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American Association of Motor Vehicle Administrators

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## Newly Published!

### Best Practices for the Regulation of Internet Vehicle Sales

This best practice addresses the retail sale of vehicles advertised and sold online by licensed dealers and private parties. AAMVA's Internet Vehicle Sales Working Group was established to develop this document for a targeted audience - the agencies that administer and enforce dealer licensing. The principles guiding the development of this document were:

- Facilitate a consistent and balanced approach to the oversight of internet vehicle sales transactions
- Recognize the convenience technology provides to connect vehicle sellers and buyers
- Identify and understand new and potential business models for selling and buying vehicles
- Support use of the internet to facilitate vehicle sales while taking steps to deter and detect fraudulent and criminal activities



Topics related to vehicle sales but considered out of scope for this document include general dealer licensing requirements, general advertising requirements, wholesale dealer-to-dealer transactions, auction sales, and sales from manufacturers directly to consumers. [Click here](#) to read the new best practice guide.

### Sections Include:

- Chapter 1: Introduction
- Chapter 2: Glossary of Terminology and Acronyms
- Chapter 3: Administration of Internet Vehicle Sales
- Chapter 4: Best Practices for Addressing Internet Vehicle Sales
- Chapter 5: Best Practices for Addressing Internet Advertising
- Chapter 6: Purchasing a Vehicle with New Technology
- Chapter 7: Conclusion

### Appendices Include:

- Applicable Federal Laws
- Resources for Jurisdictions

### Also Available: Wholesale Vehicle Dealer Licensing Whitepaper

Over the last few years AAMVA member jurisdictions have discussed challenges related to the licensing and regulation of wholesale vehicle dealers. Some of the challenges identified were the sale of vehicles beyond the restrictions of the license, the sale or the use of wholesale dealer licenses by private entities via the internet to individuals located in other jurisdictions, and the increased difficulty in locating transaction records, as well as the potential for increased title and odometer fraud.



- Sample Smart Buyer Guide
- Available Investigative Tools and Resources
- Survey Results
- Working Group Roster
- Working Group Charter

This whitepaper, developed by the AAMVA Internet Vehicle Sales Working Group, summarizes these challenges and provides an overview of steps some jurisdictions have taken to overcome these concerns. The intent of this paper is to provide information and to discuss some of the challenges jurisdictions have identified related to wholesale dealer licenses. It does not endorse or condemn a wholesale dealer license program. [Click here](#) to read the new whitepaper.



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