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Zacks Small-Cap Research

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Consumer Portfolio Services, Inc. (CPSS-NASDAQ)

CPSS: 2Q25 Earnings Review – EPS Miss on Higher Interest Expense; Still Plenty of Leverage in the Model

CPSS reported net income of $4.8 million for 2Q25, or $0.20 per share, versus our forecast of $6.5 million, or $0.26 per share. The miss entirely reflected higher-than-expected interest expense (largely a function of the prevailing rate backdrop), as revenue matched our forecast. Lowering our 2025 and 2026 EPS estimates from $1.17/$2.45 to $0.94/$1.85 to reflect more measured margin expansion assumptions. No change to our $15 price target.

Current Price (8/11/25)	$8.22
Valuation	**$15.00**

OUTLOOK

Key 2Q25 takeaways include: 1) loan origination volumes remain strong, with favorable lead indicators around steady demand trends, increasing throughput from the company's pass-through partnership with Ally Financial, improving funding rates, and as newer salespeople continue to season; 2) CPSS's ABS volumes have remained consistently strong ($400+ million for each of the last five securitizations), while related cost of funds have continued to trend lower – a powerful combination from an earnings power perspective; 3) we look for NCOs to continue to trend lower reflecting responsible underwriting, portfolio remixing, and improving recovery rates; and 4) while we prefer to err on the side of caution, we note our 2026 EPS forecast jumps from $1.85 to $3.17 (70%+ accretion) if we layer in a 4.5% cost of funds (consistent with the company's long-term average) for next year. Granted, lower interest expenses will take time to flow through the P&L, though we think our back-of-the-envelope math reinforces the considerable leverage in the model, as interest expense normalizes.

SUMMARY DATA

52-Week High	**$12.73**
52-Week Low	**$7.80**
One-Year Return (%)	**-0.12**
Beta	**0.91**
Average Daily Volume (sh)	**17,358**
Shares Outstanding (mil)	**22**
Market Capitalization ($mil)	**$182**
Short Interest Ratio (days)	**N/A**
Institutional Ownership (%)	**49**
Insider Ownership (%)	**33**
Annual Cash Dividend	**$0.00**
Dividend Yield (%)	**0.00**
5-Yr. Historical Growth Rates	
Sales (%)	**7.3**
Earnings Per Share (%)	**33.8**
Dividend (%)	**N/A**
P/E using TTM EPS	**10.3**
P/E using 2025 Estimate	**8.7**
P/E using 2026 Estimate	**4.4**

Risk Level	**Above Average**
Type of Stock	**Small-Value**
Industry	**Financial**

ZACKS ESTIMATES

Revenue

(in thousands of $)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2023	83,100 A	84,858 A	92,079 A	91,978 A	352,015 A
2024	91,744 A	95,880 A	100,580 A	105,303 A	393,507 A
2025	106,874 A	109,764 A	111,488 E	115,093 E	443,219 E
2026					506,670 E

Earnings/Share

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2023	$0.54 A	$0.55 A	$0.41 A	$0.29 A	$1.80 A
2024	$0.19 A	$0.19 A	$0.20 A	$0.21 A	$0.79 A
2025	$0.19 A	$0.20 A	$0.25 E	$0.30 E	$0.94 E
2026					$1.85 E

Quarterly revenues/EPS may not equal annual revenues/EPS due to rounding.

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2Q25 EARNINGS: EPS MISS ON HIGHER INTEREST EXPENSE

After the market closed on 8/11/25, Consumer Portfolio Services reported 2Q25 earnings results. For the quarter, CPSS reported net income of $4.8 million, or $0.20 per share versus our $0.26 EPS estimate. Relative to our model, the EPS miss entirely reflected higher-than-anticipated interest expense (largely a function of the prevailing rate backdrop), as revenue matched our forecast and non-interest expenses came in meaningfully below our estimates (Exhibit 1).

Focusing on the top line, total revenues grew 14.5% year-over-year from $95.9 million in 2Q24 to $109.8 million in 2Q25 – essentially in line with our $109.6 million estimate. A step up in interest income reflecting a higher average outstanding balance of finance receivables and enhanced yields, partially offset by less favorable mark to finance receivables measured at fair value and lower other income, drove the year-over-year growth.

Total expenses of $102.8 million in 2Q25 were up 15.2% from the year-ago period, and came in 2.6% ahead of our $100.2 million forecast. Despite lower compensation, G&A, and other costs, the unfavorable variance was entirely driven by higher-than-expected interest expense reflecting ongoing growth in securitization trust debt and higher rates. That said, we note operating expenses (on an annualized basis) as a percentage of the company's average portfolio balance came in at 4.9% for 2Q25, down from 5.7% in the prior-year quarter, and the lowest level looking back over the last 10+ years, as management remains focused on maximizing efficiencies.

Putting it all together, CPSS reported net income of $4.8 million for 2Q25 compared to $4.7 million for the second quarter of 2024. As discussed, revenue growth was about offset by higher costs (mostly interest expense). In addition, CPSS booked a lower reduction to provision for credit losses on finance receivables ($0.8 million in 2Q25 vs. $2.0 million in 2Q24).

Exhibit 1: 2Q25 Actuals vs. Estimates
($ thousands)

	2Q25		Change	
	Actual	Estimate	$	%
Revenues:				
Interest income	105,362	105,147	215	0.2%
Mark to finance rec. measured at FV	3,000	3,000	0	0.0%
Other income	1,402	1,480	(78)	-5.3%
Total Revenues	**109,764**	**109,626**	**138**	**0.1%**
Expenses:				
Employee costs	24,362	25,296	(934)	-3.7%
General and administrative	13,183	13,706	(523)	-3.8%
Interest	58,704	54,568	4,136	7.6%
Provision for credit losses	(781)	(734)	(47)	6.4%
Other expenses	7,344	7,358	(14)	-0.2%
Total Expenses	**102,812**	**100,194**	**2,618**	**2.6%**
Pre-Tax Income	**6,952**	**9,432**	**(2,480)**	**-26.3%**
Income tax	2,155	2,923	(768)	-26.3%
Net Income	**4,797**	**6,509**	**(1,712)**	**-26.3%**
Earnings per share, diluted	**$0.20**	**$0.26**	**($0.06)**	**-24.6%**
Weighted average shares out, diluted	24,180	24,734	(554)	-2.2%

Source: Company Reports and Zacks Small Cap Research estimates and calculations.

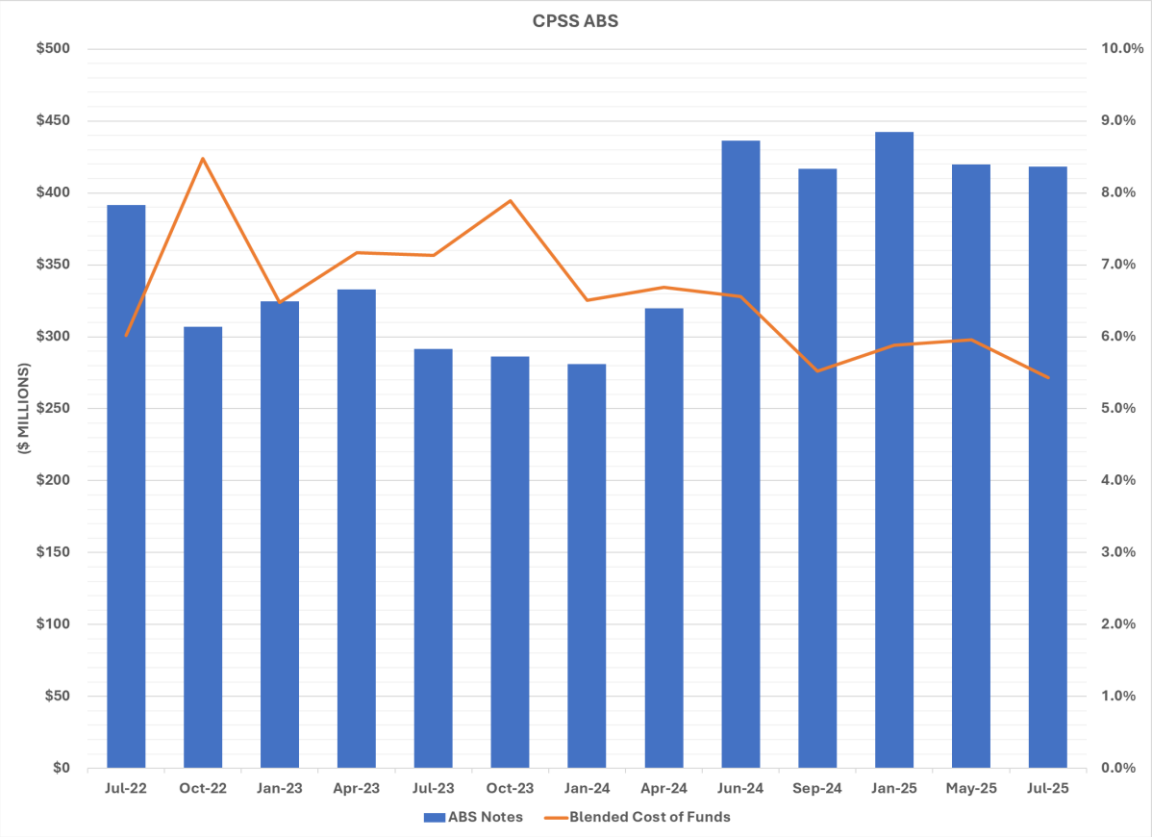
KEY TAKEAWAYS

Following our review of 2Q25 results, we highlight the following key takeaways:

1. **Healthy origination volumes continue to drive strong portfolio growth:** The company's total portfolio balance of $3.7 billion as of the end of 2Q25 increased by 2.6% compared to $3.6 billion as of the end of 1Q25 and 16.9% year-over-year. Loan origination volumes remain strong, with CPSS purchasing $433 million of new auto installment sales contracts in 2Q25 – generally consistent with 1Q25 and prior-year quarter run-rates, and the second highest second quarter level in the company's 34-year history. Looking ahead, our model calls for $1.8 billion of loan originations in 2025 followed by $2.1 billion next year, representing 9% and 12% growth rates, respectively. Our assumptions reflect steady demand trends, increasing throughput from the company's pass-through partnership with Ally Financial, improving funding rates, and as newer salespeople continue to season.

2. **Ongoing securitizations + lower cost of funds:** On the funding side, CPSS recently completed the company's 56th securitization by selling $418 million of asset-backed notes following the $420 million offering in May. Importantly, demand for CPSS paper remains high, with $902 million of contracts securitized thus far in 2025. Our model assumes an additional $830+ million of securitizations in the back half of this year, with our full-year forecast of $1.74 billion representing 10% growth compared to $1.26 billion in 2024. Furthermore, coupons continue to trend lower. Indeed, the weighted average coupon for the most recent securitization was 5.43%, down from 5.96% for the prior transaction in May, and the lowest rate since April 2022. As shown in Exhibit 2, CPSS's ABS volumes have remained consistently strong ($400+ million for each of the last five securitizations), while related cost of funds have continued to trend lower – a powerful combination from an earnings power perspective. Looking ahead, the Fed seemingly remains wary of elevated inflation and slowing economic growth. As such, consensus thinking still expects two rate cuts this year followed by further reductions in 2026 and 2027, with four reductions adding up to 100 bps – boding well for CPSS's interest expense/NIM.

Exhibit 2: ABS Volumes Remain Strong, While Coupons Have Trended Lower



Source: Company Reports.

3. **NCOs continue to trend lower:** Turning to credit performance, annualized net charge-offs represented 7.45% of CPSS's average portfolio balance in 2Q25, down from 7.54% in 1Q25, and representing the second consecutive quarter of lower NCOs. Looking ahead, we forecast credit trends to continue to improve reflecting: a) unemployment rates (a key lead indicator for defaults) remain below historical averages; b) management remains conservative as it relates to underwriting standards; c) problematic 2H22/1H23 loans continue to season (down to <35% of the total portfolio), with most of the related paper rolling off by the end of 2025; d) newer/higher-quality loans are increasingly accounting for a greater percentage of the mix; and e) improving recovery rates.

4. **Interest rate sensitivity:** As mentioned earlier, the 2Q25 EPS miss was entirely a function of higher-than-forecast interest expense. To be sure, interest expense as a percentage of the company's average portfolio balance came in at 6.4% (on an annualized basis) for the quarter, up from 6.1% in 1Q25, and ~200 bps above CPSS's 4.5% long-term average. While we prefer to err on the side of caution (our model assumes <100 bps of interest expense relief over the next 18 months), we note our 2026 EPS forecast jumps from $1.85 to $3.17 (70%+ accretion) if we layer in a 4.5% cost of funds for next year (while holding all other assumptions constant). Granted, lower interest expenses will take time to flow through the P&L, as the interest-bearing liability mix increasingly skews in favor of newer/lower-cost securitization trust debt and older/higher-rate vintages roll off. That said, we think our back-of-the-envelope math reinforces the considerable leverage in the model, as interest expense normalizes.

RESETTING EPS OUTLOOK

After updating our model for 2Q25 actuals, we are lowering our 2025 and 2026 EPS estimates from $1.17/$2.45 to $0.94/$1.85. Our revisions primarily reflect: 1) a slightly flatter step up in revenues given more measured growth in loan originations; and 2) stubbornly high interest expense in light of ongoing growth in securitization debt combined with a stable (near-term) interest rate backdrop. That said, we note our 2026 EPS estimate represents 98% year-over-year growth, as revenue growth accelerates and operating leverage builds. Stepping back, we forecast rising risk-adjusted Net Interest Margins next year, even as the NIM ticked down by 30 bps quarter-over-quarter in 2Q25, based on lower cost of funds (eventually), with our estimates assuming interest expense as a percentage of average portfolio balances (6.4% in 2Q25) tightens by ~30 basis points in 2H25 followed by a further ~50 basis points looking out to 2026. To be conservative, our model incorporates a cost of funds of 5.6% for next year, still above the company's historical average of around 4.5%. Finally, we still see meaningful operating leverage driving outsized margin expansion reflecting existing infrastructure and management's ongoing focus on extracting further efficiencies. Indeed, our model assumes operating margins (6.3% in 2Q25) rebuild to around 13% in 2026, while ROAs trend from 0.8% for the most recent quarter to 1.5% in 2026 (still below CPSS's return on assets in 2022 and 2023).

Turning to valuation, despite our lower earnings outlook, we are maintaining our price target at $15, or well above the stock's current level. Our model forecasts CPSS's book value per diluted share to reach $13.19 by the end of 2025, with ROEs rising to 13% looking out to 2026 largely reflecting reaccelerating growth in loan originations and related finance receivables, as well as lower cost of funds. As the "Street" increasingly recognizes the company's growth trajectory and underlying earnings power, we look for a meaningful upward revaluation for the stock, particularly given relative multiples.

To be sure, Price-to-Tangible Book Value and Price-to-Earnings multiples remain meaningfully higher across a subset of public companies with sizeable auto finance businesses. While we recognize most peer companies are significantly larger and more diversified, with considerable infrastructure, resource, and financial advantages, CPSS maintains a sizeable lead in terms of projected growth, thereby justifying comparable multiples, in our minds. Our $15 price target assumes the stock trades at ~1.2x current book value of $12.54.

INVESTMENT THESIS

CPSS purchases and services retail automobile contracts sourced from the company's broad network of franchised and independent automobile dealers in the United States, thereby providing indirect financing to subprime customers.

Our investment thesis revolves around:

1. **Pivoting to growth:** As of the end of the second quarter of 2025, the company's total portfolio balance reached $3.7 billion primarily reflecting steady loan originations. Looking ahead, we forecast further growth on volumes reflecting: i) rising applications and higher approval rates suggesting underlying demand trends remain strong; ii) CPSS's expanding dealer network; iii) accelerating volumes sourced via strategic partner Ally Financial's pass-through platform; iv) ABS outperformance driven by the company's proprietary AI-driven underwriting model; and v) a massive TAM with limited competition – six players have consistently maintained outsized market share, with CPSS amongst the top three or four lenders.

2. **Premier ABS issuer:** CPSS's primary source of capital to fund the purchase of auto contracts remains the securitization market. Key differentiating factors for CPSS include the management team's tenure, a broad spectrum of credit programs, and the company's long operating history. Turning to performance, credit trends for 2022 vintages (and 1H23 loans to a lesser extent) weakened across the industry reflecting stepped up competition at the time of origination driving less favorable pricing/spreads, financing vehicles at peak valuations, stubborn inflation trends, and rising consumer debt levels more broadly. That said, CPSS maintains strong relative performance track records across cycles. Looking ahead, delinquencies/loss rates on newer paper originated in the back half of 2023 and in 2024 are tracking well below 2022 vintages, with management expecting newer ABS to exhibit CNLs consistent with long-term averages.

3. **Increasingly leveraging technology:** A key differentiating factor for CPSS remains the company's longstanding focus and ongoing investments in technology to enhance operations. The company's tech-savvy management team continues to leverage proprietary systems and data to systematically enhance and automate business functions. As a result of employing Artificial Intelligence (AI) and Machine Learning (ML) across the lending cycle, CPSS originates additional higher-quality loans from better performing dealers, which in turn drives more favorable credit performance, enhanced collection and recovery trends, and ultimately higher earnings/balance sheet growth.

4. **Accelerating earnings power:** Our revised 2025 and 2026 EPS estimates of $0.94 and $1.85 imply 19% and 98% year-over-year growth rates, respectively. Key modeling inputs include: i) accelerating interest income reflecting a step up in the number of auto contracts purchased, higher portfolio balances, and steady risk-adjusted yields (inclusive of loss assumptions); ii) NIM expansion primarily driven by declining NCOs and lower cost of funds over time; and iii) rising operating leverage as the loan book continues to grow given CPSS's limited headcount model and existing infrastructure.

5. **Strong capital position + ongoing share repurchases:** Focusing on portfolio financing, CPSS's asset/liability mix continues to strengthen. As of June 30, 2025, the company held $3.6 billion of finance receivables on the balance sheet versus $2.8 billion of securitization trust debt translating into a 0.8x debt ratio. Stepping back, CPSS maintains a strong balance sheet, with considerable access to capital to fund growth via upsized warehouse lines of credit, residual interest financing debt, and subordinated renewable notes.

   From a capital management perspective, management remains committed to buying back stock as the primary lever to return excess capital to shareholders. While SEC rules and quiet periods limit repurchase activity to some degree, management maintains a systematic buyback approach – seemingly eager to repurchase stock up to CPSS's book value per diluted share ($12.54 as of 6/30/25) – thereby providing support for EPS, as the diluted share count continues to trend down, as well as the stock price.

INVESTMENT RISKS

1. **Macroeconomic headwinds:** Key risks to CPSS's business model remain a prolonged economic recession and rising levels of unemployment. In a recessionary environment, demand for new loans typically fades, while outstanding loan delinquencies, defaults, and ultimately losses generally trend higher, as individuals struggle to keep up with car payments (particularly assuming unemployment rates escalate). Moreover, delinquencies and losses on subprime auto loan contracts have historically exhibited higher correlations with unemployment rates. That said, unemployment levels remain manageable and well below historical averages.

2. **Auto finance is a capital-intensive business:** CPSS is dependent on accessing the capital markets to fund growth. The company's securitization model is reliant on the ABS market, with limited control over cost of funds. Rising interest rates on risk-free investments and/or widening spreads on securitization trust debt likely drive higher interest expense for CPSS, thereby pressuring liquidity, margins, earnings, and returns, all else equal. Furthermore, CPSS is subject to short-term interest rate risk during rising rate environments given adjustable rates paid on warehouse credit facilities tapped to fund contract purchases and fixed rates received on the underlying contracts (though interim contract holding periods typically remain under four months).

3. **Credit risk:** Coming out of the pandemic, strong demand and elevated used car prices supported accelerating loan volumes and higher LTVs, thereby weakening underwriting standards. Moreover, competition intensified with banks, credit unions, auto finance companies, and "buy here, pay here" dealers increasingly offering loans at attractive rates. As a result, credit trends for ABS issued in 2021, 2022, and the first half of 2023 have meaningfully underperformed historical track records across the industry. That said, performance across 2H23 vintages are trending more in line with historical loss rates. Furthermore, widening dispersion of cumulative net losses across lenders represents an opportunity for top performers including CPSS to increasingly separate from the pack.

4. **CPSS focuses on subprime borrowers:** Subprime borrowers, or those with lower credit scores, have historically exhibited higher risks of auto loan delinquencies and defaults. To the point, recent industry data shows the subprime auto loan delinquency rates have exceeded pre-pandemic readings and remain elevated. That said, a recent study by the Federal Reserve suggests underlying credit trends are more favorable. More specifically, government support programs during the COVID pandemic artificially triggered an upward "credit score migration" resulting in a smaller (and higher-risk) pool of subprime borrowers.

5. **Regulatory wildcard:** As with all financial services companies, CPSS is subject to regulatory changes that may adversely affect the company's business and/or financial operations. Potential areas of focus for the Consumer Financial Protection Bureau (CFPB), Department of Justice (DOJ), and Federal Trade Commission (FTC) include fair lending practices under the Equal Credit Opportunity Act, as well as incremental scrutiny of possession and financing tactics, debt collection, and credit reporting. Regulatory enforcement activity likely drives higher costs and pressures loan originations and ABS issuance, all else equal. Furthermore, State Attorney Generals continue to consider interest rate caps across consumer loans.

PROJECTED INCOME STATEMENT

Consumer Portfolio Services, Inc.
($ thousands)

	Quarterly								Annual				Y/Y Growth		
	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25E	4Q25E	2023	2024	2025E	2026E	2024	2025E	2026E
	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25	Dec-23	Dec-24	Dec-25	Dec-26	Dec-24	Dec-25	Dec-26
Revenues:															
Interest income	84,288	88,367	93,158	98,150	101,933	105,362	107,559	111,613	329,220	363,963	426,467	497,101	11%	17%	17%
Mark to finance rec. measured at FV	5,000	5,500	5,500	5,000	3,500	3,000	2,500	2,000	12,000	21,000	11,000	3,000	75%	-48%	-73%
Other income	2,456	2,013	1,922	2,153	1,441	1,402	1,429	1,480	10,795	8,544	5,752	6,569	-21%	-33%	14%
Total Revenues	**91,744**	**95,880**	**100,580**	**105,303**	**106,874**	**109,764**	**111,488**	**115,093**	**352,015**	**393,507**	**443,219**	**506,670**	**12%**	**13%**	**14%**
Expenses:															
Employee costs	24,416	23,725	24,162	23,889	25,033	24,362	24,601	25,249	88,149	96,192	99,245	109,970	9%	3%	11%
General and administrative	13,753	13,260	13,276	14,422	13,542	13,183	13,189	13,407	50,001	54,711	53,321	57,227	9%	-3%	7%
Interest	41,968	46,710	50,056	52,522	54,918	58,704	57,942	58,071	146,631	191,256	229,635	240,435	30%	20%	5%
Provision for credit losses	(1,635)	(1,950)	(994)	(728)	(979)	(781)	(586)	(439)	(22,300)	(5,307)	(2,785)	0	NM	NM	NM
Other expenses	6,685	7,463	7,229	7,847	7,558	7,344	7,632	8,480	28,437	29,224	31,014	34,842	3%	6%	12%
Total Expenses	**85,187**	**89,208**	**93,729**	**97,952**	**100,072**	**102,812**	**102,778**	**104,768**	**290,918**	**366,076**	**410,430**	**442,473**	**26%**	**12%**	**8%**
Pre-Tax Income	**6,557**	**6,672**	**6,851**	**7,351**	**6,802**	**6,952**	**8,710**	**10,325**	**61,097**	**27,431**	**32,789**	**64,197**	**-55%**	**20%**	**96%**
Income tax	1,967	2,000	2,055	2,206	2,108	2,155	2,700	3,200	15,754	8,228	10,163	19,900	-48%	24%	96%
Net Income	**4,590**	**4,672**	**4,796**	**5,145**	**4,694**	**4,797**	**6,010**	**7,124**	**45,343**	**19,203**	**22,625**	**44,297**	**-58%**	**18%**	**96%**
Earnings per share, diluted	**$0.19**	**$0.19**	**$0.20**	**$0.21**	**$0.19**	**$0.20**	**$0.25**	**$0.30**	**$1.80**	**$0.79**	**$0.94**	**$1.85**	**-56%**	**19%**	**98%**
Weighted average shares out, basic	21,143	21,263	21,343	21,412	21,444	21,893	22,024	21,624	20,896	21,290	21,746	21,259	2%	2%	-2%
Weighted average shares out, diluted	24,602	24,263	24,153	24,274	24,325	24,180	24,311	23,911	25,218	24,323	24,182	23,911	-4%	-1%	-1%
KPIs															
Contracts purchased ($ millions)	346.3	431.9	446.0	457.8	451.2	433.0	450.0	500.0	1,357.8	1,681.9	1,834.2	2,054.3	24%	9%	12%
Contracts securitized ($ millions)	300.6	657.1	298.4	298.4	462.5	439.3	433.5	400.0	1,352.1	1,256.1	1,735.3	1,908.9	-7%	38%	10%
Total portfolio balance ($ millions)	3,021.2	3,173.3	3,329.8	3,491.0	3,614.6	3,708.4	3,818.4	3,978.4	2,970.1	3,491.0	3,978.4	4,672.7	18%	14%	17%
Average portfolio balance ($ millions)	2,993.8	3,122.3	3,278.3	3,445.5	3,572.6	3,693.0	3,763.4	3,898.4	2,913.6	3,210.0	3,731.8	4,325.6	10%	16%	16%
Delinquencies															
31+ Days	9.98%	10.87%	11.25%	12.11%	9.75%	10.50%			12.29%	12.11%					
Repossession Inventory	2.41%	2.42%	2.79%	2.74%	2.60%	2.64%			2.26%	2.74%					
Total Delinquencies and Repo. Inventory	12.39%	13.29%	14.04%	14.85%	12.35%	13.14%			14.55%	14.85%					
Annualized Net Charge-offs as % of Average	7.84%	7.26%	7.32%	8.02%	7.54%	7.45%			6.53%	7.62%					
Recovery rates	33.3%	30.9%	29.1%	27.2%	27.7%	30.4%			39.2%	30.1%					

Source: Company reports and Zacks SCR estimates and calculations.

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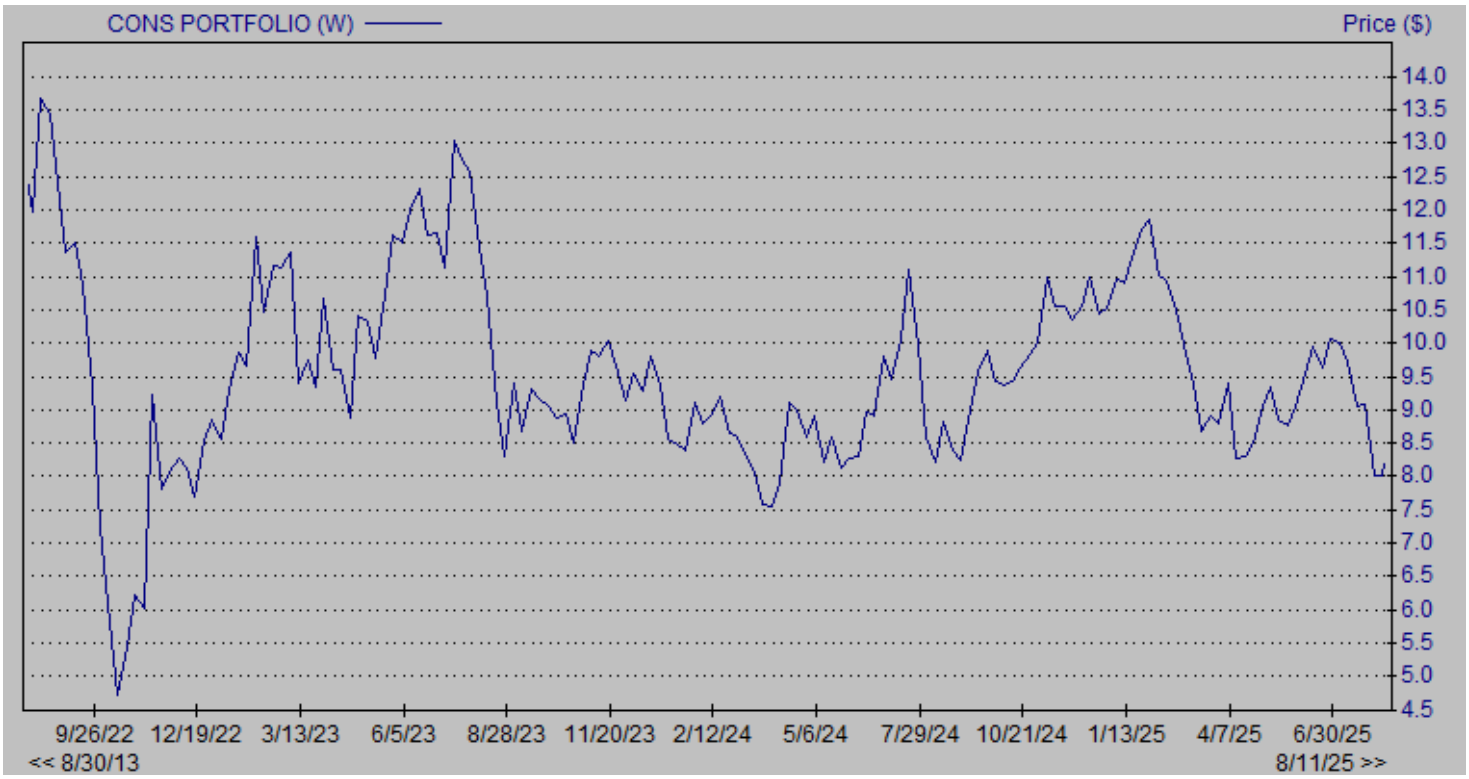
PROJECTED BALANCE SHEET

Consumer Portfolio Services, Inc.
($ thousands)

	Quarterly								Annual				Y/Y Growth		
	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25E	4Q25E	2023	2024	2025E	2026E	2024	2025E	2026E
	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25	Dec-23	Dec-24	Dec-25	Dec-26	Dec-24	Dec-25	Dec-26
Assets:															
Cash and cash equivalents	13,249	9,752	8,071	11,713	29,841	15,772	15,930	16,089	6,174	11,713	16,089	16,733	90%	37%	4%
Restricted cash and cash equivalents	137,706	256,859	270,981	125,684	153,637	144,396	145,840	147,298	119,257	125,684	147,298	153,190	5%	17%	4%
Finance receivables measured at FV	2,791,373	2,960,375	3,132,310	3,313,767	3,449,106	3,559,029	3,680,025	3,845,026	2,722,662	3,313,767	3,845,026	4,464,302	22%	16%	16%
Finance receivables	18,781	12,714	8,274	5,420	3,109	1,826	1,187	771	27,553	5,420	771	0	-80%	-86%	-100%
Allowance for finance credit losses	(1,890)	(684)	(486)	(433)	(249)	(145)	(80)	(0)	(2,869)	(433)	(0)	0	NM	NM	NM
Finance receivables, net	16,891	12,030	7,788	4,987	2,860	1,681	1,107	771	24,684	4,987	771	0	-80%	-85%	-100%
Deferred tax assets, net	3,485	2,418	1,565	1,010	826	0	0	0	3,736	1,010	0	0	-73%	-100%	NM
Other assets	43,822	45,108	41,977	36,707	37,336	42,922	43,351	43,785	27,233	36,707	43,785	45,536	35%	19%	4%
Total Assets	**3,006,526**	**3,286,542**	**3,462,692**	**3,493,868**	**3,673,606**	**3,763,800**	**3,886,252**	**4,052,970**	**2,903,746**	**3,493,868**	**4,052,970**	**4,679,761**	**20%**	**16%**	**15%**
Liabilities:															
Accounts payable & accrued expenses	79,122	66,393	72,626	70,151	75,289	67,928	74,305	71,773	62,544	70,151	71,773	73,432	12%	2%	2%
Warehouse lines of credit	249,522	82,175	105,783	410,898	365,683	395,596	405,486	415,623	234,025	410,898	415,623	457,185	76%	1%	10%
Residual interest financing	98,968	99,079	99,127	99,176	163,391	155,103	155,181	155,258	49,875	99,176	155,258	155,569	99%	57%	0%
Securitization trust debt	2,277,676	2,736,225	2,875,777	2,594,384	2,743,269	2,813,234	2,913,021	3,064,593	2,265,446	2,594,384	3,064,593	3,600,857	15%	18%	17%
Subordinated renewable notes	22,140	22,356	24,288	26,489	27,547	28,828	29,549	30,287	17,188	26,489	30,287	33,316	54%	14%	10%
Total Liabilities	**2,727,428**	**3,006,228**	**3,177,601**	**3,201,098**	**3,375,179**	**3,460,689**	**3,577,541**	**3,737,535**	**2,629,078**	**3,201,098**	**3,737,535**	**4,320,359**	**22%**	**17%**	**16%**
Total Shareholders' Equity	**279,098**	**280,314**	**285,091**	**292,770**	**298,427**	**303,101**	**308,711**	**315,435**	**274,668**	**292,770**	**315,435**	**359,402**	**7%**	**8%**	**14%**
Total Liabilities & Shareholders' Equity	**3,006,526**	**3,286,542**	**3,462,692**	**3,493,868**	**3,673,606**	**3,763,790**	**3,886,252**	**4,052,970**	**2,903,746**	**3,493,868**	**4,052,970**	**4,679,761**	**20%**	**16%**	**15%**
Shareholders' Equity															
Common stock	28,518	25,062	25,043	25,720	26,683	26,560	26,160	25,760	28,678	25,720	25,760	25,430	-10%	0%	-1%
Retained earnings	252,447	257,119	261,915	267,060	271,754	276,551	282,561	289,685	247,857	267,060	289,685	333,982	8%	8%	15%
Accumulated other comprehensive loss	(1,867)	(1,867)	(1,867)	(10)	(10)	(10)	(10)	(10)	(1,867)	(10)	(10)	(10)	NM	NM	NM
End of Period	279,098	280,314	285,091	292,770	298,427	303,101	308,711	315,435	274,668	292,770	315,435	359,402	7%	8%	14%
Book Value/Diluted Share	$11.34	$11.55	$11.80	$12.06	$12.27	$12.54	$12.70	$13.19	$10.89	$12.04	$13.04	$15.03	11%	8%	15%
Book Value/Shares Outstanding	$13.20	$13.16	$13.32	$13.66	$13.88	$13.64	$14.15	$14.72	$12.97	$13.66	$14.72	$17.04	5%	8%	16%

Source: Company reports and Zacks SCR estimates and calculations.

HISTORICAL STOCK PRICE



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