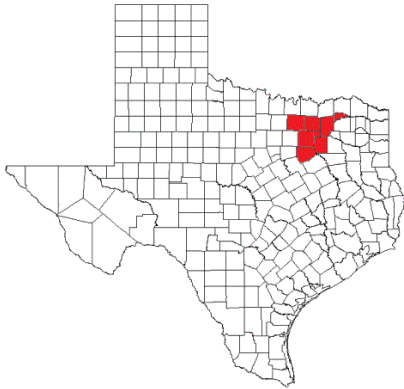


Payday and Auto Title Lending in Texas

Dallas MD 2013

Dallas-Plano-Irving Metropolitan Division

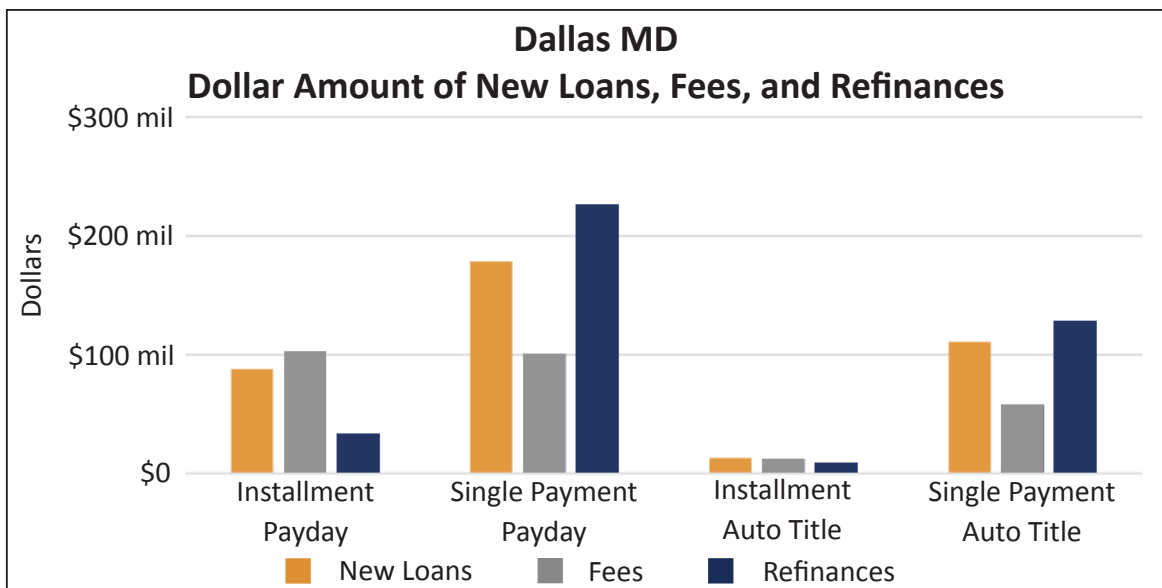


- **Store Locations:** 510
- **New Loans:** \$390,209,510
- **Fee Charges:** \$273,380,152
- **Refinances:** \$396,283,167
- **Repossessions (Auto Title):** 7,806—150 cars per week
- **Repossession Rate:** 10% of borrowers had car repossessed

Refinances and High Fees 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.

- **In the Dallas MD, refinances make up 59% of single payment loan transactions.**
- **On average, installment borrowers paid \$1.14 in fees for every dollar borrowed.**
The dollar amount of fees for all installment loans increased by 53% from 2012 to 2013. Fees for installment payday loans increased by 65%.
- **Across all four loan types, the average cost to repay a \$500 loan with no refinances is \$598 to \$1,125. 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 Dallas MD range from 246% to 538% (see table on back).



Payday and Auto Title Lending in Texas

Dallas MD 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)	136	17	150	29
Average Fees per \$100	\$121.29	\$24.61	\$79.38	\$18.76
Ave. Annual Percentage Rate (APR)	476%	538%	306%	246%
Amount Repaid with No Refinances	\$1,125.09	\$625.36	\$917.47	\$597.77
Percent of Borrowers Who Refinance (Ave. of Quarterly Rates)	5.30%	53.00%	8.37%	41.34%
Average Refinances per Borrower	3.65	4.61	4.56	6.45
Amount Repaid with Ave. Refinances	\$3,403.58	\$1,203.03	\$2,819.63	\$1,228.59

New Trend: Installment Payday Loans

Installment payday loans made up 15% of dollars lent for all types of loans in 2013, but 38% of total fees, indicating that this product is a huge fee driver. Depending on the loan terms, **fees for one installment loan are often the same as the fees charged for 5 to 12 single payment loan transactions.**

