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Illinois Trends Report Select Consumer Loan Products Through December 2017

Prepared by Veritec Solutions, LLC

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Illinois Trends Report – Select Consumer Loan Products

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ABOUT THE INFORMATION IN THIS REPORT

THIS REPORT IS BASED ON STATISTICAL INFORMATION REQUIRED UNDER THE PAYDAY LOAN REFORM ACT, 815 ILCS122.

THE INFORMATION CONTAINED IN THIS REPORT IS BASED ON LOAN DATA REGISTERED TO THE ILLINOIS PLRA CONSUMER REPORTING SERVICE (“DATABASE”) PURSUANT TO THE ACT. THE ACT WAS EFFECTIVE ON DECEMBER 6, 2005, AND THE DATABASE WENT INTO EFFECT BEGINNING IN FEBRUARY 2006. THE DATA PRESENTED IN THIS REPORT IS FOR THE PERIOD FROM FEBRUARY 2006 THROUGH DECEMBER 2017.

Illinois Trends Report – Select Consumer Loan Products

Illinois Trends Report Overview

The Illinois Department of Financial & Professional Regulation's Division of Financial Institutions - DFI - is responsible for regulating, examining, and monitoring Credit Unions, Currency Exchanges, Money Transmitters, Consumer Installment Loan, Payday Loan and Sales Finance Companies, among other licensed entities. The DFI is committed to providing clear and understandable information to the businesses and residents of Illinois.

The Illinois Trends Report on Select Consumer Loan Products is produced as a tool for the explanation and evaluation of Consumer Credit Products in Illinois. The report describes various Consumer Loan Products, the number of consumers/borrowers for each product, the volume of transactions and related information.

This current Trends Report tracks these products from January 2006 through December 2017. HB 537 became effective March 21, 2011 and amended the Payday Loan Reform Act (PLRA) to create Installment Payday Loans as well as amended the Consumer Installment Loan Act (CILA) to create Small Consumer Loans. This report displays two separate methods in its entirety. Below is a brief summary over a five-year period from 2012 through 2017.

From 2012 through 2017:

- The number of unique consumer/borrowers increased approximately 4.9%
- Transaction volume for products covered in this report decreased approximately 1.8%
 - Payday loans increased approximately 41.6%
 - Installment payday loans decreased approximately 12.7%
 - Title secured loans decreased approximately 29.3%
 - Small consumer loans increased approximately 0.03%

From 2016 through 2017:

- The number of unique consumer/borrowers decreased approximately 0.3%
- Transaction volume for products covered in this report decreased approximately 3.6%
 - Payday loans decreased approximately 13.9%
 - Installment payday loans decreased approximately 1.5%
 - Title secured loans decreased approximately 9.1%
 - Small consumer loans increased approximately 1.2%

Supporting information for this data, including the period 2006 through 2017, may be found in detail within the following report.

The report is available through the Illinois Department of Financial and Professional Regulation's Division of Financial Institutions website at:

Illinois Trends Report – Select Consumer Loan Products

Summary of APR: How it is Determined and the Effect it has

The Annual Percentage Rate (“APR”) is the annual rate charged on a loan as characterized by a percentage rate that represents the annual cost of borrowing. Loans vary from lender to lender and are also based on consumer needs, product parameters, and market competition. APR is a useful tool in comparing credit products; however, it can also be misleading due to the factors involved. When entering into a credit product, some factors affecting APR include: Fees, Interest Charges and Loan Maturity.

It is important to note the inverse relationship between APR and Loan Maturity; if all other factors remain the same except for the term of the loan, the APR decreases as the time to repay the loan increases. For example, a one month loan of \$1,000 with a 5% fee has an APR of over 50%, while a one year loan of \$1,000 with a 5% fee has an APR of 5%.

Implementation of HB 537

When reviewing the information contained in this report the reader will notice a significant increase in database activity beginning in 2011. This increased activity is a result of HB 537 which became effective on March 21, 2011. HB 537 amended the Payday Loan Reform Act (PLRA) to create Installment Payday Loans as well as amended the Consumer Installment Loan Act (CILA) to create Small Consumer Loans. Pursuant to PLRA and CILA, lenders are required to enter information regarding these new loan types into the database. The database became live on July 25, 2011.

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Illinois Trends Report – Select Consumer Loan Products

Select Consumer Loan Products

Products included in this report consist of Payday Loans (starting on February 1st, 2006), CILA Loans (starting on February 1st, 2006 and ending on March 20th, 2011), Installment Payday Loans (starting on July 25th, 2011, with historical uploads from March 21st, 2011), Title Loans (starting on October 1st, 2009, with historical uploads from April 1st, 2009), and Small Consumer Loans (starting on July 25th, 2011, with uploads from March 21st, 2011).

Examples of Consumer Credit Products Contained in this Report

A Payday Loan (PLRA) is a loan with a finance charge exceeding an annual percentage rate of 36% and with a term that does not exceed 120 days. No lender may charge more than \$15.50 per \$100 loaned except as otherwise allowed by the Payday Loan Reform Act. Licensees have been required to input PLRA loans into the database since 2006.

A Consumer Installment Loan (CILA) is any loan made to a consumer up to \$40,000 as permitted by the Consumer Installment Loan Act. Licensees have never been required to input this data into the system. Any information previously captured was voluntarily provided by licensees.

An Installment Payday Loan (IPL) is a loan with a finance charge exceeding an annual percentage rate of 36% and with a term no less than 112 days and no longer than 180 days. No lender may charge more than \$15.50 per \$100 loaned except as otherwise allowed by the Payday Loan Reform Act. Installment Payday Loans were created pursuant to the PLRA in 2011. Beginning in March of 2011, licensees were required to input IPL data into the database.

A Title Secured Loan (Title), pursuant to the Consumer Installment Loan Act, is a loan upon which interest is charged at an annual percentage rate exceeding 36%, and, at commencement, the obligor provides to the licensee, as security for the loan, physical possession of the obligor's title to a motor vehicle.

A Small Consumer Installment Loan (SCL), pursuant to the Consumer Installment Loan Act, is a loan upon which interest is charged at an annual percentage rate exceeding 36% and with an amount financed of \$4,000 or less. SCL does not include a title-secured loan. Small Consumer Loans were created by CILA in 2011. Beginning in March of 2011, licensees were required to input SCL data into the database.

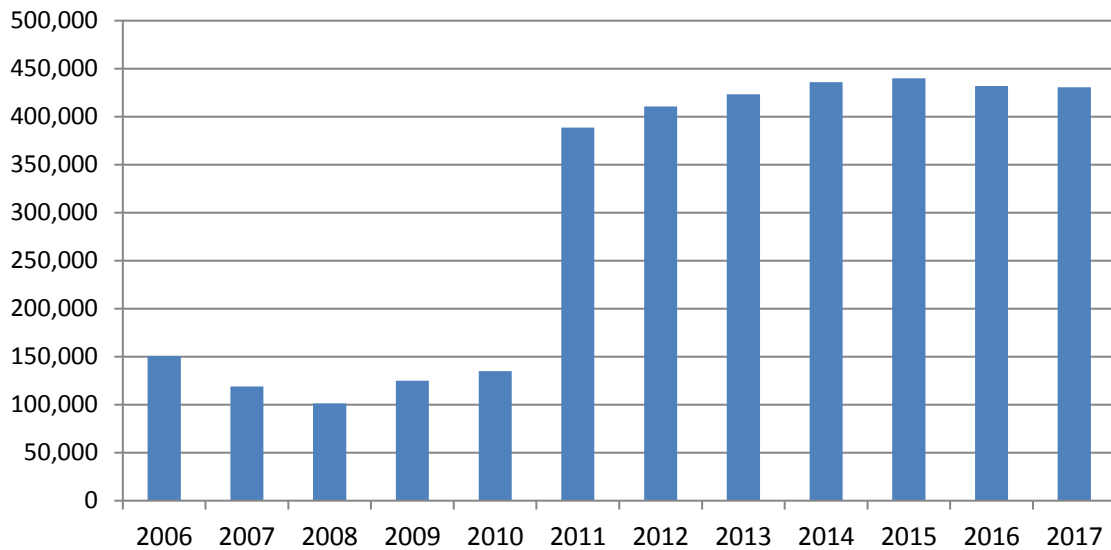
Illinois Trends Report – Select Consumer Loan Products

Number of Consumers/Borrowers

During the period from February 2006 through December 2017 (“Reporting Period”), 1,379,796 consumers took out 9,692,440 loans, or an average of 7.0 loans per consumer.

The number of loan consumers (unique borrowers) in the Reporting Period is as follows:

**Unique Consumers per Year
(Feb 2006 through Dec 2017)**



The significant increase in unique consumers beginning in 2011 is a result of legislation requiring lenders to input information into the database for the new loan types. Prior to this time period, SCL and IPL did not exist in the database.

Illinois Trends Report – Select Consumer Loan Products

Number of Consumers/Borrowers (continued)

Year	Unique Borrowers over All Products ^{1 2}	Unique Borrowers using PLRA	Unique Borrowers using CILA	Unique Borrowers using IPL	Unique Borrowers using Title	Unique Borrowers using SCL
2006	150,588	119,634	47,380	0	0	0
2007	118,815	92,298	34,054	0	0	0
2008	101,386	79,390	25,594	0	0	0
2009	125,043	57,037	25,582	0	49,045	0
2010	135,038	48,925	26,334	0	66,787	0
2011	388,449	55,377	10,012	178,795	79,353	157,887
2012	410,576	48,002	0	199,750	82,324	166,484
2013	423,403	48,298	0	203,303	86,933	171,348
2014	435,876	54,513	0	206,598	83,996	180,649
2015	440,043	64,956	0	199,272	74,785	190,553
2016	431,796	70,636	0	192,544	67,489	191,784
2017	430,714	58,442	0	192,476	61,458	202,968
Since Inception (2/1/2006 - 12/31/2017)	1,379,796	417,305	97,796	670,091	413,116	519,891

The average monthly gross income of Illinois consumers during the Reporting Period was \$2,621.27, or approximately \$31,455 per year.

For the Reporting Period:

- Approximately 61% of loan consumers earn \$30,000 or less per year.
- Approximately 15% of loan consumers earn more than \$50,000 per year.
- Approximately 5% of loan consumers earn more than \$75,000 per year.

¹ Individual borrowers may utilize multiple products, so the total number of unique borrowers may be less than the sum of all columns for individual products.

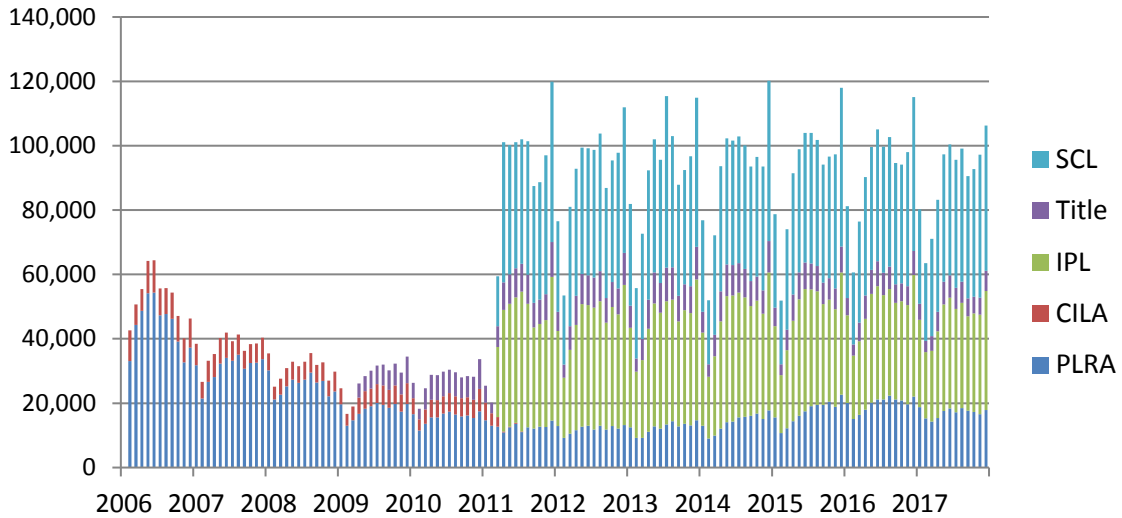
² Due to the dynamic nature of the database, data shown may differ from previous reports.

Illinois Trends Report – Select Consumer Loan Products

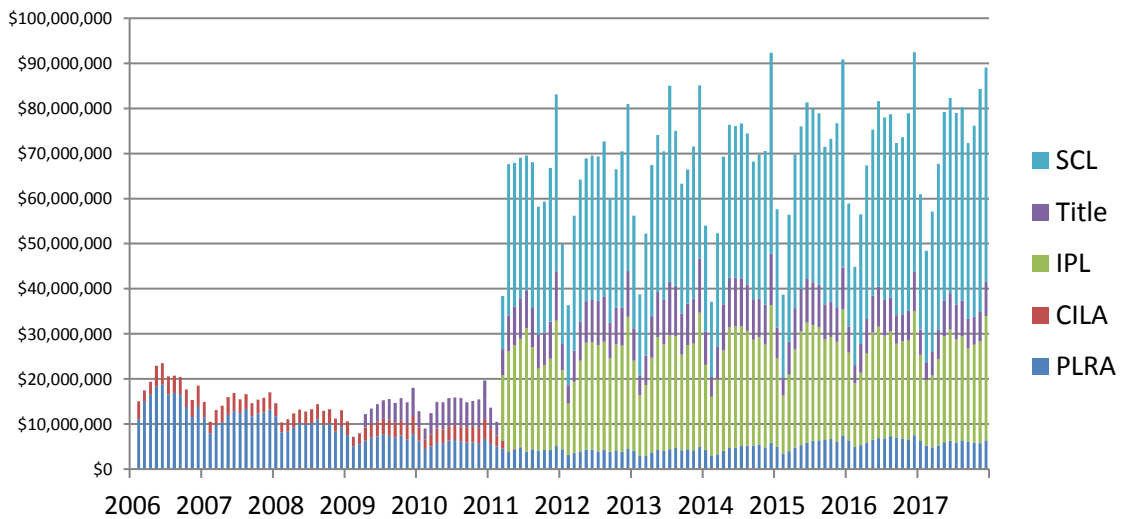
Transaction Volume and Amounts

Total transaction volume for the Reporting Period, including PLRA Loans, CILA Loans, Installment Payday Loans, Title Loans, and Small Consumer Loans, was 9,692,440 loans, with a total advance/principal amount of \$6.53 billion.

Transaction Volume per Month



Total Principal Amount per Month



Prior to implementation of HB 537, which created SCL and IPL loans, licensees had the option to voluntarily record CILA loans on the database, which a small amount of licensees did. Post implementation of HB 537 the inclusion of IPL and SCL loans became mandatory. This is why beginning after March of 2011 there is an increase in the amount of overall transactions while at the same time CILA loan activity has ceased.

Illinois Trends Report – Select Consumer Loan Products

Transaction Volume and Amounts (continued)

Annual volume information for each year of the Reporting Period is presented in the following table.

Year ³	PLRA Volume ⁴	CILA Volume	IPL Volume	Title Volume	SCL Volume	Total Volume	Change vs. Prior Year
2006	485,008	91,712	0	0	0	576,720	
2007	372,123	77,559	0	0	0	449,682	-22.0%
2008	308,787	64,418	0	0	0	373,205	-17.0%
2009	216,203	64,209	0	54,836	0	335,248	-10.2%
2010	188,441	64,531	0	81,892	0	334,864	-0.1%
2011	153,124	13,185	359,688	93,673	384,215	1,003,885	199.8%
2012	144,592	0	408,493	96,940	447,100	1,097,125	9.3%
2013	148,897	0	404,491	100,386	457,113	1,110,887	1.3%
2014	169,560	0	404,955	96,054	434,701	1,105,270	-0.5%
2015	206,490	0	378,915	83,855	441,558	1,110,818	0.5%
2016	237,897	0	362,212	75,385	442,005	1,117,499	0.6%
2017	204,716	0	356,768	68,537	447,216	1,077,237	-3.6%
Total	2,835,838	375,614	2,675,522	751,558	3,053,908	9,692,440	

Year	PLRA Principal	CILA Principal	IPL Principal	Title Principal	SCL Principal	Total Principal
2006	\$168,555,810	\$42,970,976	\$0	\$0	\$0	\$211,526,786
2007	\$140,085,060	\$40,312,158	\$0	\$0	\$0	\$180,397,218
2008	\$116,367,522	\$36,164,515	\$0	\$0	\$0	\$152,532,037
2009	\$82,371,381	\$37,842,711	\$0	\$39,687,316	\$0	\$159,901,409
2010	\$70,282,846	\$38,677,423	\$0	\$67,559,879	\$0	\$176,520,148
2011	\$53,998,819	\$7,942,682	\$218,760,104	\$90,273,209	\$301,172,147	\$672,146,961
2012	\$48,159,727	\$0	\$257,036,200	\$98,583,689	\$361,368,686	\$765,148,303
2013	\$48,814,308	\$0	\$266,351,323	\$110,606,554	\$379,854,167	\$805,626,352
2014	\$55,533,572	\$0	\$277,013,565	\$109,927,415	\$374,612,457	\$817,087,009
2015	\$67,455,136	\$0	\$269,084,979	\$97,929,539	\$416,476,445	\$850,946,098
2016	\$77,721,659	\$0	\$255,967,612	\$84,026,262	\$440,741,608	\$858,457,142
2017	\$70,146,817	\$0	\$255,317,387	\$79,793,726	\$471,616,733	\$876,874,662
Total	\$999,492,656	\$203,910,466	\$1,799,531,170	\$778,387,591	\$2,745,842,242	\$6,527,164,125

³ Loan volume data outside of the reporting period (before February 1st, 2006) is not included.

⁴ Due to the dynamic nature of the database, data shown may differ from previous reports.

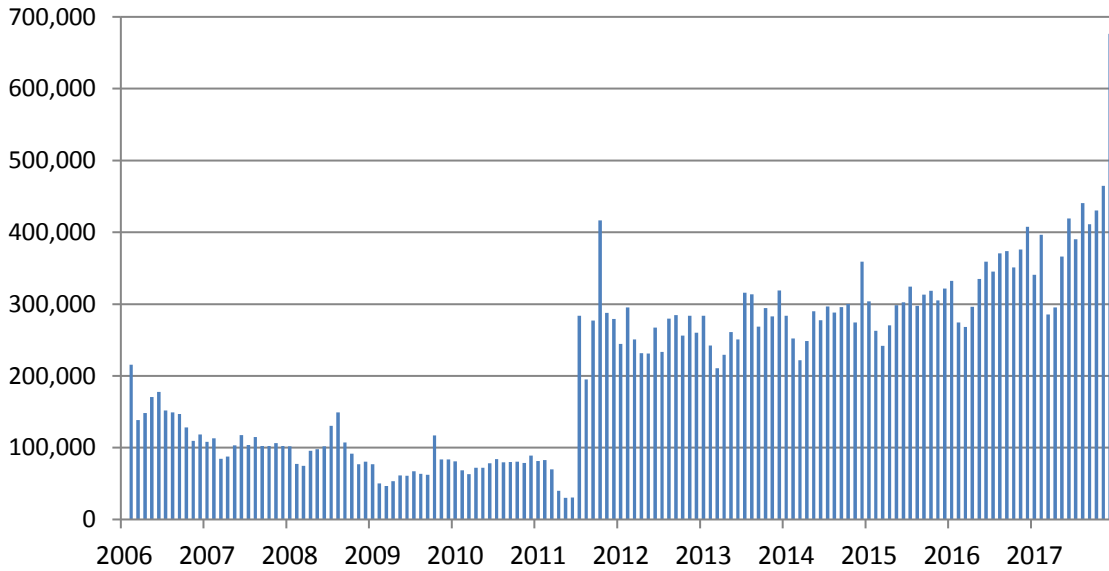
Illinois Trends Report – Select Consumer Loan Products

Inquiries to the Illinois Consumer Reporting Service

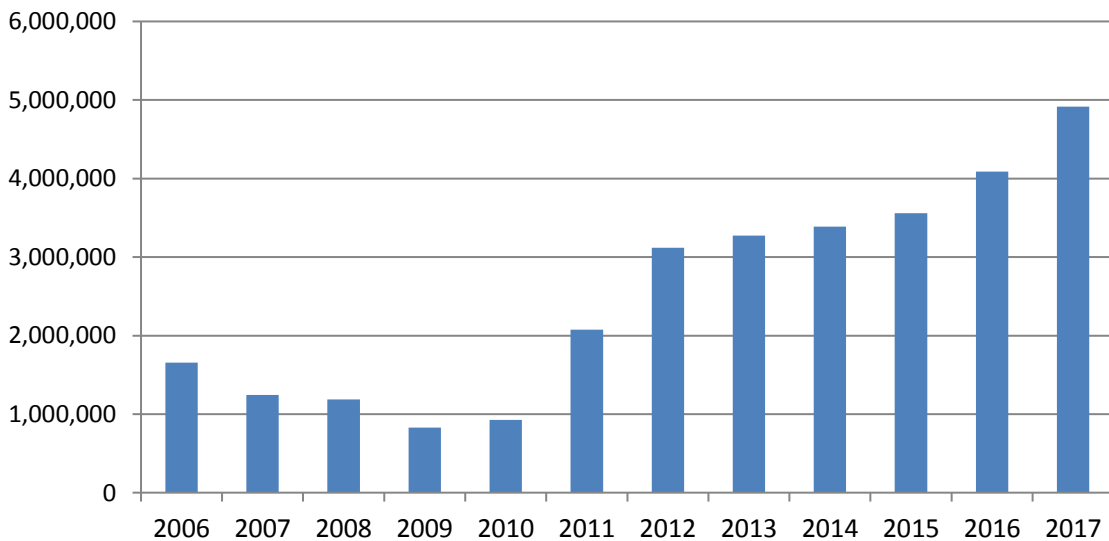
The number of inquiries and requests made to the Database (“Database Events”) during the Reporting Period was approximately 30.3 million.

Database inquires and requests include the following events: check eligibility; opens; closes; reopens; cancels; temps; transfers; returns; renewals, refinances; repayment plans; repayment plan reversals; defaults; default reversals; write-offs; write-off reversals; vehicle repossessions; vehicle sales; and information updates.

Database Events per Month



Database Events per Year (Feb 2006 through Dec 2017)

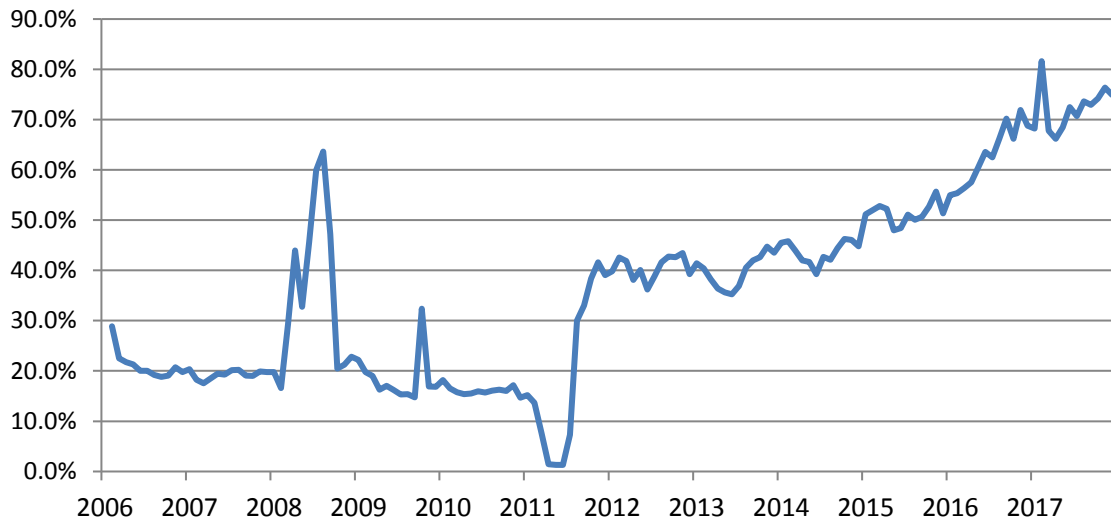


Illinois Trends Report – Select Consumer Loan Products

Declined Consumer Eligibility Checks⁵

Declined eligibility checks for PLRA, IPL, and Title products averaged approximately 46.8 percent of total transaction requests during the Reporting Period.⁶

**Declined Eligibility Checks % of Total Transaction Requests
(not including SCL)**



Note: The cause of the abnormal increase in declined eligibility requests between March 2008 and September 2008 is due to multiple database events from a single licensee for a reason that may not be related to loan applications.

The increase in declined eligibility requests during the second half of 2009 is correlated to the implementation of Title Loan lending and the requirement for lenders to input data into the database.

Due to statute changes, licensees were unable to enter Payday Loan declines in the database from March 21st, 2011 through July 24th, 2011.

The following tables represent data from all registered users other than that single licensee.

⁵ Transactions and declines for Small Consumer Loans are not included in this section because declines for Small Consumer Loans are not recorded by the database.

⁶ Assumes that declined consumer intended to open and represents the number of opened transactions plus the number of declined eligibility checks. Data includes multiple declined eligibility checks for the same consumer.

Illinois Trends Report – Select Consumer Loan Products

Ineligibility for a Loan

The tables below provide annual information about the reasons for declined eligibility during the Reporting Period.⁷

Total Declined Eligibility Checks by Reason

Year	Waiting Period	Restricted by Repayment Plan	Restricted by Consecutive Days in Product	Over Dollar Limit	Two Open Transactions	Other	Total
2006	591	44	100,226	19,375	9,906	23,626	153,768
2007	318	40	68,288	15,138	3,719	11,532	99,035
2008	373	46	46,516	7,990	2,278	9,833	67,036
2009	1,551	46	28,549	10,084	4,940	10,131	55,301
2010	5,351	41	24,879	3,441	764	11,721	46,197
2011	20,336	721	59,420	36,941	40,461	17,028	174,907
2012	42,779	2,100	179,267	77,720	105,488	5,643	412,997
2013	30,107	1,678	198,482	42,454	113,151	6,761	392,633
2014	29,519	2,937	251,875	46,055	157,271	7,286	494,943
2015	25,149	2,992	380,225	49,822	225,604	6,269	690,061
2016	25,635	4,952	733,277	57,060	368,311	6,500	1,195,735
2017	63,226	28,469	880,265	70,476	616,545	5,577	1,664,558
Total	244,935	44,066	2,951,269	436,556	1,648,438	121,907	5,447,171

Percentage of Total Declined Eligibility Checks by Reason

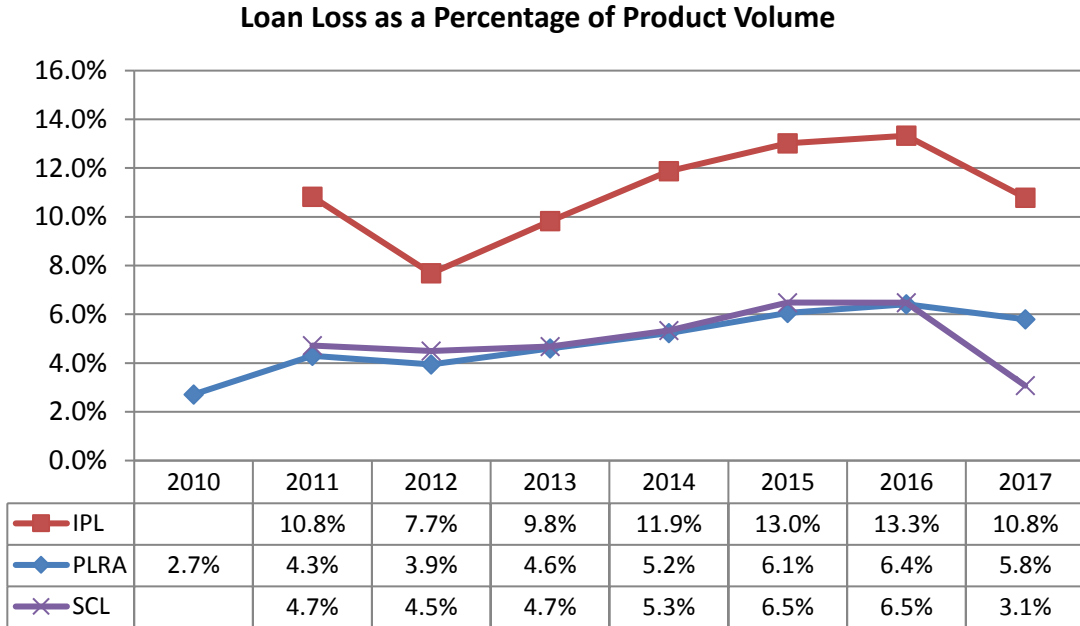
Year	Waiting Period	Restricted by Repayment Plan	Restricted by Consecutive Days in Product	Over Dollar Limit	Two Open Transactions	Other	Total
2006	0.38%	0.03%	65.18%	12.60%	6.44%	15.36%	100.00%
2007	0.32%	0.04%	68.95%	15.29%	3.76%	11.64%	100.00%
2008	0.56%	0.07%	69.39%	11.92%	3.40%	14.67%	100.00%
2009	2.80%	0.08%	51.62%	18.23%	8.93%	18.32%	100.00%
2010	11.58%	0.09%	53.85%	7.45%	1.65%	25.37%	100.00%
2011	11.63%	0.41%	33.97%	21.12%	23.13%	9.74%	100.00%
2012	10.36%	0.51%	43.41%	18.82%	25.54%	1.37%	100.00%
2013	7.67%	0.43%	50.55%	10.81%	28.82%	1.72%	100.00%
2014	5.96%	0.59%	50.89%	9.31%	31.78%	1.47%	100.00%
2015	3.64%	0.43%	55.10%	7.22%	32.69%	0.91%	100.00%
2016	2.14%	0.41%	61.32%	4.77%	30.80%	0.54%	100.00%
2017	3.80%	1.71%	52.88%	4.23%	37.04%	0.34%	100.00%
Total	4.50%	0.81%	54.18%	8.01%	30.26%	2.24%	100.00%

⁷ A consumer may be ineligible for a loan for a number of reasons, including but not limited to: repayment plan restrictions; waiting period; restricted by consecutive days in product; over the dollar limit; and two open transactions. Definitions for ineligibility reasons for specific products are provided on pages 18-19 and 26-27.

Illinois Trends Report – Select Consumer Loan Products

Loan Loss

The chart below provides annual information about the estimated loss rate of PLRA, IPL, and SCL products during the Reporting Period.⁸



Loan loss for PLRA and IPL products is estimated by counting loans closed with a payment method of "bad debt" and loans currently open greater than 60 days past due (or 60 days past the end date of the repayment plan if the loan was put into a repayment plan).

Loan loss for small consumer loans is estimated by counting loans listed as "discharged by the lender" and loans "satisfied in full or in part by collateral being sold after default."

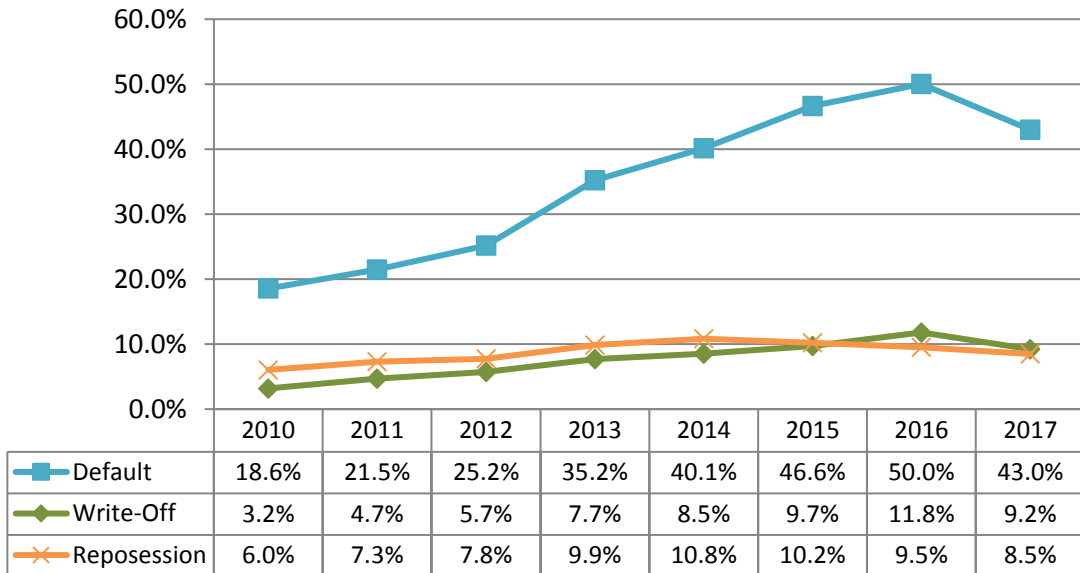
⁸ Due to the method used for loan loss calculation and due to the dynamic nature of the database, loan loss rates shown may differ from the rates presented in previous reports.

Illinois Trends Report – Select Consumer Loan Products

Loan Loss (continued)

The chart below provides annual information about the rates of defaults, write-offs, and repossessions for Title Loan products during the Reporting Period.⁹ A “default” is a failure to perform a legal or contractual duty as defined in the loan contract, which is nearly always triggered by a missed payment. A “write-off” occurs when the creditor considers the loan an uncollectable “bad” debt after a lengthy default. A “repossession” occurs after a default when the loan contract provides for the licensee to take possession of the vehicle pledged as collateral. Please note, a combination of default, write-off, and repossession statuses may apply to a single loan.

Title Loan Status as a Percentage of Product Volume



⁹ Due to the dynamic nature of the database, percentages shown may differ from the percentages presented in previous reports.

Illinois Trends Report – Select Consumer Loan Products

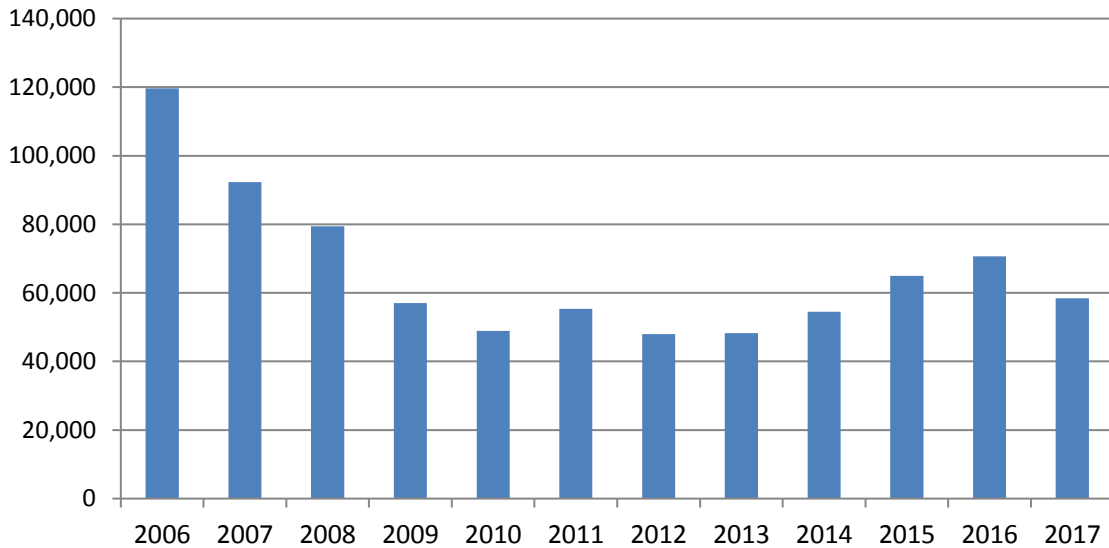
PLRA Loans

PLRA Loan Consumers

During the period from February 2006 through December 2017 (“Reporting Period”), 417,305 PLRA Loan consumers took out 2,835,838 PLRA Loans, or an average of 6.8 loans per consumer.

The number of PLRA Loan consumers (unique borrowers) in the Reporting Period is as follows:

**Unique PLRA Loan Consumers per Year
(Feb 2006 through Dec 2017)**



The average monthly gross income of Illinois PLRA Loan consumers during the Reporting Period was \$2,897.39, or approximately \$34,769 per year.

For the Reporting Period:

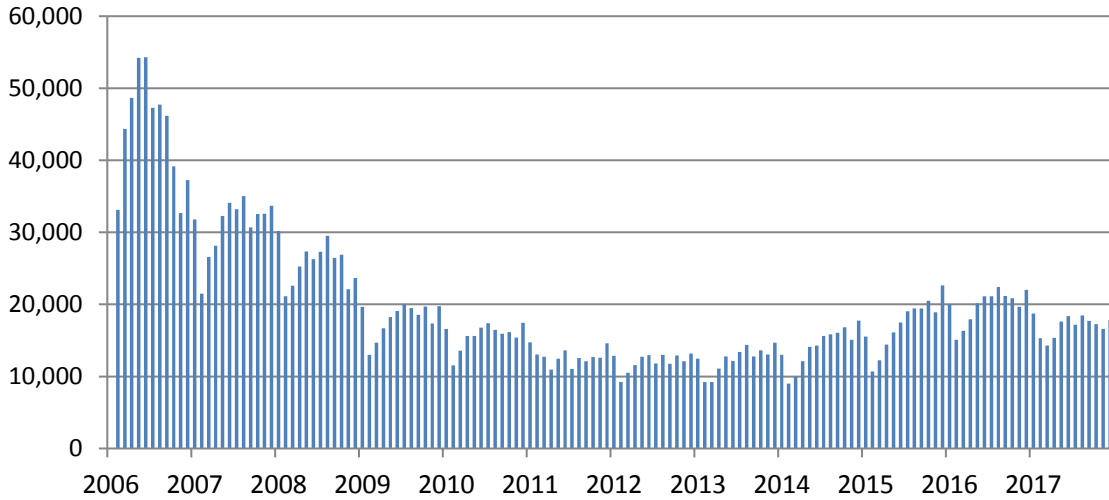
- Approximately 53% of PLRA Loan consumers earn \$30,000 or less per year.
- Approximately 19% of PLRA Loan consumers earn more than \$50,000 per year.
- Approximately 6%, of PLRA Loan consumers earn more than \$75,000 per year.

Illinois Trends Report – Select Consumer Loan Products

PLRA Loan Transaction Volume

Total PLRA Loan transaction volume for the Reporting Period was 2,835,838 loans, with a total advance/principal amount of \$999 million.¹⁰

PLRA Volume per Month



PLRA Loan transaction volume has decreased at an average annual rate of 5.3 percent during the Reporting Period. Annual volume information for each year of the Reporting Period is presented in the following table.

Year ¹¹	Transaction Count ¹²	Change vs. Prior Year
2006	485,008	
2007	372,123	-23.3%
2008	308,787	-17.0%
2009	216,203	-30.0%
2010	188,441	-12.8%
2011	153,124	-18.7%
2012	144,592	-5.6%
2013	148,897	3.0%
2014	169,560	13.9%
2015	206,490	21.8%
2016	237,897	15.2%
2017	204,716	-13.9%

¹⁰ Due to statute changes, licensees were unable to enter PLRA Loans in the database from March 21st, 2011 through July 24th, 2011. PLRA Loans with agreement dates from March 21st, 2011 through July 24th, 2011 were historically uploaded.

¹¹ PLRA Loan volume data outside of the reporting period (before February 1st, 2006) is not included.

¹² Due to the dynamic nature of the database, data shown may differ from previous reports.

Illinois Trends Report – Select Consumer Loan Products

PLRA Average Term, Advance Amount, and Finance Charge

The average term for PLRA Loans during the Reporting Period was 17.7 days.

Year	% of Loans by Term Range		
	13 to 20 days	21 to 30 days	31 to 45 days
2006	87.0%	12.5%	0.5%
2007	78.7%	20.5%	0.8%
2008	75.2%	23.7%	1.1%
2009	70.2%	28.4%	1.4%
2010	69.5%	29.1%	1.4%
2011	67.7%	29.2%	3.2%
2012	68.6%	30.0%	1.4%
2013	69.6%	28.8%	1.6%
2014	68.2%	30.0%	1.8%
2015	60.4%	31.0%	8.6%
2016	56.3%	33.2%	10.4%
2017	59.1%	34.0%	6.9%

The average PLRA Loan transaction during the Reporting Period was for an advance amount of approximately \$352.45 with total fees of \$54.06, or 15.34% of the average advance amount (\$15.34 per \$100.00 borrowed).

Most loan terms were between 13 and 20 days. However, if the same average total loan fees were annualized, the annual percentage rate (APR) would be 316%.

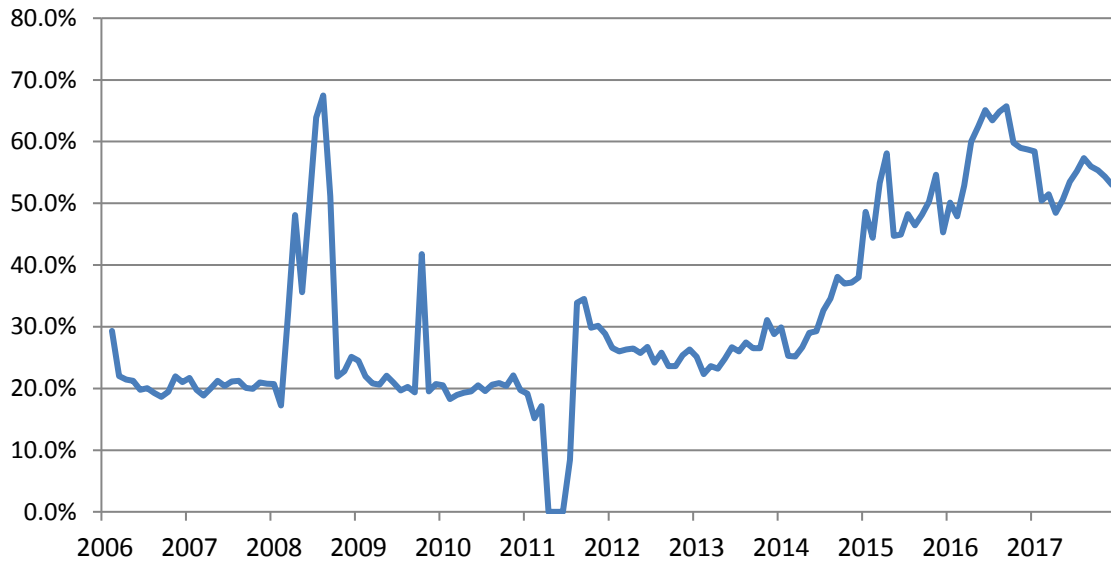
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Illinois Trends Report – Select Consumer Loan Products

Declined Consumer Eligibility Checks

Declined eligibility checks for PLRA Loans averaged approximately 36.3 percent of PLRA Loan transaction requests during the Reporting Period.¹³

Declined Eligibility Checks % of PLRA Transaction Requests



Note: The cause of the abnormal increase in declined eligibility requests between March 2008 and September 2008 is due to multiple database events from a single licensee for a reason that may not be related to loan applications.

The increase in declined eligibility requests during the second half of 2009 is correlated to the implementation of Title Loan lending and the requirement for lenders to input data into the database.

Due to statute changes, licensees were unable to enter PLRA Loan declines in the database from March 21st, 2011 through July 24th, 2011.

The following tables represent data from all registered users other than that single licensee.

¹³ Assumes that declined consumer intended to open a loan. PLRA Transaction Requests represents the number of opened transactions plus the number of declined eligibility checks. Data includes multiple declined eligibility checks for the same consumer.

Illinois Trends Report – Select Consumer Loan Products

Ineligibility for a PLRA Loan

The chart and table below provides annual information about the reasons for declined eligibility during the Reporting Period.

Total Declined Eligibility Checks by Reason

Year	Waiting Period	Restricted by Repayment Plan	Restricted by Consecutive Days in Product	Over Dollar Limit	Two Open Transactions	Other	Total
2006	400	44	100,226	19,375	9,906	0	129,951
2007	223	40	68,288	15,138	3,719	0	87,408
2008	278	46	46,516	7,990	2,278	0	57,108
2009	340	46	28,549	10,084	4,940	0	43,959
2010	330	41	24,879	3,441	764	0	29,455
2011	1,824	96	13,775	4,259	8,338	0	28,292
2012	4,331	244	18,245	6,870	14,872	0	44,562
2013	4,977	257	22,169	7,549	17,967	0	52,919
2014	5,180	531	36,576	10,651	30,234	0	83,172
2015	4,977	950	118,808	13,975	60,389	0	199,099
2016	5,065	932	288,989	16,398	49,916	0	361,300
2017	34,563	16,180	142,607	12,367	34,588	0	240,305
Total	62,488	19,407	909,627	128,097	237,911	0	1,357,530

Percentage of Total Declined Eligibility Checks by Reason

Year	Waiting Period	Restricted by Repayment Plan	Restricted by Consecutive Days in Product	Over Dollar Limit	Two Open Transactions	Other	Total
2006	0.31%	0.03%	77.13%	14.91%	7.62%	0.00%	100.00%
2007	0.26%	0.05%	78.13%	17.32%	4.25%	0.00%	100.00%
2008	0.49%	0.08%	81.45%	13.99%	3.99%	0.00%	100.00%
2009	0.77%	0.10%	64.94%	22.94%	11.24%	0.00%	100.00%
2010	1.12%	0.14%	84.46%	11.68%	2.59%	0.00%	100.00%
2011	6.45%	0.34%	48.69%	15.05%	29.47%	0.00%	100.00%
2012	9.72%	0.55%	40.94%	15.42%	33.37%	0.00%	100.00%
2013	9.40%	0.49%	41.89%	14.27%	33.95%	0.00%	100.00%
2014	6.23%	0.64%	43.98%	12.81%	36.35%	0.00%	100.00%
2015	2.50%	0.48%	59.67%	7.02%	30.33%	0.00%	100.00%
2016	1.40%	0.26%	79.99%	4.54%	13.82%	0.00%	100.00%
2017	14.38%	6.73%	59.34%	5.15%	14.39%	0.00%	100.00%
Total	4.60%	1.43%	67.01%	9.44%	17.53%	0.00%	100.00%

Illinois Trends Report – Select Consumer Loan Products

Declined Eligibility due to Waiting Period Restrictions

62,488 requests for a PLRA Loan were declined during the Reporting Period because of waiting period restrictions. These 62,488 declined eligibility requests represent approximately 4.6% of the 1,357,530 declined eligibility requests for the same period.

A Waiting Period is the period of time prescribed by the Payday Loan Act that a consumer is prohibited from receiving an additional Payday or Installment Payday Loan upon payment of the initial Payday or Installment Payday Loan. This time may vary from 2 to 14 days based on the type of loan and repayment, maturity or repayment plan issues.

Declined Eligibility due to Over Dollar Limit

128,097 requests for a PLRA Loan were declined during the Reporting Period due to exceeding allowable outstanding dollar limits. These 128,097 declined eligibility requests represent approximately 9.4% of the 1,357,530 declined eligibility requests for the same period.

Over Dollar Limit indicates that the consumer has reached the maximum allowable monthly debt service for a payday loan(s). The maximum monthly debt service is the lesser of \$1,000 per month or 25% of Gross Income for Payday Loans and 22.5% of Gross Income for Installment Payday Loans. If the consumer has an existing Installment Payday Loan and is seeking an additional Payday Loan the maximum allowable monthly Debt Service is limited to the lesser of \$1,000 or 22.5% of Gross Monthly Income.

Declined Eligibility due to Two Open Transactions

237,911 requests for a PLRA Loan were declined during the Reporting Period due to limits on the number of outstanding transactions. These 237,911 declined eligibility requests represent approximately 17.5% of the 1,357,530 declined eligibility requests for the same period.

A consumer is limited to having no more than two open Payday Loans (Payday, Installment Payday or a combination thereof) at any one time.

Illinois Trends Report – Select Consumer Loan Products

Restricted by Repayment Plan

19,407 requests for a PLRA Loan were declined during the Reporting Period because of repayment plan restrictions. These 19,407 declined eligibility requests represent approximately 1.4% of the 1,357,530 declined eligibility requests for the same period.

A lender may not make a payday loan to a consumer who has a payday loan outstanding under a repayment plan and for at least 14 days after the outstanding balance of the loan under the repayment plan and the outstanding balance of all other payday loans outstanding during the term of the repayment plan are paid in full.

Restricted by Consecutive Days in Product

909,627 requests for a PLRA Loan were declined during the Reporting Period due to restrictions on consecutive days in the same product. These 909,627 declined eligibility requests represent approximately 67.0% of the 1,357,530 declined eligibility requests for the same period.

No payday loan may be made to a consumer if the loan would result in the consumer being indebted to one or more payday lenders for a period in excess of 45 consecutive days. If a consumer has or has had loans outstanding for a period in excess of 45 consecutive days, no payday lender may offer or make a loan to the consumer for at least 7 calendar days after the date on which the outstanding balance of all payday loans made during the 45 consecutive day period is paid in full.

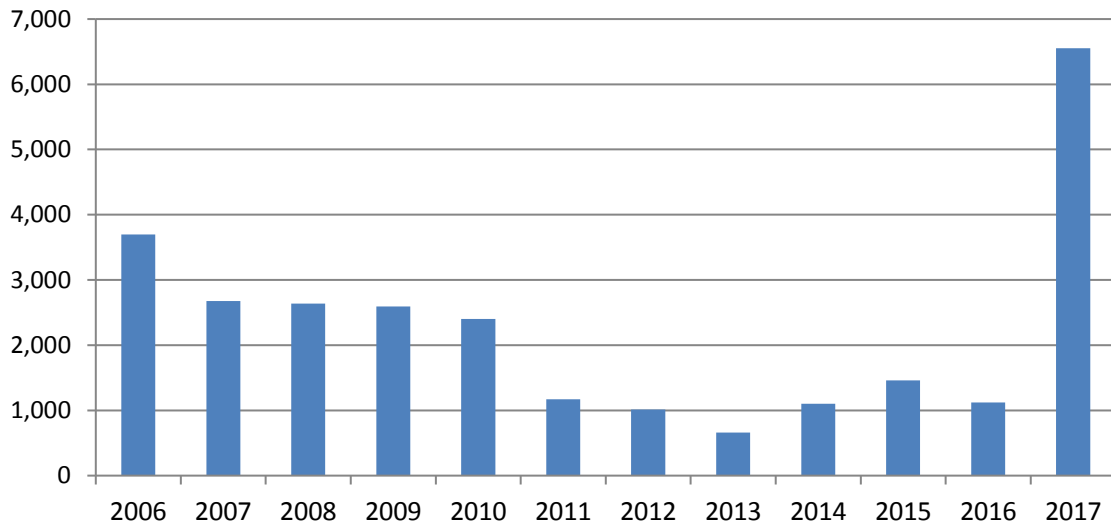
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Illinois Trends Report – Select Consumer Loan Products

Repayment Plans

The total number of PLRA Loan repayment plans registered during the Reporting Period was approximately 27,089, representing approximately 0.96% of the total PLRA Loan transactions conducted during the Reporting Period.

**Repayment Plan Volume per Year
(Feb 2006 through Dec 2017)**



When a consumer has or has had one or more Payday Loans outstanding for 35 consecutive days, any Payday Loan outstanding on the 35th consecutive day shall be payable under the terms of a Repayment Plan as provided for in the Act. A consumer has until 28 days after the default date of the loan to request a Repayment Plan. Within 48 hours after the request for a Repayment Plan is made, the lender must prepare the Repayment Plan agreement and both parties must execute the agreement.

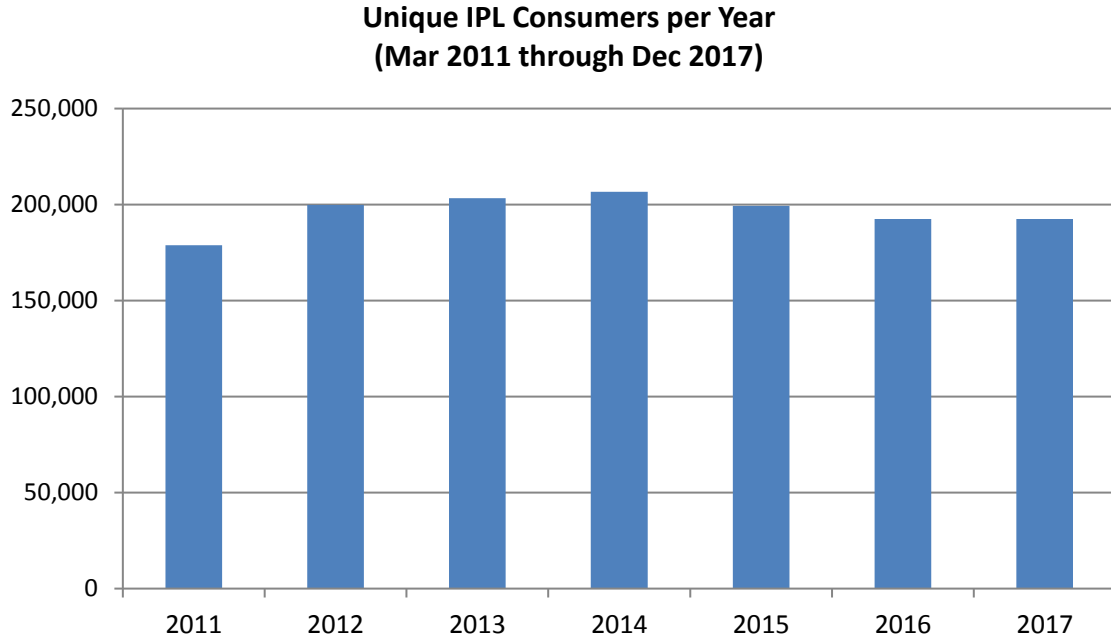
Illinois Trends Report – Select Consumer Loan Products

Installment Payday Loans

Installment Payday Loan Consumers

During the period from March 2011 through December 2017 (“Reporting Period”), 670,091 Installment Payday Loan consumers took out 2,675,522 Installment Payday Loans, or an average of 4.0 loans per consumer.¹⁴

The number of Installment Payday Loan consumers (unique borrowers) in the Reporting Period is as follows:



The average monthly gross income of Illinois Installment Payday Loan consumers during the Reporting Period was \$2,811.16, or approximately \$33,734 per year.

For the Reporting Period:

- Approximately 56% of Installment Payday Loan consumers earn \$30,000 or less per year.
- Approximately 18% of Installment Payday Loan consumers earn more than \$50,000 per year.
- Approximately 6%, of Installment Payday Loan consumers earn more than \$75,000 per year.

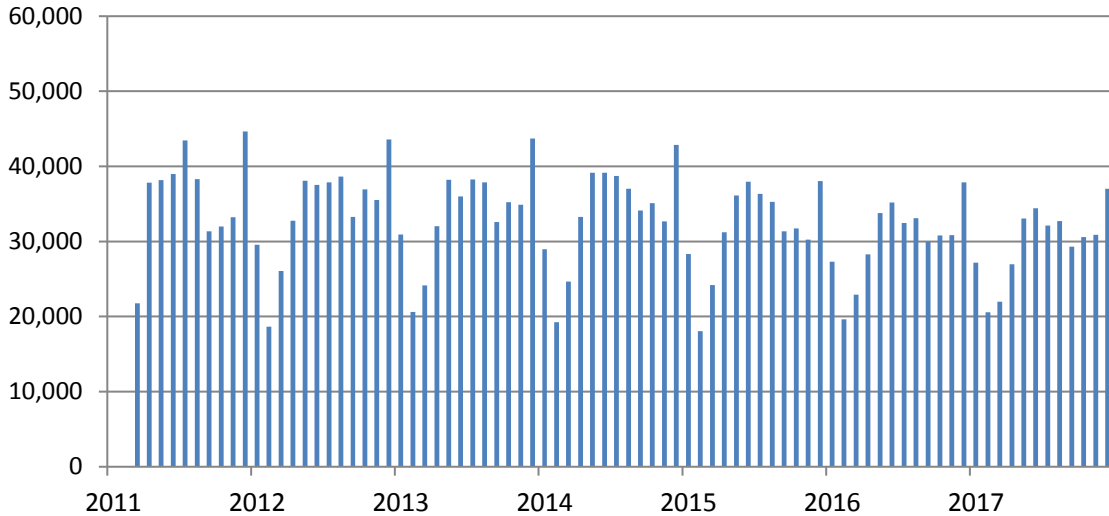
¹⁴ Installment Payday Loans with agreement dates prior to July 25th, 2011 were historically uploaded.

Illinois Trends Report – Select Consumer Loan Products

Installment Payday Loan Transaction Volume

Total Installment Payday Loan volume for the Reporting Period was 2,675,522 loans, with a total advance/principal amount of \$1.80 billion.¹⁵

IPL Volume per Month



Installment Payday Loan volume decreased at an average annual rate of 0.1 percent during the Reporting Period. Annual volume information for each year of the Reporting Period is presented in the following table.

Year ¹⁶	Transaction Count ¹⁷	Change vs. Prior Year
2011	359,688	
2012	408,493	13.6%
2013	404,491	-1.0%
2014	404,955	0.1%
2015	378,915	-6.4%
2016	362,212	-4.4%
2017	356,768	-1.5%

¹⁵ Installment Payday Loans with agreement dates prior to July 25th, 2011 were historically uploaded.

¹⁶ Annual data does not include Installment Payday Loans opened before March 21st, 2011. Installment Payday Loans opened before July 25th, 2011 were historically uploaded.

¹⁷ Due to the dynamic nature of the database, data shown may differ from previous reports.

Illinois Trends Report – Select Consumer Loan Products

IPL Average Term, Advance Amount, and Finance Charge

The average term for Installment Payday Loans during the Reporting Period was 163.1 days.

As can be seen in the table below, most loans had a term between 161 and 180 days.

Year	% of Loans by Term Range		
	112 to 140 days	141 to 160 days	161 to 180 days
2011	10.9%	13.5%	75.6%
2012	13.4%	13.9%	72.8%
2013	12.1%	14.3%	73.6%
2014	11.1%	14.5%	74.4%
2015	10.4%	14.7%	75.0%
2016	9.8%	14.7%	75.5%
2017	9.8%	14.8%	75.4%

The average Installment Payday Loan during the Reporting Period was for an advance amount of approximately \$672.59 with total fees of \$685.57.

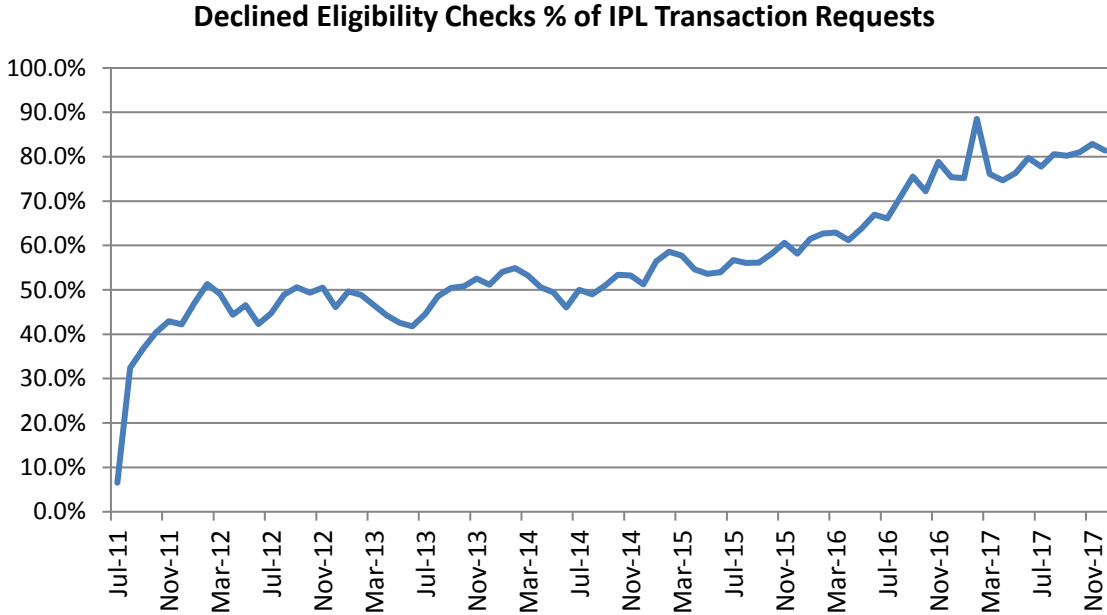
As noted above, most loan terms were between 161 and 180 days. However, if the same average Installment Payday Loan total fee were annualized, the annual percentage rate (APR) would be 228%.

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Illinois Trends Report – Select Consumer Loan Products

Declined Consumer Eligibility Checks

Declined eligibility checks for Installment Payday Loans averaged approximately 60.3 percent of Installment Payday Loan transaction requests during the Reporting Period.¹⁸



¹⁸ Assumes that declined consumer intended to open a loan. Installment Payday Loan Transaction Requests represents the number of opened transactions plus the number of declined eligibility checks. Data includes multiple declined eligibility checks for the same consumer.

Illinois Trends Report – Select Consumer Loan Products

Ineligibility for an Installment Payday Loan

The chart and table below provides annual information about the reasons for declined eligibility during the Reporting Period.

Total Declined Eligibility Checks by Reason

Year	Waiting Period	Restricted by Repayment Plan	Restricted by Consecutive Days in Product	Over Dollar Limit	Two Open Transactions	Other	Total
2011	7,775	625	45,645	32,683	32,123	0	118,851
2012	20,323	2,042	175,569	72,731	98,570	0	369,235
2013	21,379	1,709	200,529	38,415	109,156	0	371,188
2014	20,814	2,544	228,482	37,114	134,551	0	423,505
2015	16,950	2,087	269,695	36,857	169,844	0	495,433
2016	17,359	4,062	452,072	41,609	323,205	0	838,307
2017	26,314	12,666	751,807	59,291	591,351	0	1,441,429
Total	130,914	25,735	2,123,799	318,700	1,458,800	0	4,057,948

Percentage of Total Declined Eligibility Checks by Reason

Year	Waiting Period	Restricted by Repayment Plan	Restricted by Consecutive Days in Product	Over Dollar Limit	Two Open Transactions	Other	Total
2011	6.54%	0.53%	38.41%	27.50%	27.03%	0.00%	100.00%
2012	5.50%	0.55%	47.55%	19.70%	26.70%	0.00%	100.00%
2013	5.76%	0.46%	54.02%	10.35%	29.41%	0.00%	100.00%
2014	4.91%	0.60%	53.95%	8.76%	31.77%	0.00%	100.00%
2015	3.42%	0.42%	54.44%	7.44%	34.28%	0.00%	100.00%
2016	2.07%	0.48%	53.93%	4.96%	38.55%	0.00%	100.00%
2017	1.83%	0.88%	52.16%	4.11%	41.03%	0.00%	100.00%
Total	3.23%	0.63%	52.34%	7.85%	35.95%	0.00%	100.00%

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Illinois Trends Report – Select Consumer Loan Products

Declined Eligibility due to Waiting Period Restrictions

130,914 requests for an Installment Payday Loan were declined during the Reporting Period because of waiting period restrictions. These 130,914 declined eligibility requests represent approximately 3.2% of the 4,057,948 declined eligibility requests for the same period.

A Waiting Period is the period of time prescribed by the Payday Loan Act that a consumer is prohibited from receiving an additional Payday or Installment Payday Loan upon payment of the initial Payday or Installment Payday Loan. This time may vary from 2 to 14 days based on the type of loan and repayment, maturity or repayment plan issues.

Declined Eligibility due to Over Dollar Limit

318,700 requests for an Installment Payday Loan were declined during the Reporting Period due to exceeding allowable outstanding dollar limits. These 318,700 declined eligibility requests represent approximately 7.9% of the 4,057,948 declined eligibility requests for the same period.

Over Dollar Limit indicates that the consumer has reached the maximum allowable monthly debt service for a payday loan(s). The maximum monthly debt service is the lesser of \$1,000 per month or 25% of Gross Income for Payday Loans and 22.5% of Gross Income for Installment Payday Loans. If the consumer has an existing Installment Payday Loan and is seeking an additional Payday Loan the maximum allowable monthly Debt Service is limited to the lesser of \$1,000 or 22.5% of Gross Monthly Income.

Declined Eligibility due to Two Open Transactions

1,458,800 requests for an Installment Payday Loan were declined during the Reporting Period due to limits on the number of outstanding transactions. These 1,458,800 declined eligibility requests represent approximately 36.0% of the 4,057,948 declined eligibility requests for the same period.

A consumer is limited to having no more than two open Payday Loans (Payday, Installment Payday or a combination thereof) at any one time.

Illinois Trends Report – Select Consumer Loan Products

Restricted by Repayment Plan

25,735 requests for an Installment Payday Loan were declined during the Reporting Period because of repayment plan restrictions. These 25,735 declined eligibility requests represent approximately 0.63% of the 4,057,948 declined eligibility requests for the same period.

A lender may not make a payday loan to a consumer who has a payday loan outstanding under a repayment plan and for at least 14 days after the outstanding balance of the loan under the repayment plan and the outstanding balance of all other payday loans outstanding during the term of the repayment plan are paid in full.

Restricted by Consecutive Days in Product

2,123,799 requests for an Installment Payday Loan were declined during the Reporting Period due to restrictions on consecutive days in the same product. These 2,123,799 declined eligibility requests represent approximately 52.34% of the 4,057,948 declined eligibility requests for the same period.

No Installment Payday Loan may be made to a consumer if the loan would result in the consumer being indebted to one or more payday lenders for a period in excess of 180 consecutive days.

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Illinois Trends Report – Select Consumer Loan Products

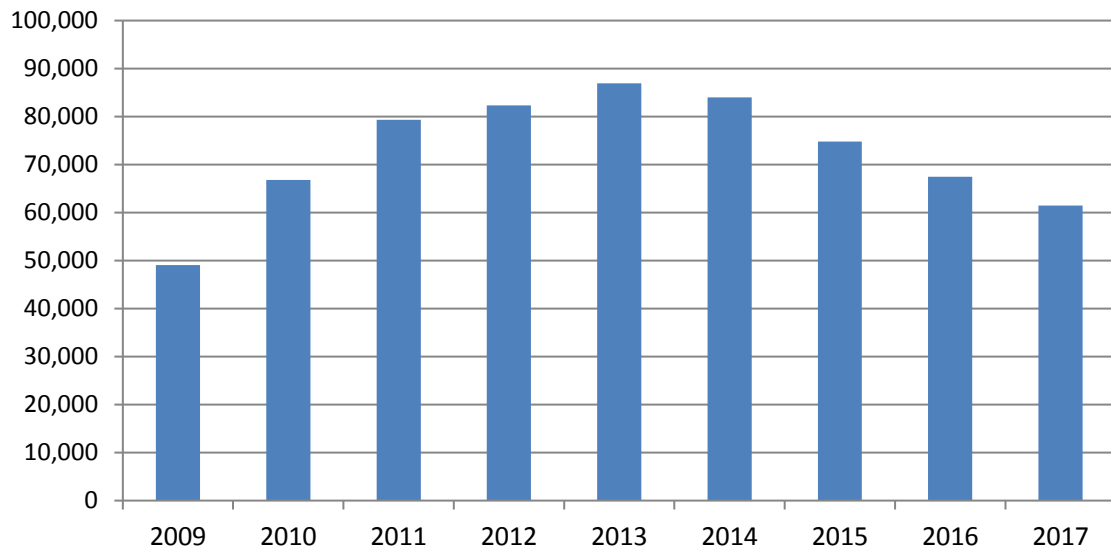
Title Loans

Title Loan Consumers

During the period from April 2009 through December 2017 (“Reporting Period”), 413,116 Title Loan consumers took out 751,558 Title Loans, or an average of 1.8 loans per consumer.¹⁹

The number of Title Loan consumers (unique borrowers) in the Reporting Period is as follows:

**Unique Title Loan Consumers per Year
(Apr 2009 through Dec 2017)**



The average monthly gross income of Illinois Title Loan consumers during the Reporting Period was \$2,184.94, or approximately \$26,219 per year.

For the Reporting Period:

- Approximately 72% of Title Loan consumers earn \$30,000 or less per year.
- Approximately 10% of Title Loan consumers earn more than \$50,000 per year.
- Approximately 3%, of Title Loan consumers earn more than \$75,000 per year.

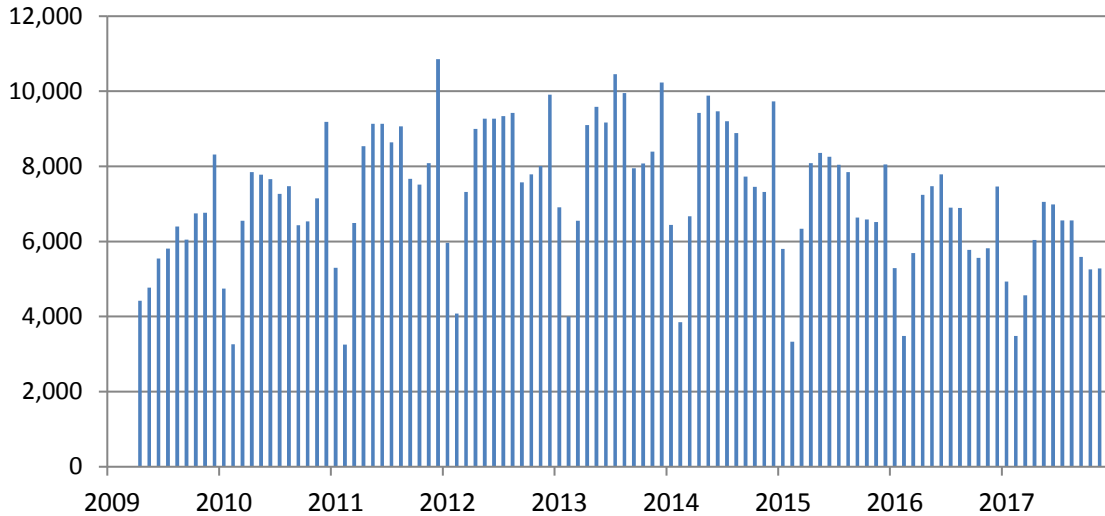
¹⁹ Title Loans with agreement dates prior to October 1st, 2009 were historically uploaded.

Illinois Trends Report – Select Consumer Loan Products

Title Loan Transaction Volume

Total Title Loan volume for the Reporting Period was 751,558 loans, with a total advance/principal amount of \$778 million.²⁰

Title Loan Volume per Month



Title Loan transaction volume increased at an average annual rate of 3.1 percent during the Reporting Period. Annual volume information for each year of the Reporting Period is presented in the following table.

Year ²¹	Transaction Count ²²	Change vs. Prior Year
2009	54,836	
2010	81,892	49.3%
2011	93,673	14.4%
2012	96,940	3.5%
2013	100,386	3.6%
2014	96,054	-4.3%
2015	83,855	-12.7%
2016	75,385	-10.1%
2017	68,537	-9.1%

²⁰ Title Loans with agreement dates prior to October 1st, 2009 were historically uploaded.

²¹ Annual data does not include Title Loans opened before April 1st, 2009. Title Loans opened before October 1st, 2009 were historically uploaded.

²² Due to the dynamic nature of the database, data shown may differ from previous reports.

Illinois Trends Report – Select Consumer Loan Products

Title Loan Average Term, Advance Amount, and Finance Charge

The average term for Title Loans during the Reporting Period was 515.8 days.

Year	% of Loans by Term Range		
	1 to 360 days	361 to 720 days	721+ days
2009	33.6%	58.3%	8.1%
2010	40.6%	49.8%	9.7%
2011	22.2%	50.0%	27.8%
2012	18.2%	41.2%	40.6%
2013	10.6%	30.5%	58.9%
2014	6.5%	29.8%	63.7%
2015	6.8%	27.0%	66.2%
2016	5.9%	23.6%	70.5%
2017	8.6%	19.0%	72.4%

The average Title Loan during the Reporting Period was for an advance amount of approximately \$1,035.70 with total fees of \$2,758.94.

The average Title Loan total fee is calculated as an annual percentage rate (APR) of 188%.

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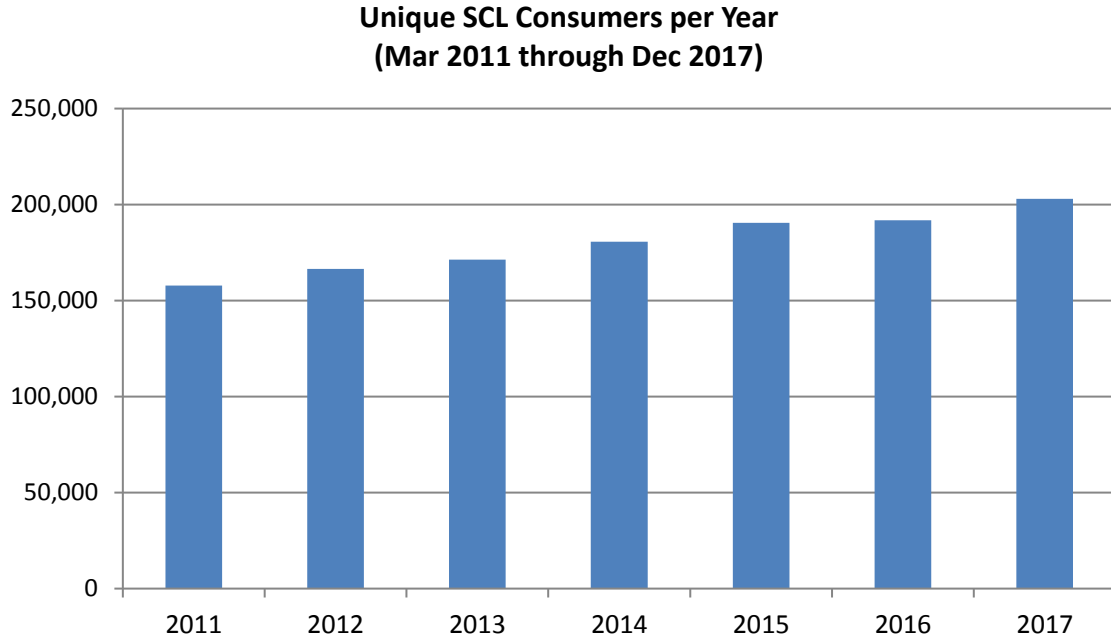
Illinois Trends Report – Select Consumer Loan Products

Small Consumer Loans

Small Consumer Loan Consumers

During the period from March 2011 through December 2017 (“Reporting Period”), 519,891 Small Consumer Loan consumers took out 3,053,908 Small Consumer Loans, or an average of 5.9 loans per consumer.

The number of Small Consumer Loan consumers (unique borrowers) in the Reporting Period is as follows:



The average monthly gross income of Illinois Small Consumer Loan consumers during the Reporting Period was \$2,614.09, or approximately \$31,369 per year.

For the Reporting Period:

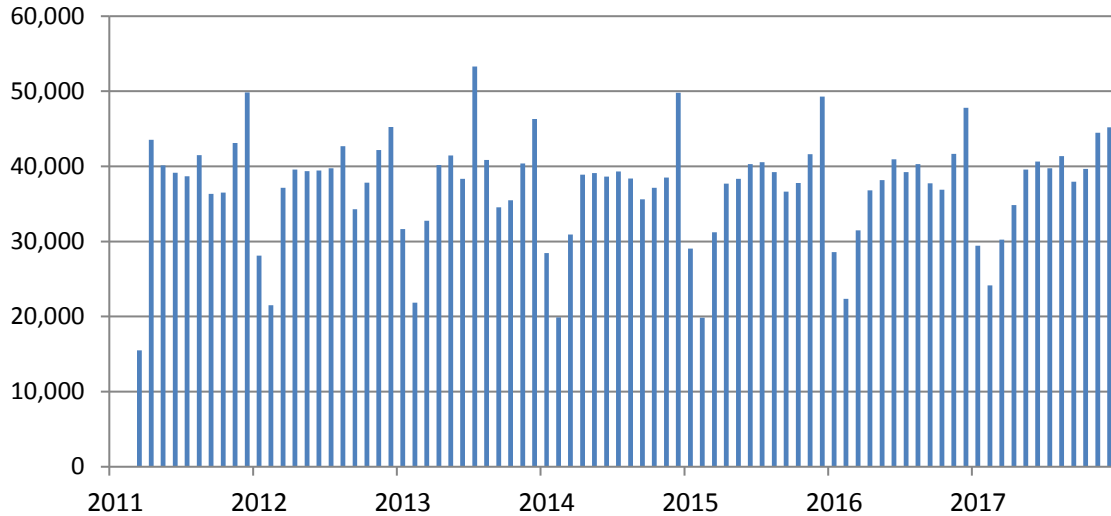
- Approximately 62% of Small Consumer Loan consumers earn \$30,000 or less per year.
- Approximately 15% of Small Consumer Loan consumers earn more than \$50,000 per year.
- Approximately 5%, of Small Consumer Loan consumers earn more than \$75,000 per year.

Illinois Trends Report – Select Consumer Loan Products

Small Consumer Loan Transaction Volume

Total Small Consumer Loan volume for the Reporting Period was 3,053,908 loans, with a total advance/principal amount of \$2.75 billion.

SCL Volume per Month



Small Consumer Loan volume increased at an average annual rate of 2.7 percent during the Reporting Period. Annual volume information for each year of the Reporting Period is presented in the following table.

Year ²³	Transaction Count ²⁴	Change vs. Prior Year
2011	384,215	
2012	447,100	16.4%
2013	457,113	2.2%
2014	434,701	-4.9%
2015	441,558	1.6%
2016	442,005	0.1%
2017	447,216	1.2%

²³ Annual data does not include Small Consumer Loans opened before March 21st, 2011.

²⁴ Due to the dynamic nature of the database, data shown may differ from previous reports.

Illinois Trends Report – Select Consumer Loan Products

Small Consumer Loan Average Term, Advance Amount, and Finance Charge

The average term for Small Consumer Loans during the Reporting Period was 324.0 days.

Year	% of Loans by Term Range		
	1 to 360 days	361 to 720 days	721+ days
2011	78.1%	20.2%	1.7%
2012	76.6%	21.5%	1.9%
2013	74.3%	22.4%	3.2%
2014	72.8%	22.6%	4.6%
2015	71.3%	24.1%	4.6%
2016	70.2%	25.4%	4.4%
2017	68.0%	26.8%	5.2%

The average Small Consumer Loan during the Reporting Period was for an advance amount of approximately \$899.12 with total fees of \$241.09.

The average Small Consumer Loan total fee is calculated as an annual percentage rate (APR) of 30%.

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