
Motor Vehicle Dealer Board Guidance Document

Transfer Fees

Background:

During its review of the 2001 Internet Task Force Report, the 2017 Internet Task Force committee discussed scenarios that involved licensed dealers (franchise and independent) adding the cost of moving a preowned vehicle from a previous location to the licensed dealers' facility to the cost of the vehicle.

Criteria for Transfer Fee:

This fee is allowed when a dealership has multiple locations and the customer requests the vehicle be transferred to a specific location for potential purchase. The customer should be given the option of purchasing the vehicle at the dealership where the vehicle is located. However, if the customer requests that the vehicle be transferred to a dealership other than where the vehicle is located, the dealership may charge a transfer fee. The transfer fee should be reasonable and it must be disclosed to the customer prior to the transfer of the vehicle. Transfer fees are not applicable for vehicles coming from auctions.

Applicable Laws

§ 46.2-1529. Dealer records

§ 46.2-1516. Supplemental sales locations

Motor Vehicle Dealer Board Actions:

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| Advertising Committee Discussion: | November 13, 2017 |
| Advertising Committee Approval: | November 13, 2017 |
| Full Board Discussion: | November 13, 2017 |
| Full Board Approval: | January 8, 2018 |