

U.S. Pawnshops: An Industry Analysis **May 2012**

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- Historical price of gold per ounce: 1999-2012

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- Review of the Georgetown University Credit Research Center study - major findings (by age, race, gender, income, etc.)
- Discussion of industry growth drivers
- Findings of National Pawnbrokers Association report "Pawnbroking Industry Overview"
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- **Foreclosure trends**: discussion of foreclosures in 2011-2012, foreclosure rates, findings of Mortgage Bankers Association
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- Market potentials of the major segments of alternative financial services industry (check cashing, money transfer, pawn shops, payday loan services)
- Consumer credit outstanding and household fixed obligation ratios: 1992-2011
- Debt payments relative to family income: 1998, 2001, 2004, 2007
- U.S. non-commercial bankruptcies, by type: 1991-2011
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- Review of state regulations.
- Review of federal regulations.
- Discussion of Bank Secrecy Act, Money Laundering Suppression Act, USA Patriot Act, Gramm-Leach- Bliley Act

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- Industry revenues and number of projected stores for 1999 through 2012 – analysis, sources of industry size estimates
- Findings of interviews with heads of state pawn associations: discussion of gold prices/scrap selling/gold buyers, effects of the recession, customer profile, merchandise sales
- 2010-2013 F \$ revenues/growth projections for: Cash America, EZCorp, First Cash Financial, by stock analysts

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- 2008-2009 \$ size of mkt. - performance during the recession
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In-depth analysis of 2007 U.S. Census of Services Industries: total industry receipts; receipts by size of firm; revenues by source of receipts; legal form of organization; industry concentration ratios; single and multi-unit operations; geographic analysis by state and standard metropolitan area

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In-Depth Profiles (Headquarters location, services, recent acquisitions, payday loan business, detailed 2007-2011 financials, revenues by type, foreign markets, profit margins, outlook and strategies).

- Cash America International, Inc.
- EZCORP, Inc.
- First Cash Financial Services

Table

- The major pawn shop chains: Number of retail outlets, U.S. pawn shops, 2010 and 2011 revenues.

Reference Directory of Trade Associations & Other Sources

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- Address, phone, contacts for major trade groups, consultants, list of industry studies and articles, Wall Street analysts/research reports.

Table: State Pawnbroker Associations - contacts and phones.