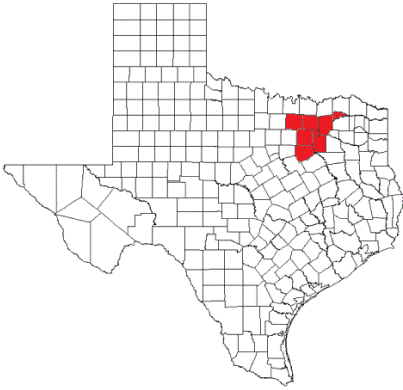


Payday and Auto Title Lending in Texas

Dallas MD 2017

Dallas-Plano-Irving Metropolitan Division

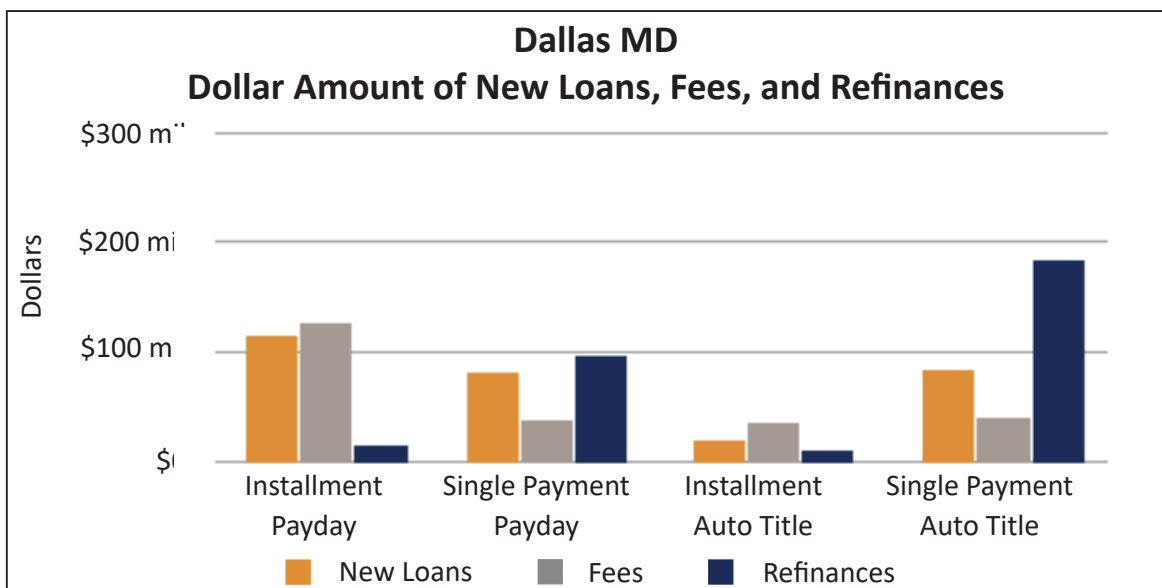


- **Store Locations:** 293
- **New Loans:** \$293,100,433
- **Fee Charges:** \$233,216,663
- **Refinances:** \$302,103,817
- **Repossessions (Auto Title):** 7,689 or 148 cars per week
- **Repossession Rate:** 17% of borrowers had car repossessed

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 Dallas MD, refinances make up 56% of single payment loan transactions.
- On average, installment borrowers paid \$220 for every \$100 borrowed.
- Across all four loan types, the average cost to repay a \$500 loan with no refinances is \$581 to \$1,172. 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 196% to 509% (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)	142	17	156	30
Average Fees per \$100	\$115.52	\$23.23	\$130.10	\$15.31
Ave. Annual Percentage Rate (APR)	458%	509%	463%	196%
Amount Repaid with No Refinances	\$1,097.08	\$618.45	\$1,171.91	\$580.67
Ave. % of Borrowers Who Refinance in Same Quarter They Take Out a Loan	2.42%	44.02%	11.45%	43.64%
Average Refinances per Borrower	4.02	5.41	4.88	6.37
Amount Repaid with Ave. Refinances	\$3,496.91	\$1,259.42	\$4,448.87	\$1,094.23
Refinances as Percent of Total Number of Loan Transactions	6%	51%	31%	67%

Overall Market Volume Continues Decline; Uptick in Single Payment Auto Title Lending

The total value of new loans, fees, and refinances decreased by 6% from 2016 to 2017. During that same period, the dollar value of new loans decreased by 1%, refinances fell by 7%, and fees fell by 9%. There was a 15% increase in the number of vehicle repossessions by auto title lenders, but a small decrease in the repossession rate from 18% in 2016 to 17% in 2017. Single payment auto title lending jumped from 35% to 45% of the dollar value of new loans. Installment payday and auto title lending continue to dominate fee charges, making up 67% of the total value of fees collected in 2017, slightly up from 62% in 2016.

