

**COMMERCIAL COLLECTION AGENCY ASSOCIATION
2009 COLLECTABILITY SURVEY**
(Year 2008 Collection Results)

Association members' collectability statistics have been tabulated and the following tables represent the results of the survey.

COLLECTABILITY BY AGE OF ACCOUNT

TIME FRAME	COLLECTABILITY PERCENTAGE
Due Date	94.9
30 Days	89.9
60 Days	81.3
90 Days	69.6
6 Months	52.1
9 Months	39.1
One Year	22.8
Two Years	9.3

COLLECTABILITY BY TYPE OF ACCOUNT
EXPRESSED AS A PERCENTAGE OF ACCOUNTS CLOSED
(Based upon accounts closed in 2008)

ACCOUNT CATEGORY	NUMBER OF ACCOUNTS CLOSED	DOLLAR VALUE OF ACCOUNTS CLOSED
Accounts Collected Direct By Agency	38.8 %	36.4 %
Accounts Forwarded to Attorneys Collected	8.2 %	11.2 %
Accounts Forwarded But Not Collected	13.4 %	19.1 %
Accounts Not Forwarded Not Collected	39.6 %	33.3%
Totals = 100%	100.0%	100.0%

The foregoing table shows the results of the Collectability Survey. It is based on files closed during the year 2008. The figures are not based upon the intake of accounts received for collection.

For example, the collectability for the number of accounts forwarded to attorneys and collected is 8.2% of all accounts closed in 2008, which includes accounts not forwarded to attorneys. If we were to base the attorney collectability statistics on the number of accounts sent to attorneys, the figure would be higher, in the 23 to 25 percent range.