

Lawyer: Buyer Beware Of Sales Tactics

Journal Staff Report

Richard Feferman has a message for those in the market for a mobile-home purchase — reconsider.

"Don't buy a mobile home. It's the road to poverty," said Feferman, a local attorney who works in consumer protection law.

In addition to being a depreciable asset, mobile homes carry few protections for buyers, Feferman said. Often consumers are pressured into buying products that are faulty or overpriced.

Feferman is speaking Wednesday about mobile-home and automobile sales for Today's Law School, a series of specific legal topic lectures offered free to the public.

Similar high-pressure tactics also loom in automobile sales, Feferman said. Salesmen often pressure potential buyers to sign off on purchases before they can leave the dealership. Some dealers

also prohibit buyers from taking home sales contracts to review before signing, Feferman said.

Rushing into a sales contract isn't something buyers should do, Feferman said.

As a consumer affairs attorney, Feferman said he comes to work every Monday and regularly hears tales from car and mobile-home buyers who got themselves into ill-advised purchases.

"I almost wish I could be there with them during the negotiation process," he said.

You can hear Feferman's advice from 6:30 to 8 p.m. Wednesday at the State Bar Center, 5121 Masthead NE. Call 797-6000 for more information.

Today's Law School, held on the last

