

Take control during uncertain times

Reg and title solutions for operational efficiency

Dealers have been on a wild ride the past few years, and it doesn't show any signs of slowing. Our volatile economy has interest rates going up and down, new vehicle sales lagging then surging, and used vehicle sales hitting record highs then losing momentum. It's enough to give the auto industry whiplash.

However, while market conditions may be out of your hands, control over your operations is not. Cutting costs while increasing back-office efficiency is your best bet to survive and thrive during uncertain times.

Whether the economy is lagging or booming, Dealertrack's digital registration and title solutions help dealerships drive operational efficiency and cost savings from trade-in to vehicle sold, backed by the stability of Cox Automotive. Here's how:

Control holding costs

Getting clean titles fast for vehicles taken in on trade is vital to pocket your full profit opportunity, but it can take 18 days or longer using manual payoff and title release methods.¹ Dealers waiting for titles shell out up to \$40 in holding costs every day for every vehicle that sits on the lot.² Holding costs vary based on the price of insurance, interest charges, and more, but however you look at it, waiting for titles takes a toll on your bottom-line.

Dealertrack's Accelerated Title solution helps you take control by streamlining and expediting your trade-in process, helping you gain titles as quickly as four to six days or up to 70 percent faster¹ than a manual process. You can reduce holding cost losses and give shoppers more vehicle choices on your lot.



Control document costs

There's no getting around the fact that even the most routine car sale requires the completion and submission of numerous forms. Postage and shipping charges to get the right documents into the hands of lenders and DMVs add up fast. And then there's the expenses of copier ink, toner, and purchasing and maintaining equipment. The fact is paper-based processing costs dealerships thousands of dollars a month to ship and handle documents for registration and title transactions.³

Dealertrack's In-State Registration and Title solution provides you with the tools to eliminate manual registration and title processes and reduce the costs that go along with them.

Control back-end costs

Inefficient processes cost you money. When you're selling vehicles to out-of-state customers, there's a lot for your back office to keep track of with state-specific requirements, taxes and fees. That complexity can eat up staff time and cost you money since fewer deals make it out the door.

Control back-end costs and speed deals with a 50-state registration and title solution. Dealertrack RegUSA[®] seamlessly connects to every DMV across the country so your back office can create custom deal scenarios based on the correct taxes and fees for every customer, all in record time.

We are proud to be the exclusively-endorsed Reg & Title partner of the Virginia Automobile Dealers Association (VADA).

Take control of your registration and title processes

Schedule a no-obligation call with Kim Haddaway, regional sales manager for Virginia, to discuss how Dealertrack solutions can help you take control in any market conditions.

¹ Based on average industry timeframe for vehicle title release and vehicle payoff process of 18+ days, as determined by 2022 Dealertrack data.

² Data based on user input and calculations using Dealertrack's Accelerated Title Savings Calculator as of August 2022 and are not a guarantee of actual savings.

³ Based on industry standards for labor costs and Dealertrack and dealer customer data as of August 2022. Not a guarantee of actual savings.

