



From Spot to Trend: Understanding NADA Used Car Guide Values

NADA is the most experienced and widely used provider of used vehicle values in the industry. Our values provide crucial guidance for every business decision on the purchase, sale, loan, lease or assessment of a used vehicle.

NADA provides four categories of benchmark data that reflect *spot* and *trend* values in the market. The weekly spot values provide a snapshot of the sometimes turbulent fluctuations at auction. The monthly values reflect the trend line that balances the current month's transaction data with the longer-term movement of the vehicle's value.

auction **new!**



high, average, low
updated weekly

NADA's new Auction Values represent recent price action for a vehicle at wholesale auction. These spot values provide a clear indicator for the disposal or purchase of a vehicle in the remarketing channel. NADA compiles raw weekly auction data and analyzes this information to ensure accuracy and reliability. The NADA High, Average and Low Auction Values reflect differences in current supply and demand, reconditioning levels and/or vehicle options.

trade-in



clean, average, rough
updated monthly

NADA Trade-in Values are trend values representing the typical price for a vehicle at trade-in. NADA uses a combination of auction, upstream and trade-in data as the foundation for analysis and considers applicable economic and market factors when determining these monthly numbers. NADA provides the following condition-based values: Clean, Average and Rough, which reflect vehicle condition at the time of transaction.

loan



clean
updated monthly

NADA's Loan Value is a trend value that represents the potential amount of credit that may be obtained on a used vehicle based on the clean trade-in value. The NADA Clean Loan value provides a benchmark for vehicles in clean condition and with mileage that falls within a specified range.

retail



clean
updated monthly

NADA's Retail Value is a trend value representing the typical selling price for a used vehicle at retail. This value is based on the review of actual sales transactions and analysis of asking price data in conjunction with relevant economic and market factors. The Clean Retail Value provides the most reliable retail benchmark for a used vehicle in clean condition and with mileage that falls within a specified range.



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