

DEPARTMENT OF MOTOR VEHICLES

Individual Used Vehicle Sales (Casual Sales)

Sales & Use Tax Transactions	No. of Vehicles	% of Total	Sales Price Total	Sales Tax Total	Avg Sales Price	Avg. Sales Tax
Non-NADA Review	163,398	28.6%	\$ 271,970,089	\$ 11,285,483	\$ 1,664	\$ 69
Selling Price Documentation Provided (see below)	94,619	16.5%	203,046,006	7,214,044	2,146	78
NADA and Sales Price are equal	11,101	1.9%	47,456,339	1,427,532	4,275	129
NADA less than minimal tax level (\$1,167)	128,069	22.1%	61,938,295	4,577,310	491	36
Selling price within \$1500 tolerance	176,554	30.9%	636,329,147	20,241,874	3,604	115
Total	571,741	100.0%	\$ 1,220,739,878	\$ 44,726,244	2,135	\$ 78

Analysis of Transactions where Selling Price is Documented

NADA Price Variance	No. of Vehicles	% of Total	Sales Price Total	Sales Tax Total	Avg Sales Price	Avg. Sales Tax	Estimated Avg NADA Price	Avg Variance (NADA from Sales)	Avg Sales Price % of NADA Price
\$1,500- \$1,999	26,807	28.3%	\$ 45,873,084	\$ 1,730,256	\$ 1,711	\$65	\$3,460	\$1,749	49.5%
\$2,000- \$2,999	32,845	34.7%	64,139,372	2,308,149	1,953	\$70	\$4,450	\$2,497	43.9%
\$3,000- \$3,999	15,642	16.5%	36,602,169	1,267,734	2,340	\$81	\$5,840	\$3,500	40.1%
\$4,000- \$4,999	7,778	8.2%	21,395,754	719,730	2,751	\$93	\$7,250	\$4,498	37.9%
> \$5,000	11,547	12.2%	35,035,626	1,188,174	3,034	\$103	\$ 10,534	\$7,500	28.8%
Total	94,619	100%	203,046,006	7,214,044	2,146	\$76			

1) NADA Review is not performed on Dealer transactions and certain types of vehicles. NADA is not available for commercial vehicles and motorcycles over 7 years, vehicles over 19 years old, and trailers, and tax exempt vehicles. NADA not available until November of current model year.

2) \$1,500 tolerance level was established in the 1990's.