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# Out-of-State Car Deals Require Dealerships to Master Varying Laws and Regulations

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Brooke Conkle a partner with Troutman Pepper Locke and co-host of *Moving the Metal: The Auto Finance Podcast*, was quoted in the May 22, 2026, *Automotive News* article, “[Out-of-State Car Deals Require Dealerships to Master Varying Laws and Regulations.](#)”

Compliance details challenge any car deal, said Brooke Conkle, a partner at law firm Troutman Pepper Locke in Richmond, Va. “But they can be big stumbling blocks when it comes to closing a deal with the consumer who’s going to take the car to a different state,” she said.

...

One of the most challenging parts is complying with each state’s — or local government’s — tax, titling and registration fee laws, experts say. Government fees are notoriously complicated, Conkle said.

“Taxes are terrifying, even for lawyers,” she said.

States also have different requirements for how dealerships should disclose the document fee to buyers or in advertising, Conkle said.

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