

Call For Action Consumer Alert: Used Car Buyers Guide

On January 28, 2018 FTC rules went into effect requiring all used car dealers to display an updated version of the federally mandated, "Used Car Buyers Guide" sticker. The new version of the sticker reflects changes made in 2016 to the FTC's Used Car Rule.

The new sticker looks similar to the old version, but it includes some key changes:

- Changes the description of an "As Is" sale;
- Places boxes on the face of the Buyers Guide that dealers can check to indicate whether a vehicle is covered by a third-party warranty and whether a service contract may be available;
- Provides a box that dealers can check to indicate that an unexpired manufacturer's warranty applies;
- Adds air bags and catalytic converters to the Buyers Guide's list of major defects that may occur in used vehicles;
- Adds a statement that directs consumers to obtain a vehicle history report and to check for open recalls;
- Adds a statement, in Spanish, to the English-language Buyers Guide, advising Spanish-speaking consumers to ask for the Buyers Guide in Spanish if the dealer is conducting the sale in Spanish; and
- Provides a Spanish translation of the statement that dealers may use to obtain a consumer's acknowledgement of receipt of the Buyers Guide.

Here is the latest version of the Buyers Guide sticker required by the FTC.

<https://www.ftc.gov/system/files/documents/plain-language/pdf-0083-buyers-guide.pdf>

Fillable version of the same:

<https://www.ftc.gov/tips-advice/business-center/guidance/buyers-guide-fillable-form>

The quickest way to identify the new sticker is to look for a sentence in Spanish at the bottom of the English language version of the sticker. The old English version did not include any notices in Spanish.

The FTC encourages consumers to consider shopping elsewhere and [alert the agency](#) if they find a dealership not displaying the required Buyers Guide on each used vehicle they have for sale. Displaying an outdated Buyers Guide sticker or no sticker at all can be met with serious fines -- \$41,484 per violation

Call For Action recommends an independent mechanical inspection before purchasing any used car. More information can be found in our Used Car Buyer's Guide: <http://callforaction.org/projects/buying-a-used-car/>

Note: The FTC's Used Car Rule applies in all US states and territories except Maine and Wisconsin. These states are exempt because they have their own, similar regulations governing required disclosures be posted on used vehicles. Here are those states' guides:

Maine: <https://www.maine.gov/sos/bmv/lawenforcement/usecdcar.html>

Wisconsin: <https://wisconsindot.gov/Pages/dmv/cons-protect/buy-sell-veh/buyersguide-wisebuys.aspx>

More about the guide: <https://www.ftc.gov/tips-advice/business-center/guidance/dealers-guide-used-car-rule>

