



"as is"	The dealer is not responsible for any problems or needed repairs. The risk for anything that goes wrong after the sale belongs to the consumer.
book value	Estimated market or trade-in worth of a used vehicle as published in a guide by businesses such as Kelly Blue Book, Edmunds, or NADA
Buyers Guide	A disclosure document displayed on a vehicle that provides consumers important purchasing and warranty information. The Buyers Guide tells consumers to get a vehicle history report, how to check for safety recalls, and other topics
CPO, Certified Pre-owned	Vehicles that have been inspected, repaired if necessary, often have low mileage, and usually have an extended warranty
extended warranty	Service contract that provides for no cost or low cost vehicle repair, after the factory or dealer warranty expires
factory warranty	Promise by the vehicle manufacturer to repair or replace defective components for a specified period of time
FTC Used Car Rule	The federal rule that requires all used car dealers to place a Buyers Guide in a conspicuous place on each used vehicle
lemon laws	State laws that protect the buyer when a vehicle has a serious defect
NHTSA	National Highway Traffic Safety Administration; federal agency responsible for motor vehicle and highway safety
registration	Legally recording ownership of a vehicle with a government agency for tax and licensing purposes. The registration certificate is carried in the vehicle.



safety recall	When a manufacturer or NHTSA determines that a vehicle, equipment, car seat, or tire creates an unreasonable safety risk, or fails to meet minimum safety standards, a recall is issued. Manufacturers are required to fix the problem by repairing it, replacing it, or offering a refund.
salvage title	The vehicle was declared a total loss by an insurance company because of a serious accident or other problems
title	Document that shows legal ownership of a vehicle
VIN	Vehicle Identification Number; A unique code used by the automobile industry to identify and track each vehicle manufactured
vehicle report	Tied to a vehicle's VIN number, this report outlines data about a vehicle's past, including the previous owners and accidents reported to insurance

