



February 6th, 2025

Chair Sosa
Vice-Chair Chaichi, Vice-Chair Osborne
House Committee On Commerce and Consumer Protection
900 Court St NE, H-283
Salem, OR 97301

Re: Support for HB 3178

Dear Chair Sosa, Vice Chair Chaichi, Vice Chair Osborne, and Members of the Committee:

My name is Nansi Lopez, Policy Director at Centro Cultural. I appreciate the opportunity to testify on behalf of Centro Cultural in support of HB 3178, which seeks to eliminate the uncertainty consumers face when buying a car.

Centro Cultural is the oldest and longest-serving Latino culturally specific organization in the state of Oregon. It empowers Latino families and diverse communities by removing barriers, fostering well-being, and building power to achieve economic prosperity. Centro centers the experiences of those most impacted in our communities in everything we do, with a commitment to reducing barriers at every level of our work.

In Oregon, consumers negotiate the financing of a car at the dealership, signing what they believe is a final contract. In reality, dealers have up to 14 days to secure their loan through a financial institution. Consumers rarely know their loan is not finalized, leaving them more susceptible to predatory tactics while making one of the largest purchases of their lives.

HB 3178 requires transparency during the process of purchasing a car and helps to ensure that Oregon consumers can trust payments and interest rates agreed upon at the dealership. It also lays out the process of canceling a deal that has changed.

Providing a fair process for car ownership is essential for furthering economic equity for Oregon consumers. Every day Oregonians rely on their vehicles to maintain employment, obtain critical medical care, and manage countless other essential obligations. Consumers of color are more likely to face [discrimination during the financing and sale of cars](#), which results in higher prices. Oregonians should feel confident in their auto financing agreements.

We urge your support of HB 3178. Thank you for the opportunity to submit testimony and your service to Oregon communities

Sincerely,
Nansi Lopez