



**February 4th, 2025**

TO: House Committee On Commerce and Consumer Protection  
FR: Brenna Stevens, Campaign Associate, Oregon State Public Interest Research Group (OSPIRG)  
RE: Support for HB 3178

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

OSPIRG urges your support of HB 3178, which seeks to eliminate the uncertainty consumers face when buying a car.

OSPIRG is a statewide member-based organization representing thousands of Oregonians across the state. We stand up for the public on issues that impact their health, safety, and wellbeing, and work as a consumer watchdog to make sure Oregonians can protect themselves and their rights.

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.

Oregonians should feel confident in their auto financing agreements. In 2020, PIRG released a report that found that over 280 complaints submitted to the CFBB were about loan terms changing during or after closing — a common tactic used by dealers or lenders to get consumers to accept a higher interest rate than they'd initially been quoted<sup>1</sup>. Some complaints describe “yo-yo financing,” in which a dealer tries to change loan terms after a consumer has already driven off in their vehicle.

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.

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

Sincerely,  
Brenna Stevens  
Campaign Associate  
OSPIRG

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<sup>1</sup> [https://pirg.org/wp-content/uploads/2022/07/WEB\\_USP\\_CFPB-Auto-Loan\\_Report\\_1020\\_v1-1.pdf](https://pirg.org/wp-content/uploads/2022/07/WEB_USP_CFPB-Auto-Loan_Report_1020_v1-1.pdf)