

# THE WANADA BULLETIN

NEWS AND INFORMATION FOR AND ABOUT FRANCHISED NEW CAR DEALERS IN THE WASHINGTON AREA

WANADA Bulletin # 04-25

April 10, 2025

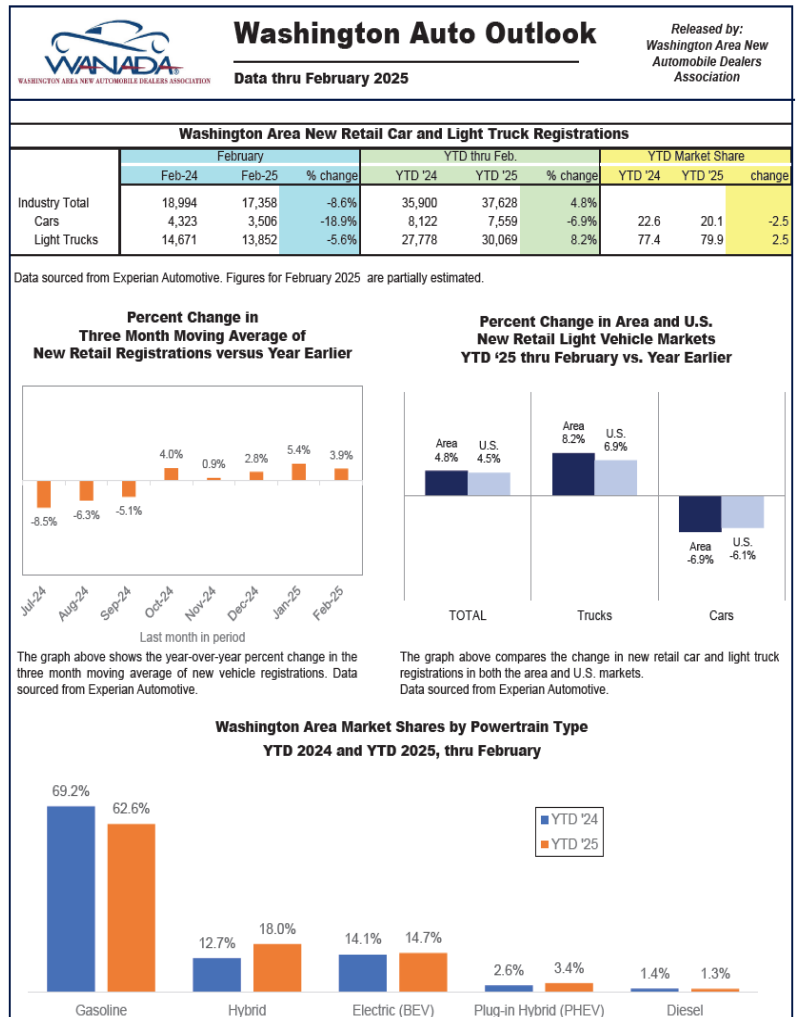
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## Member Service Highlight: WANADA Market Data Available

One of WANADA’s most valuable and underutilized member services is also one of the easiest to access: free monthly local automotive market data from two trusted national sources—RL Polk and Auto Outlook.

These data tools are available to all WANADA dealer members at no additional charge and can be instrumental in informing sales strategies, market comparisons, and overall business planning.

Each month, WANADA provides detailed new vehicle registration data for the Washington DC region, sourced from RL Polk, a division of S&P Global Mobility. Polk registration data tracks actual new and used vehicle registrations across the country, offering a highly reliable measure of what’s selling, where, and to whom. The data is derived from state Departments of Motor Vehicles and is widely regarded in the industry as a definitive benchmark for understanding market dynamics at a local and national level.



WANADA contracts with Polk to make this critical information available to our dealer members—again, at no extra cost. These reports show new vehicle registrations by make, model, fuel type, and segment, and are an invaluable resource for inventory planning, identifying market trends, and benchmarking dealership performance against regional averages.

Polk data is archived on WANADA’s members-only portal, available [here](#). If you need help accessing the portal or retrieving your login credentials, please email Kathy Teich at [kt@wanada.org](mailto:kt@wanada.org).

In addition to Polk’s registration numbers, WANADA also partners with Auto Outlook to provide monthly market insight reports, which include detailed commentary and analysis on local sales trends. These reports are based on data from Experian Automotive and go a step beyond raw registration numbers by identifying performance patterns, brand-level gains and losses, market segment shifts, and forecasting likely trends for the months ahead.

The January and February 2025 editions of Auto Outlook for the Washington Area are now available:

- [January 2025 Auto Outlook](#)
- [February 2025 Auto Outlook](#)

These monthly reports are especially useful for managers and executives looking for forward-looking guidance or trying to evaluate dealership performance in a broader context.

Taken together, the Polk and Auto Outlook reports offer a powerful combination of hard numbers and strategic insight. Whether you’re adjusting inventory, tracking EV adoption, or trying to stay ahead of the competition, this data gives WANADA members a unique local edge. Don't miss out—make sure your management team is reviewing these resources regularly!

## Maryland MVA Monthly News

The following updates are from our friends at the Maryland MVA. If you have a topic, you’d like for them to cover in a future newsletter, please send it to Kristin Orlando-Dillahunt at [korlando@mdot.maryland.gov](mailto:korlando@mdot.maryland.gov).

### **Receiving Inventory in your ERT system**

MVA issued two bulletins in March about new system functionality about inventory validation. The [first bulletin](#) (“Receiving Inventory” dated March 3, 2025) provided dealers and tag and title services with direction regarding the acceptance of plate, sticker, and permit inventory. This inventory clean-up should have been completed by March 17, 2025. The [second bulletin](#) (“New Inventory Validation” dated March 27, 2025) provided notice that the inventory validation went live during the evening of April 1, 2025.

### **Interchangeable Plate Requirements and Procedures**

Please see the bulletin that was issued March 14, 2025, regarding the rules, regulations, and procedures for dealer tag inventory: [Bulletin-Interchangeable-plates.pdf](#)

### **Transfer Plates between Vehicles**

Plates can be transferred between vehicles in Class A (passenger), E (trucks) and M (multipurpose) without a customer repurchasing the plates. To transfer a plate between Classes A, E or M, the customer pays the difference between the registration fees associated with the gross vehicle weights (GVW) and the transfer fee of \$15.

Please offer this option to customers at the time of sale for all title transfers.

A bulletin on this topic was distributed on April 7, 2025: [Bulletin-TransferringPlates-A-E-M-class-dealer.pdf](#)

### **Reminders from Vehicle Services:**

- Dealer Services' stations in Glen Burnie's Building A have moved to stations 34 & 35.
- 60-Day temporary tags should **not** be issued after the title and registration transaction was completed for the same customer.
- We are developing a duplicate title transaction for the business portal so we can streamline the requests for the duplicate titles. As this development reaches a close, we will provide an instructional update.

## **IRS Reinstates Clean Vehicle Credit Reporting**

Buyers of electric vehicles who were unable to claim federal EV tax credits for 2024 now have a remedy, according to an alert from the National Automobile Dealers Association (NADA).

NADA, which "advocated aggressively" for an IRS fix, says the agency has reopened the IRS Energy Credits online portal for dealers to submit time-of-sale reports for EVs sold last year. Only a dealer can sign up for the system, which is available now.

For more information on why time of sale reporting has reopened and what this means for your business, read this helpful blog post from our friends at Councillor, Buchanan & Mitchell: [IRS Reinstates Time of Sale Reporting for 2024 Clean Vehicle Credit Claims](#).

## **Prepare Your Technicians for Success with WANADA's ASE Prep Classes!**

WANADA is excited to announce the launch of our ASE Certification Prep Classes, starting **Thursday, April 3rd**. This comprehensive program is designed to help your technicians succeed by providing them with:

- **In-depth Review of Test Content:** Our expert instructors will guide your team through the key concepts and topics covered on the ASE exams.
- **Test-Taking Strategies:** We'll equip your technicians with the strategies needed to excel on exam day, ensuring they are confident and prepared.
- **Professional Development:** This program shows your staff that they are a valued member of your service department and a key part of your operations.

- **Enhanced Quality Assurance:** Demonstrating your team's expertise through ASE certification showcases the high standard of service you provide to vehicle manufacturers and your customers.

**Spaces Are Filling Fast** — Don't miss out on this incredible opportunity to invest in your team's future! Classes will be held at Montgomery College Rockville Campus on Thursdays starting at 4:30 PM. Dinner will be served. The class begins at 5:00 PM sharp and finishes at 9:00 PM. The fee is only \$50.00 per student. For more information or to register, contact Joe Hemberger at [JH@wanada.org](mailto:JH@wanada.org) or 267-346-1700.

## Virginia Motor Vehicle Dealer Board Updates Background Check Procedures

Effective April 1, 2025, MVDB has reduced the number of authorized vendors for background checks. Dealers are responsible for completing the required background checks for initial salesperson licenses. A criminal background check is required before the MVDB 61 can be submitted for the licensing of a new salesperson. You may contact one of the providers listed below to complete your background checks. Be sure to select the complete MVDB background check package. Upon completing the background check the vendor will assign a unique background identifier code specific to the applicant. This identifier code is what you will insert into the MVDB 61 prior to sending the application to the MVDB.

Only the FOUR (4) providers listed below are authorized by the MVDB.

Screening One  
Paul Craddock  
919-533-5005  
[Paul.Craddock@screeningone.com](mailto:Paul.Craddock@screeningone.com)

Partnership Screening International Inc.  
Jim Hulburt  
[j.hulburt@psiva.com](mailto:j.hulburt@psiva.com)  
804-221-2341  
Bill Auchmoody  
[b.auchmoody@psiva.com](mailto:b.auchmoody@psiva.com)  
804-908-4771

Reliantcy  
1-800-649-1243  
[support@reliantcy.com](mailto:support@reliantcy.com)

The Cole Group  
Paige Johnson  
1-800-337-0165  
[mvdb@thecolegroup.com](mailto:mvdb@thecolegroup.com)

If you currently have an account with a vendor not listed on our new listing of authorized vendors, the MVDB will process the applications you submitted that are currently in process. You must move to one of the approved providers no later than April 1, 2025. After April 1, 2025, if the MVDB receives an application with an unapproved background check provider, we will not accept the application, and you will be required to submit an authorized background check.

If you have a question or need assistance, please do not hesitate to contact Ann Majors at [ann.majors@mvdb.virginia.gov](mailto:ann.majors@mvdb.virginia.gov), or 804-367-1100 X 3016#.

## Save the Date: WANADA Open Golf Tournament – May 19

Mark your calendars! The annual WANADA Open Golf Tournament is set for Monday, May 19, at the prestigious Trump National Golf Club in Sterling, VA. This highly anticipated event brings together dealers, industry partners, and friends for a day of competitive golf, networking, and camaraderie on a world-class course.

For the first time ever, this year's WANADA Open will feature a **pickleball tournament!** More details will be forthcoming.



Stay tuned for registration details, sponsorship opportunities, and more. Whether you're swinging for a hole-in-one or just enjoying the day, you won't want to miss this premier industry gathering.

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