

SINGLE PAYMENT - DEFERRED PRESENTMENT (PAYDAY)

| | | <u>New I</u> | <u>oans</u> | Average Fees & | Original Terms | Loans Originated & F | Refinanced During Quarter | <u>Locatio</u> | n Data |
|--|-------------------------------------|---------------------------------|------------------------------|----------------------------------|----------------------------------|----------------------------------|------------------------------------|------------------------|------------------|
| MSA | No. of Transactions | Estimated Total Amt Advanced | Average Amount Advanced | Fee per Transaction | Original Term per Transaction | % of Consumers Who Refinanced | Avg No. of Refinances per Consumer | No. Filed Quarterly | No. Reporting |
| Metropolitan Statistical Area | All Loans & Refinances Item# 10F | Item # 2 X Item #6 ¹ | Consumer Proceeds Item #6 | \$ per \$100 loaned Item #10B | Item #10D (Expressed in Days) | Item #4 / Item #1 | Item #3 / Item #4 | Reports | Activity |
| Amarillo | 1,772 | \$229,747 | \$358 | \$22.22 | 18 | 42.69% | 1.74 | 23 | 7 |
| Austin-Round Rock-San Marcos | 22,578 | \$2,433,776 | \$437 | \$22.39 | 17 | 47.81% | 2.00 | 196 | 67 |
| Beaumont-Port Arthur | 14,321 | \$1,523,674 | \$422 | \$21.76 | 19 | 46.16% | 2.00 | 46 | 35 |
| Brownsville-Harlingen | 15,514 | \$1,360,878 | \$390 | \$22.48 | 19 | 50.79% | 1.90 | 57 | 34 |
| College Station-Bryan ³ | 356 | * | * | * | * | * | * | 13 | 2 |
| Corpus Christi | 17,096 | \$2,151,643 | \$445 | \$22.17 | 18 | 48.16% | 2.03 | 71 | 46 |
| Dallas-Plano-Irving (Metropolitan Division) | 173,844 | \$31,031,559 | \$491 | \$22.02 | 17 | 46.61% | 2.04 | 476 | 192 |
| El Paso | 12,862 | \$885,398 | \$346 | \$24.13 | 15 | 49.10% | 2.54 | 144 | 24 |
| Fort Worth-Arlington (Metropolitan Division) | 83,249 | \$29,071,823 | \$1,075 | \$21.37 | 17 | 32.10% | 2.19 | 293 | 203 |
| Houston-Sugar Land-Baytown | 166,386 | \$17,734,496 | \$458 | \$23.83 | 16 | 54.14% | 2.33 | 710 | 286 |
| Killeen-Temple-Fort Hood | 12,510 | \$1,228,674 | \$378 | \$22.96 | 19 | 43.47% | 1.96 | 45 | 31 |
| Laredo | 10,418 | \$1,113,107 | \$434 | \$22.95 | 18 | 51.71% | 2.00 | 32 | 26 |
| Lubbock | 7,592 | \$754,331 | \$404 | \$21.57 | 18 | 46.73% | 1.99 | 30 | 20 |
| McAllen-Edinburg-Mission | 28,729 | \$2,827,636 | \$425 | \$22.46 | 18 | 55.22% | 1.99 | 89 | 68 |
| San Antonio-New Braunfels | 32,184 | \$3,200,229 | \$437 | \$23.01 | 17 | 51.01% | 2.19 | 284 | 69 |
| Waco | 7,375 | \$654,803 | \$338 | \$22.74 | 18 | 40.00% | 2.02 | 33 | 21 |
| Remainder of State (Outside Reported MSA) ² | 139,368 | \$12,982,167 | \$419 | \$22.30 | 19 | 48.31% | 2.00 | 535 | 376 |
| Out-of-State | 261,344 | \$58,518,144 | \$501 | \$25.03 | 19 | 44.41% | 2.04 | 49 | 16 |
| Tot | als 1,007,498 | \$167,734,778 | | | | | | 3,126 | 1,523 |

¹Does not include additional cash advanced on refinances.

²Includes provisionally licensed companies where an MSA designation could not be made.

³Less than five locations reporting activity. Data was not provided to protect confidentiality of reporting CAB(s).



INSTALLMENT PAYMENT - DEFERRED PRESENTMENT (PAYDAY)

| | | | | | | | , | | |
|--|-------------------------------------|---------------------------------|---|----------------------------------|---|----------------------------------|------------------------------------|------------------------|------------------|
| | | <u>New l</u> | <u>Loans</u> | Average Fees & | erage Fees & Original Terms Loans Originated & Refinanced During Quarte | | | | on Data |
| MSA | No. of Transactions | Estimated Total Amt Advanced | Average Amount Advanced | Fee per Transaction | Original Term per Transaction | % of Consumers Who Refinanced | Avg No. of Refinances per Consumer | No. Filed Quarterly | No. Reporting |
| Metropolitan Statistical Area | All Loans & Refinances Item# 10F | Item # 2 X Item #6 ¹ | Item # 2 X Item #6 ¹ Consumer Proceeds Item #6 | \$ per \$100 loaned Item #10B | Item #10D (Expressed in Days) | Item #4 / Item #1 | Item #3 / Item #4 | Reports | Activity |
| Amarillo | 974 | \$328,590 | \$379 | \$262.92 | 203 | 0.00% | 0.00 | 23 | 11 |
| Austin-Round Rock-San Marcos | 14,036 | \$4,248,492 | \$394 | \$193.10 | 158 | 5.86% | 1.36 | 196 | 86 |
| Beaumont-Port Arthur | 1,930 | \$423,561 | \$424 | \$192.29 | 169 | 8.02% | 1.32 | 46 | 8 |
| Brownsville-Harlingen | 2,307 | \$771,400 | \$466 | \$168.76 | 164 | 7.47% | 1.18 | 57 | 18 |
| College Station-Bryan | 911 | \$283,266 | \$411 | \$156.81 | 143 | 4.78% | 1.83 | 13 | 9 |
| Corpus Christi | 4,037 | \$1,100,505 | \$465 | \$203.82 | 170 | 10.95% | 1.31 | 71 | 16 |
| Dallas-Plano-Irving (Metropolitan Division) | 41,330 | \$21,848,696 | \$607 | \$133.25 | 148 | 4.14% | 1.26 | 476 | 145 |
| El Paso | 5,402 | \$1,792,590 | \$405 | \$115.15 | 167 | 3.66% | 1.57 | 144 | 65 |
| Fort Worth-Arlington (Metropolitan Division) | 28,795 | \$11,089,006 | \$737 | \$118.49 | 154 | 11.49% | 1.18 | 293 | 40 |
| Houston-Sugar Land-Baytown | 28,636 | \$11,356,623 | \$476 | \$178.85 | 164 | 4.58% | 1.24 | 710 | 247 |
| Killeen-Temple-Fort Hood | 1,768 | \$1,005,276 | \$646 | \$84.97 | 169 | 13.16% | 1.22 | 45 | 10 |
| aredo | 1,978 | \$562,812 | \$441 | \$226.72 | 169 | 9.16% | 1.26 | 32 | 13 |
| ubbock | 749 | \$464,682 | \$675 | \$102.06 | 171 | 6.09% | 1.08 | 30 | 8 |
| McAllen-Edinburg-Mission | 1,798 | \$881,911 | \$616 | \$134.00 | 164 | 11.22% | 1.29 | 89 | 22 |
| an Antonio-New Braunfels | 22,882 | \$6,883,627 | \$378 | \$181.42 | 163 | 4.73% | 1.36 | 284 | 149 |
| Naco . | 2,135 | \$730,260 | \$409 | \$152.33 | 169 | 10.35% | 1.34 | 33 | 10 |
| Remainder of State (Outside Reported MSA) ² | 12,190 | \$6,451,652 | \$631 | \$102.59 | 165 | 10.42% | 1.19 | 535 | 160 |
| Out-of-State | 59,015 | \$20,453,570 | \$503 | \$229.68 | 165 | 6.17% | 1.59 | 49 | 16 |
| Tot | als 230,873 | \$90,676,521 | | | | | | 3.126 | 1,033 |

¹Does not include additional cash advanced on refinances.

Data as of: April 14, 2016

as Reported by License Holders

²Includes provisionally licensed companies where an MSA designation could not be made.



SINGLE PAYMENT - AUTO TITLE

| | | <u>New l</u> | <u>Loans</u> | Average Fees & Original Terms Loans Originated & Refinanced During Qu | | efinanced During Quarter | er <u>Location Data</u> | | |
|--|----------------------------------|---------------------------------|------------------------------|---|----------------------------------|----------------------------------|------------------------------------|------------------------|------------------|
| MSA | No. of Transactions | Estimated Total Amt Advanced | Average Amount Advanced | Fee per Transaction | Original Term per Transaction | % of Consumers Who Refinanced | Avg No. of Refinances per Consumer | No. Filed Quarterly | No. Reporting |
| Metropolitan Statistical Area | All Loans & Refinances Item# 10F | Item # 2 X Item #6 ¹ | Consumer Proceeds Item #6 | \$ per \$100 loaned Item #10B | Item #10D (Expressed in Days) | Item #4 / Item #1 | Item #3 / Item #4 | Reports | Activity |
| Amarillo | 1,756 | \$332,953 | \$849 | \$26.01 | 30 | 30.95% | 1.34 | 23 | 9 |
| Austin-Round Rock-San Marcos | 15,944 | \$3,236,112 | \$1,495 | \$18.30 | 30 | 41.91% | 1.50 | 196 | 67 |
| Beaumont-Port Arthur | 9,804 | \$1,522,884 | \$1,053 | \$20.29 | 30 | 40.03% | 1.50 | 46 | 36 |
| Brownsville-Harlingen | 8,918 | \$1,502,203 | \$1,173 | \$17.99 | 28 | 37.52% | 1.54 | 57 | 41 |
| College Station-Bryan | 1,246 | \$360,754 | \$618 | \$28.69 | 30 | 60.44% | 1.10 | 13 | 7 |
| Corpus Christi | 8,310 | \$1,671,917 | \$1,189 | \$17.36 | 29 | 40.27% | 1.49 | 71 | 54 |
| Dallas-Plano-Irving (Metropolitan Division) | 120,715 | \$12,319,352 | \$1,285 | \$14.57 | 30 | 42.89% | 1.57 | 476 | 238 |
| El Paso | 9,683 | \$2,092,058 | \$1,323 | \$17.85 | 30 | 39.00% | 1.46 | 144 | 46 |
| Fort Worth-Arlington (Metropolitan Division) | 46,578 | \$7,889,754 | \$1,161 | \$17.06 | 29 | 41.47% | 1.60 | 293 | 222 |
| Houston-Sugar Land-Baytown | 78,092 | \$16,351,575 | \$1,186 | \$18.75 | 30 | 44.86% | 1.45 | 710 | 404 |
| Killeen-Temple-Fort Hood | 7,117 | \$1,085,729 | \$1,010 | \$19.56 | 29 | 39.98% | 1.51 | 45 | 36 |
| Laredo | 4,760 | \$796,740 | \$1,167 | \$17.69 | 30 | 40.63% | 1.46 | 32 | 23 |
| Lubbock | 5,059 | \$956,561 | \$1,029 | \$20.64 | 30 | 33.33% | 1.49 | 30 | 26 |
| McAllen-Edinburg-Mission | 12,068 | \$2,355,388 | \$1,258 | \$18.91 | 28 | 49.83% | 1.43 | 89 | 74 |
| San Antonio-New Braunfels | 26,315 | \$5,193,176 | \$1,415 | \$18.34 | 31 | 40.88% | 1.49 | 284 | 84 |
| Waco | 5,703 | \$703,257 | \$858 | \$21.08 | 30 | 38.82% | 1.43 | 33 | 23 |
| Remainder of State (Outside Reported MSA) ² | 66,787 | \$11,322,140 | \$1,004 | \$21.04 | 29 | 37.70% | 1.48 | 535 | 411 |
| Out-of-State ³ | 0 | * | * | * | * | * | * | 49 | 0 |
| To | otals 428,855 | \$69,692,552 | <u> </u> | | | | | 3,126 | 1,801 |

¹Does not include additional cash advanced on refinances.

²Includes provisionally licensed companies where an MSA designation could not be made.

³Less than five locations reporting activity. Data was not provided to protect confidentiality of reporting CAB(s).



INSTALLMENT - AUTO TITLE

| | | <u>New l</u> | <u>-oans</u> | Average Fees & Original Terms Loans Originated & Refinanced During Quarter | | definanced During Quarter | <u>Location Data</u> | | |
|--|-------------------------------------|---------------------------------|------------------------------|--|----------------------------------|----------------------------------|------------------------------------|------------------------|------------------|
| MSA | No. of Transactions | Estimated Total Amt Advanced | Average Amount Advanced | Fee per Transaction | Original Term per Transaction | % of Consumers Who Refinanced | Avg No. of Refinances per Consumer | No. Filed Quarterly | No. Reporting |
| Metropolitan Statistical Area | All Loans & Refinances Item# 10F | Item # 2 X Item #6 ¹ | Consumer Proceeds Item #6 | \$ per \$100 loaned Item #10B | Item #10D (Expressed in Days) | Item #4 / Item #1 | Item #3 / Item #4 | Reports | Activity |
| Amarillo ³ | 18 | * | * | * | * | * | * | 23 | 4 |
| Austin-Round Rock-San Marcos | 733 | \$467,834 | \$1,152 | \$102.40 | 162 | 9.38% | 1.34 | 196 | 77 |
| Beaumont-Port Arthur | 156 | \$51,681 | \$1,148 | \$85.33 | 163 | 2.27% | 2.00 | 46 | 10 |
| Brownsville-Harlingen | 161 | \$92,139 | \$1,110 | \$71.89 | 168 | 4.94% | 1.00 | 57 | 14 |
| College Station-Bryan | 193 | \$53,146 | \$584 | \$99.99 | 147 | 5.83% | 1.67 | 13 | 8 |
| Corpus Christi | 418 | \$284,314 | \$1,329 | \$122.27 | 171 | 25.84% | 1.76 | 71 | 27 |
| Dallas-Plano-Irving (Metropolitan Division) | 3,085 | \$1,616,889 | \$880 | \$104.47 | 163 | 10.32% | 1.37 | 476 | 128 |
| El Paso | 423 | \$207,776 | \$821 | \$74.35 | 159 | 2.21% | 1.17 | 144 | 41 |
| Fort Worth-Arlington (Metropolitan Division) | 1,599 | \$710,308 | \$1,009 | \$106.71 | 163 | 11.29% | 1.50 | 293 | 47 |
| Houston-Sugar Land-Baytown | 2,849 | \$2,030,274 | \$1,104 | \$94.72 | 163 | 5.73% | 1.52 | 710 | 230 |
| Killeen-Temple-Fort Hood | 113 | \$77,383 | \$967 | \$44.09 | 166 | 20.51% | 1.25 | 45 | 10 |
| Laredo | 317 | \$201,060 | \$1,241 | \$113.68 | 164 | 6.29% | 1.50 | 32 | 12 |
| Lubbock | 84 | \$134,877 | \$2,141 | \$54.76 | 170 | 18.03% | 1.82 | 30 | 10 |
| McAllen-Edinburg-Mission | 499 | \$542,381 | \$1,370 | \$61.01 | 173 | 4.11% | 1.73 | 89 | 19 |
| San Antonio-New Braunfels | 1,215 | \$756,281 | \$962 | \$108.12 | 168 | 7.12% | 1.92 | 284 | 113 |
| Waco | 156 | \$111,005 | \$974 | \$76.39 | 165 | 17.92% | 1.32 | 33 | 9 |
| Remainder of State (Outside Reported MSA) ² | 2,876 | \$1,599,657 | \$1,003 | \$58.79 | 148 | 19.46% | 1.32 | 535 | 168 |
| Out-of-State ³ | 1,199 | * | * | * | * | * | * | 49 | 3 |
| To | tals 16,094 | \$10,055,929 | | | | | | 3,126 | 930 |

¹Does not include additional cash advanced on refinances.

²Includes provisionally licensed companies where an MSA designation could not be made.

³Less than five locations reporting activity. Data was not provided to protect confidentiality of reporting CAB(s).



REPOSSESSION FIGURES FOR TITLE LENDERS¹

| MSA Metropolitan Statistical Area | Total Repossessions During Quarter All Title Loans Item #8 | Total No. Active Accounts During Quarter Item #2 + Item #10E | Repossession Rate per 100 Active Accounts |
|--|---|--|---|
| Amarillo | 47 | 1,417 | 3.32 |
| Austin-Round Rock-San Marcos | 419 | 11,685 | 3.59 |
| Beaumont-Port Arthur | 252 | 6,009 | 4.19 |
| Brownsville-Harlingen | 179 | 5,781 | 3.10 |
| College Station-Bryan | 5 | 2,398 | 0.21 |
| Corpus Christi | 240 | 6,449 | 3.72 |
| Dallas-Plano-Irving (Metropolitan Division) | 1,849 | 50,954 | 3.63 |
| El Paso | 213 | 7,461 | 2.85 |
| Fort Worth-Arlington (Metropolitan Division) | 1,350 | 32,051 | 4.21 |
| Houston-Sugar Land-Baytown | 2,011 | 62,390 | 3.22 |
| Killeen-Temple-Fort Hood | 236 | 4,791 | 4.93 |
| Laredo | 84 | 2,919 | 2.88 |
| Lubbock | 122 | 3,830 | 3.19 |
| McAllen-Edinburg-Mission | 236 | 8,637 | 2.73 |
| San Antonio-New Braunfels | 733 | 19,893 | 3.68 |
| Waco | 123 | 3,932 | 3.13 |
| Remainder of State (Outside Reported MSA) ² | 1,585 | 51,154 | 3.10 |
| Out-of-State | 38 | 4,020 | 0.95 |
| Totals | 9,722 | 285,771 | 3.40 |

¹Includes both single payment and installment title loans.

²Includes provisionally licensed companies where an MSA designation could not be made.



METROPOLITAN STATISTICAL AREA COMPILATION

| Dallas - Fort Worth - Arlington, TX | | MSA |
|--|---------------------|-----|
| Dallas-Plano-Irving, TX Metropolitan Div | ision | |
| Collin County | Ellis County | |
| Dallas County | Hunt County | |
| Delta County | Kaufman County | |
| Denton County | Rockwall County | |
| Fort Worth - Arlington, TX Metropolitan Divi | sion | |
| Johnson County | Tarrant County | |
| Parker County | Wise County | |
| Houston - Sugar Land - Baytown, TX | | MSA |
| Austin County | Harris County | |
| Brazoria County | Liberty County | |
| Chambers County | Montgomery County | |
| Fort Bend County | San Jacinto County | |
| Galveston County | Waller County | |
| Amarillo, TX | | MSA |
| Armstrong County | Potter County | |
| Carson County | Randall County | |
| Austin - Round Rock - San Marcos, TX | | MSA |
| Bastrop County | Travis County | |
| Caldwell County | Williamson County | |
| Hays County | | |
| Beaumont - Port Arthur, TX | | MSA |
| Hardin County | Orange County | |
| Jefferson County | | |
| Brownsville - Harlingen, TX | | MSA |
| Cameron County | | |
| College Station - Bryan, TX | | MSA |
| Brazos County | Robertson County | |
| Burleson County | | |
| Corpus Christi, TX | | MSA |
| Aransas County | San Patricio County | |
| Nueces County | | |
| El Paso, TX | | MSA |
| El Paso County | - | |



| Killeen - Temple - Fort Hood, TX | | MSA |
|----------------------------------|------------------|-----|
| Bell County | Lampasas County | |
| Coryell County | | |
| Laredo, TX | | MSA |
| Webb County | | |
| Lubbock, TX | | MSA |
| Crosby County | Lubbock County | |
| McAllen - Edinburg - Mission, TX | | MSA |
| Hidalgo County | | |
| San Antonio - New Braunfels, TX | | MSA |
| Atascosa County | Guadalupe County | |
| Bandera County | Kendall County | |
| Bexar County | Medina County | |
| Comal County | Wilson County | |
| Waco, TX | | MSA |

McLennan County