

SINGLE PAYMENT - DEFERRED PRESENTMENT (PAYDAY)

| | | <u>New l</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 | 7,001 | \$789,570 | \$391 | \$22.45 | 17 | 54.33% | 2.03 | 26 | 20 |
| Austin-Round Rock-San Marcos | 46,988 | \$6,677,456 | \$427 | \$24.32 | 17 | 56.94% | 1.86 | 236 | 100 |
| Beaumont-Port Arthur | 15,066 | \$1,535,703 | \$420 | \$22.10 | 18 | 47.43% | 1.99 | 47 | 38 |
| Brownsville-Harlingen | 23,610 | \$2,295,097 | \$406 | \$22.23 | 19 | 54.53% | 1.98 | 63 | 49 |
| College Station-Bryan | 6,352 | \$646,371 | \$443 | \$21.65 | 17 | 51.83% | 2.20 | 18 | 13 |
| Corpus Christi | 22,019 | \$2,624,979 | \$456 | \$21.99 | 18 | 51.66% | 2.00 | 77 | 54 |
| Dallas-Plano-Irving (Metropolitan Division) | 208,324 | \$34,858,220 | \$491 | \$23.99 | 18 | 49.00% | 1.98 | 523 | 262 |
| El Paso | 26,385 | \$2,938,355 | \$367 | \$22.06 | 17 | 45.08% | 1.88 | 157 | 104 |
| Fort Worth-Arlington (Metropolitan Division) | 94,200 | \$9,384,391 | \$434 | \$20.87 | 17 | 39.63% | 2.01 | 331 | 245 |
| Houston-Sugar Land-Baytown | 245,042 | \$26,334,200 | \$453 | \$22.79 | 16 | 54.50% | 2.09 | 814 | 556 |
| Killeen-Temple-Fort Hood | 14,050 | \$1,399,598 | \$414 | \$22.11 | 19 | 50.18% | 1.98 | 49 | 35 |
| Laredo | 11,929 | \$1,575,958 | \$485 | \$23.08 | 17 | 49.17% | 2.07 | 28 | 25 |
| Lubbock | 9,297 | \$932,716 | \$450 | \$21.58 | 17 | 49.79% | 2.13 | 33 | 23 |
| McAllen-Edinburg-Mission | 34,793 | \$3,630,645 | \$434 | \$22.57 | 18 | 56.16% | 1.99 | 91 | 74 |
| San Antonio-New Braunfels | 47,197 | \$5,027,731 | \$410 | \$23.83 | 19 | 52.90% | 2.10 | 323 | 112 |
| Waco | 9,259 | \$770,650 | \$385 | \$22.96 | 18 | 44.45% | 2.03 | 35 | 23 |
| Remainder of State (Outside Reported MSA) ² | 161,017 | \$15,371,963 | \$440 | \$20.91 | 18 | 50.81% | 2.03 | 536 | 411 |
| Out-of-State | 251,679 | \$50,730,379 | \$554 | \$24.25 | 24 | 58.40% | 2.07 | 37 | 9 |
| Tot | als 1,234,208 | \$167,523,980 | | | | | | 3,424 | 2,153 |

¹Does not include additional cash advanced on refinances.

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



INSTALLMENT PAYMENT - DEFERRED PRESENTMENT (PAYDAY)

| | | <u>New I</u> | <u>-oans</u> | Average Fees & | <u>Average Fees & Original Terms</u> <u>Loans Originated & Refinanced During Quarter</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 | 595 | \$314,585 | \$718 | \$110.13 | 168 | 7.24% | 1.15 | 26 | 5 |
| Austin-Round Rock-San Marcos | 16,900 | \$5,276,688 | \$395 | \$174.99 | 153 | 9.70% | 1.14 | 236 | 81 |
| Beaumont-Port Arthur | 1,313 | \$480,012 | \$400 | \$195.29 | 170 | 8.12% | 1.14 | 47 | 9 |
| Brownsville-Harlingen | 1,640 | \$572,880 | \$477 | \$140.40 | 169 | 11.14% | 1.28 | 63 | 13 |
| College Station-Bryan ³ | 371 | * | * | * | * | * | * | 18 | 2 |
| Corpus Christi | 3,720 | \$1,405,912 | \$454 | \$184.02 | 170 | 9.01% | 1.34 | 77 | 16 |
| Dallas-Plano-Irving (Metropolitan Division) | 38,986 | \$20,378,726 | \$603 | \$122.70 | 142 | 5.38% | 1.18 | 523 | 138 |
| El Paso | 6,760 | \$1,967,679 | \$478 | \$100.56 | 136 | 12.73% | 1.39 | 157 | 41 |
| Fort Worth-Arlington (Metropolitan Division) | 25,143 | \$15,290,078 | \$669 | \$108.48 | 149 | 5.04% | 1.09 | 331 | 40 |
| Houston-Sugar Land-Baytown | 30,952 | \$13,119,923 | \$532 | \$161.60 | 168 | 10.87% | 1.35 | 814 | 130 |
| Killeen-Temple-Fort Hood | 3,455 | \$1,024,094 | \$631 | \$86.51 | 169 | 20.86% | 1.39 | 49 | 8 |
| Laredo | 81 | \$38,704 | \$691 | \$188.13 | 157 | 1.85% | 1.00 | 28 | 12 |
| Lubbock | 1,261 | \$451,460 | \$598 | \$99.78 | 168 | 11.54% | 1.33 | 33 | 8 |
| McAllen-Edinburg-Mission | 1,397 | \$559,492 | \$629 | \$105.75 | 166 | 15.04% | 1.17 | 91 | 18 |
| San Antonio-New Braunfels | 22,617 | \$6,286,253 | \$340 | \$178.96 | 148 | 5.79% | 1.31 | 323 | 144 |
| Waco | 1,751 | \$493,918 | \$557 | \$87.33 | 169 | 21.96% | 1.51 | 35 | 6 |
| Remainder of State (Outside Reported MSA) ² | 15,890 | \$7,035,661 | \$647 | \$102.38 | 168 | 10.57% | 1.25 | 536 | 141 |
| Out-of-State | 25,691 | \$13,904,127 | \$541 | \$214.63 | 148 | 5.07% | 1.58 | 37 | 5 |
| Total | s 198,523 | \$88,753,205 | | - | | _ | | 3.424 | 817 |

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).



SINGLE PAYMENT - AUTO TITLE

| | | <u>New l</u> | <u>-oans</u> | Average Fees & | Original Terms | Loans Originated & Refinanced During Quarter | | Location 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 | 2,792 | \$576,308 | \$894 | \$25.14 | 30 | 35.87% | 1.38 | 26 | 18 |
| Austin-Round Rock-San Marcos | 31,935 | \$6,767,565 | \$1,277 | \$16.33 | 30 | 41.50% | 1.59 | 236 | 94 |
| Beaumont-Port Arthur | 9,216 | \$1,444,332 | \$969 | \$21.74 | 30 | 40.60% | 1.48 | 47 | 36 |
| Brownsville-Harlingen | 7,338 | \$1,052,217 | \$984 | \$21.65 | 27 | 53.29% | 1.47 | 63 | 45 |
| College Station-Bryan | 1,751 | \$384,588 | \$950 | \$23.95 | 29 | 35.99% | 1.47 | 18 | 11 |
| Corpus Christi | 7,531 | \$1,454,084 | \$1,171 | \$22.69 | 28 | 42.70% | 1.47 | 77 | 51 |
| Dallas-Plano-Irving (Metropolitan Division) | 75,142 | \$16,233,961 | \$1,169 | \$16.97 | 31 | 40.16% | 1.46 | 523 | 311 |
| El Paso | 13,277 | \$3,614,226 | \$1,024 | \$18.27 | 29 | 31.52% | 1.43 | 157 | 112 |
| Fort Worth-Arlington (Metropolitan Division) | 42,122 | \$8,536,975 | \$1,183 | \$18.10 | 29 | 44.49% | 1.41 | 331 | 239 |
| Houston-Sugar Land-Baytown | 89,269 | \$21,328,801 | \$1,197 | \$19.89 | 30 | 43.50% | 1.34 | 814 | 591 |
| Killeen-Temple-Fort Hood | 5,330 | \$677,575 | \$824 | \$23.56 | 29 | 42.21% | 1.48 | 49 | 35 |
| Laredo | 3,218 | \$525,408 | \$907 | \$22.03 | 30 | 33.77% | 1.34 | 28 | 21 |
| Lubbock | 4,269 | \$952,778 | \$1,104 | \$23.31 | 30 | 35.86% | 1.31 | 33 | 26 |
| McAllen-Edinburg-Mission | 11,174 | \$2,193,002 | \$1,141 | \$21.21 | 28 | 38.99% | 1.48 | 91 | 66 |
| San Antonio-New Braunfels | 37,194 | \$8,399,335 | \$1,287 | \$16.39 | 30 | 40.74% | 1.54 | 323 | 110 |
| Waco | 4,803 | \$810,544 | \$960 | \$24.12 | 29 | 36.86% | 1.44 | 35 | 23 |
| Remainder of State (Outside Reported MSA) ² | 62,489 | \$9,106,714 | \$906 | \$21.53 | 29 | 40.23% | 1.48 | 536 | 393 |
| Out-of-State ³ | 825 | * | * | * | * | * | * | 37 | 1 |
| Tot | als 409,675 | \$84,137,479 | | | | | - | 3,424 | 2,183 |

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 | | Refinanced During Quarter | <u>Locatio</u> | n Data | |
|--|-------------------------------------|---------------------------------|------------------------------|--|----------------------------------|----------------------------------|------------------------------------|------------------------|------------------|
| MSA Material Statistical Association | 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 | 190 | \$71,962 | \$1,107 | \$52.95 | 166 | 18.75% | 1.42 | 26 | 9 |
| Austin-Round Rock-San Marcos | 1,352 | \$975,886 | \$1,095 | \$151.01 | 261 | 7.57% | 1.48 | 236 | 83 |
| Beaumont-Port Arthur | 85 | \$55,551 | \$1,029 | \$71.55 | 163 | 5.66% | 1.67 | 47 | 9 |
| Brownsville-Harlingen | 333 | \$171,500 | \$1,225 | \$98.97 | 222 | 8.70% | 1.58 | 63 | 20 |
| College Station-Bryan | 311 | \$188,222 | \$744 | \$70.32 | 174 | 9.35% | 1.05 | 18 | 9 |
| Corpus Christi | 570 | \$441,703 | \$1,213 | \$154.17 | 267 | 7.12% | 1.48 | 77 | 25 |
| Dallas-Plano-Irving (Metropolitan Division) | 4,369 | \$2,590,287 | \$1,023 | \$89.26 | 168 | 7.76% | 1.36 | 523 | 156 |
| El Paso | 908 | \$520,169 | \$974 | \$131.05 | 215 | 6.26% | 1.33 | 157 | 55 |
| Fort Worth-Arlington (Metropolitan Division) | 2,035 | \$1,323,344 | \$1,053 | \$109.42 | 205 | 9.71% | 1.42 | 331 | 86 |
| Houston-Sugar Land-Baytown | 6,647 | \$5,599,283 | \$1,150 | \$115.40 | 226 | 8.39% | 1.26 | 814 | 228 |
| Killeen-Temple-Fort Hood | 571 | \$110,257 | \$1,225 | \$45.97 | 170 | 24.71% | 1.62 | 49 | 14 |
| Laredo | 98 | \$126,207 | \$1,972 | \$45.68 | 172 | 19.35% | 1.50 | 28 | 12 |
| Lubbock | 304 | \$85,773 | \$1,261 | \$51.44 | 170 | 16.67% | 1.27 | 33 | 20 |
| McAllen-Edinburg-Mission | 451 | \$277,149 | \$1,407 | \$89.77 | 227 | 11.58% | 1.55 | 91 | 16 |
| San Antonio-New Braunfels | 1,923 | \$1,075,901 | \$958 | \$109.49 | 199 | 4.58% | 1.56 | 323 | 128 |
| Waco | 425 | \$87,006 | \$946 | \$46.21 | 168 | 25.88% | 1.82 | 35 | 9 |
| Remainder of State (Outside Reported MSA) ² | 6,404 | \$2,894,959 | \$1,090 | \$58.07 | 162 | 14.47% | 1.41 | 536 | 204 |
| Out-of-State ³ | 182 | * | * | * | * | * | * | 37 | 2 |
| То | tals 27,158 | \$16,857,755 | | | | | - | 3,424 | 1,085 |

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 | 100 | 2,344 | 4.27 |
| Austin-Round Rock-San Marcos | 983 | 24,340 | 4.04 |
| Beaumont-Port Arthur | 238 | 5,789 | 4.11 |
| Brownsville-Harlingen | 120 | 5,119 | 2.34 |
| College Station-Bryan | 23 | 2,771 | 0.83 |
| Corpus Christi | 135 | 5,659 | 2.39 |
| Dallas-Plano-Irving (Metropolitan Division) | 2,188 | 61,218 | 3.57 |
| El Paso | 373 | 12,449 | 3.00 |
| Fort Worth-Arlington (Metropolitan Division) | 1,120 | 31,176 | 3.59 |
| Houston-Sugar Land-Baytown | 2,058 | 81,850 | 2.51 |
| Killeen-Temple-Fort Hood | 183 | 3,733 | 4.90 |
| Laredo | 52 | 2,000 | 2.60 |
| Lubbock | 84 | 3,359 | 2.50 |
| McAllen-Edinburg-Mission | 183 | 7,686 | 2.38 |
| San Antonio-New Braunfels | 1,177 | 29,319 | 4.01 |
| Waco | 109 | 3,527 | 3.09 |
| Remainder of State (Outside Reported MSA) ² | 1,540 | 49,237 | 3.13 |
| Out-of-State | 27 | 3,662 | 0.74 |
| Totals | 10,693 | 335,238 | 3.19 |

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 | vision | |
| Collin County | Ellis County | |
| Dallas County | Hunt County | |
| Delta County | Kaufman County | |
| Denton County | Rockwall County | |
| Fort Worth - Arlington, TX Metropolitan Divi | ision | |
| 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