

## SUMMARY OF PAWNBROKER ANNUAL REPORTS - AS OF DECEMBER 31, 2017

	December 31, 2016		DECEMBER 31, 2017	
ANALYSIS OF LOANS	NUMBER	AGG AMOUNT	NUMBER	AGG AMOUNT
Total Outstanding Loan @ Beginning of Year:	117,061	\$18,156,888	111,424	\$ 16,547,267
New Loans Made During the Year:	407,096	\$56,528,121	365,257	\$ 51,109,026
<b>TOTAL:</b>	<b>524,157</b>	<b>\$74,685,009</b>	<b>476,681</b>	<b>\$ 67,656,293</b>
<b>Loans Cancelled During the Year:</b>				
Redeemed (Loans Collected)	301,330	\$44,342,527	266,308	\$ 39,877,209
Forfeited	102,473	\$11,401,511	101,066	\$ 11,186,949
Charged Off (As Loss)	679	\$83,236	379	\$ 66,944
<b>Total Loans Cancelled:</b>	<b>404,482</b>	<b>\$55,827,274</b>	<b>367,753</b>	<b>\$ 51,131,102</b>
<b>Total Outstanding Loans at Year End:</b>	<b>119,675</b>	<b>\$18,857,735</b>	<b>108,928</b>	<b>\$ 16,525,191</b>
OTHER LOAN ACTIVITY				
Total Interest Charges Collected:		<b>\$5,097,011</b>		<b>\$ 4,733,755</b>
Total All Other Charges & Fees Collected:		<b>\$9,641,981</b>		<b>\$ 9,891,774</b>
<b>TOTAL POLICE PICKUPS:</b>	<b>565</b>	<b>\$66,240</b>	<b>528</b>	<b>\$ 70,609</b>
Police Pickup Rate:		<b>0.139%</b>		<b>0.145%</b>
Forfeiture Rate:		<b>25.2%</b>		<b>27.7%</b>
Average Loan Amount at Year End:		<b>157.57</b>		<b>151.71</b>
<b>Number of Licensed Pawnbrokers at Year End:</b>		<b>84</b>		<b>87</b>

<b># of ACCTS</b>	<b>DOLLARS</b>
-0.03%	-8.87%
-0.07%	-9.59%
<b>-0.06%</b>	<b>-9.41%</b>

-0.08%	-10.07%
-0.01%	-1.88%
-0.36%	-19.57%
<b>-0.07%</b>	<b>-8.41%</b>
<b>-0.06%</b>	<b>-12.37%</b>

	<b>-7.13%</b>
	<b>2.59%</b>
<b>-0.06%</b>	<b>6.60%</b>
	<b>4.00%</b>
	<b>9.80%</b>
	<b>-3.72%</b>
	<b>3.57%</b>