

SUMMARY OF PAWNBROKERS ANNUAL REPORTS as of DECEMBER 31, 2011

ANALYSIS OF LOANS	December 31, 2010		December 31, 2011	
	Number	Aggregate Amount	Number	Aggregate Amount
Total loans outstanding at beginning of year*	115,418	\$ 14,551,414	126,165	\$ 16,312,219
Loans made during the year	548,465	\$ 67,760,437	595,068	\$ 78,759,494
Totals	663,883	\$ 82,311,851	721,233	\$ 95,071,713
Loans cancelled during the year				
Redeemed (Loans Collected)	423,686	\$ 55,963,931	458,218	\$ 63,822,021
Forfeited	112,833	\$ 10,068,964	120,338	\$ 11,458,287
Charged off as Loss	717	\$ 67,726	299	\$ 36,122
Total loans cancelled	537,236	\$ 66,100,621	578,855	\$ 75,316,430
Total loans outstanding at year end*	126,647	\$ 16,211,230	142,378	\$ 19,755,283
Other activity during year				
Total interest charges collected on pledge loans		\$ 4,402,991		\$ 5,183,010
Total of all other charges and fees collected on loans		\$ 7,392,407		\$ 8,804,630
Total of police pickups	570	\$ 66,265	595	\$ 62,456
Forfeiture Rate [Number forfeited / number of loans made]		20.6%		20.2%
Police Pickup Rate [Number Police Pickups / number of loans made]		0.104%		0.100%
Average loan amount at year end [Aggregate Amount / number of loans]		\$ 128.00		\$ 138.75
Number of licensed pawnbrokers at year end		72		76