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## *Guidance on Online Vehicle Sales by Out-of-State Dealers*

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On March 3, 2023, Governor Jared Polis signed Senate Bill 23-019 into law. The law requires Dealers licensed by states other than Colorado to follow Colorado law when selling vehicles online to Colorado consumers. This document will provide guidance to out-of-state Dealers who sell vehicles online to Colorado consumers.

This guidance is not legal advice. It is intended to assist Dealers from states other than Colorado to comply with Colorado laws and regulations when making online sales. Please consult an attorney if you have any questions regarding the requirements that apply to businesses selling vehicles online.

Laws and regulations pertaining to Colorado’s Dealer licensing applications and place of business requirements are not applicable to Dealers who do not hold a Colorado license issued by the Colorado Motor Vehicle Dealer Board and who do not have a physical presence in Colorado. The specific statutes that **do not** pertain to licensed out-of-state Dealers (with no physical location in Colorado or no employees in Colorado) when engaged in the selling of vehicles online to Colorado consumers are as follows:

| MOTOR VEHICLES           | POWERSPORTS VEHICLES     |
|--------------------------|--------------------------|
| C.R.S. §44-20-121 (3)(a) | C.R.S. §44-20-420 (3)(a) |
| C.R.S. §44-20-121 (3)(c) | C.R.S. §44-20-420 (3)(c) |
| C.R.S. §44-20-121 (3)(f) | C.R.S. §44-20-420 (3)(f) |
| C.R.S. §44-20-121 (3)(k) | C.R.S. §44-20-420 (3)(k) |
| C.R.S. §44-20-121 (3)(l) | C.R.S. §44-20-420 (3)(l) |



**COLORADO**  
Department of Revenue  
Specialized Business Group—Auto

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Dealers licensed in states other than Colorado must follow all other Colorado laws and regulations when selling vehicles online to Colorado consumers. These laws and regulations can be found on the Auto Industry Division website <https://sbg.colorado.gov/auto-industry>

Of particular note:

- Dealers are required to deliver or facilitate the delivery of the certificate of title within thirty (30) days of the date of the sale [§42-6-112, C.R.S.].
- Dealers are required to make accurate odometer disclosures and follow Federal Odometer laws and regulations [§42-6-202, C.R.S. and §44-20-121(3)(o), C.R.S.].
- Prior to the sale, Dealers are required to disclose to the consumer, in writing, all material particulars including all known prior damage and vehicle history [§44-20-121(3)(h), C.R.S.].
- All Dealers are expected to cooperate with the Colorado Motor Vehicle Dealer Board and Investigators from the Auto Industry Division

Out-of-state retailers can direct specific questions to the Auto Industry Division at [dor\\_dealers@state.co.us](mailto:dor_dealers@state.co.us)

Please be aware that the Auto Industry cannot give legal advice.