

# COMMON AUTO DEALERSHIP SCAMS

TO LOOK OUT FOR

## TITLE WASHING

When purchasing a used car, beware of title washing. Title washing refers to when a used car seller lies about the title of a vehicle and tries to pass off a vehicle with a bonded title as clean. Clean titles are given to vehicles that have never been in a significant accident or sustained substantial damage. Bonded titles, on the other hand, have a less favorable history.

## LYING TO YOU ABOUT YOUR CREDIT SCORE

If you plan on getting financing from the dealership that you're purchasing your car from, beware of this scam. Some distrustful dealerships may try to tell you that your credit score is lower than it actually is so that they can give you a worse financing deal with higher interest rates.

## LOFTY DEALERSHIP PREP FEES

While some dealership fees such as tax, title, and license fees are legitimate, a high dealership prep fee is a fabricated attempt to squeeze more money out of the buyer. Dealership prep fees are pitched as a way to compensate the dealership for the cost of preparing the vehicle to sell and completing the necessary paperwork after the sale of a new or used car.

## THE OL' BAIT AND SWITCH

It's one of the oldest auto dealership scams in the book: the bait and switch. Essentially, a dealership will entice potential buyers by advertising a vehicle with an incredibly low price. Then, when a buyer shows up to inquire about purchasing the car, the dealership tells them it has already been sold. Instead of purchasing the vehicle at a great price like they had intended, a salesperson will try to get the potential buyer to purchase a more expensive model.

## ELITE MOTOR CARS OF MIAMI: A DEALERSHIP YOU CAN TRUST

To purchase a vehicle from a reputable and dependable company that would never try to pull such duplicitous scams, look no further than the Elite Motor Cars of Miami. As the premier seller of damaged and salvage cars in Miami, we offer a wide array of vehicles—from luxury models to economy vehicles. To ensure that you know exactly what you're getting, we ensure full transparency on each and every purchase.

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# Auto Dealer Scams

**Robert R. Redfield**



## **Auto Dealer Scams:**

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