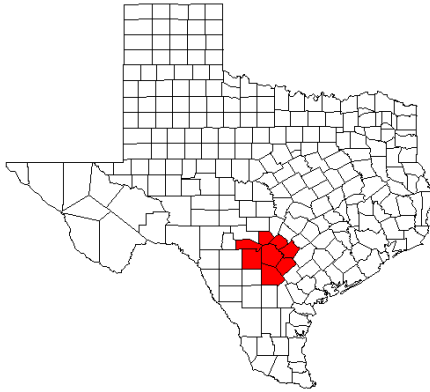


Payday and Auto Title Lending in Texas

San Antonio MSA 2017

San Antonio-New Braunfels

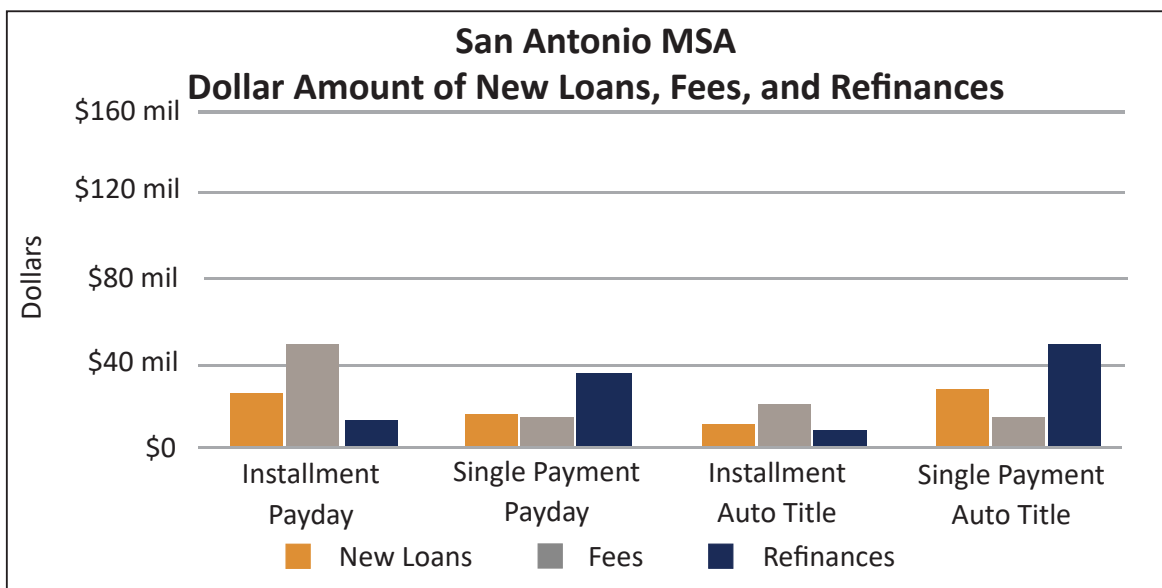


- **Store Locations:** 158
- **New Loans:** \$70,187,142
- **Fee Charges:** \$87,088,831
- **Refinances:** \$96,166,159
- **Repossessions (Auto Title):** 2,252 or 43 cars per week
- **Repossession Rate:** 13% of borrowers had car repossessed

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 San Antonio MSA, refinances make up 64% of single payment loan transactions.**
- **On average, installment borrowers paid \$300 for every \$100 borrowed.**
- **Across all four loan types, the average cost to repay a \$500 loan with no refinances is \$578 to \$1,366. 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 San Antonio MSA range from 189% to 549% (see table on back).



Payday and Auto Title Lending in Texas

San Antonio MSA 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)	166	16	156	30
Average Fees per \$100	\$168.75	\$23.62	\$127.85	\$14.69
Ave. Annual Percentage Rate (APR)	528%	549%	456%	189%
Amount Repaid with No Refinances	\$1,366.43	\$620.29	\$1,160.64	\$577.57
Ave. % of Borrowers Who Refinance in Same Quarter They Take Out a Loan	6.20%	57.34%	13.14%	38.84%
Average Refinances per Borrower	3.66	5.27	5.16	4.95
Amount Repaid with Ave. Refinances	\$4,540.08	\$1,254.02	\$4,570.79	\$961.21
Refinances as Percent of Total Number of Loan Transactions	15%	65%	35%	60%

Overall Market Volume Continues Decline

The total value of new loans, fees, and refinances decreased by 7% from 2016 to 2017. During that same period, the dollar value of new loans increased by 6%, refinances fell by 14%, and fees fell by 7%. There was a 1% increase in the number of vehicle repossessions by auto title lenders, but the repossession rate fell from 15% of auto title borrowers losing a car to repossession in 2016 to 13% in 2017. The proportion of the dollar amount of new loans and fees collected distributed among the four loan products remained relatively stable from 2016 to 2017.

