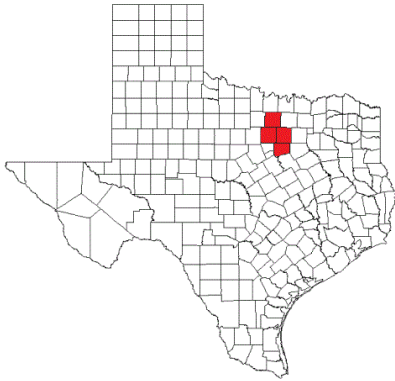


Payday and Auto Title Lending in Texas

Fort Worth MD 2018

Fort Worth-Arlington Metropolitan Division

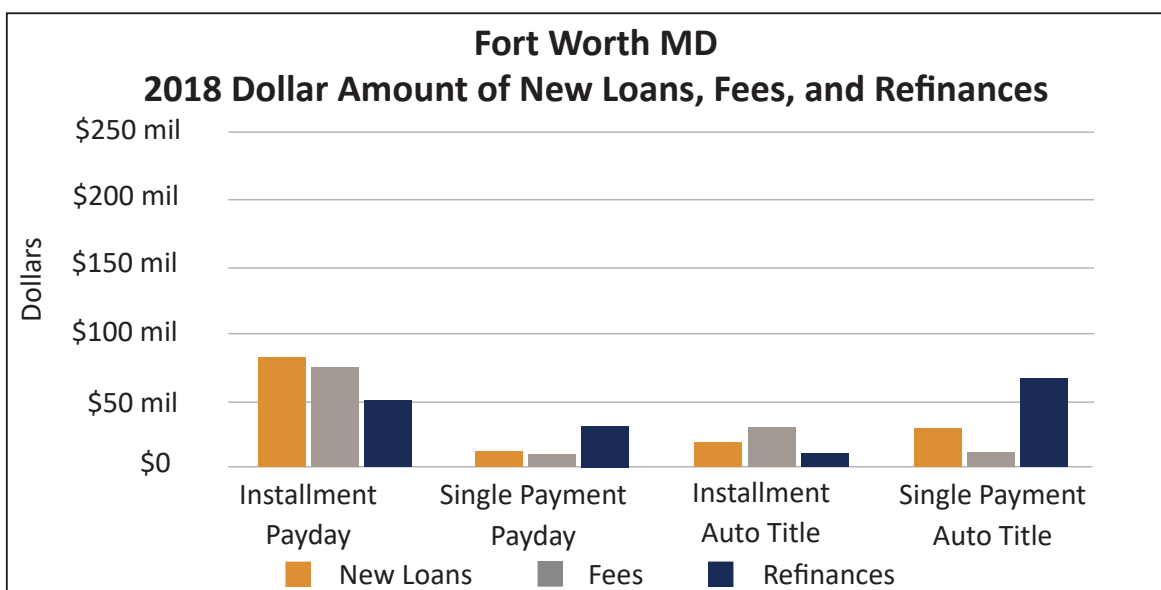


- **Store Locations:** 169
- **New Loans:** \$140,856,980
- **Fee Charges:** \$124,441,960
- **Refinances:** \$157,105,439
- **Repossessions (Auto Title):** 3,645 or 70 cars per week
- **Repossession Rate:** 17% of borrowers had car repossessed

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 Fort Worth MD, refinances make up 64% of single payment loan transactions.
- Installment loan borrowers paid a total of \$103,729,592 in fees for \$100,696,305 in new loans, an average of \$103 in fees for every \$100 borrowed.
- Across all four loan types, the average cost to repay a \$500 loan with no refinances is \$579 to \$1,113. 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 Fort Worth MD range from 200% to 504% (see table on back).



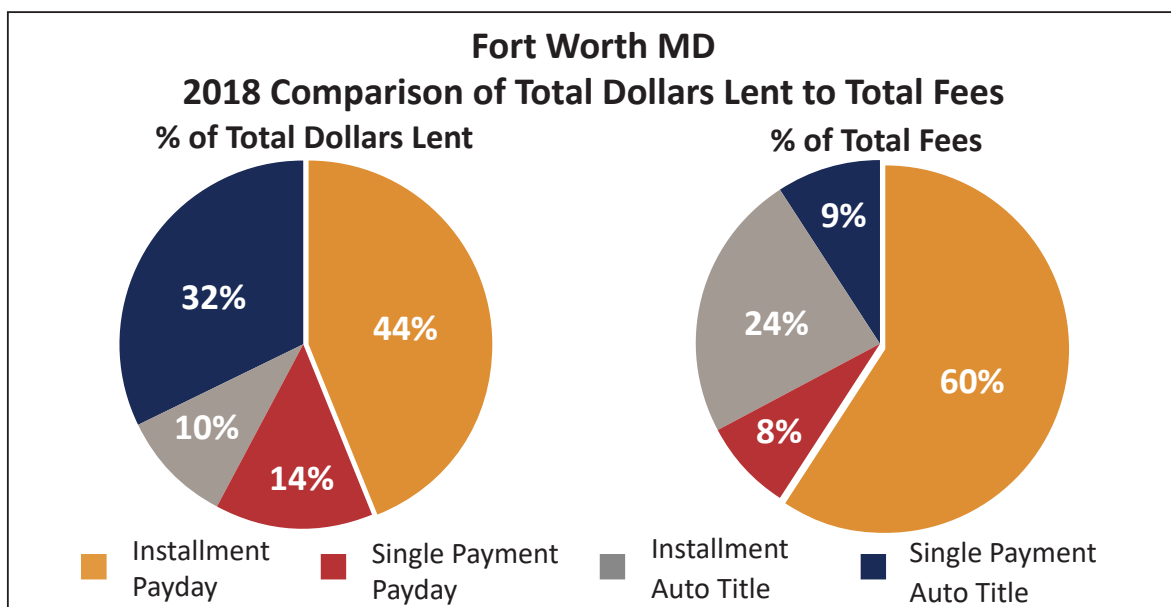
Payday and Auto Title Lending in Texas

Fort Worth 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)	143	18	156	30
Average Fees per \$100	\$84.40	\$24.38	\$118.28	\$15.08
Ave. Annual Percentage Rate (APR)	352%	504%	427%	200%
Amount Repaid with No Refinances	\$941.59	\$624.35	\$1,112.81	\$579.49
Ave. % of Borrowers Who Refinance in Same Quarter They Take Out a Loan	8.74%	49.26%	11.46%	49.49%
Average Refinances per Borrower	6.07	6.01	4.96	5.38
Amount Repaid with Ave. Refinances	\$3,623.93	\$1,371.42	\$4,151.14	\$1,006.79
Refinances as Percent of Total Number of Loan Transactions	28%	62%	31%	67%

Overall Market Volume Increases with Continued Growth in Installment Lending

The total value of new loans, fees, and refinances increased by 8% from 2017 to 2018. During that same period, the dollar value of new loans increased by 16%, refinances grew by 3%, and fees increased by 4%. There was a 15% increase in the number of vehicle repossessions by auto title lenders, and the repossession rate grew slightly from 16% of auto title borrowers losing a car to repossession in 2017 to 17% in 2018. Installment payday lending dominated the dollar value of new loans, making up 44% of the market in 2018. Overall, installment lending made up 54% of the dollars lent and 84% of fees collected in 2018.



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

