

THE WANADA BULLETIN

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

WANADA Bulletin # 11-25

November 20, 2025

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WANADA Annual Meeting: Leadership, Laughter, and Legacy

WANADA hosted its Annual Meeting last Thursday evening at the iconic National Building Museum, bringing together 200 distinguished attendees from across the automotive industry and government. The event celebrated leadership transitions, honored long-standing service, and featured engaging entertainment and discussion.

Highlights included the installation of new WANADA Board members Ned Doetsch of Apple Ford and Vincent Sheehy V of Sheehy Auto Stores, marking a fresh chapter for the association. A ceremonial passing of the gavel saw outgoing Chairman Jamie Darvish of DARCARS hand leadership to incoming Chairman John Altman of Beyer Auto Group, underscoring WANADA's commitment to continuity and progress.

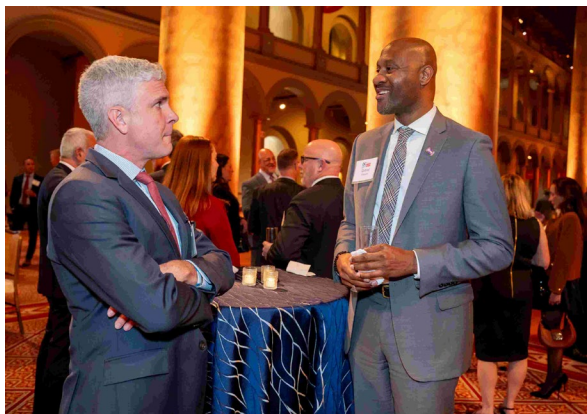
A particularly moving moment came when Joe Koch presented Harold Redden with a Lifetime Achievement Award, recognizing his remarkable 25 years of service to ADEI. Industry insights were front and center as NADA President Mike Stanton addressed the audience, followed by a comprehensive President's Report from John O'Donnell and a Chairman's Report from Jamie Darvish.

The evening wasn't all business—attendees enjoyed stand-up comedy from impressionist Matt Friend, whose sharp wit and celebrity impressions kept the crowd laughing. The program concluded with a thought-provoking fireside chat moderated by former Governor Chris Christie, offering candid perspectives on leadership and policy.

The Annual Meeting showcased WANADA's role as a unifying force for dealers, industry leaders, and policymakers, blending celebration with strategic dialogue to set the tone for the year ahead. Finally, WANADA would like to thank BG Crovato Products & Services, B&R Associates, CBM, Chesapeake Contracting Group, RBC Wealth Management, and Truist for generously sponsoring the event.



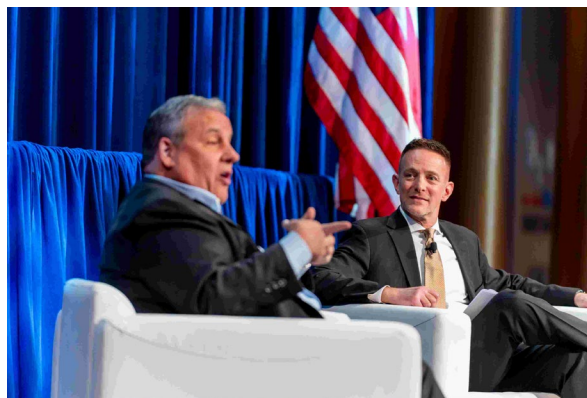
Top: WANADA's Board of Directors; Bottom: Immediate Past Chairman Jamie Darvish with WANADA President John O'Donnell.



Clockwise, from top left: The Darvish Family celebrates Jamie's last night as Chairman; Joe Koch with DC DMV Director Gabriel Robinson; Sean Lookingbill & Ron Canfield of BG Products, with incoming Chairman John Altman of Beyer Auto Group; Gordon Riddle, Rachel Pullen & Rawwad Hassanieh of Safford-Brown Auto Group.



Clockwise, from top left: Alex Perdakis & Jimmy Greaves of Koons, along with Juliet Ourisman of Ourisman Auto Group, enjoy comedian Matt Friend; the head table, including Chris Christie and Mike Stanton, also enjoying the show; WANADA Chairman Jamie Darvish addresses the audience; NADA President Mike Stanton delivers a report.



Clockwise, from top left: Joe Koch presents Harold Redden of Fitzgerald Auto Malls with a Lifetime Achievement Award for 25 years of service to ADEI; Chairman Jamie Darvish of DARCARS moderates a discussion with Gov. Chris Christie; Gov. Christie stuck around to visit and take pictures, including with new WANADA Board member Vince Sheehy V of Sheehy Auto Stores and Rob Smith, President of Fitzgerald Auto Malls.

Auto Outlook Report for DC Region

Washington Area new-vehicle sales continued to climb through October, with registrations up 5% year-to-date compared to 2024. Light trucks drove the growth, rising 7.7%, while car registrations fell 4.1%, reflecting ongoing consumer preference for SUVs and crossovers.

Japanese brands strengthened their lead, now holding 46.8% market share, while domestic brands slipped slightly to 26.3%. Among individual brands, Honda (+17%), Hyundai (+21%), and Lexus (+16%) posted strong gains, while Tesla registrations dropped 20% year-over-year.



For full details, including brand-by-brand performance and market share trends, download the complete report here: [Washington Area Auto Outlook – October 2025](#).

WANADA Around the Beltway



Clockwise, from top left: WANADA President John O'Donnell, MD Del. Courtney Watson, MD Del. Marc Korman, John Porcari, Fmr. MD DOT Secretary, MADA Chairman Sam Weaver of Chevy Chase Cars and WANADA Chairman Jamie Darvish of DARCARS; Joe Koch with Prince George's County Councilwoman Jolene Ivey and U.S. Rep. Glenn Ivey (D-MD); John O'Donnell and Dottie Fitzgerald of Fitzgerald Auto Malls with U.S. Rep. April Delaney (D-MD); Joe Koch with MD Sen. Jim Rosapepe.

Virginia Elections Report

Virginia's 2025 elections have reshaped the political landscape in Richmond, creating significant implications for auto dealers across the DC metro area. On November 4, voters delivered a decisive victory for Democrats, electing Abigail Spanberger as Virginia's first female governor with 57% of the vote. Democrats also secured wins for Lieutenant Governor Ghazala Hashmi and Attorney General Jay Jones, while flipping 13 seats in the House of Delegates to establish a strong 64–36 majority. This marks the first time since 2019 that Democrats will control both the executive branch and the General Assembly.

Campaign themes centered on cost of living, economic growth, energy policy, and education, alongside national issues such as the federal shutdown and workforce layoffs. Northern Virginia turnout was pivotal, signaling a shift that will influence policy priorities in 2026.

For dealers, the most closely watched issue is the proposed repeal of Virginia's annual personal property tax on vehicles. Both gubernatorial candidates supported eliminating this tax, long criticized by consumers and dealers. Governor-elect Spanberger favors repeal with local revenue offsets, but Democratic budget leaders have flagged a \$2.5–\$3 billion shortfall if the tax disappears without replacement funding. Expect intense negotiations early in 2026.

Virginia's 4.15% vehicle sales and use tax remains unchanged for now, but lawmakers may explore new revenue streams—such as digital service taxes—to compensate for lost car-tax income. WANADA, along with our partners at VADA, will monitor these developments closely, as they could affect operational costs and pricing strategies.

The new administration is also expected to advance minimum wage increases, expand Medicaid, and strengthen union protections. Compliance requirements around data privacy, cybersecurity, and EV infrastructure will tighten, impacting dealership operations and technology investments. These changes could raise labor costs and require significant investment in compliance and automation.

If the car tax is repealed responsibly, vehicle ownership costs could drop, boosting new-car sales in Northern Virginia and the broader DC market. However, if localities impose alternative taxes, savings may be offset. With Democrats firmly in control, dealer advocacy must shift from repeal lobbying to shaping replacement revenue formulas and influencing transportation funding priorities.

Higher labor costs from wage hikes will pressure service departments, and stricter rules on EV charging, data security, and consumer privacy will require proactive compliance planning. Dealers should prepare for these changes now by budgeting for labor cost increases and investing in cybersecurity and EV-readiness.

Virginia's 2025 elections bring both opportunity and uncertainty for DC-area auto dealers. A phased car-tax repeal could stimulate sales, but unresolved revenue questions and new regulatory mandates demand vigilance. WANADA & VADA will engage early and often to ensure policies support a healthy retail automotive market.

Maryland MVA Updates

Our friends at Maryland MVA have provided the following updates:

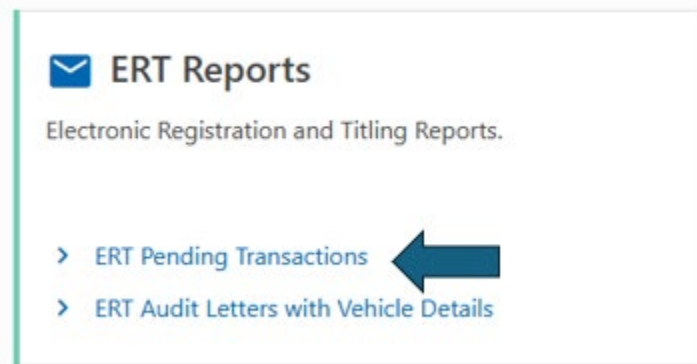
Vehicle Services - Tips & Reminders

- When processing a T2 (new title with transfer tags), please complete the title transaction, and the transfer of the registration can be uploaded to the portal. A new registration will be mailed to the customer.
- Please remember to upload a transmittal sheet (VR-205) with all documents that are submitted to the dealer portal
- Power of Attorney is required to be submitted when work is being processed by someone other than the owner. A copy of the valid driver's license or state-issued ID for the owner(s) and the person submitting the transaction must be presented.
- When uploading documents to the portal, please upload all documents in one PDF file and not each document individually.

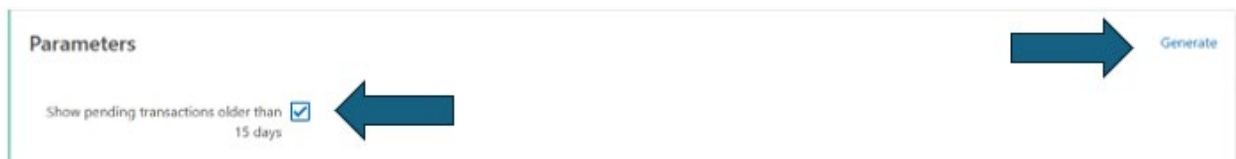
- If a request for a duplicate title was processed through ERT or the duplicate title portal transaction, please do not submit a second request using the standard portal submission process.
- When picking up title work from the Glen Burnie Dealer Services counter, please make sure to sign and date the receipts for each transaction that is picked up.
- As of October 1, 2025, new legislation has established-
 - 1910 Vintage Reproduction plates are available for classes A, E, L, M and N as the newest background plate

Business Licensing & Compliance Updates

- [ERT pending report](#) (steps provided below)
 - The MVA business portal has been enhanced to allow dealers to access and view their transactions that are pending in the ERT system. Weekly letters will also be issued to dealers that have transactions that have been pending for over 15 days.
- Click(on “[ERT Pending Transactions](#)” hyperlink



- Acknowledge if you only want the transactions over 15 days- then click on “[Generate](#)” hyperlink



- Sample Report below

Count	Name	License Type	VIN	Owner ID	Acquisition Type	Price	Acquisition Date	Pending Date	Days Pending
1	NW10	New Motor Veh			Maryland Deal	27,686.00	03-Mar-2025	03-Mar-2025	218
1	NW10	New Motor Veh			Maryland Deal	37,786.00	15-Sep-2025	15-Sep-2025	22
1	NW10	New Motor Veh			Maryland Deal	50,068.00	26-Jun-2025	08-Jul-2025	91
1	NW10	New Motor Veh			Maryland Deal	44,542.50	28-Jul-2025	28-Jul-2025	71
1	NW10	New Motor Veh			Maryland Deal	54,147.74	29-Aug-2025	29-Aug-2025	39
1	NW10	New Motor Veh			Maryland Deal	34,456.00	27-Jun-2025	27-Jun-2025	102
1	NW10	New Motor Veh			Maryland Deal	34,712.00	17-Sep-2025	17-Sep-2025	20
1	NW10	New Motor Veh			Maryland Deal	37,002.00	15-Sep-2025	15-Sep-2025	22
1	NW10	New Motor Veh			Maryland Deal	31,212.00	16-Sep-2025	16-Sep-2025	21
1	NW10	New Motor Veh			Maryland Deal	31,517.00	09-Aug-2025	02-Sep-2025	35
1	NW10	New Motor Veh			Maryland Deal	50,893.00	23-Aug-2025	23-Aug-2025	45
11						434,022.24			686

Recent Bulletins

- [1910-Vintage-Reproduction-plate-dealer-memo.pdf](#)
 - This bulletin informs the industry that the 1910 Vintage Reproduction Plates are once again available for class A, E, L, M, and N vehicles. These plates are centrally issued from Vehicle Services and will be available to order on myMVA very soon.
- [ERT-pending-Bulletin-10-3-25.pdf](#)
 - This bulletin describes the recent enhancement outlined above regarding the new ERT pending report and the weekly letters that will be issued to the portal.

If you have a topic, you'd like us to cover in a future newsletter, please send it to Kristin Orlando-Dillahunt at korlando@mdot.maryland.gov.

Thanksgiving Hours Signs Available for Print

Happy Thanksgiving from WANADA! Dealers can now download and print holiday hours signs for Thanksgiving at the following link: [Thanksgiving Day Sign](#).



The WANADA Bulletin is Sponsored by:

