



DEVELOPING THRIVING COMMUNITIES

February 4, 2025

House Committee on Commerce and Consumer Protection
900 Court Street NE
Salem, Oregon 97301

RE: Support for HB 3178

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

My name is Karen Saxe and I work at DevNW, an affordable housing development and asset-building agency serving Lane, Linn, Benton, Lincoln, Marion, Polk and Clackamas Counties. We embark on comprehensive community development throughout our seven-county service area through services aimed at increasing financial stability for individuals and families as well as through economic and housing development.

DevNW is in support of HB 3178, which seeks to eliminate the uncertainty consumers face when buying a car.

Because of the various issues that specifically impact our communities in the car-buying space, DevNW participated in an Auto Purchasing Cohort convened by Oregon Consumer Justice in 2024. This cohort provided opportunities for me and three other community-based organizations; NAYA, Centro Cultural, and Latino Community Association, to co-learn about various issues that occur within the auto space. From this cohort, we developed ways to create community-guided policy solutions to address key issues impacting folks in all of our communities.

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.

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DevNW

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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.

Sincerely,



Karen Saxe
Director of Policy, Advocacy and Strategic Relationships
DevNW

devNW.org


CHARTERED MEMBER

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