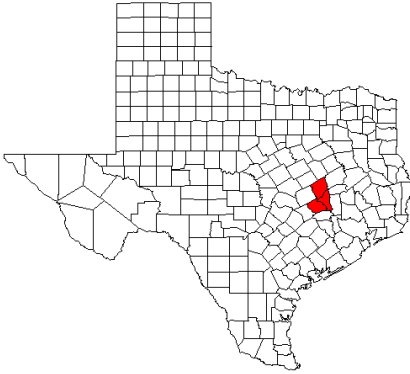


Payday and Auto Title Lending in Texas

College Station MSA 2018

Bryan-College Station

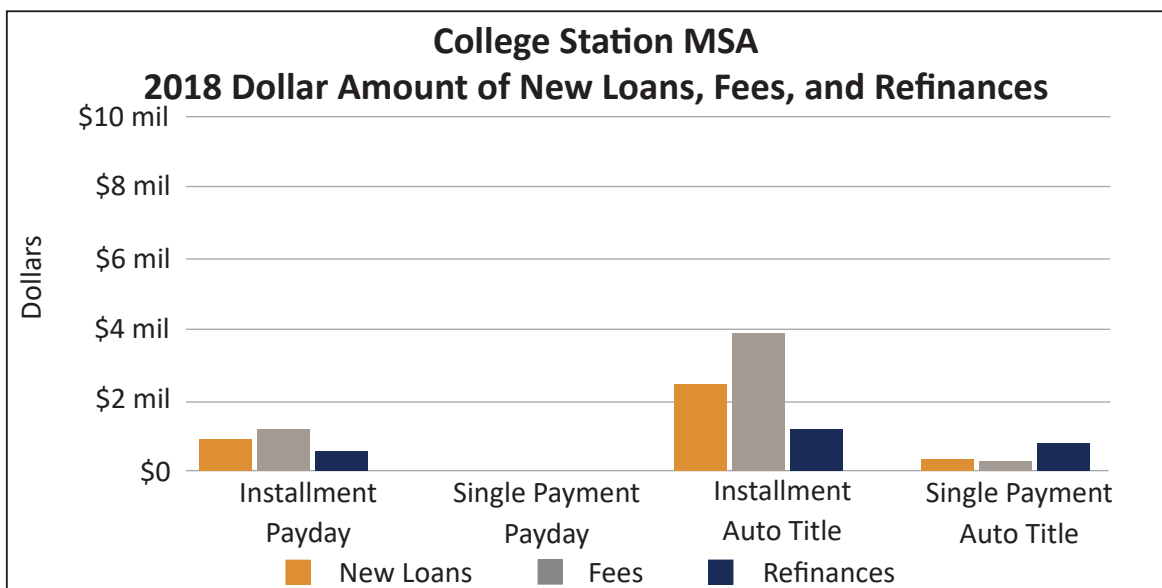


- **Store Locations:** 10
- **New Loans:** \$3,640,761
- **Fee Charges:** \$5,304,324
- **Refinances:** \$2,494,086
- **Repossessions (Auto Title):** 75 or 1 car per week
- **Repossession Rate:** 4% of borrowers had car repossessed

Refinances and High Fees Continue to Drive Costs

Payday and auto title businesses in Texas offer two main loan types: single payment loans, due in full in 2 weeks or 1 month, and installment loans, due in a series of payments over a period of up to 6 months. Longer loan terms mean installment loans have fewer refinances, but even higher fees. **Fees for one installment loan are often the same as fees charged for 5 to 12 single payment loans.**

- **In the College Station MSA, refinances make up 62% of single payment loan transactions.**
- **Installment loan borrowers paid a total of \$5,046,662 in fees for \$3,318,309 in new loans, an average of \$152 in fees for every \$100 borrowed.**
- **Across all four loan types, the average cost to repay a \$500 loan with no refinances is \$1,193 to \$1,300. For borrowers who refinance, the average cost to repay a \$500 loan can reach over \$3,000.** Average APRs for payday and auto title loans in the College Station MSA range from 475% to 588% (see table on back).



Payday and Auto Title Lending in Texas

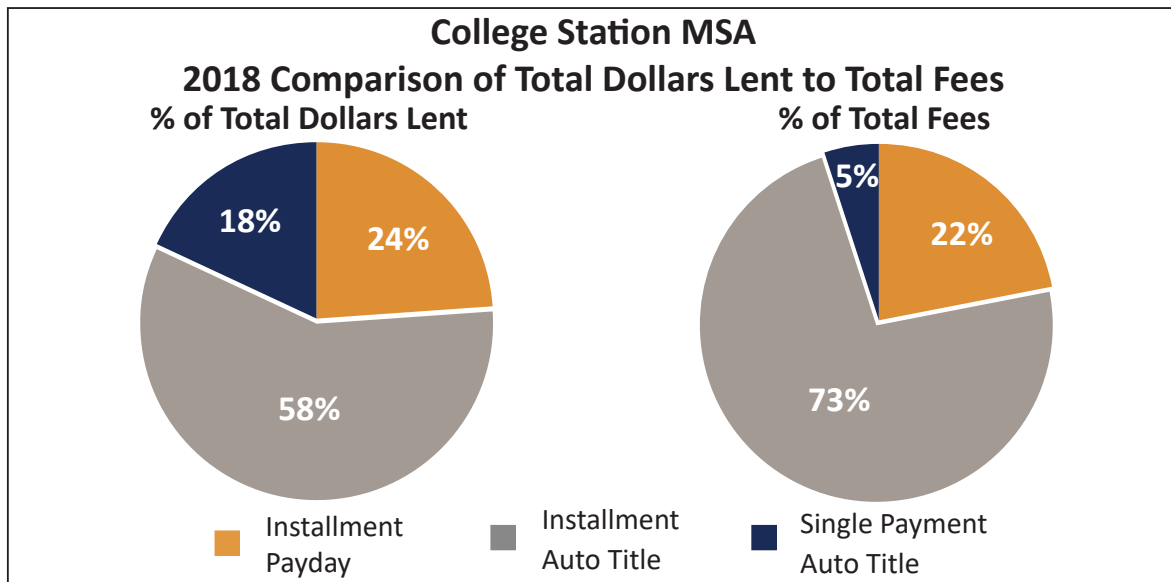
College Station MSA at a Glance: Profile of Loan Terms and Repayment, \$500 Loan

	Installment Payday	Single Payment Payday	Installment Auto Title	Single Payment Auto Title
Average* Loan Term (Days)	145	-	154	-
Average Fees per \$100	\$156.09	-	\$134.41	-
Ave. Annual Percentage Rate (APR)	588%	-	475%	-
Amount Repaid with No Refinances	\$1,300.36	-	\$1,193.13	-
Ave. % of Borrowers Who Refinance in Same Quarter They Take Out a Loan	3.90%	-	13.62%	-
Average Refinances per Borrower	5.78	-	4.44	-
Amount Repaid with Ave. Refinances	\$5,930.25	-	\$4,272.50	-
Refinances as Percent of Total Number of Loan Transactions	12%	-	30%	-

*If fewer than four quarters of data are available, averages reflect the average of quarters with available data; blank if no quarterly data reported.

Installment Auto Title Lending Continues to Grow in Local Market

The total value of new loans, fees, and refinances increased by 3% from 2017 to 2018. During that same period, the dollar value of new loans decreased by 4%, refinances increased by 42%, and fees decreased by 4%. There was a 4% increase in the number of vehicle repossessions by auto title lenders, from 72 to 75 vehicles, but the repossession rate of auto title borrowers losing a car remained steady at 4%. Installment auto title lending continued to dominate the market, making up 58% of dollars lent and 73% of fees. Installment lending in total, including both payday and auto title loans, generated 95% of all fees collected in 2018.



Numbers may not add up to 100% due to rounding error.

