

|  |                                     | <u>New l</u>                    | Loans                        | Average Fees &                   | Original Terms                   | Loans Originated &               | Refinanced During Quarter             | <u>Locatio</u>         | <u>n Data</u>    |
|--|-------------------------------------|---------------------------------|------------------------------|----------------------------------|----------------------------------|----------------------------------|---------------------------------------|------------------------|------------------|
| MSA<br>Motropolitop Statistical Area                   | No. of Transactions                 | Estimated Total Amt<br>Advanced | Average Amount<br>Advanced   | Fee per Transaction              | Original Term<br>per Transaction | % of Consumers<br>Who Refinanced | Avg No. of Refinances<br>per Consumer | No. Filed<br>Quarterly | No.<br>Reporting |
| Metropolitan Statistical Area                          | All Loans & Refinances<br>Item# 10F | Item # 2 X Item #6 <sup>1</sup> | Consumer Proceeds<br>Item #6 | \$ per \$100 loaned<br>Item #10B | Item #10D<br>(Expressed in Days) | Item #4 / Item #1                | Item #3 / Item #4                     | Reports                | Activity         |
| Amarillo   | 2,061                               | \$343,328                       | \$356                        | \$22.63                          | 16                               | 38.64%                           | 1.95                                  | 23                     | 7                |
| Austin-Round Rock-San Marcos                           | 20,092                              | \$2,835,400                     | \$444                        | \$22.67                          | 17                               | 50.38%                           | 1.96                                  | 189                    | 68               |
| Beaumont-Port Arthur                                   | 14,407                              | \$2,010,455                     | \$407                        | \$22.01                          | 19                               | 42.10%                           | 1.95                                  | 47                     | 38               |
| Brownsville-Harlingen                                  | 12,916                              | \$1,587,789                     | \$379                        | \$22.59                          | 19                               | 50.35%                           | 2.01                                  | 55                     | 27               |
| College Station-Bryan <sup>3</sup>                     | 739                                 | *                               | *                            | *                                | *                                | *                                | *                                     | 14                     | 2                |
| Corpus Christi   | 16,370                              | \$2,603,602                     | \$427                        | \$22.19                          | 19                               | 46.28%                           | 1.97                                  | 72                     | 47               |
| Dallas-Plano-Irving (Metropolitan Division)            | 178,846                             | \$35,368,596                    | \$480                        | \$23.11                          | 17                               | 48.83%                           | 2.09                                  | 463                    | 192              |
| El Paso  | 12,988                              | \$1,045,945                     | \$351                        | \$23.70                          | 14                               | 57.01%                           | 2.69                                  | 138                    | 20               |
| Fort Worth-Arlington (Metropolitan Division)           | 79,335                              | \$10,167,630                    | \$420                        | \$23.19                          | 17                               | 53.93%                           | 2.20                                  | 290                    | 194              |
| Houston-Sugar Land-Baytown                             | 184,747                             | \$22,458,965                    | \$457                        | \$24.26                          | 16                               | 60.45%                           | 2.36                                  | 688                    | 278              |
| Killeen-Temple-Fort Hood                               | 12,430                              | \$1,639,180                     | \$400                        | \$23.53                          | 19                               | 44.65%                           | 1.89                                  | 44                     | 31               |
| Laredo   | 9,983                               | \$1,540,692                     | \$419                        | \$23.03                          | 18                               | 48.11%                           | 1.90                                  | 32                     | 25               |
| Lubbock  | 7,542                               | \$912,411                       | \$378                        | \$21.72                          | 18                               | 48.77%                           | 1.98                                  | 30                     | 20               |
| McAllen-Edinburg-Mission                               | 27,093                              | \$3,351,950                     | \$411                        | \$22.50                          | 19                               | 56.32%                           | 1.99                                  | 92                     | 62               |
| San Antonio-New Braunfels                              | 33,241                              | \$4,190,071                     | \$426                        | \$23.42                          | 17                               | 58.05%                           | 2.16                                  | 274                    | 70               |
| Waco   | 6,488                               | \$796,183                       | \$341                        | \$23.06                          | 19                               | 37.27%                           | 1.89                                  | 33                     | 20               |
| Remainder of State (Outside Reported MSA) <sup>2</sup> | 139,574                             | \$16,238,835                    | \$406                        | \$23.03                          | 19                               | 50.37%                           | 2.01                                  | 541                    | 375              |
| Out-of-State   | 304,375                             | \$76,541,660                    | \$489                        | \$25.27                          | 26                               | 39.56%                           | 2.00                                  | 50                     | 14               |
| Totals   | 1,063,227                           | 183,719,370                     |                              |                                  |                                  |                                  |                                       | 3,075                  | 1,490            |

#### SINGLE PAYMENT - DEFERRED PRESENTMENT (PAYDAY)

<sup>1</sup>Does not include additional cash advanced on refinances.

<sup>2</sup>Includes provisionally licensed companies where an MSA designation could not be made.

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



|  |                                     | <u>New l</u>                    | <u>.oans</u>                 | Average Fees &                   | Average Fees & Original Terms Loans Originated & Refinanced During Quarter |                                  |                                       | Location Data          |                  |  |
|--|-------------------------------------|---------------------------------|------------------------------|----------------------------------|--|----------------------------------|---------------------------------------|------------------------|------------------|--|
| <b>MSA</b><br>Metropolitan Statistical Area            | No. of Transactions                 | Estimated Total Amt<br>Advanced | Average Amount<br>Advanced   | Fee per Transaction              | Original Term<br>per Transaction   | % of Consumers<br>Who Refinanced | Avg No. of Refinances<br>per Consumer | No. Filed<br>Quarterly | No.<br>Reporting |  |
| Metropolitan Statistical Area                          | All Loans & Refinances<br>Item# 10F | Item # 2 X Item #6 <sup>1</sup> | Consumer Proceeds<br>Item #6 | \$ per \$100 loaned<br>Item #10B | Item #10D<br>(Expressed in Days)   | ltem #4 / ltem #1                | Item #3 / Item #4                     | Reports                | Activity         |  |
| Amarillo   | 1,165                               | \$423,275                       | \$387                        | \$195.01                         | 152  | 0.00%                            | 0.00                                  | 23                     | 11               |  |
| Austin-Round Rock-San Marcos                           | 16,861                              | \$5,846,250                     | \$432                        | \$189.09                         | 163  | 6.78%                            | 1.33                                  | 189                    | 88               |  |
| Beaumont-Port Arthur                                   | 2,668                               | \$829,975                       | \$512                        | \$170.01                         | 162  | 9.49%                            | 1.39                                  | 47                     | 17               |  |
| Brownsville-Harlingen                                  | 3,903                               | \$1,339,131                     | \$472                        | \$160.44                         | 164  | 9.13%                            | 1.28                                  | 55                     | 24               |  |
| College Station-Bryan                                  | 1,078                               | \$378,750                       | \$405                        | \$148.25                         | 161  | 1.49%                            | 1.23                                  | 14                     | 8                |  |
| Corpus Christi   | 5,837                               | \$1,974,351                     | \$499                        | \$196.97                         | 170  | 12.60%                           | 1.38                                  | 72                     | 24               |  |
| Dallas-Plano-Irving (Metropolitan Division)            | 65,036                              | \$33,900,629                    | \$576                        | \$129.40                         | 148  | 4.36%                            | 1.26                                  | 463                    | 163              |  |
| El Paso  | 6,559                               | \$2,083,415                     | \$375                        | \$101.00                         | 158  | 8.54%                            | 1.43                                  | 138                    | 65               |  |
| Fort Worth-Arlington (Metropolitan Division)           | 45,322                              | \$24,235,796                    | \$764                        | \$109.58                         | 154  | 11.68%                           | 1.15                                  | 290                    | 56               |  |
| Houston-Sugar Land-Baytown                             | 41,961                              | \$17,878,863                    | \$493                        | \$163.81                         | 167  | 5.26%                            | 1.28                                  | 688                    | 250              |  |
| Killeen-Temple-Fort Hood                               | 3,151                               | \$1,707,168                     | \$675                        | \$56.94                          | 169  | 21.20%                           | 1.38                                  | 44                     | 15               |  |
| Laredo   | 3,608                               | \$1,029,760                     | \$405                        | \$226.29                         | 169  | 10.62%                           | 1.37                                  | 32                     | 14               |  |
| Lubbock  | 1,260                               | \$751,462                       | \$673                        | \$77.39                          | 170  | 11.88%                           | 1.21                                  | 30                     | 12               |  |
| McAllen-Edinburg-Mission                               | 2,639                               | \$1,313,928                     | \$619                        | \$125.37                         | 164  | 11.35%                           | 1.29                                  | 92                     | 27               |  |
| San Antonio-New Braunfels                              | 29,325                              | \$9,812,360                     | \$404                        | \$174.06                         | 164  | 6.74%                            | 1.39                                  | 274                    | 148              |  |
| Waco   | 3,449                               | \$1,194,379                     | \$465                        | \$155.47                         | 169  | 13.58%                           | 1.36                                  | 33                     | 10               |  |
| Remainder of State (Outside Reported MSA) <sup>2</sup> | 20,228                              | \$11,135,785                    | \$683                        | \$75.45                          | 157  | 12.35%                           | 1.24                                  | 541                    | 218              |  |
| Out-of-State   | 93,235                              | \$37,385,303                    | \$537                        | \$233.13                         | 164  | 6.48%                            | 1.58                                  | 50                     | 16               |  |
| Totals   | 347,285                             | 153,220,579                     |                              |                                  |  |                                  |                                       | 3,075                  | 1,166            |  |

## **INSTALLMENT PAYMENT - DEFERRED PRESENTMENT (PAYDAY)**

<sup>1</sup>Does not include additional cash advanced on refinances.

<sup>2</sup>Includes provisionally licensed companies where an MSA designation could not be made.



|  |                                     | <u>New I</u>                    | <u>Loans</u>                 | Average Fees &                   | Original Terms                   | Loans Originated & I             | Refinanced During Quarter             | <u>Locatio</u>         | n Data           |
|--|-------------------------------------|---------------------------------|------------------------------|----------------------------------|----------------------------------|----------------------------------|---------------------------------------|------------------------|------------------|
| MSA<br>Motropolitan Statistical Area                   | No. of Transactions                 | Estimated Total Amt<br>Advanced | Average Amount<br>Advanced   | Fee per Transaction              | Original Term<br>per Transaction | % of Consumers<br>Who Refinanced | Avg No. of Refinances<br>per Consumer | No. Filed<br>Quarterly | No.<br>Reporting |
| Metropolitan Statistical Area                          | All Loans & Refinances<br>Item# 10F | Item # 2 X Item #6 <sup>1</sup> | Consumer Proceeds<br>Item #6 | \$ per \$100 loaned<br>Item #10B | Item #10D<br>(Expressed in Days) | ltem #4 / ltem #1                | Item #3 / Item #4                     | Reports                | Activity         |
| Amarillo   | 1,028                               | \$359,362                       | \$1,265                      | \$24.51                          | 31                               | 38.55%                           | 1.25                                  | 23                     | 11               |
| Austin-Round Rock-San Marcos                           | 12,339                              | \$3,921,232                     | \$1,840                      | \$16.38                          | 29                               | 49.26%                           | 1.46                                  | 189                    | 66               |
| Beaumont-Port Arthur                                   | 7,642                               | \$1,440,352                     | \$1,085                      | \$18.33                          | 30                               | 52.20%                           | 1.45                                  | 47                     | 39               |
| Brownsville-Harlingen                                  | 6,393                               | \$1,605,959                     | \$1,351                      | \$16.50                          | 30                               | 53.79%                           | 1.59                                  | 55                     | 33               |
| College Station-Bryan                                  | 652                                 | \$224,690                       | \$593                        | \$27.27                          | 30                               | 65.63%                           | 1.50                                  | 14                     | 6                |
| Corpus Christi   | 8,083                               | \$1,754,353                     | \$1,151                      | \$16.01                          | 29                               | 53.24%                           | 1.54                                  | 72                     | 52               |
| Dallas-Plano-Irving (Metropolitan Division)            | 59,881                              | \$15,194,321                    | \$1,506                      | \$15.24                          | 30                               | 55.25%                           | 1.62                                  | 463                    | 234              |
| El Paso  | 7,375                               | \$2,495,294                     | \$1,585                      | \$17.48                          | 30                               | 50.00%                           | 1.48                                  | 138                    | 33               |
| Fort Worth-Arlington (Metropolitan Division)           | 42,505                              | \$9,699,138                     | \$1,281                      | \$15.75                          | 29                               | 55.36%                           | 1.59                                  | 290                    | 212              |
| Houston-Sugar Land-Baytown                             | 60,642                              | \$17,438,947                    | \$1,408                      | \$16.33                          | 30                               | 53.59%                           | 1.52                                  | 688                    | 359              |
| Killeen-Temple-Fort Hood                               | 6,489                               | \$1,330,562                     | \$1,127                      | \$17.98                          | 29                               | 54.10%                           | 1.56                                  | 44                     | 37               |
| Laredo   | 5,499                               | \$1,893,484                     | \$1,418                      | \$16.35                          | 30                               | 55.84%                           | 1.32                                  | 32                     | 22               |
| Lubbock  | 4,119                               | \$875,810                       | \$1,136                      | \$16.91                          | 30                               | 52.70%                           | 1.57                                  | 30                     | 25               |
| McAllen-Edinburg-Mission                               | 9,512                               | \$2,439,061                     | \$1,346                      | \$16.71                          | 28                               | 60.93%                           | 1.46                                  | 92                     | 65               |
| San Antonio-New Braunfels                              | 17,731                              | \$5,566,277                     | \$1,676                      | \$16.10                          | 31                               | 49.86%                           | 1.48                                  | 274                    | 79               |
| Waco   | 4,746                               | \$761,486                       | \$960                        | \$18.47                          | 29                               | 56.65%                           | 1.48                                  | 33                     | 23               |
| Remainder of State (Outside Reported MSA) <sup>2</sup> | 59,093                              | \$12,326,092                    | \$1,103                      | \$19.39                          | 29                               | 53.75%                           | 1.44                                  | 541                    | 404              |
| Out-of-State <sup>3</sup>                              | 0                                   | *                               | *                            | *                                | *                                | *                                | *                                     | 50                     | 0                |
| Totals   | 313,729                             | 79,326,419                      |                              |                                  |                                  |                                  |                                       | 3,075                  | 1,700            |

#### **SINGLE PAYMENT - AUTO TITLE**

<sup>1</sup>Does not include additional cash advanced on refinances.

<sup>2</sup>Includes provisionally licensed companies where an MSA designation could not be made.

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



|  |                                     | <u>New I</u>                    | <u>Loans</u>                 | Average Fees & Original Terms Lo |                                  | Loans Originated & I             | Refinanced During Quarter             | Location Data          |                  |
|--|-------------------------------------|---------------------------------|------------------------------|----------------------------------|----------------------------------|----------------------------------|---------------------------------------|------------------------|------------------|
| MSA<br>Motropolitan Statistical Area                   | No. of Transactions                 | Estimated Total Amt<br>Advanced | Average Amount<br>Advanced   | Fee per Transaction              | Original Term<br>per Transaction | % of Consumers<br>Who Refinanced | Avg No. of Refinances<br>per Consumer | No. Filed<br>Quarterly | No.<br>Reporting |
| Metropolitan Statistical Area                          | All Loans & Refinances<br>Item# 10F | Item # 2 X Item #6 <sup>1</sup> | Consumer Proceeds<br>Item #6 | \$ per \$100 loaned<br>Item #10B | Item #10D<br>(Expressed in Days) | ltem #4 / Item #1                | Item #3 / Item #4                     | Reports                | Activity         |
| Amarillo   | 242                                 | \$215,728                       | \$930                        | \$155.74                         | 180                              | 2.67%                            | 1.67                                  | 23                     | 5                |
| Austin-Round Rock-San Marcos                           | 1,498                               | \$1,344,381                     | \$1,141                      | \$111.64                         | 172                              | 8.62%                            | 1.44                                  | 189                    | 62               |
| Beaumont-Port Arthur                                   | 817                                 | \$682,748                       | \$1,021                      | \$120.25                         | 177                              | 7.31%                            | 1.11                                  | 47                     | 10               |
| Brownsville-Harlingen                                  | 965                                 | \$878,306                       | \$1,112                      | \$112.92                         | 175                              | 4.42%                            | 1.30                                  | 55                     | 21               |
| College Station-Bryan                                  | 494                                 | \$340,300                       | \$777                        | \$114.72                         | 172                              | 7.91%                            | 1.00                                  | 14                     | 8                |
| Corpus Christi   | 837                                 | \$776,973                       | \$1,226                      | \$97.46                          | 174                              | 8.57%                            | 1.43                                  | 72                     | 23               |
| Dallas-Plano-Irving (Metropolitan Division)            | 6,196                               | \$4,770,615                     | \$982                        | \$105.07                         | 172                              | 11.55%                           | 1.30                                  | 463                    | 131              |
| El Paso  | 751                                 | \$483,482                       | \$868                        | \$101.95                         | 167                              | 5.90%                            | 1.18                                  | 138                    | 37               |
| Fort Worth-Arlington (Metropolitan Division)           | 3,318                               | \$2,490,285                     | \$1,094                      | \$96.26                          | 171                              | 13.78%                           | 1.37                                  | 290                    | 55               |
| Houston-Sugar Land-Baytown                             | 9,573                               | \$8,945,427                     | \$1,108                      | \$105.35                         | 174                              | 9.87%                            | 1.23                                  | 688                    | 217              |
| Killeen-Temple-Fort Hood                               | 398                                 | \$367,016                       | \$1,096                      | \$96.40                          | 174                              | 12.81%                           | 1.34                                  | 44                     | 12               |
| Laredo   | 338                                 | \$212,884                       | \$1,157                      | \$114.74                         | 162                              | 6.18%                            | 1.45                                  | 32                     | 6                |
| Lubbock  | 565                                 | \$628,366                       | \$1,239                      | \$114.71                         | 178                              | 9.00%                            | 1.33                                  | 30                     | 10               |
| McAllen-Edinburg-Mission                               | 1,867                               | \$1,868,804                     | \$1,233                      | \$104.10                         | 177                              | 5.56%                            | 1.29                                  | 92                     | 24               |
| San Antonio-New Braunfels                              | 2,911                               | \$2,537,139                     | \$1,023                      | \$111.48                         | 174                              | 7.36%                            | 1.38                                  | 274                    | 102              |
| Waco   | 608                                 | \$439,564                       | \$929                        | \$108.11                         | 171                              | 12.42%                           | 1.36                                  | 33                     | 11               |
| Remainder of State (Outside Reported MSA) <sup>2</sup> | 7,061                               | \$5,647,490                     | \$1,034                      | \$91.65                          | 167                              | 12.94%                           | 1.30                                  | 541                    | 175              |
| Out-of-State <sup>3</sup>                              | 1,493                               | *                               | *                            | *                                | *                                | *                                | *                                     | 50                     | 3                |
| Totals   | 39,932                              | 33,696,097                      |                              |                                  |                                  |                                  |                                       | 3,075                  | 912              |

#### **INSTALLMENT - AUTO TITLE**

<sup>1</sup>Does not include additional cash advanced on refinances.

<sup>2</sup>Includes provisionally licensed companies where an MSA designation could not be made.

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



## **REPOSSESSION FIGURES FOR TITLE LENDERS<sup>1</sup>**

| <b>MSA</b><br>Metropolitan Statistical Area            | Total Repossessions<br>During Quarter          | Total No.<br>Active Accounts<br>During Quarter | Repossession Rate<br>per 100<br>Active Accounts |
|--|--|--|---|
|  | All Title Loans<br>Item #8 Item #2 + Item #10E |  |   |
| Amarillo   | 39   | 1,323  | 2.95  |
| Austin-Round Rock-San Marcos                           | 423  | 10,999   | 3.85  |
| Beaumont-Port Arthur                                   | 223  | 5,987  | 3.72  |
| Brownsville-Harlingen                                  | 211  | 5,770  | 3.66  |
| College Station-Bryan                                  | 14   | 2,132  | 0.66  |
| Corpus Christi   | 206  | 6,389  | 3.22  |
| Dallas-Plano-Irving (Metropolitan Division)            | 1,922  | 50,303   | 3.82  |
| El Paso  | 198  | 6,346  | 3.12  |
| Fort Worth-Arlington (Metropolitan Division)           | 1,323  | 33,219   | 3.98  |
| Houston-Sugar Land-Baytown                             | 1,928  | 63,413   | 3.04  |
| Killeen-Temple-Fort Hood                               | 242  | 4,910  | 4.93  |
| Laredo   | 100  | 3,385  | 2.95  |
| Lubbock  | 145  | 3,955  | 3.67  |
| McAllen-Edinburg-Mission                               | 242  | 9,320  | 2.60  |
| San Antonio-New Braunfels                              | 582  | 18,437   | 3.16  |
| Waco   | 134  | 4,202  | 3.19  |
| Remainder of State (Outside Reported MSA) <sup>2</sup> | 1,807  | 54,168   | 3.34  |
| Out-of-State   | 51   | 4,499  | 1.13  |
| Totals   | 9,790  | 288,757  | 3.39  |

<sup>1</sup>Includes both single payment and installment title loans.

<sup>2</sup>Includes 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 Divi     | ision               |     |
| Collin County                                 | Ellis County        |     |
| Dallas County                                 | Hunt County         |     |
| Delta County                                  | Kaufman County      |     |
| Denton County                                 | Rockwall County     |     |
| Fort Worth - Arlington, TX Metropolitan Divis | 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    |     |
| ,<br>Burleson County                          | ,                   |     |
| Corpus Christi, TX                            |                     | MSA |
| Aransas County                                | San Patricio County |     |
| Nueces County                                 | ,                   |     |
| El Paso, TX                                   |                     | MSA |
| El Paso County                                |                     |     |



# CREDIT COMMISSIONER

| 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                  |                  |     |