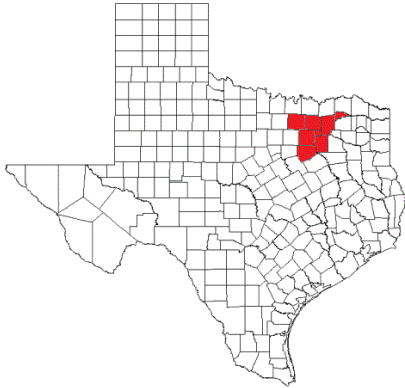


Payday and Auto Title Lending in Texas

Dallas MD 2018

Dallas-Plano-Irving Metropolitan Division

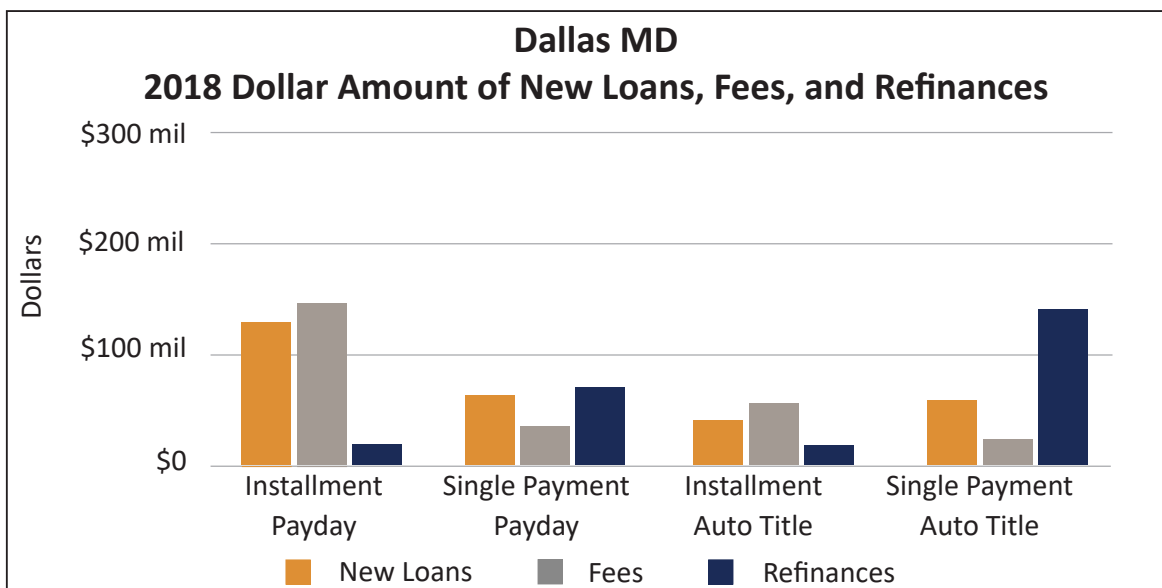


- **Store Locations:** 279
- **New Loans:** \$288,662,027
- **Fee Charges:** \$258,001,396
- **Refinances:** \$245,567,671
- **Repossessions (Auto Title):** 8,390 or 161 cars per week
- **Repossession Rate:** 20% of borrowers had car repossessed

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 54% of single payment loan transactions.
- Installment loan borrowers paid a total of \$200,283,322 in fees for \$168,099,019 in new loans, an average of \$119 in fees for every \$100 borrowed.
- Across all four loan types, the average cost to repay a \$500 loan with no refinances is \$577 to \$1,095. 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 188% 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)	135	17	153	30
Average Fees per \$100	\$108.20	\$23.23	\$114.79	\$14.64
Ave. Annual Percentage Rate (APR)	433%	509%	417%	188%
Amount Repaid with No Refinances	\$1,059.52	\$618.51	\$1,094.93	\$577.29
Ave. % of Borrowers Who Refinance in Same Quarter They Take Out a Loan	2.77%	39.88%	8.91%	49.78%
Average Refinances per Borrower	3.81	5.11	5.33	5.60
Amount Repaid with Ave. Refinances	\$3,188.68	\$1,223.72	\$4,268.26	\$1,010.32
Refinances as Percent of Total Number of Loan Transactions	7%	48%	27%	69%

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

The total value of new loans, fees, and refinances decreased by 4% from 2017 to 2018. During that same period, the dollar value of new loans decreased by 2%, refinances fell by 19%, and fees increased by 11%. There was a 9% increase in the number of vehicle repossessions by auto title lenders and an increased in the repossession rate from 17% in 2017 to 20% in 2018. Installment payday and auto title lending continue to dominate fee charges, making up 78% of the total fees collected in 2018, up from 67% in 2017.

