

SINGLE PAYMENT - DEFERRED PRESENTMENT (PAYDAY)

| | | <u>New l</u> | .oans | Average Fees & | Original Terms | Loans Originated & Refinanced During Quarter | | Locatio | Location Data | |
|--|-------------------------------------|---------------------------------|-----------------------------|--|--|---|--|-----------------------------------|------------------|--|
| MSA Metropolitan Statistical Area | No. of Transactions | Estimated Total Amt Advanced | Advanced Consumer Proceeds | Fee per Transaction \$ per \$100 loaned Item #10B | Original Term per Transaction Item #10D (Expressed in Days) | % of Consumers Who Refinanced Item #4 / Item #1 | Avg No. of Refinances per Consumer Item #3 / Item #4 | No. Filed Quarterly Reports | No. Reporting | |
| | All Loans & Refinances Item# 10F | Item # 2 X Item #6 ¹ | | | | | | | Activity | |
| Amarillo ² | * | * | * | * | * | * | * | 15 | 3 | |
| Austin-Round Rock-San Marcos | 9,504 | \$1,865,630 | \$449 | \$22.44 | 17 | 27.33% | 1.75 | 106 | 36 | |
| Beaumont-Port Arthur | 4,962 | \$662,775 | \$391 | \$21.04 | 17 | 24.68% | 1.75 | 35 | 23 | |
| Brownsville-Harlingen | 5,949 | \$685,833 | \$389 | \$22.34 | 19 | 43.30% | 1.75 | 43 | 17 | |
| College Station-Bryan ² | * | * | * | * | * | * | * | 10 | 4 | |
| Corpus Christi | 2,512 | \$375,839 | \$476 | \$19.80 | 16 | 26.16% | 1.13 | 50 | 13 | |
| Dallas-Plano-Irving (Metropolitan Division) | 50,619 | \$12,670,225 | \$509 | \$21.78 | 17 | 30.32% | 1.84 | 285 | 84 | |
| El Paso | 4,565 | \$659,513 | \$368 | \$20.34 | 17 | 23.91% | 1.17 | 70 | 18 | |
| Fort Worth-Arlington (Metropolitan Division) | 16,893 | \$2,139,443 | \$425 | \$23.63 | 18 | 40.73% | 2.38 | 178 | 67 | |
| Houston-Sugar Land-Baytown | 48,626 | \$7,496,557 | \$458 | \$20.96 | 16 | 32.26% | 1.80 | 411 | 142 | |
| Killeen-Temple-Fort Hood | 4,314 | \$706,159 | \$454 | \$21.73 | 20 | 28.74% | 1.51 | 29 | 10 | |
| Laredo | 2,134 | \$194,994 | \$340 | \$23.37 | 19 | 32.22% | 1.76 | 25 | 9 | |
| Lubbock | 2,566 | \$280,115 | \$410 | \$19.50 | 16 | 25.18% | 1.48 | 23 | 5 | |
| McAllen-Edinburg-Mission | 9,961 | \$1,071,979 | \$398 | \$22.11 | 19 | 37.57% | 1.83 | 85 | 38 | |
| San Antonio-New Braunfels | 14,646 | \$2,979,145 | \$444 | \$21.07 | 18 | 23.94% | 1.38 | 158 | 43 | |
| Waco | 2,056 | \$252,042 | \$355 | \$19.89 | 18 | 24.13% | 1.47 | 19 | 7 | |
| Remainder of State (Outside Reported MSA) | 54,485 | \$6,528,872 | \$424 | \$22.50 | 19 | 36.08% | 1.89 | 439 | 226 | |
| Out-of-State | 280,111 | \$74,112,293 | \$462 | \$23.27 | 24 | 36.81% | 1.97 | 51 | 11 | |
| Tota | ls 515,210 | 112,856,583 | | | | | | 2.032 | 756 | |

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)

| (| | | | | | | | | |
|--|-------------------------------------|--|------------------------------|----------------------------------|----------------------------------|---|---------------------------------------|------------------------|------------------|
| | | New Loans Average Fees & Original Terms Loans Originated & Refinanced During Quarter | | 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 | 399 | \$179,856 | \$627 | \$127.75 | 158 | 0.36% | 1.00 | 15 | 5 |
| Austin-Round Rock-San Marcos | 9,691 | \$4,614,796 | \$598 | \$159.01 | 169 | 6.54% | 1.27 | 106 | 49 |
| Beaumont-Port Arthur | 2,350 | \$988,977 | \$641 | \$142.98 | 169 | 10.28% | 1.24 | 35 | 18 |
| Brownsville-Harlingen | 2,511 | \$896,709 | \$546 | \$166.23 | 163 | 5.85% | 1.17 | 43 | 16 |
| College Station-Bryan | 472 | \$201,475 | \$632 | \$158.22 | 153 | 3.74% | 1.27 | 10 | 5 |
| Corpus Christi | 2,046 | \$775,924 | \$456 | \$172.54 | 169 | 3.36% | 1.06 | 50 | 15 |
| Dallas-Plano-Irving (Metropolitan Division) | 58,713 | \$36,023,562 | \$673 | \$112.53 | 142 | 2.75% | 1.26 | 285 | 103 |
| El Paso | 6,070 | \$1,939,786 | \$465 | \$197.88 | 164 | 15.82% | 1.46 | 70 | 27 |
| Fort Worth-Arlington (Metropolitan Division) | 38,875 | \$22,989,195 | \$827 | \$94.13 | 155 | 7.16% | 1.21 | 178 | 55 |
| Houston-Sugar Land-Baytown | 56,690 | \$25,703,973 | \$594 | \$180.05 | 165 | 8.51% | 1.36 | 411 | 148 |
| Killeen-Temple-Fort Hood | 1,542 | \$776,764 | \$721 | \$72.83 | 165 | 9.24% | 1.21 | 29 | 11 |
| Laredo | 2,704 | \$905,961 | \$511 | \$190.84 | 167 | 8.34% | 1.42 | 25 | 11 |
| Lubbock | 1,672 | \$961,133 | \$766 | \$33.43 | 170 | 9.08% | 1.17 | 23 | 11 |
| McAllen-Edinburg-Mission | 6,042 | \$2,583,721 | \$564 | \$133.63 | 166 | 7.49% | 1.21 | 85 | 33 |
| San Antonio-New Braunfels | 20,127 | \$7,791,183 | \$500 | \$173.04 | 167 | 9.90% | 1.34 | 158 | 80 |
| Waco | 2,055 | \$818,825 | \$470 | \$147.28 | 168 | 4.64% | 1.12 | 19 | 10 |
| Remainder of State (Outside Reported MSA) | 32,679 | \$13,638,507 | \$647 | \$69.97 | 149 | 11.68% | 1.29 | 439 | 237 |
| Out-of-State | 243,195 | \$131,424,572 | \$658 | \$154.67 | 154 | 6.28% | 1.58 | 51 | 32 |
| Tot | als 487,833 | 253,214,917 | | - | | - · · · · · · · · · · · · · · · · · · · | | 2,032 | 866 |

¹Does not include additional cash advanced on refinances.



SINGLE PAYMENT - AUTO TITLE

| | | <u>New l</u> | <u>Loans</u> | Average Fees & | Original Terms | Loans Originated & Refinanced During Quarter | | | on Data |
|--|-------------------------------------|--------------|--|--|--|---|--|-----------------------------------|------------------|
| MSA Metropolitan Statistical Area | No. of Transactions | Advanced | Average Amount Advanced Consumer Proceeds Item #6 | Fee per Transaction \$ per \$100 loaned Item #10B | Original Term per Transaction Item #10D (Expressed in Days) | % of Consumers Who Refinanced Item #4 / Item #1 | Avg No. of Refinances per Consumer Item#3 / Item#4 | No. Filed Quarterly Reports | No. Reporting |
| | All Loans & Refinances Item# 10F | | | | | | | | Activity |
| Amarillo | 925 | \$438,417 | \$1,387 | \$14.71 | 30 | 29.80% | 1.56 | 15 | 5 |
| Austin-Round Rock-San Marcos | 7,047 | \$2,700,850 | \$1,831 | \$15.01 | 30 | 32.40% | 1.47 | 106 | 29 |
| Beaumont-Port Arthur | 2,623 | \$712,993 | \$1,206 | \$16.51 | 30 | 36.10% | 1.46 | 35 | 23 |
| Brownsville-Harlingen | 3,092 | \$930,390 | \$1,538 | \$14.89 | 30 | 32.27% | 1.52 | 43 | 17 |
| College Station-Bryan ² | * | * | * | * | * | * | * | 10 | 4 |
| Corpus Christi | 1,979 | \$630,411 | \$1,497 | \$15.03 | 30 | 37.95% | 1.38 | 50 | 13 |
| Dallas-Plano-Irving (Metropolitan Division) | 34,477 | \$11,126,667 | \$1,691 | \$14.12 | 30 | 34.51% | 1.55 | 285 | 123 |
| El Paso | 5,694 | \$1,773,030 | \$1,439 | \$14.30 | 30 | 29.43% | 1.56 | 70 | 21 |
| Fort Worth-Arlington (Metropolitan Division) | 20,233 | \$6,503,173 | \$1,423 | \$15.21 | 30 | 34.80% | 1.53 | 178 | 81 |
| Houston-Sugar Land-Baytown | 48,943 | \$17,268,301 | \$1,627 | \$14.93 | 30 | 33.70% | 1.47 | 411 | 205 |
| Killeen-Temple-Fort Hood | 2,124 | \$578,880 | \$1,359 | \$15.33 | 30 | 35.75% | 1.58 | 29 | 12 |
| Laredo | 3,961 | \$969,060 | \$1,340 | \$15.35 | 30 | 40.66% | 1.50 | 25 | 11 |
| Lubbock | 3,474 | \$1,122,359 | \$1,557 | \$15.23 | 30 | 36.66% | 1.53 | 23 | 10 |
| McAllen-Edinburg-Mission | 5,581 | \$1,999,704 | \$1,624 | \$15.44 | 30 | 37.64% | 1.45 | 85 | 31 |
| San Antonio-New Braunfels | 14,314 | \$4,672,677 | \$1,617 | \$13.97 | 30 | 31.55% | 1.53 | 158 | 32 |
| Waco | 275 | \$41,995 | \$656 | \$14.97 | 30 | 37.29% | 1.23 | 19 | 9 |
| Remainder of State (Outside Reported MSA) | 30,788 | \$8,489,147 | \$1,268 | \$17.42 | 30 | 40.42% | 1.47 | 439 | 249 |
| Out-of-State ² | * | * | * | * | * | * | * | 51 | 0 |
| Tota | nls 185,726 | 60.002.687 | | | | | | 2,032 | 875 |

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> | <u>Loans</u> | Average Fees 8 | 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 | 639 | \$399,103 | \$1,191 | \$106.32 | 156 | 5.52% | 1.28 | 15 | 5 |
| Austin-Round Rock-San Marcos | 3,535 | \$2,843,376 | \$1,496 | \$104.82 | 154 | 6.63% | 1.37 | 106 | 40 |
| Beaumont-Port Arthur | 1,846 | \$936,165 | \$1,131 | \$134.23 | 163 | 17.08% | 1.34 | 35 | 13 |
| Brownsville-Harlingen | 2,082 | \$1,239,205 | \$1,153 | \$109.22 | 162 | 5.92% | 1.38 | 43 | 15 |
| College Station-Bryan | 965 | \$441,972 | \$786 | \$131.12 | 159 | 12.15% | 1.22 | 10 | 7 |
| Corpus Christi | 1,852 | \$1,374,576 | \$1,396 | \$107.00 | 156 | 4.95% | 1.64 | 50 | 16 |
| Dallas-Plano-Irving (Metropolitan Division) | 13,723 | \$8,857,971 | \$1,266 | \$109.09 | 155 | 8.89% | 1.44 | 285 | 101 |
| El Paso | 3,557 | \$2,764,458 | \$1,342 | \$94.46 | 153 | 3.11% | 1.37 | 70 | 24 |
| Fort Worth-Arlington (Metropolitan Division) | 6,870 | \$3,891,900 | \$1,143 | \$113.54 | 158 | 12.99% | 1.58 | 178 | 54 |
| Houston-Sugar Land-Baytown | 17,872 | \$12,965,244 | \$1,373 | \$110.81 | 156 | 8.07% | 1.32 | 411 | 144 |
| Killeen-Temple-Fort Hood | 1,368 | \$713,217 | \$1,082 | \$116.58 | 156 | 8.92% | 1.41 | 29 | 11 |
| Laredo | 1,057 | \$669,714 | \$1,120 | \$84.29 | 173 | 2.95% | 1.35 | 25 | 8 |
| Lubbock | 1,137 | \$435,980 | \$1,066 | \$136.89 | 156 | 22.89% | 1.52 | 23 | 9 |
| McAllen-Edinburg-Mission | 4,152 | \$2,963,535 | \$1,394 | \$98.12 | 169 | 6.10% | 1.39 | 85 | 30 |
| San Antonio-New Braunfels | 7,435 | \$5,971,632 | \$1,434 | \$103.73 | 153 | 5.99% | 1.42 | 158 | 76 |
| Waco | 1,484 | \$909,837 | \$1,110 | \$105.30 | 156 | 7.62% | 1.38 | 19 | 11 |
| Remainder of State (Outside Reported MSA) | 13,716 | \$6,633,990 | \$1,101 | \$118.29 | 161 | 15.62% | 1.39 | 439 | 157 |
| Out-of-State ² | * | * | * | * | * | * | * | 51 | 2 |
| Tot | als 83.909 | 55,127,618 | · | | · | | | 2.032 | 723 |

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

| MSA Material Area | 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 | 98 | 1,898 | 5.16% |
| Austin-Round Rock-San Marcos | 473 | 11,991 | 3.94% |
| Beaumont-Port Arthur | 204 | 4,725 | 4.32% |
| Brownsville-Harlingen | 214 | 5,623 | 3.81% |
| College Station-Bryan | 16 | 2,455 | 0.65% |
| Corpus Christi | 205 | 4,936 | 4.15% |
| Dallas-Plano-Irving (Metropolitan Division) | 1,815 | 49,253 | 3.69% |
| El Paso | 413 | 11,480 | 3.60% |
| Fort Worth-Arlington (Metropolitan Division) | 931 | 25,164 | 3.70% |
| Houston-Sugar Land-Baytown | 2,291 | 66,181 | 3.46% |
| Killeen-Temple-Fort Hood | 155 | 3,858 | 4.02% |
| Laredo | 222 | 4,161 | 5.34% |
| Lubbock | 144 | 3,801 | 3.79% |
| McAllen-Edinburg-Mission | 584 | 11,200 | 5.21% |
| San Antonio-New Braunfels | 876 | 24,861 | 3.52% |
| Waco | 76 | 2,852 | 2.66% |
| Remainder of State (Outside Reported MSA) | 1,379 | 44,569 | 3.09% |
| Out-of-State ² | * | * | k |
| Totals | 10,115 | 284,115 | 3.56% |

¹Includes both single payment and installment title loans.

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



METROPOLITAN STATISTICAL AREA COMPILATION

| Dallas - Fort Worth - Arlington, TX | | MSA |
|---|---------------------|-----|
| Dallas-Plano-Irving, TX Metropolitan Divi | sion | |
| 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 |
| Fl Paso County | <u> </u> | |

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