# SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

FORM 8-K

Current Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported) December 11, 1996

CONSUMER PORTFOLIO SERVICES, INC.
(Exact Name of Registrant as Specified in its Charter)

California
(State or Other Jurisdiction of Incorporation)

333-09343
(Commission File Number)
33-0459135
(I.R.S. Employer Identification No.)

2 Ada, Suite 100, Irvine, California
(Address of Principal Executive Offices)
92718
(714) 753-6800
(Registrant's Telephone Number, Including Area Code)

Not Applicable
(Former Name or Former Address, if Changed Since Last Report)

Item 5. Other Events.
The Registrant is filing final forms of the exhibits listed in Item 7(c) below

Item 7. Financial Statements and Exhibits.
(c) Exhibits.

| Exhibit | Document Description |
| :---: | :--- |
| No. |  |
| 20.2 | Computational Material |
| 20.3 | Computational Material |
| 23.1 | Consent of Accountants |

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

CONSUMER PORTFOLIO SERVICES, INC.,
as Originator of the Trust (Registrant)

By: /s/ Jeffrey P. Fritz
Jeffrey P. Fritz Senior Vice President
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| Exhibit No. | Document Description | Sequential |
| :---: | :--- | :---: |
| Page No. |  |  |

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This Preliminary Term Sheet is provided for information purposes only, and does not constitute an offer to sell, nor a solicitation of an offer to buy, the referenced securities. It does not purport to be all-inclusive or to contain all of the information that a prospective investor may require to make a full analysis of the transaction. All amounts are approximate and subject to change. The information contained herein supersedes information contained in any prior information term sheet for this transaction. In addition, the information contained herein may be superseded by information contained in term sheets circulated after the date hereof and is qualified in its entirety by information contained in the Prospectus Supplement for this transaction. An offering may be made only through the delivery of a Prospectus Supplement and the related Prospectus through Greenwich Capital Markets, Inc., the Underwriter.

PRELIMINARY TERM SHEET
Prepared: December 11, 1996 Subject to Revision

CPS AUTO GRANTOR TRUST, SERIES 1996-3
CPS Receivables Corp., Seller
Consumer Portfolio Services, Inc., Servicer
$\$ 95,000,000+5 \%$
$\$[90,250,000]$ [ ]\% Class A Certificates
$\$[4,750,000]$ [ ]\% Class B Certificates
(Note: This Preliminary Term Sheet has been prepared to assist prospective investors in the Class A Certificates only; references to the Class B Certificates are provided solely for information purposes.)

Summary Security Terms:

Certificates
Class A
Class B

Principal Amount
Class Percentage
Initial Credit Support1
Expected Rating
(Moody's/S\&P)
Pass-Through Rate
Price Talk
Price (Approximate)
Originator/Servicer
Trustee, Paying Agent \&
Standby Servicer
Pricing Prepayment Speed
Expected Settlement Date
Projected Weighted
Average Life
Final Scheduled
Distribution Date
Distribution Dates
$\$[90,250,000]$
[95.00]\%
FSA Policy
Aaa/AAA
[ ]\%

+ [55] Area over the
$51 / 2$ 's of $11 / 98$ 100
Consumer Portfolio CPS
Services, Inc. ("CPS") Norwest Bank
Minnesota, N.A. ("NW")
1.50\% ABS

December 20,1996
[1.88] Years
[August 15, 2002]
15th day of each Month
$\$[4,750,000]$
[5.00]\%
BB (S\&P Only)
[ ]\%

NW
1.50\% ABS

December 20,1996
[1.88] Years
[August 15, 2002]
15th day of each Month

1 The Class A Certificates will have the benefit of an FSA Insurance Policy which will guarantee timely interest and ultimate principal. FSA will have first priority on a reserve account (the "Spread Account"). The Class B Certificateholders will have the benefit of (i) current period subordinated excess interest ("Excess Spread") and (ii) releases from the Spread Account, if any, prior to distribution to CPS. Excess Spread, equivalent to the weighted average gross coupon on the Receivables less the sum of the Servicing Fee, the weighted average coupon on the Certificates, and certain other transaction expenses, is expected to be approximately [11.80]\% per annum at the Settlement Date. Excess Spread over the life of the transaction is dependent, among other things, upon the actual prepayment and default experience of the transaction, as to which no assurance can be given.

Asset backed certificates issued in two classes (the "Class A Certificates" and the "Class B Certificates", collectively the "Certificates") by a grantor trust (the "Trust") to be formed by CPS Receivables Corp. (the "Seller"), a wholly-owned bankruptcy-remote subsidiary of Consumer Portfolio Services, Inc. ("CPS"). The Certificates will be secured by, among other assets, a pool of sub-prime motor vehicle retail installment sale contracts (the "Receivables") secured by new and used automobiles, vans and light duty trucks (the "Financed Vehicles") aggregating \$[95,000,000] in principal amount (the "Initial Pool Balance") as of December [16], 1996 (the "Cut-off Date"). The Receivables, which will provide for level monthly payments (with interest and principal calculated pursuant to Rule of 78's and simple interest methods), were purchased by CPS from approved new and used automobile dealers and finance companies located primarily in the states of California, Florida, Pennsylvania and Texas.

Each Certificate will evidence beneficial ownership of an undivided interest in the Trust. The Class A Certificates will evidence, in the aggregate, beneficial ownership of an undivided interest in the Trust equal to [95]\% (the "Class A Percentage") of the Trust Assets (not including any interest received by the Trust in excess of the Class A Pass-Through Rate). The Class B Certificates will evidence, in the aggregate, beneficial ownership of an undivided interest in the Trust equal to [5]\% (the "Class B Percentage") of the Trust Assets (not including any interest received by the Trust in excess of the Class B Pass-Through Rate).

The rights of the Class $B$ Certificates to receive distributions will be subordinated to the rights of the Class A Certificates and the Certificate Insurer.

Distributions of interest on the Certificates will be made on the 15 th of each month (or, if the 15 th is not a Business Day, the next succeeding Business Day) (each, a "Distribution Date"), commencing January 15, 1997, to the extent funds are available therefor, in an amount (the "Certificateholders' Interest Distributable Amount") equal, with respect to each class of Certificates, to interest accrued thereon at the Class A Pass- Through Rate and the Class B Pass-Through Rate, respectively, in the case of the initial Distribution Date, from December 19, 1996 through and including January 14, 1997, and with respect to each subsequent Distribution Date, for the one month period (each, an "Accrual Period") commencing on the 15th of the month immediately preceding such Distribution Date and ending on the 14th day of the month in which such Distribution Date occurs. Distributions of interest will be made on a pro rata basis (to holders of record as of the last day of each accrual period, each a "Record Date") on the Certificates. Distributions of interest will be calculated on the basis of 12 months each consisting of 30 days.

Distributions of principal on the Certificates, to the extent funds are available therefor, will be distributed (a) to the Class A Certificateholders as of the related Record Date in an amount equal to the Class A Percentage of the Principal Distributable Amount (defined below) and (b) to the Class B Certificateholders as of the related Record Date in an amount equal to the Class B Percentage of the Principal Distributable Amount. The "Principal Distributable Amount" for a Distribution Date will equal the sum of (i) the principal portion of all scheduled Distributions received during the preceding calendar month (each, a "Collection Period") on the Rule of 78's Receivables and all Distributions of principal received on simple interest receivables during the preceding Collection Period; (ii) the principal portion of all prepayments in full (including principal collected on those accounts plus any amounts applied from the Pay Ahead Account related to such Receivable) of such Receivables; (iii) the portion of the Purchase Amount allocable to principal of each Receivable that was repurchased
by the Originator or Servicer as of the last day of the related Collection Period; (iv) the principal balance of each Receivable that became a liquidated Receivable during such Collection Period; and (v) the aggregate
amount of Cram Down Losses (reductions to obligor indebtedness imposed by a bankruptcy court) that shall have occurred during the related Collection Period.

Priority of Distributions:
n each Distribution Date available funds, together with any Spread Account Draw, will be allocated by the Trustee in the following order:
(i) To the Servicer (if CPS is not the Servicer), the Servicing Fee of $2.12 \%$ (212 basis points) per annum; provided, however, that as long as CPS is the Servicer and Norwest is the Stand-by Servicer, the Trustee will first pay the Standby Servicer out of the Servicing Fee otherwise payable to CPS an amount equal to the Standby Fee;
(ii) in the event the Standby Servicer or any other party becomes the successor Servicer, to the Standby Servicer, reasonable transition expenses (up to a maximum of \$50,000) incurred in acting as successor Servicer;
(iii)to the Trustee, the Trustee Fee and other reasonable expenses;
(iv) to the Collateral Agent, all fees and expenses payable to the Collateral Agent with respect to such Distribution Date;
(v) to the Class A Certificateholders, the related Interest Distributable Amount, together with any Class A Certificate Interest Carryover Shortfall Amount for such Distribution Date;
(vi) to Holders of the Class B Certificates, the related Interest Distributable Amount, together with any Class B Certificate Interest Carryover Shortfall Amount for such Distribution Date;
(vii)to Holders of the Class A Certificates, the related Class A Principal Distributable Amount and Class A Principal Carryover Shortfall Amount;
(viii) to FSA, any amounts due under the terms of the Pooling and Servicing Agreement and under the Insurance Agreement;
(ix) to Holders of the Class B Certificates, the related Class B Principal Distributable Amount and Class B Principal Carryover Shortfall Amount; and
(x) to the Collateral Agent, for deposit into the Spread Account, the remaining Total Distribution Amount, if any.

FSA will have the benefit of a reserve account (the "Spread Account") established by CPS with the Collateral Agent pursuant to a Master Spread Account Agreement.

Mayer, Brown \& Platt will deliver an opinion that the Trust will be treated as a grantor trust for federal income tax purposes and will not be subject to federal income tax. Owners of beneficial interests in the Certificates will report their pro rata share of all income earned on the Receivables (other than amounts, if any, treated as "stripped coupons") and, subject to certain limitations in the case of such owners who are individuals, trust or estates, may deduct their pro rata share of reasonable servicing and other fees. Prospective investors must review the Prospectus and Prospectus Supplement for a more detailed description of these matters.

The Class A Certificates will generally be permitted to be held by employee benefit plans subject to ERISA. Prospective investors must review the Prospectus and Prospectus Supplement for a more detailed description of these matters.

Receivables as of the last day of any Collection Period on or after which the aggregate principal balance of the Receivables is equal to $10 \%$ or less of the Original Pool Balance, at a purchase price equal to the aggregate principal balance of the Receivables, plus accrued interest at the respective APRs.

CPS was incorporated in the State of California in 1991. CPS and its subsidiaries engage primarily in the business of purchasing, selling and servicing retail installment sales contracts ("Contracts") made to borrowers who generally would not be expected to qualify for traditional financing because of factors generally including limited credit history, lower than average income or past credit problems. CPS purchases Contracts, at a discount ranging from $0 \%$ to $8 \%$, from dealers with whom it has dealer agreements ("Dealers") in [34] States. In addition to any discount, CPS generally charges Dealers an acquisition fee to defray the direct administrative costs associated with the processing of Contracts that are ultimately purchased by CPS.

CPS purchases Contracts from Dealers with the intent to resell them. CPS also purchases Contracts from third parties that have been originated by others. Contracts have been sold both as bulk sales to institutional investors and through securitization transactions.

CPS originates Contracts under three programs: the Standard Program, the Alpha Program, and the Delta Program. The Alpha program is designed to accommodate applicants who generally exceed the requirements of the Standard Program in respect of job stability, residence stability, income level or the nature of the credit history. The Delta Program is designed to accommodate applicants who may not meet all of the requirements of the Standard Program but are deemed by CPS to be generally as creditworthy as Standard Program applicants. CPS determines whether to purchase a Contract based principally on the applicant's creditworthiness and the collateral value of the financed vehicle. Upon receipt of an application from a Dealer, CPS obtains credit reports from three credit bureaus. A CPS loan officer will review the credit application, credit bureau report, and a one page Dealer summary of the proposed transaction and will either conditionally approve or reject the application, generally within one business day of receipt of the credit application. Based in part on the conditions to approval, the Dealer and applicant file a more complete application package which initially is reviewed by a CPS processor for deficiencies. As part of this review, references are checked, direct calls are made to the applicant and employment, income, residence and insurance verification are performed. Next, a CPS underwriter confirms the satisfaction of any remaining deficiencies in the application package. Finally, a loan review officer reviews the package for deficiencies prior to funding. CPS conditionally approves approximately $50 \%$ of the credit applications it receives and ultimately purchases approximately $20 \%$ of the received applications.

Generally, the amount funded by CPS will not exceed, in the case of new cars, $110 \%$ of the dealer invoice, and in the case of used cars, $115 \%$ of the value quoted in industry accepted car guides (such as the Kelley Wholesale Blue Book), in each case plus taxes, license fees, insurance and the cost of any service contract. The maximum amount that will be financed on any vehicle generally will not exceed $\$ 25,000$. The maximum term of the Contract depends primarily on the age of the vehicle and its mileage. Vehicles having in excess of 80,000 miles will not be financed.

The minimum downpayment required on the purchase of a vehicle is generally $10 \%$ to $15 \%$ of the purchase price. The downpayment may be made in cash, and/or with a trade-in car, and, if available, a proven manufacturer's rebate (which rebate cannot comprise more than $50 \%$ of the downpayment).
inquiries, taking steps to maintain the security
interest in the financed vehicle or other collateral, investigating delinquencies, repossessing and liquidating collateral when necessary, and generally monitoring each

Contract and related collateral. CPS maintains sophisticated data processing and management information systems to support its Contract servicing activities.

If an account becomes six days past due, CPS's collection staff typically attempts to contact the borrower with the aid of an auto dialer. A collection officer tries to establish contact with the customer and obtain a promise to make the overdue payment within seven days. If payment is not received by the end of such seven day period, the customer is called again through the auto dialer system and the collection officer attempts to elicit a second promise to make the overdue payment within seven days. If a second promise to make the overdue payment is not satisfied, the account automatically is referred to a supervisor for further action. If the customer cannot be reached by a collection officer, a letter is automatically generated and the customer's references are contacted. Field agents (who are independent contractors) often make calls on customers who are unreachable or whose payment is thirty days or more delinquent. A decision to repossess the vehicle is generally made after 30 to 90 days of delinquency or three unfulfilled promises to make the overdue payment.

The attached tables and other statistical analyses (the "Computational Materials") are privileged and confidential and intended for use by the addressee only. These Computational Materials are furnished to you solely by Greenwich Capital Markets, Inc. and not by the issuer of the securities or any of its affiliates. They may not be provided to any third party other than the addressee's legal, tax, financial and/or accounting advisors for the purposes of evaluating said material. Greenwich Capital Markets, Inc. is not acting as agent for the issuer of the securities or its affiliates in connection with the proposed transaction.

Numerous assumptions were used in preparing the Computational Materials which may or may not be reflected therein. As such, no assurance can be given as to either the Computational Materials' accuracy, appropriateness or completeness in any particular context; nor as to whether the Computational Materials and/or the assumptions upon which they are based reflect present market conditions or future market performance. These Computational Materials should not be construed as either projections or predictions or as legal, tax, financial or accounting advice.

Any yields or weighted average lives shown in the Computational Materials are based on prepayment assumptions, and changes in such prepayment assumptions may dramatically affect such yields or weighted average lives. In addition, it is possible that prepayments on the underlying assets will occur at rates slower or faster than the rates shown in the attached Computational Materials. Furthermore, unless otherwise provided, the Computational Materials assume no losses on the underlying assets and no interest shortfall. The specific characteristics of the securities may differ from those shown in the Computational Materials due to differences between the actual underlying assets and the hypothetical underlying assets used in preparing the Computational Materials. The principal amount and designation of any security described in the Computational Materials are subject to change prior to issuance.

Although a registration statement (including the Prospectus) relating to the securities discussed in this communication has been filed with the Securities and Exchange Commission and is effective, the final Prospectus supplement relating to the securities discussed in this communication has not been filed with the Securities and Exchange Commission. This communication shall not constitute an offer to sell or the solicitation of an offer to bay nor shall there be any sale of the securities discussed in this communication in any state in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state. Prospective purchasers are referred to the final Prospectus supplement relating to the securities discussed In this communication for definitive Computational Materials on any matter discussed in this communication. A final Prospectus and Prospectus supplement may be obtained by contacting GCM's Trading Desk at (203) 625-6160.

Please be advised that asset-backed securities may not be appropriate for all investors. Potential investors must be willing to assume, among other things, market price volatility, prepayments, yield curve and interest rate risks. Investors should make every effort to consider the risks of these securities.

If you have received this communication in error, please notify the sending party immediately by telephone and return the original to such party by mail.

|  | Settlement Next Payment Class Balance Cutoff Date Accrued Days Coupon |  | $\begin{array}{r} 12 / 19 / 96 \\ 01 / 15 / 97 \\ \$ 90,250,000.00 \\ 12 / 16 / 96 \\ 3 \\ 6.100 \% \end{array}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Quoted |  |  |  |  |  |
| Price | 1.00\% ABS | 1.25\% ABS | 1.50\% ABS | 1.75\% ABS | 2.00\% ABS |
| 99.24 | 6.309 | 6.317 | 6.326 | 6.337 | 6.349 |
| 99.24+ | 6.301 | 6.308 | 6.317 | 6.327 | 6.338 |
| 99.25 | 6.292 | 6.299 | 6.308 | 6.317 | 6.327 |
| 99.25+ | 6.284 | 6.291 | 6.298 | 6.307 | 6.317 |
| 99.26 | 6.276 | 6.282 | 6.289 | 6.297 | 6.306 |
| 99.26+ | 6.268 | 6.273 | 6.280 | 6.287 | 6.295 |
| 99.27 | 6.260 | 6.265 | 6.270 | 6.277 | 6.285 |
| 99.27+ | 6.251 | 6.256 | 6.261 | 6.267 | 6.274 |
| 99.28 | 6.243 | 6.247 | 6.252 | 6.257 | 6.263 |
| 99.28+ | 6.235 | 6.239 | 6.243 | 6.247 | 6.253 |
| 99.29 | 6.227 | 6.230 | 6.233 | 6.237 | 6.242 |
| 99.29+ | 6.219 | 6.221 | 6.224 | 6.228 | 6.231 |
| 99.30 | 6.211 | 6.213 | 6.215 | 6.218 | 6.221 |
| $99.30+$ | 6.202 | 6.204 | 6.206 | 6.208 | 6.210 |
| 99.31 | 6.194 | 6.195 | 6.196 | 6.198 | 6.199 |
| 99.31+ | 6.186 | 6.187 | 6.187 | 6.188 | 6.189 |
| 100.00 | 6.178 | 6.178 | 6.178 | 6.178 | 6.178 |
| 100.00+ | 6.170 | 6.169 | 6.169 | 6.168 | 6.167 |
| 100.01 | 6.162 | 6.161 | 6.160 | 6.158 | 6.157 |
| 100.01+ | 6.154 | 6.152 | 6.150 | 6.148 | 6.146 |
| 100.02 | 6.145 | 6.143 | 6.141 | 6.138 | 6.135 |
| 100.02+ | 6.137 | 6.135 | 6.132 | 6.129 | 6.125 |
| 100.03 | 6.129 | 6.126 | 6.123 | 6.119 | 6.114 |
| 100.03+ | 6.121 | 6.117 | 6.113 | 6.109 | 6.103 |
| 100.04 | 6.113 | 6.109 | 6.104 | 6.099 | 6.093 |
| 100.04+ | 6.105 | 6.100 | 6.095 | 6.089 | 6.082 |
| 100.05 | 6.097 | 6.092 | 6.086 | 6.079 | 6.072 |
| $100.05+$ | 6.088 | 6.083 | 6.077 | 6.069 | 6.061 |
| 100.06 | 6.080 | 6.074 | 6.067 | 6.059 | 6.050 |
| 100.06+ | 6.072 | 6.066 | 6.058 | 6.050 | 6.040 |
| 100.07 | 6.064 | 6.057 | 6.049 | 6.040 | 6.029 |
| 100.07+ | 6.056 | 6.048 | 6.040 | 6.030 | 6.019 |
| 100.08 | 6.048 | 6.040 | 6.031 | 6.020 | 6.008 |
| WAL ( yr ) | 2.15 | 2.02 | 1.88 | 1.75 | 1.61 |
| MAT (yr) | 4.57 | 4.57 | 4.57 | 4.57 | 4.07 |
| MDUR ( yr ) | 1.91 | 1.80 | 1.69 | 1.58 | 1.47 |

"Full Price" = "Flat Price" = Accrued Interest.
Duration and related sensitivities are calculated at midpoint price/yield. Maturity and last Principal Pay Dates may be distorted by the use of collateral pool WAMs.

Total Current Balance:
Total Original Balance:
Number of Total Portfolio Loans:
Average Original Balance
Average Current Balance Weighted Average APR Rate: Weighted Average Original Loan Term: Weighted Average Remaining Term:
Top State Concentration (\$):
New-Used Breakdown (\$):
Collateral Year Breakdown (\$):
Manufacturer Breakdown (S):
Contract Date:
First Payment Date:
Next Payment Date:
Maturity Date:
\$ 80,039,688.63
\$ 81, 087,603.40 6,385

| \$ | 12, 699.70 | RANGE: $\$$ | $2,288.06-29,000.36$ |  |  |
| :--- | :--- | :--- | ---: | :--- | ---: |
| \$ | $12,535.58$ | RANGE: $\$$ | 253.26 |  | $28,897.29$ | 20.551 \% RANGE: \$ 16,500 - 29,070\%

55.98 months RANGE: 18.00 - 61.00 months 54.74 months RANGE: 1.00 - 60.00 months
25.04 \% California, 9.71 \% Pennsylvania, 8.07 \% Texas
86.93 \% USED, 13.07 \% NEW
26.29 \% 95, 23.09 \% 94, 14.77\% 96
19.51 \% FORD, 13.14 \% CHEVROLET, 8.45 \% NISSAN

Mar 14, 1994 - Nov 29, 1996
Apr 13, 1994 - Feb 20, 1997
Nov 04, 1996 - Mar 02, 1999
Dec 06, 1996 - Jan 02, 2002

|  |  | CURRENT PRINCIPAL BALANCE | PCT(\$) | $\begin{aligned} & \text { \# OF } \\ & \text { LOANS } \end{aligned}$ | PCT(\#) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CONTRACT DATE: | < 01/01/96 | 671,026.89 | 0.84 | 75 | 1.17 | 18.9564 |
|  | 01/01/96-01/31/96 | 20,761.27 | 0.03 | 2 | 0.03 | 22.1286 |
|  | 02/01/96-02/29/96 | 57,191.13 | 0.07 | 5 | 0.08 | 21.5851 |
|  | 03/01/96 - 03/31/96 | 190,200. 28 | 0.24 | 16 | 0.25 | 20.5224 |
|  | 04/01/96-04/30/96 | 50,695.96 | 0.06 | 5 | 0.08 | 19.7286 |
|  | 05/01/96-05/31/96 | 97,703.84 | 0.12 | 8 | 0.13 | 19.9278 |
|  | 06/01/96-06/30/96 | 398,658,88 | 0.50 | 35 | 0.55 | 20.5932 |
|  | 07/01/96-07/31/96 | 388,933.05 | 0.49 | 33 | 0.52 | 20.8255 |
|  | 08/01/96-08/31/96 | 2,36,115,33 | 2.96 | 193 | 3.02 | 20.6654 |
|  | 09/01/96 - 09/30/96 | 23,909,627.53 | 29.87 | 1,911 | 29.93 | 20.5979 |
|  | 10/01/96-10/31/96 | 32,910, 030.49 | 41.12 | 2,597 | 40.67 | 20.5436 |
|  | 11/01/96-11/30/96 | 18,978, 743.78 | 23.71 | 1,505 | 23.57 | 20.5424 |
| ORIGINAL | 2,288-4,999 | 199,478.47 | 0.25 | 51 | 0.80 | 22.4827 |
| BALANCE: | 5,000 - 9,999 | 12,602,741.04 | 15.75 | 1,541 | 24.13 | 21.5332 |
|  | 10,000 - 14,999 | 39,806,516.95 | 49.73 | 3,253 | 50.95 | 20.6179 |
|  | 15,000-19,999 | 20,385, 137.49 | 25.47 | 1,220 | 19.11 | 20.0629 |
|  | 20,000 - 24,999 | 6,434, 404.01 | 8.04 | 296 | 4.64 | 19.7992 |
|  | $>=25,000$ | 611,410.47 | 0.76 | 24 | 0.38 | 19.5407 |
| APR RATE: | 16.50-16.99 | 43,245.75 | 0.05 | 4 | 0.06 | 16.5977 |
|  | 17.00-17.99 | 2,597,624.59 | 3.25 | 171 | 2.68 | 17.4397 |
|  | 18.00-18.99 | 14, 043, 899.04 | 17.55 | 994 | 15.57 | 18.1470 |
|  | 19.00-19.99 | 7,534,091.96 | 9.41 | 535 | 8.38 | 19.8310 |
|  | 20.00-20.99 | 13,652, 633.63 | 17.06 | 1,032 | 16.16 | 20.3130 |
|  | 21.00-21.99 | 27,697,516.16 | 34.60 | 2,300 | 36.02 | 21.0078 |
|  | 22.00-22.99 | 3,532,674.52 | 4.41 | 302 | 4.73 | 22.0127 |
|  | 23.00-23.99 | 7,334,864.93 | 9.16 | 697 | 10.92 | 23.0056 |
|  | 24.00-24.99 | 1,612,617.53 | 2.01 | 152 | 2.38 | 24.1290 |
|  | 25.00-25.99 | 1,950, 174.72 | 2.44 | 193 | 3.02 | 25.0781 |
|  | <= 26.00 | 40,345.62 | 0.05 | 5 | 0.08 | 27.7683 |

The information contained herein has not been independently verified by Greenwich Capital Markets, Inc. Accordingly, Greenwich Capital Markets, Inc. makes no express or implied representations or warranties of any kind and expressly disclaims all liability for any use or misuse of the contents hereof. Greenwich Capital Markets, Inc. assumes no responsibility for the accuracy of any material contained herein. The information contained herein will be superseded by the description of the collateral contained in the prospectus supplement.

CPS AUTO GRANTOR TRUST, SERIES 1996-3 ALL AMOUNTS SUBJECT TO CHANGE

INFORMATION SHEET
12/10/96
Consumer Portfolio Services Inc.
Balances as of 12/04/96

|  |  | CURRENT PRINCIPAL BALANCE | PCT(\$) | $\begin{aligned} & \text { \# OF } \\ & \text { LOANS } \end{aligned}$ | PCT(\#) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ORIGINAL LOAN | 18-21 | 3,955.33 | 0.00 | 2 | 0.03 | 20.2626 |
| TERM : | 22-26 | 74,828.33 | 0.09 | 14 | 0.22 | 21.8868 |
|  | 27-31 | 163,830. 02 | 0.20 | 27 | 0.42 | 21.1927 |
|  | 32-36 | 3,712,110.40 | 4.64 | 477 | 7.47 | 21.9003 |
|  | 37-41 | 5,650.27 | 0.01 | 1 | 0.02 | 17.9000 |
|  | 42-46 | 3, 011, 901.35 | 3.76 | 306 | 4.79 | 21.4447 |
|  | 47-51 | 8,775,498.21 | 10.96 | 849 | 13.30 | 21.2711 |
|  | 52-56 | 10, 854, 080.81 | 13.56 | 884 | 13.84 | 20.8782 |
|  | 57-61 | 53, 437, 833.71 | 66.76 | 3,825 | 59.91 | 20.2191 |
| REMAINING TERM: | <= 16 | 14,457.87 | 0.02 | 6 | 0.09 | 20.1330 |
|  | 17-21 | 39,743.24 | 0.05 | 7 | 0.11 | 20.6320 |
|  | 22-26 | 100,577.16 | 0.13 | 19 | 0.30 | 21.4869 |
|  | 27-31 | 341,239.07 | 0.43 | 50 | 0.78 | 20.4117 |
|  | 32-36 | 3,697,248.54 | 4.62 | 469 | 7.35 | 21.8513 |
|  | 37-41 | 2,278,818.52 | 2.85 | 234 | 3.66 | 21.4148 |
|  | 42-46 | 3,914,570.88 | 4.89 | 379 | 5.94 | 21.1213 |
|  | 47-51 | 6,800,199.84 | 8.50 | 636 | 9.96 | 21.2597 |
|  | 52-56 | 10,557,449.80 | 13.19 | 852 | 13.34 | 20.8299 |
|  | 57-60 | 52,295,383.51 | 65.34 | 3,733 | 58.47 | 20.2299 |
| PROGRAM: | ALPHA | 43, 070, 968.44 | 53.81 | 3,193 | 50.01 | 20.3181 |
|  | DELTA | 8,207,852.48 | 10.25 | 794 | 12.44 | 21.3750 |
|  | OTHER | 4,386, 046.70 | 5.48 | 448 | 7.02 | 20.3995 |
|  | STANDARD | 24,374, 820.81 | 30.45 | 1,950 | 30.54 | 20.7132 |
| LOAN TYPE: | Rule of 78 s | 34, 837, 215.10 | 43.52 | 2,698 | 42.26 | 20.4855 |
|  | Simple Interest | 45, 202, 473.33 | 56.48 | 3,687 | 57.74 | 20.6020 |
| LOAN STATUS: | Current | 80, 039,688.43 | 100.00 | 6,385 | 100.00 | 20.5513 |
| NEW/USED: | NEW | 10, 458, 378.57 | 13.07 | 640 | 10.02 | 19.6925 |
|  | USED | 69,581, 309.86 | 86.93 | 5,745 | 89.98 | 20.6804 |
| COLLATERAL AGE: |  | 284,663.80 |  | 47 | 0.74 | 21.9970 |
|  | 89 | 797,234,26 | 1.00 | 111 | 1.74 | 22.0716 |
|  | 90 | 2, 055, 803.42 | 2.57 | 242 | 3.79 | 21.6447 |
|  | 91 | 3,806,106.06 | 4.76 | 412 | 6.45 | 21.5716 |
|  | 92 | 6,554,771.99 | 8.19 | 620 | 9.71 | 21.5211 |
|  | 93 | 11,603,995.43 | 14.50 | 1,010 | 15.82 | 21.3522 |
|  | 94 | 18,482,964.17 | 23.90 | 1,428 | 22.36 | 20.3381 |
|  | 95 | 21, 045, 838.67 | 26.29 | 1,556 | 24.37 | 20.1906 |
|  | 96 | 11,819, 207.10 | 14.77 | 756 | 11.84 | 19.7874 |
|  | 97 | 3,572,738. 29 | 4.46 | 202 | 3.16 | 19.7549 |
|  | 98 | 16,365.24 | 0.02 | 1 | 0.02 | 20.3100 |

The information contained herein has not been independently verified by Greenwich Capital Markets, Inc. Accordingly, Greenwich Capital Markets, Inc. makes no express or implied representations or warranties of any kind and expressly disclaims all liability for any use or misuse of the contents hereof. Greenwich Capital Markets, Inc. assumes no responsibility for the accuracy of any material contained herein. The information contained herein will be superseded by the description of the collateral contained in the prospectus supplement.

CPS AUTO GRANTOR TRUST, SERIES 1996-3 ALL AMOUNTS SUBJECT TO CHANGE INFORMATION SHEET 12/10/96

Consumer Portfolio Services Inc.
Balances as of 12/04/96

|  |  | CURRENT |  | \# OF |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | PRINCIPAL BALANCE | PCT(\$) | LOANS | PCT(\#) |  |
| MANUFACTURER: | ACURA | 431,020.94 | 0.54 | 30 | 0.47 | 21.1695 |
|  | AUDI | 28,112.00 | 0.04 | 3 | 0.05 | 21.7667 |
|  | BMW | 111,236.75 | 0.14 | 7 | 0.11 | 20.5414 |
|  | BUICK | 1,745, 087.68 | 2.18 | 154 | 2.41 | 20.8886 |
|  | CADILLAC | 915,953.96 | 1.14 | 57 | 0.89 | 20.9190 |
|  | CHEVROLET | 10, 513, 442.28 | 13.14 | 837 | 13.11 | 20.6976 |
|  | CHRYSLER | 1,105,510.15 | 1.38 | 79 | 1.24 | 20.2419 |
|  | DAIHATSU | 25,754.07 | 0.03 | 3 | 0.05 | 23.8471 |
|  | DODGE | 4,977,451.38 | 6.22 | 403 | 6.31 | 20.6908 |
|  | EAGLE | 224,385.40 | 0.28 | 21 | 0.33 | 21.2345 |
|  | FORD | 15,617,938.16 | 19.51 | 1,280 | 20.05 | 20.5632 |
|  | GEO | 1,759,888. 25 | 2.20 | 173 | 2.71 | 20.7854 |
|  | GMC | 1,148,887,09 | 1.44 | 80 | 1.25 | 20.5367 |
|  | HONDA | 2,825,705.51 | 3.53 | 208 | 3.26 | 20.4324 |
|  | HYUNDAI | 2,606,823.49 | 3.26 | 237 | 3.71 | 20.5624 |
|  | INFINITI | 189, 001.78 | 0.24 | 11 | 0.17 | 20.7139 |
|  | ISUZU | 604, 082.68 | 0.75 | 49 | 0.77 | 20.9377 |
|  | JAGUAR | 50,889.05 | 0.06 | 3 | 0.05 | 21.2582 |
|  | JEEP | 1,589,979,88 | 1.99 | 102 | 1.60 | 20.3468 |
|  | KIA | 1,282.511.21 | 1.60 | 94 | 1.47 | 18.9670 |
|  | LINCOLN | 562,998.46 | 0.70 | 38 | 0.60 | 20.5933 |
|  | MAZDA | 2,908, 914,03 | 3.63 | 227 | 3.56 | 20.7656 |
|  | MERCEDES | 18,446.52 | 0.02 | 1 | 0.02 | 20.5300 |
|  | MERCURY | 2,335,333.67 | 2.92 | 200 | 3.13 | 20.7562 |
|  | MITSUBISHI | 2,910, 040.96 | 3.64 | 227 | 3.56 | 20.3068 |
|  | NISSAN | 6,766,961.46 | 8.45 | 496 | 7.77 | 20.5420 |
|  | OLDSMOBILE | 1,506,952.33 | 1.88 | 134 | 2.10 | 20.8470 |
|  | PLYMOUTH | 2,686,981.04 | 3.36 | 227 | 3.56 | 20.2486 |
|  | PONTIAC | 4,335, 682,42 | 5.42 | 361 | 5.65 | 20.6115 |
|  | SAAB | 25,535.22 | 0.03 | 3 | 0.05 | 23.1210 |
|  | SATURN | 595,747.93 | 0.74 | 50 | 0.78 | 20.6573 |
|  | STERLING | 14,264.35 | 0.02 | 2 | 0.03 | 21.1384 |
|  | SUBARU | 322,523.14 | 0.40 | 27 | 0.42 | 20.0952 |
|  | SUZUKI | 612,625.15 | 0.77 | 47 | 0.74 | 20.1111 |
|  | TOYOTA | 6,052,296.01 | 7.56 | 459 | 7.19 | 20.2835 |
|  | WOLKSWAGEN | 564,528.17 | 0.71 | 50 | 0.78 | 20.6648 |
|  | VOLVO | 66,195.86 | 0.08 | 5 | 0.08 | 20.8545 |
| OBLIGOR STATE: | Alabama | 2,285,635.21 | 2.86 | 195 | 3.05 | 21.5468 |
|  | California | 20, 038, 073.10 | 25.04 | 1,481 | 23.19 | 20.1910 |
|  | Florida | 6,037,979.66 | 7.54 | 452 | 7.08 | 19.1671 |
|  | Hawaii | 1,517,903.77 | 1.90 | 132 | 2.07 | 22.5913 |
|  | Illinois | 4,252,942.28 | 5.31 | 368 | 5.76 | 21.7264 |
|  | Iowa | 1,144,156.94 | 1.43 | 98 | 1.53 | 21.6837 |
|  | Louisiana | 3,705,917.00 | 4.63 | 300 | 4.70 | 21.1785 |
|  | Maryland | 2,442,788.86 | 3.05 | 202 | 3.16 | 21.6860 |
|  | Michigan | 2,081,131.58 | 2.60 | 172 | 2.69 | 21.1509 |
|  | Minnesota | 1, 096,528.31 | 1.37 | 92 | 1.44 | 19.3279 |
|  | Nevada | 2,844,322.11 | 3.55 | 230 | 3.60 | 22.0926 |
|  | New Jersey | 1,950,389. 01 | 2.44 | 165 | 2.58 | 21.2275 |
|  | New York | 3,949,814.97 | 4.93 | 327 | 5.12 | 21.1965 |
|  | Ohio | 2,993,748.60 | 3.74 | 280 | 4.39 | 22.6897 |
|  | Pennsylvania | 7,771,825.18 | 9.71 | 625 | 9.79 | 19.1186 |
|  | Tennessee | 4,321,559.25 | 5.40 | 344 | 5.39 | 21.4345 |
|  | Texas | 6,463,163. 26 | 8.07 | 494 | 7.74 | 18.6778 |
|  | All others | 5,141, 809.34 | 6.42 | 428 | 6.70 | 21.2671 |

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## Exhibit 20.3

Computational Material

This Preliminary Term Sheet is provided for information purposes only, and does not constitute an offer to sell, nor a solicitation of an offer to buy, the referenced securities. It does not purport to be all-inclusive or to contain all of the information that a prospective investor may require to make a full analysis of the transaction. All amounts are approximate and subject to change. The information contained herein supersedes information contained in any prior information term sheet for this transaction. In addition, the information contained herein may be superseded by information contained in term sheets circulated after the date hereof and is qualified in its entirety by information contained in the Prospectus Supplement for this transaction. An offering may be made only through the delivery of a Prospectus Supplement and the related Prospectus through Greenwich Capital Markets, Inc., the Underwriter.

PRELIMINARY TERM SHEET
Prepared: December 11, 1996
Subject to Revision
CPS AUTO GRANTOR TRUST, SERIES 1996-3
CPS Receivables Corp., Seller
Consumer Portfolio Services, Inc., Servicer
\$95,000,000 +or - 5\%
\$[90,250,000] [ ]\% Class A Certificates
\$[4,750,000] [ ]\%Class B Certificates
(Note: This Preliminary Term Sheet has been prepared to assist prospective investors in the Class A Certificates only; references to the Class B Certificates are provided solely for information purposes.)

Summary Security Terms:

| Certificates | Class A | Class B |
| :---: | :---: | :---: |
| Principal Amount | \$[90, 250, 000] | \$ [4, 750, 000] |
| Class Percentage | [95.00]\% | [5.00]\% |
| Initial Credit Support1 | FSA Policy |  |
| Expected Rating (Moody's/S\&P) | Aaa/AAA | BB (S\&P Only) |
| Pass-Through Rate | [ ]\% | [ ]\% |
| Price Talk | + [55] Area over the $51 / 2$ 's of $11 / 98$ |  |
| Price (Approximate) | 100 |  |
| Originator/Servicer | Consumer Portfolio Services, Inc. ("CPS") | CPS |
| Trustee, Paying Agent \& Standby Servicer | ```Norwest Bank Minnesota, N.A. ("NW")``` | NW |
| Pricing Prepayment Speed | 1.50\% ABS | 1.50\% ABS |
| Expected Settlement Date | December 20,1996 | December 20,1996 |
| Projected Weighted Average Life | [1.88] Years | [1.88] Years |
| Final Scheduled Distribution Date | [August 15, 2002] | [August 15, 2002] |
| Distribution Dates | 15 th day of each Month | 15th day of each Month |

1 The Class A Certificates will have the benefit of an FSA Insurance Policy which will guarantee timely interest and ultimate principal. FSA will have first priority on a reserve account (the "Spread Account"). The Class B Certificateholders will have the benefit of (i) current period subordinated excess interest ("Excess Spread") and (ii) releases from the Spread Account, if any, prior to distribution to CPS. Excess Spread, equivalent to the weighted average gross coupon on the Receivables less the sum of the Servicing Fee, the weighted average coupon on the Certificates, and certain other transaction expenses, is expected to be approximately [11.80]\% per annum at the Settlement Date. Excess Spread over the life of the transaction is dependent, among other things, upon the actual prepayment and default experience of the transaction, as to which no assurance can be given.

Distributions to Certificateholders:

Asset backed certificates issued in two classes (the "Class A Certificates" and the "Class B Certificates", collectively the "Certificates") by a grantor trust (the "Trust") to be formed by CPS Receivables Corp. (the "Seller"), a wholly-owned bankruptcy-remote subsidiary of Consumer Portfolio Services, Inc. ("CPS"). The Certificates will be secured by, among other assets, a pool of sub-prime motor vehicle retail installment sale contracts (the "Receivables") secured by new and used automobiles, vans and light duty trucks (the "Financed Vehicles") aggregating \$[95,000,000] in principal amount (the "Initial Pool Balance") as of December [16], 1996 (the "Cut-off Date"). The Receivables, which will provide for level monthly payments (with interest and principal calculated pursuant to Rule of 78's and simple interest methods), were purchased by CPS from approved new and used automobile dealers and finance companies located primarily in the states of California, Florida, Pennsylvania and Texas.

Each Certificate will evidence beneficial ownership of an undivided interest in the Trust. The Class A Certificates will evidence, in the aggregate, beneficial ownership of an undivided interest in the Trust equal to [95]\% (the "Class A Percentage") of the Trust Assets (not including any interest received by the Trust in excess of the Class A Pass-Through Rate). The Class B Certificates will evidence, in the aggregate, beneficial ownership of an undivided interest in the Trust equal to [5]\% (the "Class B Percentage") of the Trust Assets (not including any interest received by the Trust in excess of the Class $B$ Pass-Through Rate).

The rights of the Class B Certificates to receive distributions will be subordinated to the rights of the Class A Certificates and the Certificate Insurer.

Distributions of interest on the Certificates will be made on the 15th of each month (or, if the 15th is not a Business Day, the next succeeding Business Day) (each, a "Distribution Date"), commencing January 15, 1997, to the extent funds are available therefor, in an amount (the "Certificateholders' Interest Distributable Amount") equal, with respect to each class of Certificates, to interest accrued thereon at the Class A Pass-Through Rate and the Class B Pass-Through Rate, respectively, in the case of the initial Distribution Date, from December 19, 1996 through and including January 14, 1997, and with respect to each subsequent Distribution Date, for the one month period (each, an "Accrual Period") commencing on the 15th of the month immediately preceding such Distribution Date and ending on the 14th day of the month in which such Distribution Date occurs. Distributions of interest will be made on a pro rata basis (to holders of record as of the last day of each accrual period, each a "Record Date") on the Certificates. Distributions of interest will be calculated on the basis of 12 months each consisting of 30 days.

Distributions of principal on the Certificates, to the extent funds are available therefor, will be distributed (a) to the Class A Certificateholders as of the related Record Date in an amount equal to the Class A Percentage of the Principal Distributable Amount (defined below) and (b) to the Class B Certificateholders as of the related Record Date in an amount equal to the Class B Percentage of the Principal Distributable Amount. The "Principal Distributable Amount" for a Distribution Date will equal the sum of (i) the principal portion of all scheduled Distributions received during the preceding

Priority of Distributions:

Spread Account:

Tax Status of the Trust:
calendar month (each, a "Collection Period") on the Rule of 78's Receivables and all Distributions of principal received on simple interest receivables during the preceding Collection Period; (ii) the principal portion of all prepayments in full (including principal collected on those accounts plus any amounts applied from the Pay Ahead Account related to such Receivable) of such Receivables; (iii) the portion of the Purchase Amount allocable to principal of each Receivable that was repurchased by the Originator or Servicer as of the last day of the related Collection Period; (iv) the principal balance of each Receivable that became a liquidated Receivable during such Collection Period; and (v) the aggregate amount of Cram Down Losses (reductions to obligor indebtedness imposed by a bankruptcy court) that shall have occurred during the related Collection Period.

On each Distribution Date available funds, together with any Spread Account Draw, will be allocated by the Trustee in the following order:
(i) To the Servicer (if CPS is not the Servicer), the Servicing Fee of 2.12\% (212 basis points) per annum; provided, however, that as long as CPS is the Servicer and Norwest is the Stand-by Servicer, the Trustee will first pay the Standby Servicer out of the Servicing Fee otherwise payable to CPS an amount equal to the Standby Fee;
(ii) in the event the Standby Servicer or any other party becomes the successor Servicer, to the Standby Servicer, reasonable transition expenses (up to a maximum of $\$ 50,000$ ) incurred in acting as successor Servicer;
(iii)to the Trustee, the Trustee Fee and other reasonable expenses;
(iv) to the Collateral Agent, all fees and expenses payable to the Collateral Agent with respect to such Distribution Date;
(v) to the Class A Certificateholders, the related Interest Distributable Amount, together with any Class A Certificate Interest Carryover Shortfall Amount for such Distribution Date;
(vi) to Holders of the Class B Certificates, the related Interest Distributable Amount, together with any Class B Certificate Interest Carryover Shortfall Amount for such Distribution Date;
(vii)to Holders of the Class A Certificates, the related Class A Principal Distributable Amount and Class A Principal Carryover Shortfall Amount; (viii) to FSA, any amounts due under the terms of the Pooling and Servicing Agreement and under the Insurance Agreement;
(ix) to Holders of the Class B Certificates, the related Class B Principal Distributable Amount and Class B Principal Carryover Shortfall Amount; and
(x) to the Collateral Agent, for deposit into the Spread Account, the remaining Total Distribution Amount, if any.

FSA will have the benefit of a reserve account (the "Spread Account") established by CPS with the Collateral Agent pursuant to a Master Spread Account Agreement.

Mayer, Brown \& Platt will deliver an opinion that the Trust will be treated as a grantor trust for federal income tax purposes and will not be subject to federal income tax. Owners of beneficial interests in the Certificates will report their

Record Date:

Optional Redemption:

The Originator/Servicer:
pro rata share of all income earned on the Receivables (other than amounts, if any, treated as "stripped coupons") and, subject to certain limitations in the case of such owners who are individuals, trust or estates, may deduct their pro rata share of reasonable servicing and other fees. Prospective investors must review the Prospectus and Prospectus Supplement for a more detailed description of these matters.

The Class A Certificates will generally be permitted to be held by employee benefit plans subject to ERISA. Prospective investors must review the Prospectus and Prospectus Supplement for a more detailed description of these matters.

The 10th day of each calendar month.
The Servicer may at its option purchase all the Receivables as of the last day of any Collection Period on or after which the aggregate principal balance of the Receivables is equal to $10 \%$ or less of the Original Pool Balance, at a purchase price equal to the aggregate principal balance of the Receivables, plus accrued interest at the respective APRs.

CPS was incorporated in the State of California in 1991. CPS and its subsidiaries engage primarily in the business of purchasing, selling and servicing retail installment sales contracts ("Contracts") made to borrowers who generally would not be expected to qualify for traditional financing because of factors generally including limited credit history, lower than average income or past credit problems. CPS purchases Contracts, at a discount ranging from $0 \%$ to $8 \%$, from dealers with whom it has dealer agreements ("Dealers") in [34] States. In addition to any discount, CPS generally charges Dealers an acquisition fee to defray the direct administrative costs associated with the processing of Contracts that are ultimately purchased by CPS.

CPS purchases Contracts from Dealers with the intent to resell them. CPS also purchases Contracts from third parties that have been originated by others. Contracts have been sold both as bulk sales to institutional investors and through securitization transactions.

Underwriting

CPS originates Contracts under three programs: the Standard Program, the Alpha Program, and the Delta Program. The Alpha program is designed to accommodate applicants who generally exceed the requirements of the Standard Program in respect of job stability, residence stability, income level or the nature of the credit history. The Delta Program is designed to accommodate applicants who may not meet all of the requirements of the Standard Program but are deemed by CPS to be generally as creditworthy as Standard Program applicants. CPS determines whether to purchase a Contract based principally on the applicant's creditworthiness and the collateral value of the financed vehicle. Upon receipt of an application from a Dealer, CPS obtains credit reports from three credit bureaus. A CPS loan officer will review the credit application, credit bureau report, and a one page Dealer summary of the proposed transaction and will either conditionally approve or reject the application, generally within one business day of receipt of the credit application. Based in part on the conditions to approval, the Dealer and applicant file a more complete application package which initially is reviewed by a CPS processor for deficiencies. As part of this review, references are
checked, direct calls are made to the applicant and employment, income, residence and insurance verification are performed. Next, a CPS underwriter confirms the satisfaction of any remaining deficiencies in the application package. Finally, a loan review officer reviews the package for deficiencies prior to funding. CPS conditionally approves approximately $50 \%$ of the credit applications it receives and ultimately purchases approximately $20 \%$ of the received applications.

Generally, the amount funded by CPS will not exceed, in the case of new cars, $110 \%$ of the dealer invoice, and in the case of used cars, 115\% of the value quoted in industry accepted car guides (such as the Kelley Wholesale Blue Book), in each case plus taxes, license fees, insurance and the cost of any service contract. The maximum amount that will be financed on any vehicle generally will not exceed $\$ 25,000$. The maximum term of the Contract depends primarily on the age of the vehicle and its mileage. Vehicles having in excess of 80,000 miles will not be financed.

The minimum downpayment required on the purchase of a vehicle is generally $10 \%$ to $15 \%$ of the purchase price. The downpayment may be made in cash, and/or with a trade-in car, and, if available, a proven manufacturer's rebate (which rebate cannot comprise more than $50 \%$ of the downpayment).

## Servicing and Collections

CPS continues to service all Contracts it has purchased, including those it has sold to institutional investors. CPS's Contract servicing activities consist of collecting, accounting for and posting all payments, responding to borrower inquiries, taking steps to maintain the security interest in the financed vehicle or other collateral, investigating delinquencies, repossessing and liquidating collateral when necessary, and generally monitoring each Contract and related collateral. CPS maintains sophisticated data processing and mangement information systems to support its Contract servicing activities.

If an account becomes six days past due, CPS's collection staff typically attempts to contact the borrower with the aid of an auto dialer. A collection officer tries to establish contact with the customer and obtain a promise to make the overdue payment within seven days. If payment is not received by the end of such seven day period, the customer is called again through the auto dialer system and the collection officer attempts to elicit a second promise to make the overdue payment within seven days. If a second promise to make the overdue payment is not satisfied, the account automatically is referred to a supervisor for further action. If the customer cannot be reached by a collection officer, a letter is automatically generated and the customer's references are contacted. Field agents (who are independent contractors) often make calls on customers who are unreachable or whose payment is thirty days or more delinquent. A decision to repossess the vehicle is generally made after 30 to 90 days of delinquency or three unfulfilled promises to make the overdue payment.

The attached tables and other statistical analyses (the "Computational Materials") are privileged and confidential and intended for use by the addressee only. These Computational Materials are furnished to you solely by Greenwich Capital Markets, Inc. and not by the issuer of the securities or any of its affiliates. They may not be provided to any third party other than the addressee's legal, tax, financial and/or accounting advisors for the purposes of evaluating said material. Greenwich Capital Markets, Inc. is not acting as agent for the issuer of the securities or its affiliates in connection with the proposed transaction.

Numerous assumptions were used in preparing the Computational Materials which may or may not be reflected therein. As such, no assurance can be given as to either the Computational Materials' accuracy, appropriateness or completeness in any particular context; nor as to whether the Computational Materials and/or the assumptions upon which they are based reflect present market conditions or future market performance. These Computational Materials should not be construed as either projections or predictions or as legal, tax, financial or accounting advice.

Any yields or weighted average lives shown in the Computational Materials are based on prepayment assumptions, and changes in such prepayment assumptions may dramatically affect such yields or weighted average lives. In addition, it is possible that prepayments on the underlying assets will occur at rates slower or faster than the rates shown in the attached Computational Materials. Furthermore, unless otherwise provided, the Computational Materials assume no losses on the underlying assets and no interest shortfall. The specific characteristics of the securities may differ from those shown in the Computational Materials due to differences between the actual underlying assets and the hypothetical underlying assets used in preparing the Computational Materials. The principal amount and designation of any security described in the Computational Materials are subject to change prior to issuance.

Although a registration statement (including the Prospectus) relating to the securities discussed in this communication has been filed with the Securities and Exchange Commission and is effective, the final Prospectus supplement relating to the securities discussed in this communication has not been filed with the Securities and Exchange Commission. This communication shall not constitute an offer to sell or the solicitation of an offer to bay nor shall there be any sale of the securities discussed in this communication in any state in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state. Prospective purchasers are referred to the final Prospectus supplement relating to the securities discussed In this communication for definitive Computational Materials on any matter discussed in this communication. A final Prospectus and Prospectus supplement may be obtained by contacting GCM's Trading Desk at (203) 625-6160.

Please be advised that asset-backed securities may not be appropriate for all investors. Potential investors must be willing to assume, among other things, market price volatility, prepayments, yield curve and interest rate risks. Investors should make every effort to consider the risks of these securities.

If you have received this communication in error, please notify the sending party immediately by telephone and return the original to such party by mail.

|  | Settlement <br> Next Payment Class Balance Cutoff Date Accrued Days Coupon |  |  | $\begin{array}{r} 12 / 19 / 96 \\ 01 / 15 / 97 \\ 90,250,000.00 \\ 12 / 19 / 96 \\ 3 \\ 6.300 \% \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Quoted Price | 1.00\% ABS | 1.25\% ABS | 1.50\% ABS | 1.75\% ABS | 2.00\% ABS |
| 99.24 | 6.515 | 6.523 | 6.532 | 6.543 | 6.555 |
| 99.24+ | 6.506 | 6.514 | 6.523 | 6.533 | 6.544 |
| 99.25 | 6.498 | 6.505 | 6.513 | 6.523 | 6.533 |
| $99.25+$ | 6.490 | 6.497 | 6.504 | 6.513 | 6.523 |
| 99.26 | 6.482 | 6.488 | 6.495 | 6.503 | 6.512 |
| 99.26+ | 6.474 | 6.479 | 6.485 | 6.493 | 6.501 |
| 99.27 | 6.465 | 6.470 | 6.476 | 6.483 | 6.490 |
| 99.27+ | 6.457 | 6.462 | 6.467 | 6.473 | 6.480 |
| 99.28 | 6.449 | 6.453 | 6.458 | 6.463 | 6.469 |
| 99.28+ | 6.441 | 6.444 | 6.448 | 6.453 | 6.458 |
| 99.29 | 6.433 | 6.436 | 6.439 | 6.443 | 6.448 |
| 99.29+ | 6.424 | 6.427 | 6.430 | 6.433 | 6.437 |
| 99.30 | 6.416 | 6.418 | 6.420 | 6.423 | 6.426 |
| 99.30+ | 6.408 | 6.409 | 6.411 | 6.413 | 6.415 |
| 99.31 | 6.400 | 6.401 | 6.402 | 6.403 | 6.405 |
| 99.31+ | 6.392 | 6.392 | 6.393 | 6.393 | 6.394 |
| 100.00 | 6.383 | 6.383 | 6.383 | 6.383 | 6.383 |
| 100.00+ | 6.375 | 6.375 | 6.374 | 6.373 | 6.373 |
| 100.01 | 6.367 | 6.366 | 6.365 | 6.364 | 6.362 |
| 100.01+ | 6.359 | 6.357 | 6.356 | 6.354 | 6.351 |
| 100.02 | 6.351 | 6.349 | 6.346 | 6.344 | 6.341 |
| 100.02+ | 6.342 | 6.340 | 6.337 | 6.334 | 6.330 |
| 100.03 | 6.334 | 6.331 | 6.328 | 6.324 | 6.319 |
| 100.03+ | 6.326 | 6.323 | 6.319 | 6.314 | 6.309 |
| 100.04 | 6.318 | 6.314 | 6.309 | 6.304 | 6.298 |
| 100.04+ | 6.310 | 6.305 | 6.300 | 6.294 | 6.287 |
| 100.05 | 6.302 | 6.297 | 6.291 | 6.284 | 6.277 |
| 100.05+ | 6.293 | 6.288 | 6.282 | 6.274 | 6.266 |
| 100.06 | 6.285 | 6.279 | 6.272 | 6.264 | $6.255$ |
| 100.06+ | 6.277 | 6.271 | 6.263 | 6.255 | 6.245 |
| 100.07 | 6.269 | 6.262 | 6.254 | 6.245 | 6.234 |
| 100.07+ | 6.261 | 6.253 | 6.245 | 6.235 | 6.223 |
| 100.08 | 6.253 | 6.245 | 6.235 | 6.225 | 6.213 |
| ======== | 2.15 | 2.02 | 1.88 | 1.75 | ======== |
| MAT ( yr ) | 4.57 | 4.57 | 4.57 | 4.57 | 4.07 |
| MDUR (yr) | 1.91 | 1.80 | 1.69 | 1.58 | 1.46 |

"Full Price" = "Flat Price" = Accrued Interest.
Duration and related sensitivities are calculated at midpoint price/yield. Maturity and last Principal Pay Dates may be distorted by the use of collateral pool WAMs.

Total Current Balance:
Total Original Balance:
Number of Total Portfolio Loans:
Average Original Balance
Average Current Balance Weighted Average APR Rate: Weighted Average Original Loan Term: Weighted Average Remaining Term:
Top State Concentration (\$):
New-Used Breakdown (\$):
Collateral Year Breakdown (\$):
Manufacturer Breakdown (S):
Contract Date:
First Payment Date:
Next Payment Date:
Maturity Date:
\$ 80,039,690.51
\$ 81, 087,603.40 6,385

| $\$$ | $12,699.70$ | RANGE: $\$$ | $2,288.06-$ | 29,000.36 |
| :--- | :--- | :--- | ---: | :--- | ---: |
| \$ | $12,535.58$ | RANGE: $\$$ | 255.32 | $28,897.29$ | 20.551 \% RANGE: \$ 16,500 - 29,070\%

55.98 months RANGE: 18.00 - 61.00 months 54.74 months RANGE: 1.00 - 60.00 months
25.04 \% California, 9.71 \% Pennsylvania, 8.07 \% Texas
86.93 \% USED, 13.07 \% NEW
26.29 \% 95, 23.09 \% 94, 14.77\% 96
19.51 \% FORD, 13.14 \% CHEVROLET, 8.45 \% NISSAN

Mar 14, 1994 - Nov 29, 1996
Apr 13, 1994 - Feb 20, 1997
Nov 04, 1996 - Mar 02, 1999
Dec 06, 1996 - Jan 02, 2002

|  |  | CURRENT |  | \# OF |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | PRINCIPAL BALANCE | PCT(\$) | LOANS | PCT(\#) |
| CONTRACT DATE: | < 01/01/96 | 671,028.97 | 0.84 | 75 | 1.17 |
|  | 01/01/96-01/31/96 | 20,761.27 | 0.03 | 2 | 0.03 |
|  | 02/01/96-02/29/96 | 57,191.13 | 0.07 | 5 | 0.08 |
|  | 03/01/96 - 03/31/96 | 190,200. 28 | 0.24 | 16 | 0.25 |
|  | 04/01/96-04/30/96 | 50,695.96 | 0.06 | 5 | 0.08 |
|  | 05/01/96-05/31/96 | 97,703.84 | 0.12 | 8 | 0.13 |
|  | 06/01/96-06/30/96 | 398,658,88 | 0.50 | 35 | 0.55 |
|  | 07/01/96-07/31/96 | 388,933. 05 | 0.49 | 33 | 0.52 |
|  | 08/01/96-08/31/96 | 2,366,115,33 | 2.96 | 193 | 3.02 |
|  | 09/01/96-09/30/96 | 23,909,627.53 | 29.87 | 1,911 | 29.93 |
|  | 10/01/96-10/31/96 | 32,910, 030.49 | 41.12 | 2,597 | 40.67 |
|  | 11/01/96-11/30/96 | 18,978,743.78 | 23.71 | 1,505 | 23.57 |
| ORIGINAL | 2,288-4,999 | 199,478.47 | 0.25 | 51 | 0.80 |
| BALANCE: | 5,000 - 9,999 | 12,602,741.55 | 15.75 | 1,541 | 24.13 |
|  | 10,000 - 14,999 | 39,806,516.95 | 49.73 | 3,253 | 50.95 |
|  | 15,000-19,999 | 20,385, 137.49 | 25.47 | 1,220 | 19.11 |
|  | 20,000 - 24,999 | 6,434,404.01 | 8.04 | 296 | 4.64 |
|  | >= 25,000 | 611,410.47 | 0.76 | 24 | 0.38 |
| APR RATE: | 16.50-16.99 | 43,245.75 | 0.05 | 4 | 0.06 |
|  | 17.00-17.99 | 2,597,624.59 | 3.25 | 171 | 2.68 |
|  | 18.00-18.99 | 14, 043, 899.04 | 17.55 | 994 | 15.57 |
|  | 19.00-19.99 | 7,534,091.96 | 9.41 | 535 | 8.38 |
|  | 20.00-20.99 | 13,652,633.63 | 17.06 | 1,032 | 16.16 |
|  | $21.00-21.99$ | 27,697,516.16 | 34.60 | 2,300 | 36.02 |
|  | 22.00-22.99 | 3,532,674.52 | 4.41 | 302 | 4.73 |
|  | 23.00-23.99 | 7,334,864.93 | 9.16 | 697 | 10.92 |
|  | 24.00-24.99 | 1,612,617.53 | 2.01 | 152 | 2.38 |
|  | $25.00-25.99$ | 1,950, 174.72 | 2.44 | 193 | 3.02 |
|  | >= 26.00 | 40,345.62 | 0.05 | 5 | 0.08 |

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CPS AUTO GRANTOR TRUST, SERIES 1996-3
ALL AMOUNTS SUBJECT TO CHANGE
INFORMATION SHEET
12/10/96
Consumer Portfolio Services Inc.
Balances as of 12/04/96


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CPS AUTO GRANTOR TRUST, SERIES 1996-3 ALL AMOUNTS SUBJECT TO CHANGE

INFORMATION SHEET 12/10/96

Consumer Portfolio Services Inc.
Balances as of 12/04/96

|  |  | CURRENT <br> PRINCIPAL BALANCE | PCT(\$) | $\begin{aligned} & \text { \# OF } \\ & \text { LOANS } \end{aligned}$ | PCT(\#) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MANUFACTURER: | ACURA | 431,020.94 | 0.54 | 30 | 0.47 |
|  | AUDI | 28,112.00 | 0.04 | 3 | 0.05 |
|  | BMW | 111,236.75 | 0.14 | 7 | 0.11 |
|  | BUICK | 1,745, 087.68 | 2.18 | 154 | 2.41 |
|  | CADILLAC | 915,953.96 | 1.14 | 57 | 0.89 |
|  | CHEVROLET | 10,513,442. 28 | 13.14 | 837 | 13.11 |
|  | CHRYSLER | 1,105,510.15 | 1.38 | 79 | 1.24 |
|  | DAIHATSU | 25,754.07 | 0.03 | 3 | 0.05 |
|  | DODGE | 4,977,451.38 | 6.22 | 403 | 6.31 |
|  | EAGLE | 224,385.40 | 0.28 | 21 | 0.33 |
|  | FORD | 15,617,938.16 | 19.51 | 1,280 | 20.05 |
|  | GEO | 1,759,888. 25 | 2.20 | 173 | 2.71 |
|  | GMC | 1,148,887,09 | 1.44 | 80 | 1.25 |
|  | HONDA | 2,825, 705.51 | 3.53 | 208 | 3.26 |
|  | HYUNDAI | 2,606,823.49 | 3.26 | 237 | 3.71 |
|  | INFINITI | 189, 001.78 | 0.24 | 11 | 0.17 |
|  | ISUZU | 604,082.68 | 0.75 | 49 | 0.77 |
|  | JAGUAR | 50,889.05 | 0.06 | 3 | 0.05 |
|  | JEEP | 1,589,979,88 | 1.99 | 102 | 1.60 |
|  | KIA | 1,282.511.21 | 1.60 | 94 | 1.47 |
|  | LINCOLN | 562,998.46 | 0.70 | 38 | 0.60 |
|  | MAZDA | 2,908, 914,03 | 3.63 | 227 | 3.56 |
|  | MERCEDES | 18,446.52 | 0.02 | 1 | 0.02 |
|  | MERCURY | 2,335,333.67 | 2.92 | 200 | 3.13 |
|  | MITSUBISHI | 2,910, 040.96 | 3.64 | 227 | 3.56 |
|  | NISSAN | 6,766,961.46 | 8.45 | 496 | 7.77 |
|  | OLDSMOBILE | 1,506,952.33 | 1.88 | 134 | 2.10 |
|  | PLYMOUTH | 2,686,981.04 | 3.36 | 227 | 3.56 |
|  | PONTIAC | 4,335, 682,42 | 5.42 | 361 | 5.65 |
|  | SAAB | 25,535.22 | 0.03 | 3 | 0.05 |
|  | SATURN | 595,747.93 | 0.74 | 50 | 0.78 |
|  | STERLING | 14,264.35 | 0.02 | 2 | 0.03 |
|  | SUBARU | 322,523.14 | 0.40 | 27 | 0.42 |
|  | SUZUKI | 612,625.15 | 0.77 | 47 | 0.74 |
|  | TOYOTA | 6,052,296.01 | 7.56 | 459 | 7.19 |
|  | WOLKSWAGEN | 564,528.17 | 0.71 | 50 | 0.78 |
|  | VOLVO | 66,195.86 | 0.08 | 5 | 0.08 |
| OBLIGOR STATE: | Alabama | 2,285, 635.21 | 2.86 | 195 | 3.05 |
|  | California | 20, 038, 073.10 | 25.04 | 1,481 | 23.19 |
|  | Florida | 6,037,979.66 | 7.54 | 452 | 7.08 |
|  | Hawaii | 1,517,903.77 | 1.90 | 132 | 2.07 |
|  | Illinois | 4,252,942.28 | 5.31 | 368 | 5.76 |
|  | Iowa | 1,144,156.94 | 1.43 | 98 | 1.53 |
|  | Louisiana | 3,705,917.00 | 4.63 | 300 | 4.70 |
|  | Maryland | 2,442,788.86 | 3.05 | 202 | 3.16 |
|  | Michigan | 2,081,131.58 | 2.60 | 172 | 2.69 |
|  | Minnesota | 1, 096,528.31 | 1.37 | 92 | 1.44 |
|  | Nevada | 2,844,322.11 | 3.55 | 230 | 3.60 |
|  | New Jersey | 1,950,389. 01 | 2.44 | 165 | 2.58 |
|  | New York | 3,949,814.97 | 4.93 | 327 | 5.12 |
|  | Ohio | 2,993,748.60 | 3.74 | 280 | 4.39 |
|  | Pennsylvania | 7,771,825.18 | 9.71 | 625 | 9.79 |
|  | Tennessee | 4,321,559.25 | 5.40 | 344 | 5.39 |
|  | Texas | 6,463,163.26 | 8.07 | 494 | 7.74 |
|  | All others (26 + DC) | 5,141,809.34 | 6.42 | 428 | 6.70 |

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## Exhibit 23.1

Consent of Accountants

CONSENT OF INDEPENDENT ACCOUNTANTS

We consent to the incorporation by reference in the Prospectus Supplement dated December 17, 1996 (to the Prospectus dated December 17, 1996) of CPS Receivables Corp. relating to Asset Backed Certificates, Class A of the CPS Auto Grantor Trust 1996-3 of our report dated January 17, 1996 on our audits of the consolidated financial statements of Financial Security Assurance Inc. and Subsidiaries as of December 31, 1995 and 1994 and for each of the three years in the period ended December 31, 1995. We also consent to the reference to our Firm under the caption "Experts."

COOPERS \& LYBRAND L.L.P.

New York, New York December 19, 1996

