

DEPARTMENT OF MOTOR VEHICLES

Analysis of Transactions where Selling Price is Documented

DA Price Varia	No. of Vehicles	% of Total	Sales Price Total	Sales Tax Total	Avg Sales Price	Avg Sales Tax	Avg. Sales Tax	Estimated Avg NADA Price (NADA from Sales)	Avg Variance (NADA from Sales)	Avg Sales Price % of NADA Price	Add'l Rev (@ NADA Price)	Add'l Rev (to \$1,500 Threshold)
\$1,500-\$1,999	26,807	28.3%	\$ 45,873,064	\$ 1,730,256	\$ 1,711	\$ 65	\$3,400	\$1,749	49.5%	\$1,408,374	\$200,059	
\$2,000-\$2,999	32,845	34.7%	\$ 64,139,372	\$ 2,308,149	\$ 1,953	\$70	\$4,450	\$2,497	43.9%	\$2,460,628	\$982,601	
\$3,000-\$3,999	15,642	16.5%	\$ 36,602,169	\$ 1,267,734	\$ 2,340	\$81	\$5,840	\$3,500	40.1%	\$1,642,413	\$938,523	
\$4,000-\$4,999	7,778	8.2%	\$ 21,395,754	\$ 719,730	\$ 2,751	\$93	\$7,250	\$4,499	37.9%	\$1,049,842	\$699,832	
> \$5,000	11,547	12.2%	\$ 35,035,626	\$ 1,188,174	\$ 3,034	\$103	\$ 10,534	\$7,500	28.8%	\$2,598,075	\$2,078,460	
<b>Total</b>	<b>94,619</b>	<b>100%</b>	<b>203,046,006</b>	<b>7,214,044</b>	<b>\$ 2,146</b>	<b>\$76</b>					<b>\$9,157,331</b>	<b>\$4,899,476</b>