

HOUSE BILL No. 4621

March 16, 1995, Introduced by Reps. Profit, Randall, Kaza, Kukuk, Rhead, Perricone, Gernaat and Gnodtke and referred to the Committee on Commerce.

A bill to amend sections 2, 18, 19, 20, 21, 31, and 41 of Act No. 27 of the Public Acts of the Extra Session of 1950, entitled as amended

"Motor vehicle sales finance act,"

section 2 as amended by Act No. 339 of the Public Acts of 1984, section 18 as amended by Act No. 246 of the Public Acts of 1983, and section 20 as amended by Act No. 107 of the Public Acts of 1993, being sections 492.102, 492.118, 492.119, 492.120, 492.121, 492.131, and 492.141 of the Michigan Compiled Laws.

THE PEOPLE OF THE STATE OF MICHIGAN ENACT:

Section 1. Sections 2, 18, 19, 20, 21, 31, and 41 of Act 2 No. 27 of the Public Acts of the Extra Session of 1950, section 2 3 as amended by Act No. 339 of the Public Acts of 1984, section 18

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4 as amended by Act No. 246 of the Public Acts of 1983, and

- 1 section 20 as amended by Act No. 107 of the Public Acts of 1993,
- 2 being sections 492.102, 492.118, 492.119, 492.120, 492.121,
- 3 492.131, and 492.141 of the Michigan Compiled Laws, are amended
- 4 to read as tollows:
- 5 Sec. 2. The following words, terms, and phrases when used
- 6 in this act shall have the meaning ascribed to them in this sec
- 7 tion, except EXCEPT where the context clearly indicates
- 8 otherwise, AS USED IN THIS ACT:
- 9 1. "Motor vehicle" means a self-propelled device by which a
- 10 person or property may be transported upon a public highway.
- 11 Motor vehicle does not include tractors, motorcycles, trailers,
- 12 semitrailers, buses, trucks, power shovels, road machinery,
- 13 agricultural machinery, and other machinery not designed primar-
- 14 ily for highway transportation but which may incidentally
- 15 -transport- TRANSPORTS persons or property on a public highway.
- 16 Motor vehicle also does not include devices -which- THAT move
- 17 upon or are guided by a track or travel through the air.
- 18 2. "Person" means an individual, partnership, association,
- 19 -business corporation, -financial institution, nonprofit corpo-
- 20 ration, common law trust, joint stock company, or any other group
- 21 of individuals however organized, and the officers, directors,
- 22 employees, and agents of those persons GOVERNMENTAL ENTITY, OR
- 23 ANY OTHER LEGAL ENTITY.
- 3. "Installment buyer" or "buyer" means a person who buys,
- 25 hires, or leases a motor vehicle FOR PERSONAL, FAMILY, OR HOUSE-
- 26 HOLD USE AND NOT FOR COMMERCIAL, BUSINESS, OR AGRICULTURAL USE,
- 27 under an installment sale contract or a legal successor in

- 1 interest to that person, and shall continue to designate that
 2 person notwithstanding that he or she may have entered into 1 or
 3 more extensions, deferments, renewals, or other revisions of the
 4 original contract.
- 4. "Installment seller" or "seller" means a person engaged in the business of selling, offering for sale, or hiring, or leasing motor vehicles under installment sale contracts or a legal successor in interest to that person. As used in this sub-
- 5. "Holder" means a person, including a seller, who is currently entitled to the rights of a seller under an installment
 sale contract.

9 division, "business" does not include an isolated sale.

6. "Sales finance company" means a person engaged as princi-13 14 pal, agent, or broker in the business of financing or soliciting 15 the financing of installment sale contracts made between other 16 parties, and includes, but is not limited to, the business of 17 acquiring, investing in, or lending money or credit on the secur-18 ity of the retail seller's interest in such contracts whether by 19 discount, purchase, or assignment of those contracts, or 20 otherwise. The term does not include a person, financial insti-21 tution, or sales finance company that takes assignments of, or an 22 interest in, an aggregation of installment sale contracts only as 23 security for bona fide commercial loans under which, in the 24 absence of default or other bona fide breach of the loan con-25 tract, ownership of the contracts remains vested in the assignor 26 and collection of payments on the contracts is made by the 27 assignor, nor a person who purchases installment sale contracts

- 1 from a sales finance company or a financial institution. The
- 2 term includes a person, whether or not licensed under this act,
- 3 who as a seller finances installment sale contracts for other
- 4 sellers or sales finance companies. The term includes a finan-
- 5 cial institution.
- 6 7. "Financial -institutions- INSTITUTION" means a state or
- 7 national CHARTERED bank, -or A state or federal CHARTERED sav-
- 8 ings and loan association, or state or federal CHARTERED credit
- 9 union that elects to come under the provisions of this act.
- 10 8. "Retail sale" means the sale of a motor vehicle for use
- 11 by the buyer or for the benefit or satisfaction which the buyer
- 12 may derive from the use of the motor vehicle by another.
- 9. "Installment sale contract" or "contract" means a con-
- 14 tract for the retail sale of a motor vehicle, or which has a sim-
- 15 ilar purpose or effect, under which part or all of the price is
- 16 payable in 2 or more scheduled payments subsequent to the making
- 17 of the contract, or as to which the obligor undertakes to make 2
- 18 or more scheduled payments or deposits that can be used to pay
- 19 part or all of the purchase price, whether or not the seller has
- 20 retained a security interest in the motor vehicle or has taken
- 21 collateral security for the buyer's obligation, and includes a
- 22 loan, mortgage, conditional sale contract, purchase-money chattel
- 23 mortgage, hire-purchase agreement, or contract for the bailment
- 24 or leasing of a motor vehicle under which the hire-purchaser, the
- 25 bailee, or the lessee contracts to pay as compensation a sum sub-
- 26 stantially equivalent to or in excess of the value of the motor
- 27 vehicle, and any other form of contract which THAT has a

- 1 similar purpose or effect. The terms do not include a sale or
- 2 contract for sale upon an open book account in which the seller
- 3 has not retained or taken a security interest in the motor vehi-
- 4 cle sold or collateral security for the buyer's obligation, the
- 5 buyer is not required to pay any sum other than the cash price of
- 6 the motor vehicle sold in connection with -such THE sale or
- 7 extension of credit, and the buyer is obligated to pay for the
- 8 motor vehicle in full within 90 days after the time the sale or
- 9 contract for sale was made. These terms also mean and apply to
- 10 any extension, deferment, renewal, or other revision of an
- 11 installment sale contract.
- 10. "Cash price" means the price measured in dollars at
- 13 which the seller would in good faith sell to the buyer or to any
- 14 other buyer under like circumstances, and the buyer would in good
- 15 faith buy from the seller, the motor vehicle which THAT is the
- 16 subject matter of the installment sale contract -- if the sale
- 17 were a sale for cash instead of an installment sale.
- 18 II. "Down payment" means all partial payments, whether made
- 19 in cash or otherwise, received by or for the benefit of the
- 20 seller before or substantially contemporaneous with either the
- 2! execution of the installment sale contract or the delivery of the
- 22 goods sold under that contract, whichever occurs later.
- 12. "Principal amount financed" means the unpaid cash price
- 24 balance after deducting the down payment, adding the cost of any
- 25 insurance premiums required or obtained as security for or by
- 26 reason of the sale of a motor vehicle under an installment sale
- 27 contract, and adding other costs necessary or incidental to the

- 1 sale of the motor vehicle under -such- THE contract which the
- 2 seller contracts to pay on behalf of the buyer and for the amount
- 3 of which the seller agrees to extend credit to the buyer and for
- 4 which the buyer contracts voluntarily.
- 5 13. "Finance charge" -means-the amount of the consideration
- 6 in excess of the cash price which the buyer is required to pay to
- 7 the seller for the credit extended by the seller to the buyer in
- 8 conjunction with the sale of a motor vehicle under an installment
- 9 sale contract or the differential between the cash sale price of
- 10 the motor vehicle and the installment sale price, exclusive of
- 11 insurance premium costs and other costs necessary or incidental
- 12 to an installment sale, which are specifically authorized by this
- 13 act to be included in an installment sale contract MEANS THAT
- 14 TERM AS DEFINED IN SECTION 106 OF CHAPTER 1 OF THE TRUTH IN LEND-
- 15 ING ACT, TITLE I OF THE CONSUMER CREDIT PROTECTION ACT, PUBLIC
- 16 LAW 90-321, 15 U.S.C. 1605.
- 17 14. "Time balance" means the sum of the principal amount
- 18 financed and the finance charge.
- 19 15. "Security interest" means a property right in the motor
- 20 vehicle which THAT is the subject of an installment sale con-
- 21 tract, if the right is retained to secure performance of an obli-
- 22 gation of the buyer under that contract and an extension, defer-
- 23 ment, renewal, or other revision of that contract. The term
- 24 includes a lien or encumbrance against that motor vehicle, a
- 25 mortgage interest in that motor vehicle, and a reservation of
- 26 title to that motor vehicle, whether or not expressed to be

- 1 absolute, if the title is in substance retained ONLY for
- 2 security. only.
- 3 16. "Collateral security" means security, other than a
- 4 security interest in a motor vehicle which THAT is the subject
- 5 of an installment sale contract, which is given to secure per-
- 6 formance of an obligation of the buyer, or of any surety or guar-
- 7 antor for the buyer, under an installment sale contract or an
- 8 extension, deferment, renewal, or other revision of that
- 9 contract. The term includes the undertakings of any surety or
- 10 guarantor for the buyer and any interest in, encumbrance on, or
- 11 pledge of real or personal property other than the motor vehicle
- 12 which is the subject of the installment sale contract.
- 13 17. "Administrator" means the commissioner of the financial
- 14 institutions bureau, DEPARTMENT OF COMMERCE.
- 15 18. "Licensee" means a person issued a license under this
- 16 act as an installment seller or a sales finance company, which
- 17 license has not expired or has not been surrendered or revoked,
- 18 and, in the plural, means any or all persons so A PERSON OR
- 19 PERSONS licensed under any or all | 1 OR BOTH of these 2
- 20 classifications. The term includes financial institution as
- 21 defined in this section.
- 19. "Public sale" means a public sale after advertisement of
- 23 each motor vehicle in at least 2 successive publications in a
- 24 newspaper having general circulation in the village, city, or
- 25 township in which the sale is to be held. The advertisement
- 26 shall disclose the place at which WHERE the motor vehicle is

- 1 stored and may be inspected, -- the date, time, and place of the
- 2 sale, and the make, model, and serial number of the vehicle.
- 3 Sec. 18. (a) A seller licensed under -the provisions of-
- 4 this act may charge, contract for, receive, or collect a finance
- 5 charge, as defined in this act, on any installment sale contract
- 6 covering the retail sale of a motor vehicle in this state which
- 7 shall- THAT DOES not exceed the RATE PERMITTED BY THE CREDIT
- 8 REFORM ACT. rates indicated for the respective classification of
- 9 motor vehicles as follows:
- 10 Class I. New or used motor vehicles designated by the manu-
- 11 facturer by a year model of the same or 1 year prior in which the
- 12 retail sale, then being financed, is made, equivalent to +6.5% or
- 13 less per year on the unpaid balance.
- 14 Class II. New or used motor vehicles of a model designated
- 15 by the manufacturer by a year not more than 2 years prior to the
- 16 year in which the sale is made, equivalent to 19% or less per
- 17 year on the unpaid balance.
- 18 Class III. New or used motor vehicles of a model designated
- 19 by the manufacturer by a year more than 2 years prior to the year
- 20 in which the sale is made, equivalent to 22% or less per year on
- 21 the unpaid balance.
- (b) The finance charge shall be computed on the principal
- 23 amount financed as determined under section $\frac{-13(b)6}{}$ 13(2)(6).
- (c) The finance charge shall be computed at the annual rates
- 25 permitted by subsection (a) on installment sale contracts which
- 26 THAT are payable by installment payments, extending for a period
- 27 of 1 year. On installment sale contracts providing for

- ; installment payments extending for a period which is less
- 2 than or greater than I year, the finance charge shall be computed
- 3 proportionately. When IF an installment sale contract provides
- 4 for payment other than in equal successive weekly, semimonthly,
- 5 or monthly installments, the finance charge may be at a rate
- 6 -which THAT will provide the same annual percentage rate as is
- 7 permitted on monthly payment contracts having due regard for the
- 8 schedule of payments in the contract. The annual percentage rate
- 9 as used in this act shall be in accordance with disclosure
- 10 requirements of the truth in lending TRUTH IN LENDING act,
- 11 TITLE I OF THE CONSUMER CREDIT PROTECTION ACT, PUBLIC LAW 90-321,
- 12 15 U.S.C. 1601 to 1608, 1610 TO 1613, 1615, 1631 TO 1635, 1637 TO
- 13 1648, AND 1661 TO 1667e, and the regulations promulgated under
- 14 the truth in lending TRUTH IN LENDING act.
- (d) The finance charge may be computed on the basis of a
- 16 full month for a fractional month period in excess of 10 days.
- (e) A minimum finance charge of \$15.00 may be charged on an
- 18 installment sale contract in which the finance charge, when com-
- 19 puted at the rates indicated, results in a total charge of less
- 20 than \$15.00.
- Sec. 19. (a) The holder of an installment sale contract may
- 22 extend the scheduled due date, or defer A payment or payments,
- 23 or renew the unpaid time balance of -such THE contract.
- (b) The holder may contract for, receive, and collect a
- 25 refinance charge for -such THE extension, deferment, or
- 26 renewal. Such THE refinance charge shall not exceed the amount
- 27 ascertained under <u>either of the following methods of computation</u>

- 1 at the respective rates indicated by THE RATES ALLOWED BY
- 2 SECTION 18(A).
- 3 (C) -+. In the event IF 1 or more installment payments are
- 4 extended or deferred, computing the refinance charge on the
- 5 amount of the installment payment or payments or part -thereof
- 6 which OF A PAYMENT THAT is refinanced, for the period of time
- 7 for which each payment or part thereof OF A PAYMENT is extended
- 8 or deferred, SHALL NOT EXCEED RATES PROVIDED FOR IN SECTION
- 9 18(A). at the following rates on contracts originally in the
- 10 respective classification of motor vehicles set forth in the pre-
- II ceding section of this act:
- 12 Class I. One per cent per month.
- 13 Class II. One and one half per cent per month.
- 14 Class III. Two per cent per month.
- 15 Such THE refinance charges may be computed on the basis of
- 16 a full month for any fractional month period in excess of 10
- 17 days.
- 18 (D) 2. In the event IF the unpaid balance of the contract
- 19 is refinanced or renewed, -computing the- A refinance charge MAY
- 20 BE ASSESSED on the amount obtained by adding to the unpaid time
- 21 balance of the contract the insurance cost and other costs
- 22 incidental to refinancing , by adding AND THE unpaid default
- 23 charges -, which THAT may be accrued, and by deducting any
- 24 rebate -which THAT may be due to the buyer for prepayment inci-
- 25 dental to refinancing, at the rate of the finance charge
- 26 -specified PROVIDED FOR in -subsection (a) of section 18(A),
- 27 -and by reclassifying the motor vehicle by its then year model,

- 1 for the term of the renewal contract, but otherwise subject to
- 2 the provisions of this act governing computation of the original
- 3 finance charge. The provisions of this act governing minimum
- 4 finance charges and minimum prepayment rebate -shall- DO not
- 5 apply in calculating refinance charges on the contract renewed
- 6 under this method of computation.
- 7 (E) $\frac{1}{2}$ The holder of an installment sale contract shall
- 8 not include in any contract for refinancing -such THE contract
- 9 any cash loan to the buyer, nor any credit extended to the buyer
- 10 incidental to the purchase of goods or services. -: Provided
- 11 further, That the word A loan herein shall UNDER THIS SECTION
- 12 DOES not include, nor DOES this act prohibit, a rearrangement of
- 13 payments under the installment sale contract by a refinance
- 14 transaction involving a restoration of certain installment pay-
- 15 ments made under the contract, but the refinance charge on -such-
- 16 THE amount restored may not be more than 7% per annum, simple
- 17 interest: And provided further, however, That the THAT SPECI-
- 18 FIED IN SECTION 18(A). THE holder of -such THE contract may
- 19 embody in -such- THE refinance contract the cost of accessories,
- 20 equipment, and parts for the motor vehicle sold under -such THE
- 21 contract, and the cost of repairs and services to such THE
- 22 motor vehicle including finance charges thereon- ON THE
- 23 CONTRACT.
- 24 Sec. 20. A default charge may be collected on each install-
- 25 ment payment of an installment sale contract, including a con-
- 26 tract subject to section 41, that is not paid on or before the
- 27 due date of the payment. The default charge shall not exceed the

- 1 rate of 2% per month PERMITTED IN THE CREDIT REFORM ACT on the
- 2 amount of each payment in arrears. The default charge may be
- 3 computed on the basis of a full calendar month for any fractional
- 4 month period in excess of 10 days. Each default charges may be
- 5 collected, when earned, during the term of the contract, or may
- 6 be accumulated and collected at final maturity or at the time of
- 7 final payment under the contract. The default charge shall not
- 8 be collected on any payment in default because of an acceleration
- 9 provision in the contract.
- 10 Sec. 21. (I) The buyer, notwithstanding the provisions of
- 11 any installment sale contract, shall have the privilege of
- 12 prepaying MAY PREPAY at any time all or a part of the unpaid
- 13 time balance under an installment sale contract.
- (2) Except as provided in section 41, when all of the time
- 15 balance is liquidated before maturity by prepayment, refinancing,
- 16 or termination by surrender or repossession and resale of the
- 17 motor vehicle, the holder of the installment sale contract shall
- 18 rebate to the buyer immediately the unearned portion of the
- 19 finance charge. Rebate may be made in cash or credited to the
- 20 amount due on the obligation of the buyer.
- 21 (3) The unearned portion of the finance charge to be rebated
- 22 to the buyer shall be at least as great a proportion of the
- 23 original finance charge, as the sum of the periodical time bal
- 24 ances, after the date of prepayment, bears to the sum of all the
- 25 periodical time balances under the schedule of payments in the
- 26 original contract REBATED BY THE ACTUARIAL METHOD. The holder
- 27 -shall IS not be required to rebate a portion of the unearned

- 1 finance charge which THAT results in a net minimum finance
 2 charge on the contract less than \$15.00. The holder shall IS
 3 not be required to rebate an unearned finance charge when the
 4 amount due, computed as set forth in this section, is less than
 5 \$1.00.
- Sec. 31. (a) A licensee under this act shall not charge,
 7 contract for, collect, or receive from the buyer, directly or
 8 indirectly, any further or other amount for costs, charges, exam9 ination, appraisal, service, brokerage, commission, expense,
 10 interest, discount, fees, fines, penalties, or other thing of
 11 value in connection with the retail sale of a motor vehicle under
 12 an installment sale contract in excess of the cost of insurance
 13 premiums, other costs, the finance charges, refinance charges,
 14 default charges, recording and satisfaction fees, court costs,
 15 attorney's fees, and expenses of retaking, repairing, and storing
 16 a repossessed motor vehicle which are authorized by the provi17 sions of this act.
- (b) A licensee under this act shall not collect any charge

 whatsoever in connection with a contemplated sale of a motor

 vehicle under an installment sale contract if such— THE con—

 tract is not consummated Provided, however, That nothing con—

 tained herein shall— THIS SUBSECTION DOES NOT affect the legal

 status of a deposit paid by a prospective buyer to a seller as a

 binder on the contemplated purchase of a motor vehicle.
- 26 shall pay or cause to be paid, directly or indirectly, to any
 27 installment seller, nor shall any installment seller receive from

- 1 any such holder, sales finance company or banking institution, or
- 2 any other person, any sum of money or other consideration for any
- 3 purpose, in connection with any installment sale transaction,
- 4 other than a sum equal to the unpaid time balance reduced by the
- 5 portion of the finance charge which is unearned at the time an
- 6 installment sale contract is acquired by such holder, sales
- 7 finance company or banking institution: Provided, That if the
- 8 seller prepares the credit information, contract, note, mortgage
- 9 and application for title, the holder, finance company or banking
- 10 institution may pay such seller a service fee of not more than 2%
- 11 on the principal amount financed on all motor vehicles financed
- 12 under class I of section +8, and not more than 3% on the princi
- 13 pal amount financed on all motor vehicles financed under classes
- 14 II and III of section IV, and an additional amount of not more
- 15 than 1/12 of the amount so paid to the seller for each month the
- 16 principal amount is financed in excess of 12 months but for not
- 17 more than 24 months. Such service fee shall be paid from the
- 18 finance charge authorized by this act and shall not be charged to
- 19 the buyer in addition thereto.
- 20 (C) No AN insurance company, agent, or broker shall NOT
- 21 pay or cause to be paid, directly or indirectly, to any install-
- 22 ment seller, nor shall any installment seller receive from any
- 23 -such insurance company, agent, or broker, any portion of -any-
- 24 AN insurance premium involved in the retail installment sale of a
- 25 motor vehicle other than for the benefit of the installment
- 26 buyer, and all -such payments shall be held by the installment
- 27 seller in trust for the benefit of the installment buyer and

- 1 shall be paid to such THE installment buyer within 30 days,
- 2 unless used in procuring comparable insurance or credited to
- 3 matured unpaid installments under the contract as provided in
- 4 section 16(F). subdivision (f) of this act.
- 5 (d) Whenever in any AN installment sale contract under
- 6 this act the seller or any subsequent holder has charged, con-
- 7 tracted for, collected, or received from the buyer -any- prohib-
- 8 ited costs or charges in connection with -such- THE contract, all
- 9 the costs and charges in connection with -such- THE contract,
- 10 other than for insurance, shall be void and unenforceable and any
- 11 amounts paid by the buyer for -any such costs and charges, other
- 12 than insurance, shall be applied on the principal of -such THE
- 13 contract.
- 14 (E) IF A MOTOR VEHICLE IS COVERED BY AN INSTALLMENT SALE
- 15 CONTRACT, THE BUYER SHALL NOT TRANSFER EQUITY IN THAT VEHICLE TO
- 16 ANOTHER PERSON WITHOUT THE WRITTEN CONSENT OF THE HOLDER OF THE
- 17 SALE CONTRACT. THE HOLDER OF THE SALE CONTRACT MAY CHARGE A
- 18 TRANSFER FEE.
- 19 Sec. 41. Instead of a finance charge computed on the prin-
- 20 cipal amount financed, as defined in section 2(+2), the seller
- 21 may charge from time to time a finance charge consisting of
- 22 interest on the amount of the unpaid principal balance of the
- 23 contract. In this event, the transaction shall be IS subject
- 24 to this act as modified by the following provisions:
- 25 (a) Finance charge shall mean the estimated amount of con-
- 26 sideration in excess of the cash price which the buyer will pay

- 1 in the form of interest assuming that each scheduled payment is
- 2 made on the date it is due and in the scheduled amount:
- 3 (b) The maximum estimated finance charge shall not exceed
- 4 the maximum dollar amount allowed pursuant to section 18 for con-
- 5 tracts of the same contractual maturity computed on the actual
- 6 number of days between installment payments.
- 7 (A) (C) The number and amount of installment payments
- 8 required to be stated pursuant to section 13 may be estimated for
- 9 purposes of this section assuming that each scheduled payment is
- 10 made on the date it is due and in the scheduled amount.
- (B) -(d) The holder of the contract shall have HAS the
- 12 option of deferring interest charges which accrue due to install-
- 13 ment payments being received later than the periodic installment
- 14 due date. The deferred interest charge shall be computed on the
- 15 basis of additional interest charges accruing for late install-
- 16 ment payments and appropriate interest reductions for installment
- 17 payments made before the due date. On contracts providing for
- 18 equal monthly installments, if the final installment is more than
- 19 105% of a previous installment as a result of the deferred inter-
- 20 est charges, the installment buyer shall be given the option to
- 21 pay the deferred interest charges not less than 25 days after the
- 22 date the last installment payment is due.
- (C) -(e) If the unpaid time balance is prepaid in full,
- 24 together with all interest incurred to the date of prepayment,
- 25 the balance of the original finance charge shall be canceled and
- 26 the provisions of section 2+ respecting a refund credit shall

- 1 not be applicable THE FINANCE CHARGE REBATE PROVISIONS OF
- 2 SECTION 21 DO NOT APPLY.
- 3 Section 2. This amendatory act shall not take effect unless
- 4 Senate Bill No. ____ or House Bill No. __4614 (request
- 5 no. 02208'95 **) of the 88th Legislature is enacted into law.

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