|  | 2014 |  |  | 2015 |  |  | 2016 |  |  | 2017 |  |  | 2018 |  |  | 2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | \$ | 10,629,997,600 |  | \$ | 12,821,976,400 |  | \$ | 13,974,554,743 |  | \$ | 15,308,890,100 |  | \$ | 15,601,591,000 |  | \$ | 14,241,686,700 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | \$ | 3,050,357,200 | 29\% | \$ | 3,632,463,000 | 28\% | \$ | 4,165,046,800 | 30\% | \$ | 4,748,033,200 | 31\% | \$ | 4,972,494,400 | 32\% | \$ | 4,633,971,300 | 33\% |
| AMERICAN INDIAN | \$ | 43,440,100 | 0\% | \$ | 76,884,800 | 1\% | \$ | 79,337,800 | 1\% | \$ | 89,206,300 | 1\% | \$ | 104,806,000 | 1\% | \$ | 98,979,100 | 1\% |
| ASIAN OR PACIFI | \$ | 2,265,283,900 | 21\% | \$ | 2,586,353,700 | 20\% | \$ | 3,056,426,700 | 22\% | \$ | 3,452,504,900 | 23\% | \$ | 3,493,575,600 | 22\% | \$ | 3,179,371,700 | 22\% |
| BLACK | \$ | 211,555,000 | 2\% | \$ | 247,310,600 | 2\% | \$ | 280,347,400 | 2\% | \$ | 358,810,200 | 2\% | \$ | 453,198,900 | 3\% | \$ | 466,792,400 | 3\% |
| HISPANIC | \$ | 530,078,200 | 5\% | \$ | 721,913,900 | 6\% | \$ | 748,934,900 | 5\% | \$ | 843,933,800 | 6\% | \$ | 920,913,900 | 6\% | \$ | 888,828,100 | 6\% |
| MULTI-GROUP | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 3,578,000 | 0\% | \$ | - | 0\% | \$ | - | 0\% |
| UNDETERMINED | \$ | 1,562,649,800 | 15\% | \$ | 1,683,103,800 | 13\% | \$ | 1,887,428,243 | 14\% | \$ | 2,299,042,600 | 15\% | \$ | 2,554,714,500 | 16\% | \$ | 2,580,445,800 | 18\% |
| WHITE | \$ | 6,016,990,600 | 57\% | \$ | 7,506,409,600 | 59\% | \$ | 7,922,079,700 | 57\% | \$ | 8,261,814,300 | 54\% | \$ | 8,074,382,100 | 52\% | \$ | 7,027,269,600 | 49\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | \$ | - | 0\% | \$ | - | 0\% | \$ | 64,000 | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% |
| Female Owned 50\% or less | \$ | 1,804,909,500 | 17\% | \$ | 2,079,578,500 | 16\% | \$ | 2,222,350,100 | 16\% | \$ | 2,372,011,000 | 15\% | \$ | 2,391,814,800 | 15\% | \$ | 2,065,841,500 | 15\% |
| Female Owned more than 50\% | \$ | 1,327,169,400 | 12\% | \$ | 1,653,210,400 | 13\% | \$ | 2,029,925,843 | 15\% | \$ | 2,174,830,000 | 14\% | \$ | 2,155,811,800 | 14\% | \$ | 1,977,894,100 | 14\% |
| Male Owned | \$ | 7,497,918,700 | 71\% | \$ | 9,089,187,500 | 71\% | \$ | 9,722,214,800 | 70\% | \$ | 10,762,049,100 | 70\% | \$ | 11,053,964,400 | 71\% | \$ | 10,197,951,100 | 72\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 6,669,632,900 | 47\% |
| New Business or 2 years or less | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 1,684,893,200 | 12\% |
| Startup, Loan Funds will Open Business | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 2,466,731,200 | 17\% |
| Change of Ownership | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 3,353,251,200 | 24\% |
| Veteran | \$ | 340,065,000 | 3\% | \$ | 649,465,800 | 5\% | \$ | 662,378,200 | 5\% | \$ | 598,245,000 | 4\% | \$ | 592,063,500 | 4\% | \$ | 556,701,500 | 4\% |
| Rural | \$ | 1,774,499,100 | 17\% | \$ | 2,277,843,400 | 18\% | \$ | 2,502,665,800 | 18\% | \$ | 2,571,324,200 | 17\% | \$ | 2,457,342,700 | 16\% | \$ | 2,173,276,100 | 15\% |
| Urban | \$ | 8,855,498,500 | 83\% | \$ | 10,544,133,000 | 82\% | \$ | 11,471,888,943 | 82\% | \$ | 12,737,565,900 | 83\% | \$ | 13,144,248,300 | 84\% | \$ | 12,068,410,600 | 85\% |
| Export | \$ | 713,876,100 | 7\% | \$ | 738,802,900 | 6\% | \$ | 832,477,300 | 6\% | \$ | 1,405,180,900 | 9\% | \$ | 645,830,900 | 4\% | \$ | 597,833,300 | 4\% |
| CAPLine | \$ | 242,377,500 | 2\% | \$ | 268,855,500 | 2\% | \$ | 197,372,700 | 1\% | \$ | 160,856,900 | 1\% | \$ | 200,525,100 | 1\% | \$ | 170,027,500 | 1\% |
| PLP | \$ | 6,210,347,700 | 58\% | \$ | 7,855,331,100 | 61\% | \$ | 8,796,381,443 | 63\% | \$ | 10,712,416,000 | 70\% | \$ | 11,557,632,400 | 74\% | \$ | 10,824,034,500 | 76\% |
| Express | \$ | 1,087,251,700 | 10\% | \$ | 1,301,875,000 | 10\% | \$ | 1,313,460,800 | 9\% | \$ | 1,254,958,600 | 8\% | \$ | 1,241,725,700 | 8\% | \$ | 1,041,565,200 | 7\% |
| \$150K and Under | \$ | 1,055,418,100 | 10\% | \$ | 1,328,739,400 | 10\% | \$ | 1,377,593,743 | 10\% | \$ | 1,356,512,900 | 9\% | \$ | 1,344,998,600 | 9\% | \$ | 1,115,896,400 | 8\% |
| >\$150K - \$350K | \$ | 1,278,339,200 | 12\% | \$ | 1,513,486,800 | 12\% | \$ | 1,628,767,200 | 12\% | \$ | 1,678,117,700 | 11\% | \$ | 1,692,512,300 | 11\% | \$ | 1,692,552,200 | 12\% |
| >\$350K - \$2M | \$ | 5,274,977,100 | 50\% | \$ | 6,066,888,100 | 47\% | \$ | 6,624,903,300 | 47\% | \$ | 7,002,959,900 | 46\% | \$ | 6,875,792,200 | 44\% | \$ | 6,218,015,100 | 44\% |
| >\$2M | \$ | 3,021,263,200 | 28\% | \$ | 3,912,862,100 | 31\% | \$ | 4,343,290,500 | 31\% | \$ | 5,271,299,600 | 34\% | \$ | 5,688,287,900 | 36\% | \$ | 5,215,223,000 | 37\% |

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|  | 2014 |  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | 29,811 |  | 36,074 |  | 38,832 |  | 37,265 |  | 37,398 |  | 32,103 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 6,955 | 23\% | 8,537 | 24\% | 10,048 | 26\% | 9,541 | 26\% | 9,717 | 26\% | 8,642 | 27\% |
| AMERICAN INDIAN | 212 | 1\% | 258 | 1\% | 264 | 1\% | 270 | 1\% | 261 | 1\% | 228 | 1\% |
| ASIAN OR PACIFI | 3,770 | 13\% | 4,495 | 12\% | 5,035 | 13\% | 4,814 | 13\% | 4,787 | 13\% | 4,192 | 13\% |
| BLACK | 850 | 3\% | 1,101 | 3\% | 1,422 | 4\% | 1,461 | 4\% | 1,616 | 4\% | 1,418 | 4\% |
| HISPANIC | 2,123 | 7\% | 2,683 | 7\% | 3,327 | 9\% | 2,994 | 8\% | 3,053 | 8\% | 2,804 | 9\% |
| MULTI-GROUP | - | 0\% | - | 0\% | - | 0\% | 2 | 0\% | - | 0\% | - | 0\% |
| UNDETERMINED | 3,659 | 12\% | 4,730 | 13\% | 4,664 | 12\% | 4,866 | 13\% | 5,239 | 14\% | 5,549 | 17\% |
| WHITE | 19,197 | 64\% | 22,807 | 63\% | 24,120 | 62\% | 22,858 | 61\% | 22,442 | 60\% | 17,912 | 56\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | - | 0\% | 1 | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Female Owned 50\% or less | 4,666 | 16\% | 5,226 | 14\% | 5,362 | 14\% | 5,123 | 14\% | 5,018 | 13\% | 4,234 | 13\% |
| Female Owned more than 50\% | 4,819 | 16\% | 6,243 | 17\% | 7,168 | 18\% | 6,732 | 18\% | 6,583 | 18\% | 5,536 | 17\% |
| Male Owned | 20,326 | 68\% | 24,605 | 68\% | 26,301 | 68\% | 25,410 | 68\% | 25,797 | 69\% | 22,333 | 70\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 17,134 | 53\% |
| New Business or 2 years or less | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 5,880 | 18\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 5,270 | 16\% |
| Change of Ownership | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 3,760 | 12\% |
| Veteran | 1,286 | 4\% | 1,717 | 5\% | 1,956 | 5\% | 2,019 | 5\% | 1,854 | 5\% | 1,586 | 5\% |
| Rural | 5,422 | 18\% | 6,446 | 18\% | 6,710 | 17\% | 6,393 | 17\% | 6,313 | 17\% | 5,172 | 16\% |
| Urban | 24,389 | 82\% | 29,628 | 82\% | 32,122 | 83\% | 30,872 | 83\% | 31,085 | 83\% | 26,931 | 84\% |
| Export | 917 | 3\% | 903 | 3\% | 1,001 | 3\% | 1,693 | 5\% | 539 | 1\% | 530 | 2\% |
| CAPLine | 328 | 1\% | 358 | 1\% | 282 | 1\% | 243 | 1\% | 209 | 1\% | 201 | 1\% |
| PLP | 6,906 | 23\% | 8,776 | 24\% | 9,964 | 26\% | 14,293 | 38\% | 16,205 | 43\% | 15,058 | 47\% |
| Express | 15,267 | 51\% | 18,803 | 52\% | 20,243 | 52\% | 17,402 | 47\% | 17,519 | 47\% | 13,731 | 43\% |
| \$150K and Under | 17,703 | 59\% | 21,838 | 61\% | 23,599 | 61\% | 21,055 | 57\% | 21,163 | 57\% | 16,677 | 52\% |
| >\$150K - \$350K | 4,963 | 17\% | 5,855 | 16\% | 6,163 | 16\% | 6,365 | 17\% | 6,458 | 17\% | 6,451 | 20\% |
| >\$350K - \$2M | 6,152 | 21\% | 7,106 | 20\% | 7,661 | 20\% | 8,172 | 22\% | 7,985 | 21\% | 7,339 | 23\% |
| >\$2M | 993 | 3\% | 1,275 | 4\% | 1,409 | 4\% | 1,673 | 4\% | 1,792 | 5\% | 1,636 | 5\% |

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|  | 2014 |  |  | 2015 |  |  | 2016 |  |  | 2017 |  |  | 2018 |  |  | 2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 504 | \$ | 2,454,426,000 |  | \$ | 2,521,129,000 |  | \$ | 2,856,017,000 |  | \$ | 3,261,506,000 |  | \$ | 2,844,131,000 |  | \$ | 2,948,352,000 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | \$ | 679,358,000 | 28\% | \$ | 710,650,000 | 28\% | \$ | 845,612,000 | 30\% | \$ | 937,536,000 | 29\% | \$ | 839,313,000 | 30\% | \$ | 801,259,000 | 27\% |
| AMERICAN INDIAN | \$ | 5,872,000 | 0\% | \$ | 7,270,000 | 0\% | \$ | 9,510,000 | 0\% | \$ | 1,086,000 | 0\% | \$ | 2,019,000 | 0\% | \$ | 1,530,000 | 0\% |
| ASIAN OR PACIFI | \$ | 433,036,000 | 18\% | \$ | 437,292,000 | 17\% | \$ | 539,273,000 | 19\% | \$ | 686,252,000 | 21\% | \$ | 618,479,000 | 22\% | \$ | 524,030,000 | 18\% |
| BLACK | \$ | 96,910,000 | 4\% | \$ | 93,513,000 | 4\% | \$ | 107,328,000 | 4\% | \$ | 71,882,000 | 2\% | \$ | 41,254,000 | 1\% | \$ | 45,249,000 | 2\% |
| HISPANIC | \$ | 143,540,000 | 6\% | \$ | 172,575,000 | 7\% | \$ | 189,501,000 | 7\% | \$ | 178,316,000 | 5\% | \$ | 177,561,000 | 6\% | \$ | 230,450,000 | 8\% |
| MULTI-GROUP | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% |
| UNDETERMINED | \$ | 196,109,000 | 8\% | \$ | 217,187,000 | 9\% | \$ | 236,837,000 | 8\% | \$ | 362,754,000 | 11\% | \$ | 462,101,000 | 16\% | \$ | 471,714,000 | 16\% |
| WHITE | \$ | 1,578,959,000 | 64\% | \$ | 1,593,292,000 | 63\% | \$ | 1,773,568,000 | 62\% | \$ | 1,961,216,000 | 60\% | \$ | 1,542,717,000 | 54\% | \$ | 1,675,379,000 | 57\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% |
| Female Owned 50\% or less | \$ | 14,489,000 | 1\% | \$ | 16,477,000 | 1\% | \$ | 41,223,000 | 1\% | \$ | 288,012,000 | 9\% | \$ | 603,292,000 | 21\% | \$ | 618,584,000 | 21\% |
| Female Owned more than 50\% | \$ | 287,325,000 | 12\% | \$ | 316,140,000 | 13\% | \$ | 341,971,000 | 12\% | \$ | 335,685,000 | 10\% | \$ | 271,727,000 | 10\% | \$ | 316,832,000 | 11\% |
| Male Owned | \$ | 2,152,612,000 | 88\% | \$ | 2,188,512,000 | 87\% | \$ | 2,472,823,000 | 87\% | \$ | 2,637,809,000 | 81\% | \$ | 1,969,112,000 | 69\% | \$ | 2,012,936,000 | 68\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 2,158,266,000 | 73\% |
| New Business or 2 years or less | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 301,116,000 | 10\% |
| Startup, Loan Funds will Open Business | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 473,048,000 | 16\% |
| Change of Ownership | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 15,922,000 | 1\% |
| Veteran | \$ | 92,175,000 | 4\% | \$ | 76,097,000 | 3\% | \$ | 86,461,000 | 3\% | \$ | 79,737,000 | 2\% | \$ | 43,744,000 | 2\% | \$ | 41,736,000 | 1\% |
| Rural | \$ | 339,795,000 | 14\% | \$ | 311,803,000 | 12\% | \$ | 328,283,000 | 11\% | \$ | 397,901,000 | 12\% | \$ | 375,405,000 | 13\% | \$ | 383,851,000 | 13\% |
| Urban | \$ | 2,114,631,000 | 86\% | \$ | 2,209,326,000 | 88\% | \$ | 2,527,734,000 | 89\% | \$ | 2,863,605,000 | 88\% | \$ | 2,468,726,000 | 87\% | \$ | 2,564,501,000 | 87\% |
| Export | \$ | 115,425,000 | 5\% | \$ | 126,775,000 | 5\% | \$ | 129,794,000 | 5\% | \$ | 55,449,000 | 2\% | \$ | 46,804,000 | 2\% | \$ | 33,292,000 | 1\% |
| \$150K and Under | \$ | 42,493,000 | 2\% | \$ | 37,752,000 | 1\% | \$ | 37,421,000 | 1\% | \$ | 41,286,000 | 1\% | \$ | 32,164,000 | 1\% | \$ | 32,109,000 | 1\% |
| >\$150K - \$350K | \$ | 259,107,000 | 11\% | \$ | 252,012,000 | 10\% | \$ | 240,655,000 | 8\% | \$ | 263,154,000 | 8\% | \$ | 245,262,000 | 9\% | \$ | 249,125,000 | 8\% |
| >\$350K - \$2M | \$ | 1,484,162,000 | 60\% | \$ | 1,542,391,000 | 61\% | \$ | 1,587,157,000 | 56\% | \$ | 1,824,546,000 | 56\% | \$ | 1,562,729,000 | 55\% | \$ | 1,745,332,000 | 59\% |
| >\$2M | \$ | 668,664,000 | 27\% | \$ | 688,974,000 | 27\% | \$ | 990,784,000 | 35\% | \$ | 1,132,520,000 | 35\% | \$ | 1,003,976,000 | 35\% | \$ | 921,786,000 | 31\% |

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|  | 2014 |  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 504 | 3,519 |  | 3,512 |  | 3,562 |  | 3,992 |  | 3,486 |  | 3,666 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 808 | 23\% | 824 | 23\% | 854 | 24\% | 920 | 23\% | 837 | 24\% | 877 | 24\% |
| AMERICAN INDIAN | 9 | 0\% | 11 | 0\% | 12 | 0\% | 3 | 0\% | 7 | 0\% | 6 | 0\% |
| ASIAN OR PACIFI | 397 | 11\% | 416 | 12\% | 419 | 12\% | 537 | 13\% | 475 | 14\% | 447 | 12\% |
| BLACK | 139 | 4\% | 135 | 4\% | 136 | 4\% | 94 | 2\% | 72 | 2\% | 77 | 2\% |
| HISPANIC | 263 | 7\% | 262 | 7\% | 287 | 8\% | 286 | 7\% | 283 | 8\% | 347 | 9\% |
| MULTI-GROUP | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| UNDETERMINED | 247 | 7\% | 267 | 8\% | 270 | 8\% | 343 | 9\% | 477 | 14\% | 478 | 13\% |
| WHITE | 2,464 | 70\% | 2,421 | 69\% | 2,438 | 68\% | 2,729 | 68\% | 2,172 | 62\% | 2,311 | 63\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Female Owned 50\% or less | 21 | 1\% | 26 | 1\% | 41 | 1\% | 376 | 9\% | 868 | 25\% | 932 | 25\% |
| Female Owned more than 50\% | 539 | 15\% | 538 | 15\% | 563 | 16\% | 586 | 15\% | 419 | 12\% | 468 | 13\% |
| Male Owned | 2,959 | 84\% | 2,948 | 84\% | 2,958 | 83\% | 3,030 | 76\% | 2,199 | 63\% | 2,266 | 62\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 2,848 | 78\% |
| New Business or 2 years or less | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 313 | 9\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 490 | 13\% |
| Change of Ownership | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 15 | 0\% |
| Veteran | 154 | 4\% | 131 | 4\% | 143 | 4\% | 134 | 3\% | 89 | 3\% | 68 | 2\% |
| Rural | 528 | 15\% | 521 | 15\% | 552 | 15\% | 646 | 16\% | 587 | 17\% | 645 | 18\% |
| Urban | 2,991 | 85\% | 2,991 | 85\% | 3,010 | 85\% | 3,346 | 84\% | 2,899 | 83\% | 3,021 | 82\% |
| Export | 122 | 3\% | 133 | 4\% | 115 | 3\% | 42 | 1\% | 42 | 1\% | 30 | 1\% |
| \$150K and Under | 384 | 11\% | 338 | 10\% | 344 | 10\% | 361 | 9\% | 281 | 8\% | 281 | 8\% |
| >\$150K - \$350K | 1,071 | 30\% | 1,022 | 29\% | 971 | 27\% | 1,070 | 27\% | 986 | 28\% | 993 | 27\% |
| >\$350K - \$2M | 1,850 | 53\% | 1,924 | 55\% | 1,937 | 54\% | 2,204 | 55\% | 1,902 | 55\% | 2,097 | 57\% |
| >\$2M | 214 | 6\% | 228 | 6\% | 310 | 9\% | 357 | 9\% | 317 | 9\% | 295 | 8\% |

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