consumer Affairs (SCDCA/Department) has been protecting consumers from inequities in the marketplace since 1975. For nearly fifty years, SCDCA has taken on new duties as the consumer landscape has evolved. Today, SCDCA administers, interprets, and enforces over 120 laws, including the Consumer Protection Code (Code). SCDCA accomplishes its mission by: (1) acting as an effective regulator, (2) providing complaint mediation services that are unmatched at both state and federal levels, (3) saving millions for both consumers and small businesses through rate filing intervention, (4) serving as an educational portal for consumers and businesses alike, and (5) informing the public on effective ways of preventing and mitigating identity theft situations. Governed by the Commission on Consumer Affairs, SCDCA is organized into six divisions: Administration, Consumer Services, Public Information and Education, Identity Theft Unit, Consumer Advocacy, and Legal.

Pursuant to S. C. Code Ann. section 37-6-104(5), the Administrator of SCDCA is required to report on the state of credit in South Carolina and agency enforcement operations. In pertinent part, SCDCA must report on "the use of consumer credit in the State, and on the problems of persons of small means obtaining credit from persons regularly engaged in extending sales or loan credit." Some items delineated in 37-6-104(5) are reported to the Governor and General Assembly through various reporting requirements, including the Annual Accountability Report. Some of this information is not duplicated herein.

The purpose of the State of Credit Report (SOCR) is to provide information and analysis of existing and emerging trends in the consumer credit marketplace in South Carolina. The 2024 SOCR focuses on the use of credit in this State as well as enforcement actions. The data comes from an analysis of filings and reports received by SCDCA, reports compiled by the South Carolina Board of Financial Institution's Consumer Finance Division, a general familiarity with credit markets and with regulators who are familiar with markets in other jurisdictions.

The 2024 SOCR is a comprehensive look at various consumer credit industries, consumer credit products, and the rates consumers are charged across industries, as well as across South Carolina counties. It is important to note that numbers may change over time due to the timing of pulling data for the report and when a business submits data or otherwise makes corrections or amendments to previously filed information. As a result, the total numbers in certain categories may change and totals from previous years may differ from prior State of Credit Reports.

EXECUTIVE SUMMARY

Due to the submission deadlines for various reports, the most recent available data elements for a particular section contained herein may cover calendar year 2022 or 2023 and are delineated as such.

GENERAL FILINGS (2023 DATA)

- The total number of creditors filing credit grantor notifications increased slightly compared to 2022.
- Fifty-three percent of creditors filed APRs of 36.99% or less. The largest decrease in APR filings took place in the 50% - 99.99% category with 21.37% of filings, a decrease of nearly 4.5% when compared to 2022 and of almost 8% when compared to 2020. The largest increase occurred in the 100% - 199.99% APR category with a 2% increase (6.90% in-2023 vs. 4.83% in 2022).
- The highest average of fixed APR for consumer loans (228.65%) came from out-of-state lenders and is approximately 82% higher than the highest in-state average fixed APR (125.81%). The highest APR filed overall (850%) also came from out-of-state lenders and exceeds the highest in-state APR by 330% (520%).
- Aiken County had the highest in-state average of fixed APR for consumer loans at 125.81%. Lee County held the spot for highest average of fixed APR for credit sales (86.61%), which is 19% under the highest average for the county last year and exceeds the next highest average by over 27% (Abbeville County at 63.75%).

SUPERVISED LENDING (2022 & 2023 DATA)

- Supervised lenders account for 43% of all maximum rate filings. This amount is steady when compared to 2022 even though 17% less lenders submitted a filing than in 2022. The APR category with the largest increase was the 100% 199.99% category with a 6% increase over 2022 (12.33% filed for that APR vs. 6.62% in 2022.)
- After seeing a decrease in 2021, the highest APR and most frequent APR charged increased in 2022 in almost every loan amount category. The largest increase occurred in the \$600 or less category with a 46% increase in highest APR and approximately 48% in most frequent APR charged.
- Supervised lender transactions decreased by 2.3% in 2022 while the amount advanced to consumers increased by nearly 9% (\$2,791,593,660 in 2022 vs. 2,569,157,979 in 2021).

DEFERRED PRESENTMENT (2022 DATA)

 Deferred presentment companies (aka payday lenders) saw a 52% decrease in the number of transactions, amount advanced and fees charged year over year.

PAWN (2022 DATA)

- Pawn transactions entered into in 2022 increased 21%. This reverses the downward trend that started during COVID.
- The amount loaned in 2022 decreased 2% (\$50,719,403 vs. \$51,769,619).

CREDIT COUNSELING (2022 DATA)

- Credit counselors funneled over \$26 million to consumers' creditors in 2022, a 26% decrease over 2021.
- The average amount of consumer debt was \$14,168, 28% less than the \$18,942 reported in 2021.

MORTGAGE (2022 DATA)

- Approvals decreased nearly 8%, the lowest approval rating since 2017 (61.90% in 2022 vs. 69.6% in 2021).
 Nearly 19% of applications were denied, a 4.6% increase over 2021.
- The average appraised value of property topped out at \$346,696, a \$21,000 increase over 2021 (\$325,156).

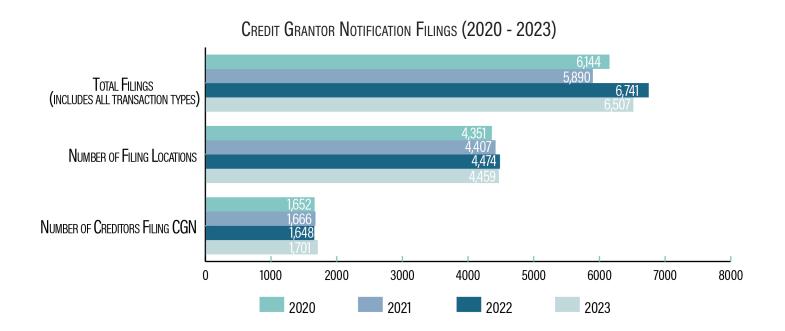
Interest Rates & Creditors: General Filings

General Filings Overview

The Code provides requirements and restrictions for persons engaging in consumer credit transactions with South Carolina consumers. A "consumer credit transaction" is a consumer credit sale, a consumer loan, a consumer lease, or a consumer rental-purchase agreement. "Credit" is "the right granted by a creditor to a debtor to defer payment of or to incur debt and its payment." The general provisions of the Code are not industry specific and its requirements apply to any person or transaction meeting its definitions, which cover a broad swath of industries and consumer contracts. A "creditor" is the person who grants credit in a consumer credit transaction or an assignee thereof. The Code requires a person file certain information with the Department if threshold requirements are triggered.

Credit Grantor Notifications (CGNs)

Creditors whose annual gross volume of business exceeds \$150,000, must file a consumer grantor notification with the Department if they: (1) make consumer credit sales, leases, or loans or engage in rent-to-own transactions; (2) take assignment of payments that arise from consumer credit sales, leases, loans, or rent-to-own transactions and engage in direct collection of those payments from debtors; or (3) take assignment of payments that arise from consumer credit sales, leases, loans, or rent-to-own transactions and enforce rights against debtors.

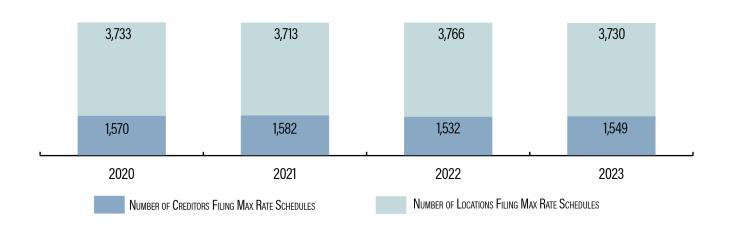


Maximum Rate Schedules

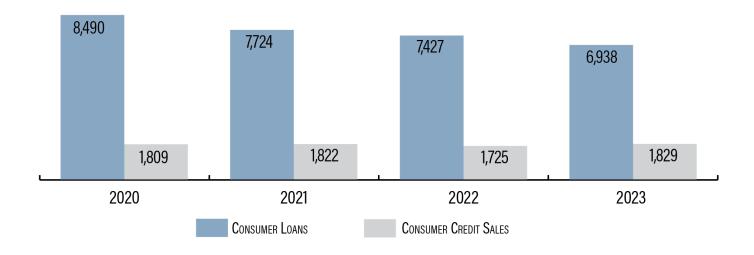
In South Carolina, creditors intending to charge more than 18% APR must first file the rate with SCDCA and post that same rate in its place of business. These maximum rate schedules are self-imposed limits set by each creditor, and must be filed for each credit category the creditor offers.

The rate schedule is meant to foster competition and help encourage the informed use of consumer credit, assisting consumers in comparing rates and understanding of the terms of a transaction. Maximum rates filed with SCDCA are posted at the creditor's business location and on SCDCA's website.

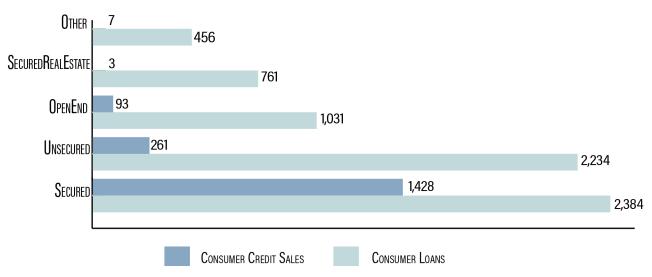
Number of Maximum Rate Filings by Creditor & Location (2020 - 2023)



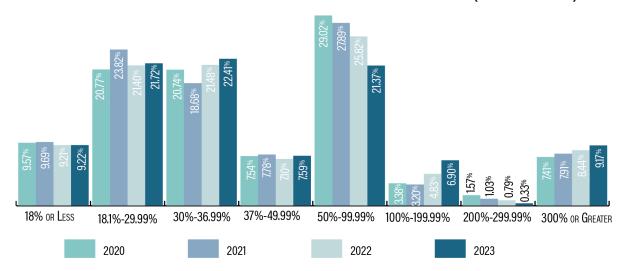
Total Maximum Rate Filings: Loans vs. Credit Sales (2020 - 2023)



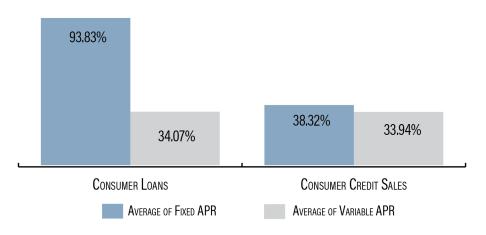
Number of Maximum Rate Filings by Type (2023)



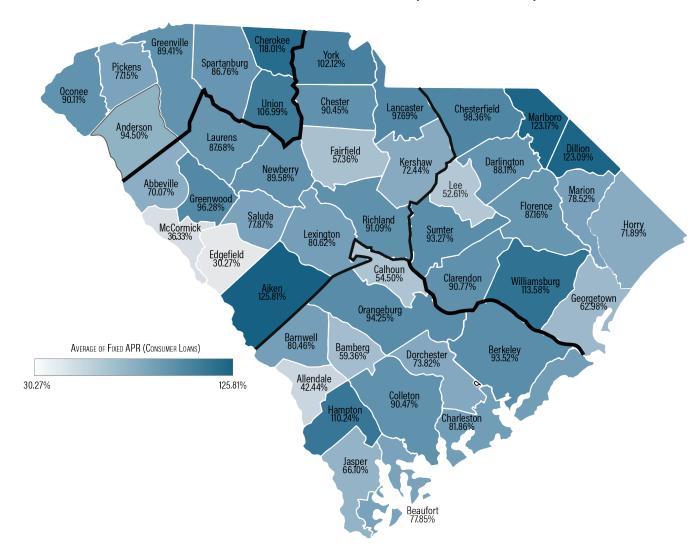
MAXIMUM RATE FILINGS BY APR RANGE: YEAR OVER YEAR COMPARISON (2020 - 2023)



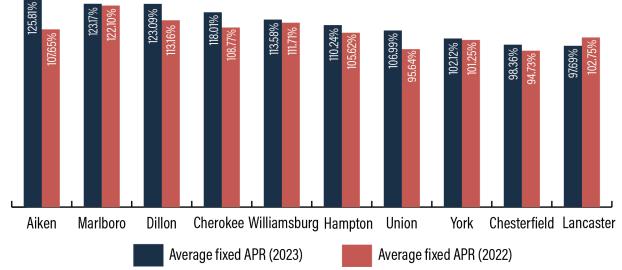
AVERAGE OF MAXIMUM RATE FILINGS BY TRANSACTION (2023)



AVERAGE OF FIXED MAXIMUM APR FILED BY COUNTY (CONSUMER LOANS) 2023



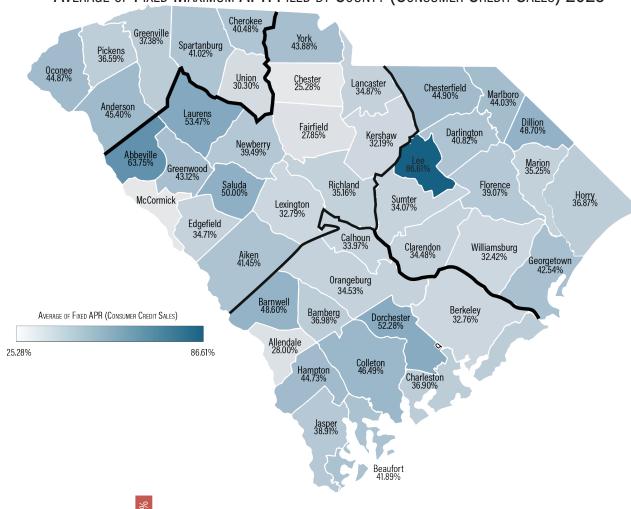


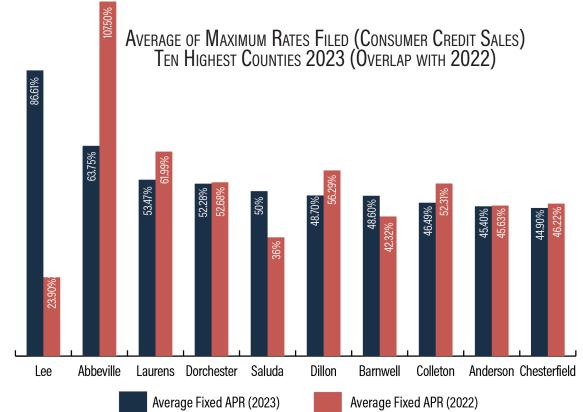


HIGHEST & AVERAGE MAXIMUM RATE FILED BY COUNTY (CONSUMER LOANS) RANKED BY HIGHEST FIXED APR

Rank	Consumer Loans County	Fixed APR		Variable APR	
		Highest (Fixed APR)	Average (Fixed APR)	Highest (Variable APR)	Average (Variable APR)
1	Outside SC	850.00%	228.65%	110.00%	69.60%
2	Aiken	520.00%	125.81%	110.00%	37.15%
3	Marlboro	520.00%	123.17%	38.00%	26.87%
4	Dillon	520.00%	123.09%	110.00%	40.40%
5	Cherokee	520.00%	118.01%	110.00%	55,49%
6	Williamsburg	520.00%	113.58%	110.00%	43.78%
7	Hampton	520.00%	110.24%	110.00%	43.43%
8	York	520.00%	102.12%	110.00%	33.80%
9	Chesterfield	520.00%	98.36%	110,00%	32,34%
10	Lancaster	520.00%	97.69%	31,50%	26.44%
11	Greenwood	520.00%	96,28%	110.00%	40.87%
12	Anderson	520.00%	94.50%	110.00%	28.55%
13	Orangeburg	520.00%	94.25%	110,00%	33.37%
14	Berkeley	520.00%	93,52%	110,00%	38.80%
15	Sumter	520.00%	93.27	110,00%	42.88%
16	Richland	520.00%	91.09%	110.00%	32,45%
17	Clarendon	520.00%	90.77%	36.00%	32.61%
18	Colleton	520.00%	90.47%	36.00%	42.68%
19	Chester	520.00%	90.45%	110.00%	39.00%
20	Oconee	520.00%	90.11%	110.00%	32.57%
<u>20 </u>	Newberry	520.00%	89.58%	110.00%	34.74%
<u>21 </u>	Greenville	520.00%	89.41%	110.00%	36.30%
		İ			
23	Darlington	520.00%	88.11%	110.00%	29.45%
<u> 24</u>	Laurens	520.00%	87.68%	110.00%	37.52%
<u>25</u>	Florence	520.00%	87.16%	110.00%	37.09%
<u> 26</u>	Spartanburg	520.00%	86.76%	110.00%	31.25%
27	Charleston	520.00%	81.86%	110.00%	32.83%
28	Lexington	520.00%	80.62%	110.00%	34.22%
29	Barnwell	520.00%	80.46%	110.00%	37.25%
30	Marion	520.00%	78.52%	110.00%	38.89%
31	Beaufort	520.00%	77.85%	36.00%	28.94%
32	Pickens	520.00%	77.15%	110.00%	30.45%
33	Dorchester	520.00%	73.82%	110.00%	28.16%
34	Kershaw	520.00%	72.44%	110.00%	38.91%
35	Horry	520.00%	71.89%	110.00%	30.27%
36	Georgetown	520.00%	62.98%	110.00%	32.93%
37	Union	359.00%	106.99%	36.00%	24.00%
38	Jasper	325.00%	66.10%	96.00%	36.72%
39	Saluda	300.00%	77.87%	36.00%	26.25%
40	Abbeville	300.00%	70.07%	50.00%	29.75%
1 1	Bamberg	300.00%	59.36%	36.00%	25.64%
42	Calhoun	168.99%	54.50%	25.00%	25.00%
43	McCormick	140.00%	36.33%	31.50%	26.86%
14	Fairfield	94.00%	57.36%	31,50%	27.60%
45	Lee	94.00%	52.61%	36.00%	28,20%
16	Allendale	94.00%	42.44%	36.00%	36.00%
47	Edgefield	94.00%	30.27%	31.50%	27.60%



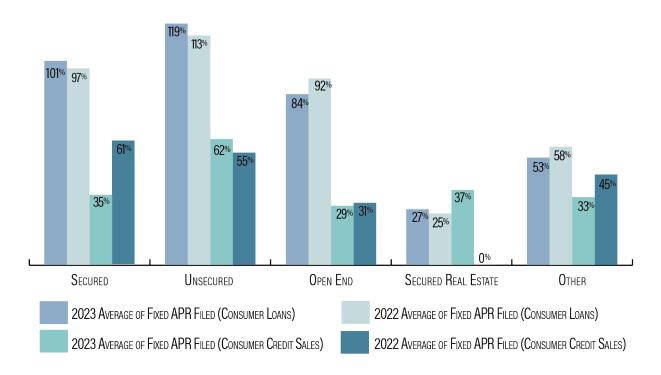




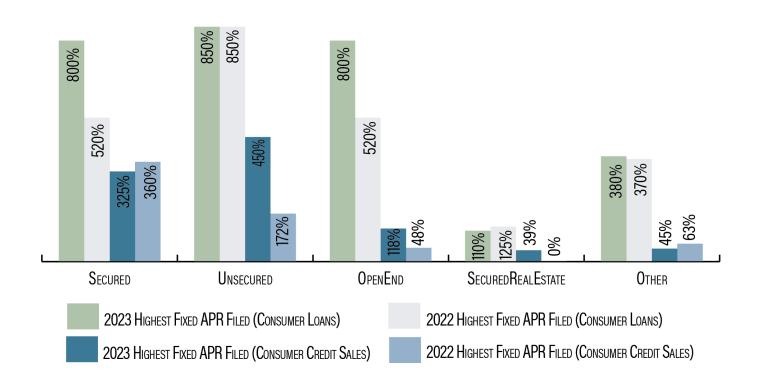
Highest & Average Maximum Rate Filed by County (Credit Sales) Ranked by Highest Fixed APR

	Consumer Credit Sales	Fixed APR		Variable APR	
	County	Highest (Fixed APR)	Average (Fixed APR)	Highest (Variable APR)	Average (Variable APR)
1	Outside SC	450.00%	35,28%	29.99%	21.79%
2	York	415.00%	43,38%	0.00%	0.00%
3	Anderson	325.00%	45.40%	0.00%	0.00%
4	Oconee	325.00%	44.87%	0.00%	0.00%
5	Dorchester	300.00%	52,28%	29.90%	29.90%
6	Beaufort	200.00%	41.89%	50.00%	37.50%
7	Aiken	171.48%	41.45%	0.00%	0.00%
8	Spartanburg	171.48%	41.02%	150.00%	150.00%
9	Greenville	171.48%	37.38%	50.00%	32.00%
10	Charleston	171.48%	36.90%	33.00%	26,67%
11	Horry	171.48%	36.87%	36.00%	36.00%
12	Richland	171.48%	35.16%	100.00%	100,00%
13	Abbeville	170.00%	63,75%	0.00%	0.00%
14	Laurens	170.00%	53.47%	18.00%	18.00%
15	Dillon	170.00%	48.70%	0.00%	0.00%
16	Barnwell	170.00%	48.60%	0.00%	0.00%
17	Colleton	170.00%	46,49%	0.00%	0.00%
18	Chesterfield	170.00%	44.90%	0.00%	0.00%
19	Hampton	170.00%	44.73%	0.00%	0.00%
20	Marlboro	170.00%	44.03%	0.00%	0.00%
21	Greenwood	170.00%	43.12%	89.00%	89.00%
22	Georgetown	170.00%	42,54%	0.00%	0.00%
23	Darlington	170.00%	40.82%	0.00%	0.00%
24	Cherokee	170.00%	40,48%	0.00%	0.00%
25	Newberry	170.00%	39,49%	0.00%	0.00%
26	Florence	170.00%	39.07%	18.00%	18.00%
27	Jasper	170.00%	38.91%	0.00%	0.00%
28	Pickens	170.00%	36.59%	0.00%	0.00%
29	Marion	170.00%	35,25%	0.00%	0.00%
30	Lancaster	170.00%	34.87%	0.00%	0.00%
31	Orangeburg	170.00%	34.53%	29.00%	9.92%
32	Sumter	170.00%	34.07%	36.00%	26.40%
33	Lexington	170.00%	32,79%	0.00%	0.00%
34	Lee	118.00%	86.61%	0.00%	0.00%
35	Williamsburg	100,00%	32,42%	0.00%	0.00%
36	Berkelev	99,99%	32,76%	10.00%	10.00%
37	Clarendon	60.00%	34.48%	60.00%	60.00%
38	Bamberg	55.00%	36.98%	0.00%	0.00%
39	Saluda	50.00%	50.00%	0.00%	0.00%
40	Union	50.00%	30.30%	0.00%	0.00%
41	Kershaw	48.00%	32.19%	0.00%	0.00%
42	Edgefield	46.00%	34.71%	0.00%	0.00%
43	Fairfield	45.00%	27.85%	0.00%	0.00%
44	Calhoun	39.90%	33.97%	0.00%	0.00%
45	Chester	32.99%	25.28%	0.00%	0.00%
46	Allendale	28.00%	28.00%	0.00%	0.00%

AVERAGE OF FIXED APR FILED BY TYPE & CATEGORY (2022/2023)



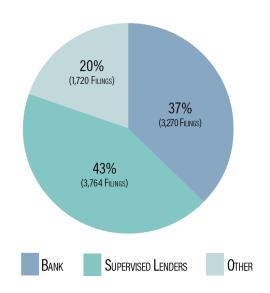
HIGHEST APR FILED BY TYPE & CATEGORY (2022/2023)



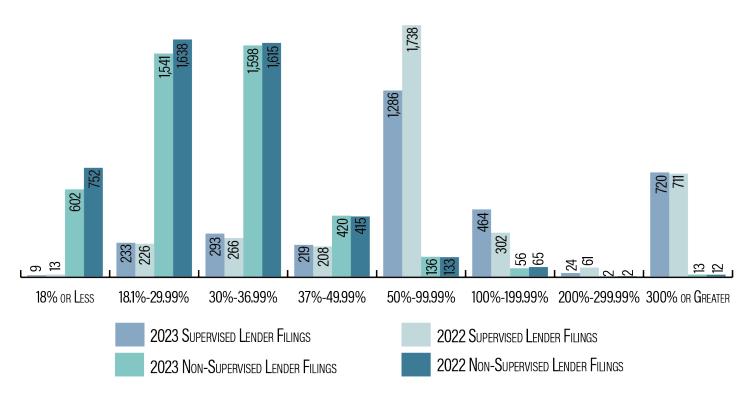
Consumer Lending

Consumer loan transactions, which account for the majority of maximum rate filings, are comprised of various industries, or registered creditor types. While the Code contains provisions for consumer loans similar to those for credit sales, rent-to-own transactions and leases, additional requirements and consumer protections are contained in Chapter Three with which lenders must comply. This includes specific regulation of lenders offering loans in excess of 12% APR. Some consumer loan products, however, are regulated by other titles, including deferred presentment and pawn transactions.

Number of Maximum Rate Filings by Industry Type (2023)

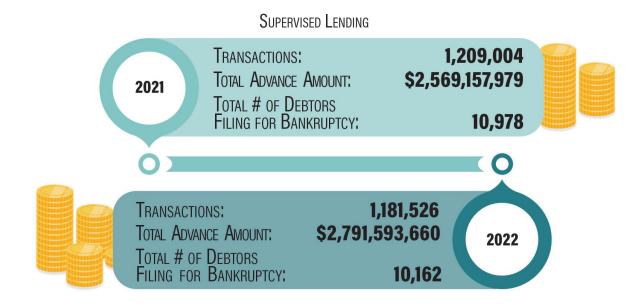


MAXIMUM RATE FILINGS BY RANGE:
SUPERVISED LENDERS & NON-SUPERVISED LENDERS (2022/2023)

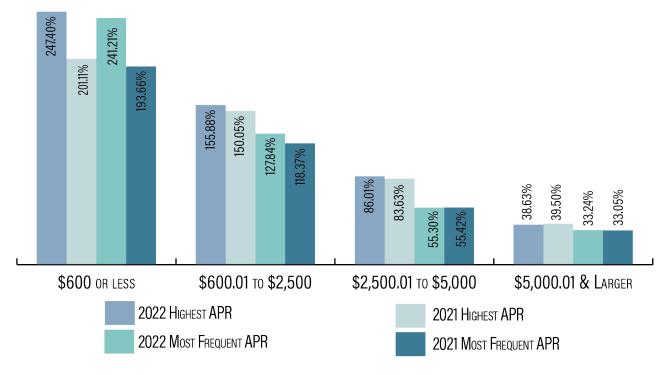


Supervised Lending

Supervised loans are governed by the Code, specifically section 37-3-500 et seq. Supervised loans are consumer loans in which the rate of the loan finance charge exceeds 12% APR. A supervised lender is a person who is authorized to make or take assignments of supervised loans. These lenders are licensed and examined by the South Carolina Board of Financial Institution's Consumer Finance Division. A supervised lender who charges more than 18% APR must also file its rate with the Department and post that rate in its place of business. However, for loans not exceeding \$600, the supervised lender may not file or post a rate in excess of that set by statute for restricted lenders under section 34-29-140.

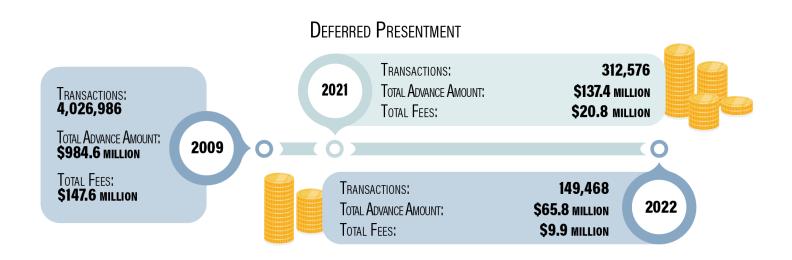


HIGHEST AND MOST FREQUENT APR CHARGED BY LOAN AMOUNT (WEIGHTED AVERAGES)

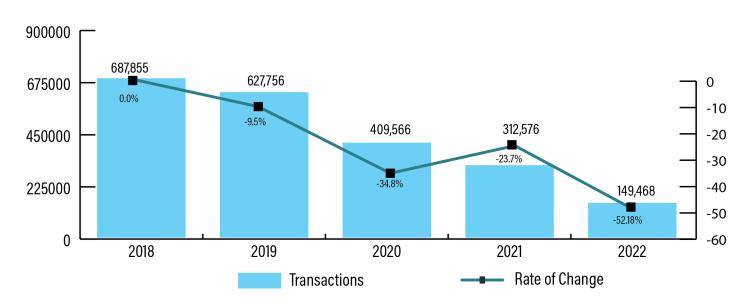


Deferred Presentment

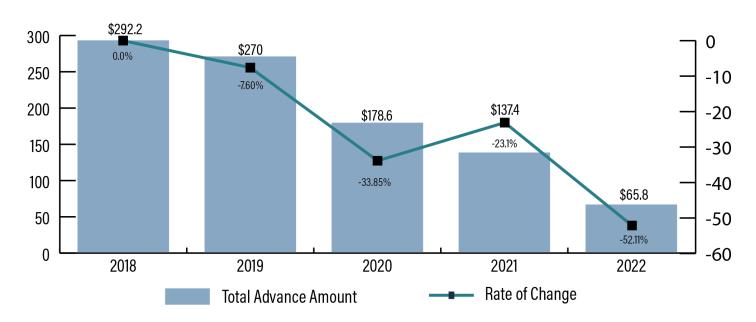
Deferred presentment is commonly referred to as a "payday loan." A "payday loan" is when a lender charges a fee to accept a check dated on the date it was written and agrees to hold the check for a period of time before presentment for payment or deposit. These high rate lenders often charge at or above 300% APR.



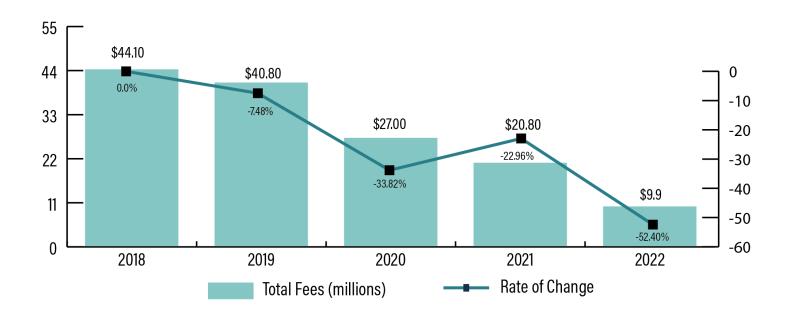
Deferred Presentment Total Number of Transactions: Rate of Change (2018 - 2022)



Deferred Presentment Total Advance Amounts: Rate of Change (2018 - 2022)



Deferred Presentment Total Fees: Rate of Change (2018 - 2022)

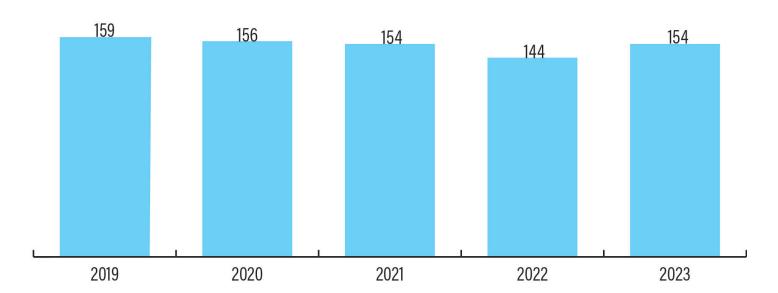


Pawnbrokers

Section 40-39-10(2) of the South Carolina Code of Laws defines "pawnbroker" as "any person engaged in the business of lending money on the security of pledged goods or engaged in the business of purchasing tangible personal property on condition that it may be redeemed or repurchased by the seller for a fixed price within a fixed period of time." No person may engage in the business of a pawnbroker without first obtaining a Certificate of Authority from the Department for each location. As a regulated industry, pawnbrokers must keep certain records as required by law, including documentation of every pawn or purchase transaction by a pawnbroker.

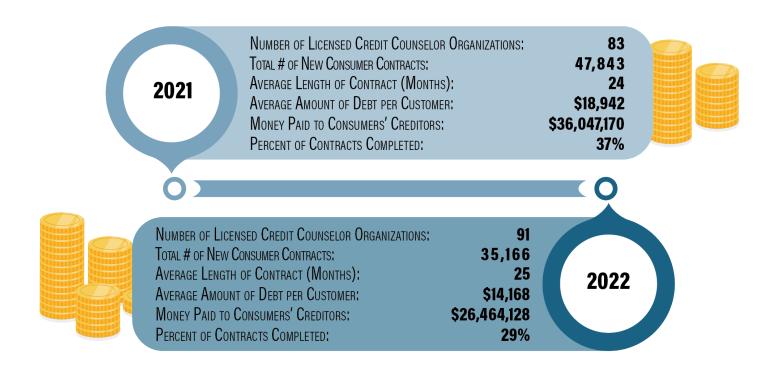
Total # Pawn Transactions for Licensees 376,443
Interest Collected \$50,719,403
Average Amount Advanced \$40,399

Number of Licensed Pawnbrokers (2019 - 2023)

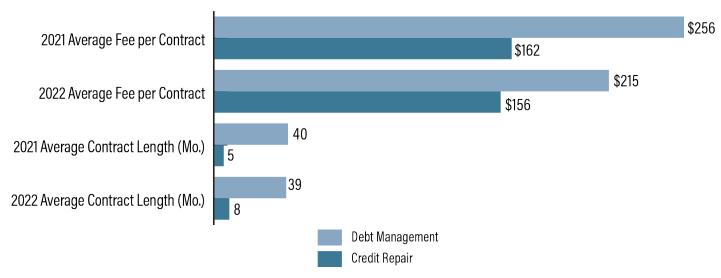


CREDIT COUNSELING

The Consumer Credit Counseling Act (the "CCCA") went into effect on December 2, 2005. The CCCA requires consumer credit counseling organizations, which are businesses offering or providing credit counseling services for a fee, compensation or gain, to obtain a license from SCDCA for each location. Employees of these organizations who are involved with providing the credit counseling services, "credit counselors" under the CCCA, must also obtain a license. The industries that must comply with the CCCA can generally be divided into three categories: (1) Debt management/debt consolidation businesses, (2) Credit repair businesses, and (3) Debt settlement/negotiation businesses.



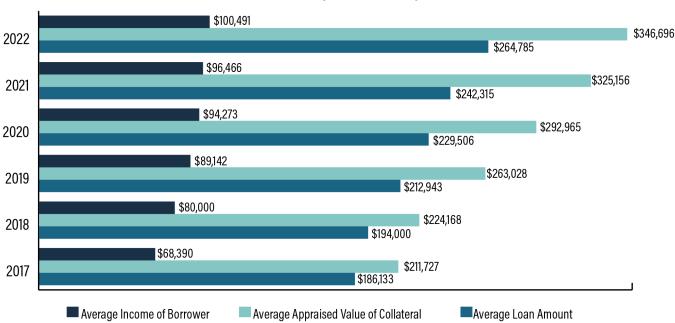
CREDIT COUNSELING CONTRACTS BY COMPANY TYPE (2021/2022)

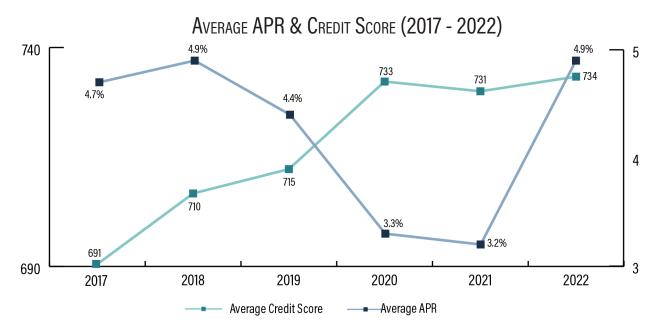


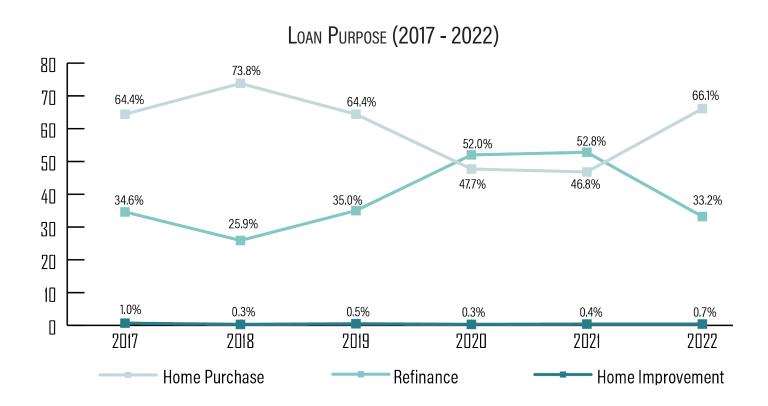
Mortgage Lending

SCDCA has regulated mortgage loan brokers since 1988, and mortgage loan originators since 2005, pursuant to the Mortgage Brokers Act, S.C. Code Ann. section 40-58-10 et seq. The South Carolina Board of Financial Institution's Consumer Finance Division has regulated mortgage lenders/servicers and their mortgage loan originators since 2009 pursuant to the Mortgage Lending Act, S.C. Code Ann. section 37-22-110 et seq. The Mortgage Brokers and Lenders Acts require lenders, servicers, and brokers in the mortgage industry to maintain accurate records and annually report certain mortgage data to the state. This data is compiled annually in the form of the Mortgage Log Report. Certain trends and data were pulled from the reports and included herein. The complete Report can be viewed on SCDCA's website.

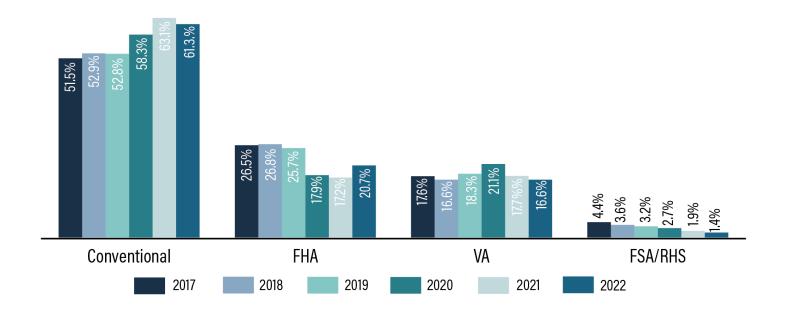








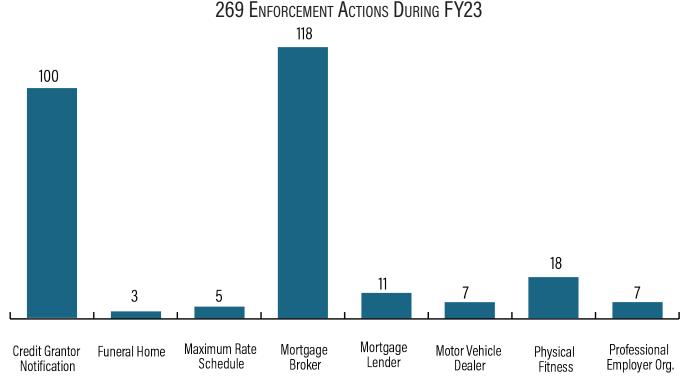
Mortgage Loan Type (2017 - 2022)



Appendix: Recent Enforcement Actions

Introduction

Overall, the agency's outcome of credits, refunds and adjustments for FY23 through efforts in complaint mediation, enforcement and intervention in rate filings was \$4,124,848. This amount almost equals DCA's FY23 budget (\$4,429,679). The amount fluctuates from year to year due to the unpredictability in forecasting results of enforcement actions and complaint resolutions due to the varied complexity of matters brought before the Department. In June 2023, the Supreme Court upheld a 2021 Court of Appeals ruling in favor of the Department that will result in refunds, credits and adjustments of over \$7.5 million for consumers. Additional proceedings to solidify the actual amount are pending, thus the \$7.5 million was not included in this year's return on investment data.



*Note: One enforcement action could result in multiple remedies (e.g. fines, refunds, or credits/adjustments).

Non-depository financial institutions and other regulated industries submitted over **30,000 filings and applications**, approximately 400 more than FY22 and over 3,000 more than the prior two fiscal years (FY21- 27,209/ FY20- 26,799). Despite the filing increase and staffing vacancies, SCDCA staff met the goal to process **95% within thirty days** of receipt. During the same time period, investigators conducted 584 advisories, compliance reviews, contacts and inspections. The Department strives to conduct compliance reviews of at least twenty-five percent of licensees annually to ensure continued compliance. Special investigations of licensed and unlicensed businesses may also be conducted upon receipt of consumer complaints, industry tips or reports or requests from other state or federal agencies.

Some highlights of issues identified through recent compliance reviews or investigations can be found below. A listing of recent public enforcement actions can also be viewed on the Department's website¹. The Department's FY23 Accountability Report² showing data points related to enforcement and licensing may be viewed on the Department's website along with Administrative Interpretations³, none of which were issued in 2023, and Business Guidance⁴ documents. Updates to the Auto Dealer Guide reflecting 2023 Legislative changes were made⁵.

20

RECENT COMPLIANCE/INVESTIGATIVE HIGHLIGHTS

Title 37 Consumer Protection Code, Chapter 11 Continuing Care Retirement Communities

The Continuing Care Retirement Community Act requires all continuing care retirement communities (CCRCs) operating in South Carolina to obtain a license from the Department, use contracts containing specific provisions, deposit entrance fees or reservations deposits into trust accounts and establish a complaint processing system.

To ensure compliance, investigators reviewed bank statements, insurance provider account lists, investigator funeral home contract reports, receipt books and copies, ledger books/ledger databases, and the individual beneficiary files. Recurring issues include:

- Failure of licensed CCRCs to obtain updated privacy notices signed by residents.
- Failure of licensed CCRCs maintain complete disclosure statements in the residents' files.

Title 40 Professions and Occupations, Chapter 39 **Pawnbrokers**

No person shall carry on the business of a pawn broker in any location without first obtaining a Certificate of Authority for each location. All pawn brokers conducting business in this state are under the authority of and regulated by the Department. The statute requires a pawn broker to keep a detailed record of all transactions for items being pledged or purchased. The statute requires a pawn broker to keep books and records available to the Department designees, law enforcement officers, or court officials. Pawnbrokers must also submit daily transactions to an approved online database.

To ensure compliance, investigators reviewed pawn tickets and buy tickets, pawn/buy reports, itemized payment histories, redeemed tickets, and forfeiture letters. Recurring issues include:

- Failure of businesses that have taken in pawns and received interest on pawned items filing for a Certificate of Authority with the Department.
- Licensed pawnbrokers failing to disclose complete descriptions of items on the pawn ticket (including serial numbers).
- Licensed pawnbrokers failing to hold purchased items for the required holding period.
- Licensed pawnbrokers failing to maintain proper employee records as required by law.

Title 44 Health, Chapter 79 **Physical Fitness Services Act**

The Physical Fitness Services Act requires any facility or individual that offers physical fitness services for the development of physical fitness through exercise or weight control to file for a Certificate of Authority with the Department. If a physical fitness provider offers services that exceed 3 months in duration or \$200, a written membership must be executed with the consumer. The statute gives specific requirements that must be disclosed on all prepaid or credit contracts for physical fitness services. The law requires that all books and records must be available for review by the Department.

To ensure compliance, investigators reviewed membership contracts, membership account databases, and individual member files. Recurring issues include:

- Physical fitness centers failing to file with the Department for a Certificate of Authority to provide services.
- Licensed physical fitness centers failing to execute a contract with consumers for services exceeding \$200 or 3 months as required by law.
- Physical fitness centers failing to provide consumers with the proper disclosures as required on the contract.
- Physical fitness centers failing to maintain proper financial responsibility in the form of a bond.
- Failing to provide SCDCA Investigators with books and records as required by law.

Endnotes

1 See https://consumer.sc.gov/business-resourceslaws/enforcement-actions

2 See https://consumer.sc.gov/agency-reports

3 See https://consumer.sc.gov/business-resourceslaws/administrative-interpretations

4 See https://consumer.sc.gov/business-resourceslaws/business-education-tools

5 See https://consumer.sc.gov/sites/consumer/files/Documents/Auto Dealers Guide.pdf

Page left intentionally blank.