



AFTER THE SALE

Did I Overpay? Post-Purchase Deal Review

Your deal is signed. Here's how to read it line by line and find out what can still be fixed.

A NOTE FROM OUR TEAM

If you're filling this out, you probably have a feeling something wasn't right. That feeling deserves an answer, not a guilt trip. Plenty of smart people get caught by a finance office process designed to move fast. Grab your paperwork, work through this calmly, and you'll know exactly where you stand.

— The Auto Advocate Team

First, the honest part: there is generally no "three days to change your mind" on a car. The FTC's Cooling-Off Rule doesn't cover sales completed after negotiating at a seller's permanent place of business. But a signed deal is not always a finished story. Optional products can often be cancelled, loans can be refinanced, and some problems are worth reporting. This review helps you sort which is which.

1 Gather Every Page

Lay everything out on the table. If something is missing, ask the dealership for a copy in writing. The CFPB advises keeping copies of everything you sign.

- | | |
|---|---|
| ☐ Buyer's order / bill of sale | ☐ Trade-in paperwork and payoff figure |
| ☐ Retail installment contract (the loan) | ☐ Your credit application copy |
| ☐ Truth in Lending box (APR, finance charge, etc.) | ☐ Any pre-approval you had before you went in |
| ☐ Every add-on or product contract | ☐ Ads, quotes, texts, and emails about the price |

GOT A CALL SAYING "YOUR FINANCING FELL THROUGH"?

This is often called **spot delivery** or **"yo-yo" financing**: you drive home before the loan is truly final, then get asked to come back and accept a higher rate, longer term, or bigger down payment. The CFPB says **you are not required to agree to different financing and can walk away** if you don't want the new deal, and the dealer should refund your down payment. Depending on how your contract is written, you may even be able to keep the car on the original terms. Don't sign anything new until you've read your contract. You can report problems to the FTC, your state attorney general, or the CFPB (for Buy Here Pay Here dealers).

2 The Price: Was It Fair for the Market?

Compare the **selling price** on your buyer's order, before tax, fees, and trade, against what similar vehicles were selling for in your area at the time.

PRICE CHECK	AMOUNT
Selling price on my buyer's order	\$
Advertised or quoted price for this vehicle (if any)	\$
Market value from a pricing guide (KBB, Edmunds) for my ZIP code	\$
Similar vehicles listed nearby (average of 3)	\$
Difference: my price minus market value	\$

3 The Fees: Government or Dealer?

Government charges (tax, title, registration) are set by your state. Everything else is set by the dealership. We don't list amounts here because they vary; check **Service Oklahoma / your state** for official figures.

FEE AS NAMED ON YOUR PAPERWORK	AMOUNT	GOVERNMENT OR DEALER?	DISCLOSED BEFORE SIGNING?
	\$		
	\$		
	\$		
	\$		
Total dealer-set fees	\$		

4 The Rate: Did You Get the Rate You Qualified For?

The CFPB explains that when a dealer arranges your loan, the lender quotes the dealer a **buy rate**, and the rate offered to you may be higher to compensate the dealer. Dealers and lenders are not required to offer you the best rate available. Compare your contract with what you could have had.

RATE CHECK	APR	TERM (MONTHS)	FINANCE CHARGE
My signed contract			\$
My pre-approval (if I had one)			\$
A refinance quote I could get today			\$

If a better rate is available now, refinancing may lower your cost. Check your contract for a prepayment penalty first; the CFPB notes that your contract and state law determine whether you can pay a loan off early. Use **No. 09, Loan Offer Comparison Worksheet** to compare refinance offers.

5 The Add-Ons: What Did You Buy, and Can You Undo It?

The CFPB's auto loan guide says add-ons like extended warranties and GAP are **optional**, and that you can cancel add-ons during the life of your loan. Whether you get money back, and how much, depends on **the terms of each product's contract** (and sometimes state law), so read the cancellation section of each one. If a product was financed, ask whether any refund goes to you or toward your loan balance.

PRODUCT	PRICE	IN THE LOAN?	DO I WANT IT?	CANCELLATION TERMS (FROM CONTRACT)
Service contract / extended warranty	\$			
GAP	\$			
Maintenance plan	\$			
Appearance / protection package	\$			
Other:	\$			

FROM THE INSIDE

Our team has spent years on the dealership side of the desk. The most common surprise we see isn't the price. It's the products. They're often presented as part of "the payment," one monthly number, so buyers don't realize they said yes to four separate purchases. Look at each product's price on its own. If you'd never have bought it for that amount in cash, it deserves a second look. Some products are genuinely worth having; the point is that it should be *your* choice.

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The Trade: Did It Get Paid Off?

- ☐ The trade value on my paperwork matches what I was told
- ☐ If I owed more than it was worth, I can see where that amount went (the FTC warns negative equity is often rolled into the new loan)
- ☐ I've confirmed with my old lender that the loan was paid in full
- ☐ I'm not still getting bills or autopay drafts on the old loan

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Your Results and Next Steps

AREA	LOOKS FINE	QUESTIONABLE	NEXT STEP
Price vs. market	☐	☐	
Fees	☐	☐	
Interest rate	☐	☐	
Add-on products	☐	☐	
Trade-in and payoff	☐	☐	
Financing final (no call-back)	☐	☐	

- 1 Ask in writing. Email the dealership with specific questions about any line you don't understand. Keep copies.
- 2 Cancel what you don't want. Follow each product contract's cancellation steps exactly, and confirm any refund was applied.
- 3 Shop a refinance if your rate is high, after checking for a prepayment penalty.
- 4 Report real problems to the FTC, your state attorney general, or the CFPB. For legal questions, talk to a consumer attorney or legal aid.

GET A PROFESSIONAL SECOND OPINION

Let us read the deal you already signed.

This checklist shows you where to look. Deal Autopsy puts a trained eye on every line of your signed deal: price, fees, rate, add-ons, and trade, so you know what happened and which options may still be open to you. It's built for buyers who made this purchase without us.

Deal Autopsy \$99

(405) 761-3390 • autoadvocacy.net
THE DEALERSHIP HAS EXPERTS. NOW YOU DO, TOO.

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This worksheet is an educational planning tool, not legal, tax, or financial advice. Verify all figures with your lender, insurer, and the dealership before you sign.