



By the Numbers: Vehicle Financing and Personal Lending in New Hampshire

ORIGINATIONS*

- Number of vehicle financing originations: 159,770
- Dollar value: \$3.597 billion

- Number of personal loan originations: 19,290
 - 5,525 to borrowers with credit score of 620 or less
 - 7,510 to borrowers with income of \$40K or less
 - 6,290 for amounts less than \$5,000
- Dollar value: \$200 million

EMPLOYMENT IMPACT¹

- 841 employed directly in vehicle financing
- 2,400 jobs supported by industry activity (direct + suppliers + spending by employees of industry and suppliers)

- 182 employed directly in personal lending
- 480 jobs supported by industry activity (direct + suppliers + spending by employees of industry and suppliers)

GDP IMPACT

- \$247 million generated directly by vehicle financing
- \$500 million supported by industry activity (direct + suppliers + spending by employees of industry and suppliers)

- \$30 million generated directly by personal lending
- \$70 million supported by industry activity (direct + suppliers + spending by employees of industry and suppliers)

* Originations compiled from data reported to Equifax Analytic Dataset for 2023. Personal loans are those originated by finance companies. Vehicle financing is contracts originated by all lenders for both purchase and lease. Economic impacts (employment and GDP) estimated by Oxford Economics.