

THE WANADA BULLETIN

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

WANADA Bulletin # 05-26

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**WANADA Open 2026 Delivers *HUGE* Turnout at Trump National
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WANADA Open 2026 Delivers *HUGE* Turnout at Trump National

The 2026 WANADA Open, held Monday, May 18 at Trump National Golf Club in Sterling, Virginia, proved to be one of the most successful tournaments in the event's history, drawing nearly 200 participants across golf and pickleball. A total of 184 attendees participated, including 175 golfers and a growing number of pickleball players, underscoring the rising popularity of the second-year pickleball

tournament, which will now become a permanent fixture of the Open.

Utilizing both the Championship and Riverview courses once again allowed for a full and energetic day of competition, networking, and camaraderie among WANADA members and partners.

Adding to the excitement, Trump National had recently hosted a LIV Golf event, and many of the professional tournament



structures remained in place, giving participants the unique experience of playing in a setting that closely mirrored a professional competition. The weather delivered a true test of endurance, with sunny skies and temperatures climbing well into the 90s, but the heat did little to dampen spirits. Players across both courses enjoyed competitive rounds and a memorable day on the links.

Competition highlights included strong performances across both courses and a wide range of specialty contests. Among the winning foursomes were Landmark Honda (CJ Giles, Gregg Tabb, Maciej Zawisza, and Preston Moltz), as well as Zurich (Mike Meyer, Thomas Kody, Todd Zullo, and Todd Kody). Another top-performing team represented Ted Britt (Benji Nowak, Billy Cushman, Brian Cosker, and Jon McHugh). In specialty competitions, Dave Myers (Passport)

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captured the Closest-to-the-Pin honor on Hole #3 (men), while Zachary Lese (Mercedes-Benz of Arlington) won on Hole #6 (men). On the Riverview Course, Mike McKelvin (M&T Bank) earned Closest-to-the-Pin on Hole #17 (men), and Megan Kenary (JM&A Group) took top honors for the women's competition. Chris Martens also stood out in the \$1,000 Closest-to-the-Pin challenge sponsored by Vintel, using the opportunity to raise funds for Make-A-Wish and share proceeds with fellow participants.



The evening reception capped off the day with an open bar, full buffet, and a lively awards program featuring numerous door prizes. Winners included Chris Loshack (BG Crovato), Megan Kenary (JM&A), Brett Kody (Zurich), Aaron Sweger (Baker Tilly), Thomas Archer (Fair Oaks Motors), and Pete Silan (Farrish), among others. A highlight of the evening was the 50/50 raffle, which generated \$2,650, with winner Stephanie Beyer graciously donating 100% of her \$1,325 winnings back to support WANADA's ADEI apprenticeship program—an inspiring gesture that drew strong applause from attendees.

Finally, WANADA extends its sincere appreciation to the many sponsors whose generous support made the event possible. Special thanks go to ACV Auctions; ArentFox Schiff LLP;



Atlantic Union Bank; B&R Associates; Baker Tilly; Bank of America; BG Crovato Products & Services; BMO Harris Bank; Capital Automotive Real Estate Services; CARFAX, Inc.; Charapp & Weiss; Chesapeake Contracting Group; Chesapeake Petroleum; ComplyAuto; Councilor, Buchanan & Mitchell; Enterprise; Hargrove; Hunter Engineering; Huntington National Bank; JM&A Group; M&T Bank; MADA / WANADA Health Benefits Partnership; Offit Kurman; PDP Group; Penney Design Group; RBC Wealth Management – The Keats Group; Truist; Vintel; Vitu; WANADA Insurance Brokerage & Trust; the Washington, DC Auto Show; and Zurich. Their continued commitment ensures the ongoing success and growth of this signature WANADA event.

Innovative Vehicle Tracking and Theft Prevention Tech Demonstrated to WANADA and Law Enforcement

WANADA continues to lead the way in identifying the latest fraud and theft prevention technologies through its strong partnerships with regional law enforcement. As part of this effort, WANADA Vice President of Operations Joe Koch, an active member of the Mid-Atlantic Auto Theft Investigators (MAATI) group, recently participated in a MAATI meeting on May 21 where KYCS, a Canadian-based technology firm, demonstrated its innovative vehicle recovery solution.



Presented before more than 30 law enforcement and insurance investigators, KYCS Locate stood out from traditional tracking devices by operating in a stealth mode—remaining electronically silent between check-ins, making it extremely difficult for thieves to detect—while also uniquely providing location coordinates even from inside sealed shipping containers.

In addition to recovery capabilities, KYCS offers advanced theft prevention features and is currently contracted with Honda and Acura, including technology that can prevent thieves from creating unauthorized key copies using common tools such as Autel devices. The company is in discussions with other manufacturers to expand this capability across additional brands.

KYCS is actively deploying its technology in the U.S., and the product is available now for dealer use. Dealers interested in learning more or connecting with KYCS are encouraged to contact Joe Koch at 202-821-5824 or jk@wanada.org.

Check out the Latest DC Area Sales Reports

New retail vehicle registrations in the Washington area continued to soften through April 2026, reflecting broader market headwinds. Total registrations declined 14.4% year-to-date compared with the same period in 2025, with notable drops in both light trucks (-13.0%) and passenger cars (-20.0%). Despite the overall decline, light trucks increased their share of the market to 80.6%, while cars fell to 19.4%, continuing the long-term shift in consumer preference. By brand origin, Japanese manufacturers expanded their dominance, growing market share to 48.7%, while domestic and European brands lost ground. At the brand level, Toyota maintained its position as the region's top seller and increased share to 17.6%, while Honda, Chevrolet, and Hyundai also posted relatively stable performances compared to the broader market. A few brands showed resilience or gains, including Nissan (+8%) and Lucid (+39%), but most manufacturers experienced double-digit declines, with sharper contractions among luxury and EV segments such as Tesla (-38%) and Audi (-41%). Overall, the data points to a challenging first four months of 2026 for the Washington-area auto market, with declining volumes but continued consolidation around leading brands and truck-dominated sales mix.

Download and view the full Auto Outlook report [here](#).

In addition to the Auto Outlook sales report, WANADA also warehouses local registration data from S&P Global Mobility (formerly RL Polk). To access Polk data, [click here](#) and log in with your WANADA membership email and password. If you need assistance setting up your WANADA login credentials or resetting your password, contact Kathy Teich at kt@wanada.org.

Maryland MVA Updates

The following bullets are excerpted from Maryland MVA's April 2026 "Talking Points" newsletter. We hope you find this information useful, and 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.

Vehicle Services - Tips & Reminders

- [Taxable Price Bulletin](#) distributed April 23, 2026, clarifies what additional products can be taxed in a vehicle sale.
- Intrastate private sale e-titling solution went live Monday May 11th. With this solution, a Maryland seller can electronically transfer a vehicle to a Maryland buyer via their myMVA accounts. This is the first step in MVA's efforts to introduce electronic transfer

of vehicles. Later this year, several additional states will implement a similar solution to facilitate transfers between buyers and sellers in different states. If you'd like to learn more about electronic titling, please contact Thomas Stottlemire at tstsottlemire@mdot.maryland.gov.

- MVA has begun redacting the ID field on MD titles and registrations to protect personally identifiable information (PII) and combat fraud. Only the last 4 digits of the ID will be displayed on these documents. This applies to all ID types: Soundex, MD ID, FEIN.

Business Licensing & Compliance Updates & Reminders

- [Temp Tag max fee to customer](#) – The maximum fee allowed to be passed onto a customer is \$50 for each temp tag. The \$5 ERT fee is not allowed to be passed onto the customer.
- Uploading of scanned documents in ERT– when uploading documents for each transaction via ERT, please upload ALL the documents in the same scan. Do not scan each page individually. Please work with your ERT vendor if you need assistance with uploading your images in this format.

Investigations Reminders-

- [Dealer Reassignments](#) should only be used by the licensed dealers to whom they are issued. They are NOT to be shared or provided to outside wholesalers. Any reassignments used in a fraud case by anyone other than the licensed dealer they were issued to, will be subject to an investigation.

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.

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