

Titling Tips

December 2015

Important Reminders for Dealers

➤ IS THE VEHICLE'S NET PRICE ON YOUR NOTICE OF SALE OR MONTHLY SALES REPORT CORRECT?

Recently, the Department of Revenue identified numerous transactions in which the net price the dealer recorded on their Notice of Sale (NOS) or Monthly Sales Report (MSR) did not match the net price the vehicle purchaser provided at the time of titling. Frequently, these differences were because the dealer did not deduct the trade-in or rebate credit from the net price reported on the NOS or MSR; or the trade-in amount used in calculating the net price was the loan payoff on the vehicle or otherwise not the true trade-in allowance. Please ensure the net price you report on your NOS or MSR matches the net price you record on the [Application for Missouri Title and License \(Form 108\)](#) or [Application for Missouri Boat/Vessel or Outboard Motor Title and Registration \(Form 93\)](#).

➤ ADDITIONAL EFFORTS TO REDUCE VEHICLE SALES TAX FRAUD

The Department of Revenue is serious about eliminating vehicle sales tax fraud. Some of the actions taken by the Department include:

- In December 2011, we communicated new procedures to dealers to assist the Department in deterring vehicle sales tax fraud;
- In October 2013, we began to routinely compare the vehicle net price reported by the dealer on their Notice of Sale (NOS) or Monthly Sales Report (MSR), if available, with the net price the vehicle purchaser presented *at the time of titling* and acted upon any discrepancies; and
- We may have contacted your dealership by phone to verify net price, rebate, and trade-in amounts as part of the above efforts. If so, we greatly appreciate your assistance in confirming this information.

To further the Department's activities in reducing vehicle sales tax fraud, the Department's Internal Audit and Compliance Unit will soon be conducting a pilot. This pilot involves reaching out to various dealers periodically via e-mail (you may or may not

be contacted) when we receive the NOS or MSR *after the vehicle purchaser applied for title and there is a discrepancy* between the net price reported by the dealer on the NOS or MSR compared to the net price provided by the vehicle purchaser at the time of titling to confirm the accuracy of our records. The e-mails will be directed to the contacts we have on file within the Motor Vehicle Bureau, Dealer Licensing Unit. The dealers affected will be asked to provide the following information within five days of receipt of the e-mail:

- Purchase Price;
- Rebate;
- Trade-in; and
- Net Price.

These e-mails will be encrypted and instructions will be provided on how to access the encrypted information.

Again, we appreciate you working with the Department in its endeavors to reduce vehicle sales tax fraud. If you have any questions, please contact lobreview@dor.mo.gov.

Important Announcement

➤ TITLING TIPS UPDATES TO BE DISTRIBUTED THROUGH GOVDELIVERY

The Department of Revenue is in the process of changing how *Titling Tips* is distributed. Following this edition, *Titling Tips* will be distributed to GovDelivery subscribers.

All recipients of the current *Titling Tips* newsletter have automatically been enrolled in the GovDelivery system to continue receiving *Titling Tips* updates.

If you would like to verify your subscription or make subscriber preference changes, visit the Department's [GovDelivery Digital Updates](#) page.

As we continue to enhance GovDelivery communications, we will add more notification options. If you have any questions about this transition, contact mvbmail@dor.mo.gov.

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