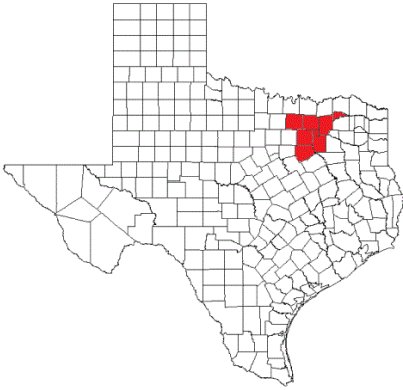


# Payday and Auto Title Lending in Texas

## Dallas MD 2015

Dallas-Plano-Irving Metropolitan Division

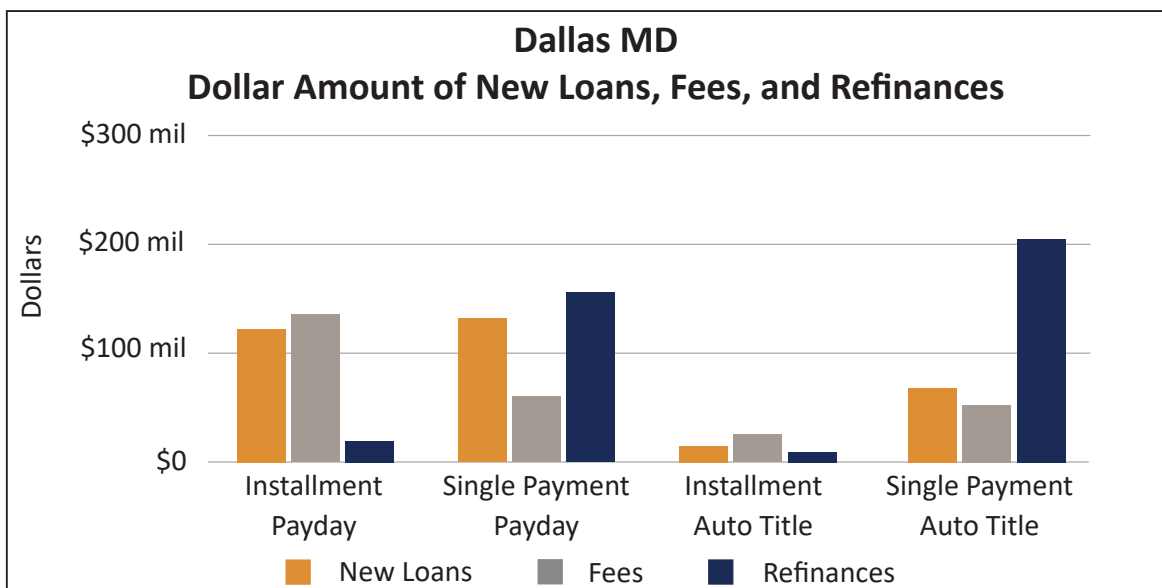


- **Store Locations:** 386
- **New Loans:** \$337,948,980
- **Fee Charges:** \$274,644,070
- **Refinances:** \$390,496,035
- **Repossessions (Auto Title):** 7,104 or 137 cars per week
- **Repossession Rate:** 16% of borrowers had car repossessed

### 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.

- **In the Dallas MD, refinances make up 55% of single payment loan transactions.**
- **On average, installment borrowers paid \$1.17 in fees for every dollar borrowed.**
- **Across all four loan types, the average cost to repay a \$500 loan with no refinances is \$579 to \$1,165. 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 192% to 497% (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)	148	17	169	30
Average Fees per \$100	\$129.01	\$22.69	\$95.87	\$14.99
Ave. Annual Percentage Rate (APR)	459%	497%	331%	192%
Amount Repaid with No Refinances	\$1,165.28	\$615.82	\$1,002.49	\$578.99
Percent of Borrowers Who Refinance (Ave. of Quarterly Rates)	3.98%	48.18%	11.08%	50.06%
Average Refinances per Borrower	3.44	4.86	3.96	6.23
Amount Repaid with Ave. Refinances	\$3,455.64	\$1,178.85	\$2,992.67	\$1,071.42

### Installment Loans Drive Increase in Total Fees

From 2014 to 2015, the dollar amount of new loans decreased by 2% and refinances decreased by 9%, while fees increased by 4.3%. The increase in fees is largely due to increases in installment payday and auto title loans. Together, installment loans made up 23% of the dollars lent and 58% of the total fees. Average fee charges for installment payday and auto title loans increased from 2014 to 2015. Fees per \$100 borrowed for installment payday loans increased from \$123.65 to \$129.01 and fees for installment auto title loans increased from \$91.71 to \$95.87. Depending on the loan terms, **fees for one installment loan are often the same as fees charged for 5 to 12 single payment loan transactions.**

