



DEVELOPING THRIVING COMMUNITIES

April 17, 2025

Senate Committee on Labor and Business  
900 Court Street NE  
Salem, Oregon 97301

**RE: Support for HB 3178 A**

Dear Chair Taylor, Vice Chair Bonham, 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 and economic and housing development.

DevNW supports HB 3178 A, 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 A seeks to address these issues by mandating transparency in the car-buying process and ensuring that Oregon consumers can trust the payments and interest rates agreed upon at the dealership. Key changes that HB 3178 A brings forward include:

[devNW.org](http://devNW.org)



212 Main Street  
Springfield, OR 97477

P.O. Box 790  
Corvallis, OR 97339

528 Cottage Street NE, Suite 1C  
Salem, OR 97301

421 High Street, Suite 110  
Oregon City, OR 97045



DEVELOPING THRIVING COMMUNITIES

- HB 3178 A will prevent confusion by requiring a separate plain language document, available in Oregon's top six languages to be given to consumers at the time of purchase informing them of their rights to void the agreement should terms be changed
- It adjusts the timeframe a dealer has to secure a loan from 14 days to 10 calendar days and provides two options for a dealer if they can't find a financial institution to finance the loan terms: 1) they can hold the loan themselves or 2) they can choose to void the contract.

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,

A handwritten signature in black ink, appearing to read "KS", written over a horizontal line.

Karen Saxe  
Director of Policy, Advocacy and Strategic Relationships  
DevNW