

Internet NADA Guide

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[Guidelines to Determine NADA Value for Cars/Trucks](#)

[Guidelines to Determine NADA Value for Mopeds/ATVs/Off-Road Motorcycles](#)

OVERVIEW

Use this Internet NADA Guide to assist in finding the National Automobile Dealers Association (NADA) value for the vehicles when:

- No value is available for calculating sales and use tax (SUT) (i.e. Mechanics & Storage Liens, Abandoned Vehicles, repossessed vehicles being titled and registered by the lienholder, vehicles gifted to persons not qualified for a tax exemption, etc.), or
- No value is available for determining if the reported vehicle sales prices is too low ([VLIC-4.625](#)), or
- A trade-in value is not provided by NADA for the vehicle type (mopeds, all-terrain vehicles, and off-road motorcycles, etc.). Determine the vehicle's average retail value and use in place of the trade-in value.

Based on the vehicle information keyed, the Internet NADA Guide will automatically determine and return values based on whether the vehicle is used or classic. **END REVISION>>>>>**

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GUIDELINES TO DETERMINE TRADE-IN VALUE FOR CARS/TRUCKS:

1. Click [HERE](#), or paste the following link into your browser's URL locator to access the Internet NADA Guide:
<http://www.nadaguides.com/cars>.
2. Click on the "Start Now" button under "NEW, CPO & USED CAR PRICES".
The "NEW CAR PRICING AND USED CAR VALUES" screen will display.
3. Click on the dropdown menu for "SELECT A CAR MANUFACTURER"
"Select "CHOOSE A MANUFACTURER" for the vehicle being valued.
The "New and Used <Vehicle Make> Prices" screen for the vehicle make selected will display.
4. Click on the dropdown menu for year (default display is the current year) and select the year of the vehicle from the dropdown menu that displays. **END REVISION>>>>>**
NOTE: Based on the year selected, the Internet NADA Guide will make an automatic determination whether the vehicle is "Used" or "Classic", and menu selections provided in the Internet guide will vary based on this determination.
5. (A) Continue with steps in [Trade-In Values For Used Cars and Trucks](#) (table (A)) for car/truck trade-in values.
(B) Continue with steps in [Retail Value for Classic Vehicles](#) (table (B)) for classic vehicle retail values.

(A) Trade-In Value For Used Cars & Trucks¹

6. The "<Year & Make> Values" screen is displayed (may or may not have images of the vehicle).
Click on the appropriate "Model" link from the list that displays for the vehicle, as indicated on the paperwork (if available).
7. The "<Year/Make/Model> Values" screen is displayed.
Click on the appropriate "trim level" (DX, EX, LX, SLE, Extended Cab, Coupe, etc.) of the vehicle based on the information in the paperwork, or as indicated by the applicant.
8. The "Please enter your ZIP code" screen appears.
Key in the Zip Code for the jurisdiction in which the vehicle is garaged at the time of application and click on **CONTINUE** to resume the inquiry.

(A) Trade-In Value For Used Cars & Trucks¹

Continued

9. The “<Year/Make/Body Style>” screen is displayed for selecting mileage and options.

- DO NOT ENTER MILEAGE**
- DO NOT CLICK ON ANY OPTIONS** (i.e, engine size, fuel type, etc.) not already selected as standard by the Internet NADA Guide.

Click on “**CONTINUE**”

10. The “**VALUES & COST DETAILS**” screen displays with several vehicle value options.

Look at the last value listed in the “**Average Trade-In**” value column, displayed as “**Price + Options**”.

Use the listed “**Average Trade-In**” value as the Trade-In value for recording in the **DMV USE ONLY** section on the VSA 41 for MSL or in accordance with [VLIC-4.625](#) for low sales price vehicles ([VLIC-4.625](#)), or as the vehicle’s value in other situations when no sales price is available. **END REVISION>>>>**



Values	Specifications	Pictures	Reviews & Ratings	Safety
Values	CPO Pricing	CPO Incentives & Deals	Cost to Own	Calculate Payments
Values				
	Rough Trade-In	Average Trade-In	Clean Trade-In	Clean Retail
Base Price	\$1,500	\$2,225	\$2,800	\$4,825
Mileage	N/A	N/A	N/A	N/A
Total Base Price	\$1,500	\$2,225	\$2,800	\$4,825
Options: (change)				
Price with Options	\$1,500	\$2,225	\$2,800	\$4,825

OR

(B) Retail Value For Classic Vehicles¹

<<<<<REVISION

6. The “**Used <Year/Make> Values**” screen is displayed.

Click on the appropriate “**model**” link for the vehicle as indicated on the paperwork (i.e. Bronco, F150, etc.), if available.

7. The “<Year/Make/Model> **Prices**” screen is displayed

Click on the appropriate “**body style**” (2 door, 4 door, hatchback, etc.) of the vehicle based on the information on the paperwork, or as indicated by the applicant.

8. The “**Please enter your ZIP code**” screen appears.

Key in the Zip Code for the jurisdiction in which the vehicle is garaged at the time of application and click on **CONTINUE** to resume the inquiry.

9. The “**Used <Year/Make/Model>**” screen displays.

- DO NOT** click on any additional “**OPTIONS**” that are not selected automatically by the Internet NADA Guide.

Click on “**CONTINUE**”.

Retail Value For Classic Vehicles¹ Continued

10. The “<Year/Make/Model> Prices and Values” screen displays with several vehicle value options.

Use the last value listed in the “**Average Retail**” value column as the “**Trade-In**” value for recording in the **DMV USE ONLY** section on the VSA 41 for MSL or in accordance with [VLIC-4.625](#) for low sales price vehicles, or as a sales price for a vehicle when processing a title. **END REVISION>>>>**

	Original MSRP	Low Retail	Average Retail	High Retail
Base Price	\$12,115	\$2,450	\$4,900	\$8,100
Options: add				
TOTAL PRICE:	\$12,115	\$2,450	\$4,900	\$8,100

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¹“Average Retail” value, as determined for Classic vehicles by the Internet NADA Guide on the Internet is acceptable for use in place of as the “Trade-In” value when not available for MSL transactions, for low sales price vehicles ([VLIC-4.625](#)), titling transactions with no sales price for which SUT is due, or when NADA does not provide a trade-in value for the vehicle (mopeds, ATVs, off-road motorcycles, or other). **END REVISION>>>>**

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GUIDELINES TO DETERMINE MOPED/ATV/OFF-ROAD MOTORCYCLE RETAIL VALUES:

1. Click [HERE](#), or paste the following link in your browser’s URL locator to access the Internet NADA Guide for mopeds, ATVs, and off-road motorcycles:

<http://www.nadaguides.com/Motorcycles>

2. Click on the “Start Here” button on the “Motorcycle and Powersports Prices” screen.

The “Motorcycle and ATVs Manufacturers” screen will display.

3. Click on the appropriate manufacturer from the list displayed under “Select a Powersport Manufacturer” for the vehicle being valued.

The “<Vehicle Make> Prices, Values and Specs” screen is displayed.

4. Click on the “Year” dropdown menu (default display is the current or next model year) and select the year of the vehicle being researched from the dropdown menu.

The “<Year/Make> Prices, Values and Specs” screen is displayed.

5. Click on the appropriate body type from the “All Body Types” dropdown menu, as indicated on the paperwork (if available).

- a. For moped, select “Motorcycle”.

The “<Year/Make> Motorcycles Prices and Values” screen is displayed.

- b. Click on the appropriate model from the “All model types” dropdown menu, as indicated on the paperwork.

- c. Select “Scooters”.

The “<Year/Make/Model> Scooter Motorcycles Prices and Values” screen is displayed.

- d. Click on the appropriate model link from the list that displays

The “Please enter your ZIP code” screen is displayed.

6. Key in the Zip Code for the jurisdiction in which the vehicle is garaged at the time of application and click on **CONTINUE** to resume the inquiry.

The “<Year/Model> Options, Equipment, and Prices” screen is displayed.

7. **DO NOT ENTER MILEAGE**

DO NOT CLICK ON ANY OPTIONS (i.e, engine size, fuel type, etc.) not already selected as standard by the Internet NADA Guide.

Click on “**CONTINUE**”

8. The “<Year/Make>” screen displays with several vehicle value options.

Look at the last value listed in the “**Average Retail**” value column.

9. Use the listed “**Average Retail Value**” as the Trade-In Value for recording in the **DMV USE ONLY** section on the VSA 41 for MSL or in accordance with [VLIC-4.625](#) for low sales price vehicles ([VLIC-4.625](#)), or as the vehicle’s value in other situations when no sales price is available and NADA does not provide a trade-in value.

Values	Suggested List Price	Low Retail	Average Retail
Base Price	\$4,799	\$720	\$945
Options (Change)			
Total Price	\$4,799	\$720	\$945

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