

SINGLE PAYMENT - DEFERRED PRESENTMENT (PAYDAY)

| | | News | | A F 0 | Outside of Tarress | | | | |
|--|-------------------------------------|---------------------------------|------------------------------|----------------------------------|----------------------------------|----------------------------------|---------------------------------------|------------------------|------------------|
| | | <u>New I</u> | <u>Loans</u> | Average Fees & | Original Terms | Loans Originated & F | Refinanced During Quarter | Locatio | 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 | 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 ² | * | * | * | * | * | * | * | * | * |
| Austin-Round Rock-San Marcos | 1,209 | \$157,034 | \$453 | \$35.70 | 28 | 39.15% | 1.80 | 70 | 15 |
| Beaumont-Port Arthur | 1,151 | \$125,904 | \$418 | \$25.89 | 25 | 39.27% | 1.52 | 32 | 9 |
| Brownsville-Harlingen | 593 | \$51,061 | \$340 | \$33.37 | 29 | 30.16% | 1.24 | 34 | 6 |
| College Station-Bryan ² | * | * | * | * | * | * | * | * | * |
| Corpus Christi ² | * | * | * | * | * | * | * | * | * |
| Dallas-Plano-Irving (Metropolitan Division) | 20,156 | \$7,698,107 | \$584 | \$23.08 | 18 | 19.80% | 1.90 | 226 | 38 |
| El Paso | 765 | \$109,002 | \$310 | \$32.70 | 32 | 21.89% | 1.09 | 62 | 14 |
| Fort Worth-Arlington (Metropolitan Division) | 1,728 | \$210,485 | \$401 | \$29.80 | 23 | 32.24% | 1.62 | 135 | 20 |
| Houston-Sugar Land-Baytown | 8,205 | \$1,218,936 | \$411 | \$21.93 | 18 | 31.08% | 1.59 | 344 | 56 |
| Killeen-Temple-Fort Hood | 1,048 | \$116,677 | \$401 | \$28.40 | 21 | 39.47% | 1.96 | 25 | 6 |
| Laredo | 533 | \$69,947 | \$407 | \$51.87 | 40 | 26.28% | 1.42 | 21 | 5 |
| Lubbock ² | * | * | * | * | * | * | * | * | * |
| McAllen-Edinburg-Mission | 1,386 | \$148,078 | \$393 | \$33.80 | 30 | 35.71% | 1.45 | 61 | 16 |
| San Antonio-New Braunfels | 1,395 | \$202,530 | \$405 | \$29.31 | 24 | 28.15% | 1.32 | 127 | 20 |
| Waco ² | * | * | * | * | * | * | * | * | * |
| Remainder of State (Outside Reported MSA) | 13,962 | \$1,453,045 | \$392 | \$28.75 | 22 | 40.96% | 1.90 | 364 | 114 |
| Out-of-State | 28,734 | \$7,758,516 | \$538 | \$29.65 | 15 | 41.07% | 1.81 | 50 | 5 |
| Tot | als 81,817 | 19,495,329 | | - | | | | 1,649 | 338 |

¹Does not include additional cash advanced on refinances.

²Less than five locations reporting activity. Data was not provided to protect confidentiality of reporting CAB(s).



INSTALLMENT PAYMENT - DEFERRED PRESENTMENT (PAYDAY)

| | | | | | | | 1 | | |
|--|-------------------------------------|---------------------------------|------------------------------|----------------------------------|----------------------------------|----------------------------------|------------------------------------|------------------------|------------------|
| | | <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 ² | * | * | * | * | * | * | * | * | * |
| Austin-Round Rock-San Marcos | 5,214 | \$3,546,400 | \$883 | \$89.81 | 106 | 11.96% | 1.73 | 70 | 24 |
| Beaumont-Port Arthur | 1,195 | \$601,120 | \$766 | \$136.91 | 168 | 10.05% | 1.47 | 32 | 12 |
| Brownsville-Harlingen | 1,038 | \$425,477 | \$638 | \$145.29 | 165 | 7.64% | 1.23 | 34 | 7 |
| College Station-Bryan ² | * | * | * | * | * | * | * | * | * |
| Corpus Christi | 1,000 | \$435,014 | \$630 | \$134.83 | 162 | 7.96% | 1.16 | 38 | 6 |
| Dallas-Plano-Irving (Metropolitan Division) | 32,860 | \$29,299,711 | \$931 | \$96.82 | 161 | 1.37% | 1.26 | 226 | 60 |
| El Paso | 1,885 | \$520,629 | \$621 | \$147.92 | 171 | 11.92% | 1.43 | 62 | 12 |
| Fort Worth-Arlington (Metropolitan Division) | 6,346 | \$3,714,933 | \$671 | \$177.10 | 163 | 3.05% | 1.12 | 135 | 31 |
| Houston-Sugar Land-Baytown | 58,925 | \$30,211,501 | \$694 | \$180.54 | 156 | 9.77% | 1.76 | 344 | 90 |
| Killeen-Temple-Fort Hood | 1,108 | \$678,199 | \$850 | \$92.25 | 146 | 6.04% | 1.20 | 25 | 7 |
| Laredo | 1,196 | \$601,574 | \$776 | \$161.40 | 166 | 17.35% | 1.65 | 21 | 5 |
| Lubbock | 2,242 | \$1,194,838 | \$940 | \$36.30 | 38 | 34.46% | 2.32 | 20 | 6 |
| McAllen-Edinburg-Mission | 4,109 | \$2,312,660 | \$828 | \$83.75 | 110 | 16.24% | 1.78 | 61 | 20 |
| San Antonio-New Braunfels | 10,012 | \$5,634,147 | \$797 | \$115.58 | 122 | 15.15% | 1.69 | 127 | 39 |
| Waco | 1,150 | \$662,582 | \$683 | \$114.42 | 154 | 5.07% | 1.05 | 18 | 8 |
| Remainder of State (Outside Reported MSA) | 27,055 | \$13,947,007 | \$769 | \$83.03 | 124 | 9.32% | 1.79 | 364 | 159 |
| Out-of-State | 249,170 | \$120,315,647 | \$567 | \$110.12 | 128 | 4.54% | 1.86 | 50 | 33 |
| Tota | als 404,942 | 214,340,229 | | • | | - · · · · · | | 1.649 | 524 |

¹Does not include additional cash advanced on refinances.

²Less than five locations reporting activity. Data was not provided to protect confidentiality of reporting CAB(s).



SINGLE PAYMENT - AUTO TITLE

| | | <u>New L</u> | .oans | Average Fees & | Original Terms | Loans Originated & R | efinanced During Quarter | <u>Locatio</u> | n Data |
|--|-------------------------------------|---------------------------------|------------------------------|----------------------------------|----------------------------------|----------------------------------|------------------------------------|------------------------|------------------|
| MSA Material Land | 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 ² | * | * | * | * | * | * | * | * | * |
| Austin-Round Rock-San Marcos | 8,939 | \$2,518,639 | \$1,870 | \$16.33 | 30 | 27.90% | 1.36 | 70 | 24 |
| Beaumont-Port Arthur | 2,275 | \$620,902 | \$1,414 | \$16.36 | 30 | 25.93% | 1.54 | 32 | 17 |
| Brownsville-Harlingen | 2,379 | \$611,479 | \$1,473 | \$15.89 | 30 | 32.32% | 1.52 | 34 | 12 |
| College Station-Bryan ² | * | * | * | * | * | * | * | * | * |
| Corpus Christi | 1,950 | \$512,113 | \$1,222 | \$15.99 | 30 | 22.67% | 1.38 | 38 | 10 |
| Dallas-Plano-Irving (Metropolitan Division) | 36,536 | \$10,419,370 | \$1,738 | \$16.44 | 30 | 27.70% | 1.39 | 226 | 83 |
| El Paso | 4,217 | \$1,262,200 | \$1,574 | \$15.47 | 30 | 32.25% | 1.69 | 62 | 16 |
| Fort Worth-Arlington (Metropolitan Division) | 12,566 | \$3,745,904 | \$1,481 | \$16.10 | 30 | 23.49% | 1.45 | 135 | 46 |
| Houston-Sugar Land-Baytown | 40,593 | \$13,358,381 | \$1,659 | \$15.73 | 30 | 27.01% | 1.45 | 344 | 149 |
| Killeen-Temple-Fort Hood | 1,595 | \$398,839 | \$1,366 | \$16.55 | 30 | 22.42% | 1.42 | 25 | 12 |
| Laredo | 3,320 | \$940,156 | \$1,507 | \$16.26 | 30 | 31.86% | 1.36 | 21 | 10 |
| Lubbock | 2,586 | \$651,038 | \$1,315 | \$16.52 | 31 | 26.48% | 1.52 | 20 | 6 |
| McAllen-Edinburg-Mission | 5,986 | \$1,771,023 | \$1,581 | \$16.24 | 30 | 29.47% | 1.37 | 61 | 28 |
| San Antonio-New Braunfels | 11,485 | \$3,045,003 | \$1,518 | \$15.47 | 30 | 20.68% | 1.37 | 127 | 32 |
| Waco | 1,101 | \$300,975 | \$1,505 | \$16.15 | 30 | 12.74% | 1.55 | 18 | 6 |
| Remainder of State (Outside Reported MSA) | 21,718 | \$5,719,716 | \$1,387 | \$18.62 | 31 | 28.53% | 1.46 | 364 | 144 |
| Out-of-State ² | * | * | * | * | * | * | * | * | * |
| Totals | 158,893 | 46,301,334 | | - | | | | 1,649 | 602 |

¹Does not include additional cash advanced on refinances.

²Less than five locations reporting activity. Data was not provided to protect confidentiality of reporting CAB(s).



INSTALLMENT - AUTO TITLE

| | | <u>New L</u> | .oans | Average Fees & | Original Terms | Loans Originated & R | efinanced 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 ² | * | * | * | * | * | * | * | * | * |
| Austin-Round Rock-San Marcos | 1,095 | \$715,389 | \$1,711 | \$123.30 | 153 | 17.51% | 1.51 | 70 | 20 |
| Beaumont-Port Arthur | 1,568 | \$690,663 | \$1,303 | \$120.87 | 163 | 18.87% | 1.43 | 32 | 14 |
| Brownsville-Harlingen | 1,036 | \$801,617 | \$1,649 | \$103.76 | 165 | 4.32% | 1.35 | 34 | 10 |
| College Station-Bryan ² | * | * | * | * | * | * | * | * | * |
| Corpus Christi | 737 | \$666,368 | \$1,758 | \$104.37 | 153 | 5.62% | 1.30 | 38 | 7 |
| Dallas-Plano-Irving (Metropolitan Division) | 4,925 | \$3,962,843 | \$1,740 | \$101.25 | 154 | 8.31% | 1.35 | 226 | 68 |
| El Paso | 1,493 | \$1,281,677 | \$1,540 | \$96.76 | 153 | 5.34% | 1.31 | 62 | 16 |
| Fort Worth-Arlington (Metropolitan Division) | 4,628 | \$4,322,938 | \$1,888 | \$101.55 | 155 | 6.16% | 1.55 | 135 | 46 |
| Houston-Sugar Land-Baytown | 10,911 | \$9,663,879 | \$1,834 | \$108.53 | 157 | 7.66% | 1.41 | 344 | 119 |
| Killeen-Temple-Fort Hood | 560 | \$342,396 | \$1,332 | \$112.04 | 154 | 6.99% | 2.13 | 25 | 9 |
| Laredo | 586 | \$409,531 | \$1,699 | \$77.50 | 174 | 4.80% | 1.55 | 21 | 6 |
| Lubbock | 600 | \$416,709 | \$1,549 | \$125.04 | 144 | 14.40% | 1.37 | 20 | 7 |
| McAllen-Edinburg-Mission | 2,589 | \$2,206,408 | \$1,812 | \$94.79 | 167 | 6.15% | 1.38 | 61 | 24 |
| San Antonio-New Braunfels | 3,087 | \$3,224,218 | \$1,865 | \$93.77 | 149 | 3.70% | 1.33 | 127 | 44 |
| Waco | 505 | \$451,509 | \$1,541 | \$90.58 | 156 | 2.55% | 1.14 | 18 | 9 |
| Remainder of State (Outside Reported MSA) | 8,946 | \$6,040,897 | \$1,453 | \$105.09 | 155 | 11.01% | 1.31 | 364 | 142 |
| Out-of-State ² | * | * | * | * | * | * | * | * | * |
| Totals | 44,131 | 36,208,650 | | | | | | 1,649 | 549 |

¹Does not include additional cash advanced on refinances.

²Less than five locations reporting activity. Data was not provided to protect confidentiality of reporting CAB(s).



REPOSSESSION FIGURES FOR TITLE LENDERS¹

| KEF 033E33ION FIGURES FOR TITLE LEIN | | | | |
|--|---------------------------------------|--|---|--|
| MSA | Total Repossessions During Quarter | Total No. Active Accounts During Quarter | Repossession Rate per 100 Active Accounts | |
| Metropolitan Statistical Area | All Title Loans Item#8 | Item #2 + Item #10E | | |
| Amarillo | 110 | 1,288 | 8.54% | |
| Austin-Round Rock-San Marcos | 519 | 8,346 | 6.22% | |
| Beaumont-Port Arthur | 217 | 4,825 | 4.50% | |
| Brownsville-Harlingen | 167 | 3,726 | 4.48% | |
| College Station-Bryan | 19 | 730 | 2.60% | |
| Corpus Christi | 188 | 2,967 | 6.34% | |
| Dallas-Plano-Irving (Metropolitan Division) | 2,033 | 33,093 | 6.14% | |
| El Paso | 380 | 7,076 | 5.37% | |
| Fort Worth-Arlington (Metropolitan Division) | 1,137 | 17,178 | 6.62% | |
| Houston-Sugar Land-Baytown | 2,826 | 49,010 | 5.77% | |
| Killeen-Temple-Fort Hood | 186 | 2,283 | 8.15% | |
| Laredo | 166 | 3,216 | 5.16% | |
| Lubbock | 166 | 2,805 | 5.92% | |
| McAllen-Edinburg-Mission | 341 | 9,426 | 3.62% | |
| San Antonio-New Braunfels | 1,001 | 15,431 | 6.49% | |
| Waco | 156 | 1,786 | 8.73% | |
| Remainder of State (Outside Reported MSA) | 1,561 | 33,849 | 4.61% | |
| Out-of-State | 13 | 1,970 | 0.66% | |
| Totals | 11,186 | 199,005 | 5.62% | |

¹Includes both single payment and installment title loans.



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 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 | |
| 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