

THE LEADER IN PRE-OWNED POWERSPORT AUCTIONS



NPA AT A GLANCE

BUYER PROGRAMS	WHAT	WHERE
Live Monthly Auctions	In person inspection, bid in lane	NPA Facility
Simulcast Monthly Auctions	Live stream to listen, watch, and bid real-time from your dealership	NPA Website
NPA Proxy Bids™	Set it and forget it online during live auctions	NPA Website
NPA eSale™	For all dealers, 24/7 buying online, units close 5 days per week	NPA Website
NPA Exchanges™	For franchised dealers, units close at the end of respective time cut off	NPA Website
NPA Factory™	For franchised dealers, simulcast format, real-time bidding, with auctioneers	NPA Website
NPA Featured Simulcast™	Month-End, RV+Marine, snowmobile simulcast auctions	NPA Website
NPA Insurance Total Loss™	Salvage units and parts 24/7	NPA Website
CONSIGNOR PROGRAMS	WHAT	WHERE
NPA Consign™	For trade-ins & excess inventory	NPA Website
NPA AVP™ NPA AVP+™	Advance Value Payment (before auction)	NPA Sales Manager
NPA SERVICES	WHAT	WHERE
NPA ValueGuide™	Current real-time market prices across all NPA locations, over 15 years of accumulated proprietary data	NPA Website
NPA Condition Reports™	Offers sellers the most accurate depiction of cosmetic and mechanical status through meticulous assessment and photos	NPA Website
NPA Dealer App™	Dealers can bid and buy on live or online auction units, preview inventory, place proxy bids, and view account invoices and payoffs	NPA App
NPA Transport™	Nationwide transportation for all makes and models of powersport vehicles	transit@npauctions.com
NPA Customer Service™	For questions on the auction process, transportation, and registration	dealer-reg@npauctions.com

BECOME A MEMBER TODAY FOR ONLY \$99/YEAR AND RECEIVE THESE SERVICES AND MORE!

NPA MEMBERSHIP

The NPA Membership is an annual membership that gives dealers access to additional tools and services including a more detailed NPA Value Guide, Inventory Valuation tool, VIN Decode and the ability to download vehicle photos for their own advertising. These products give dealers even more resources to make smart decisions with their pre-owned inventory. Along with getting access to these additional tools, dealers will be required to purchase this membership before buying inventory at auction. Become a member today for only \$99 a year!

ValueGuidePlus™ POWERED BY NPA

NPA Value Guide Plus

The NPA Value Guide just got better!

- Offers actual vehicle transactions
- Search specific time frames and NPA locations
- Over 75,000 transactions annually to provide accurate values

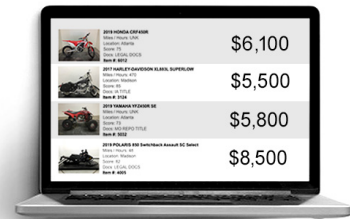


InventoryValue™ POWERED BY NPA

Inventory Value

NPA's Inventory Value tool will tell you what your current pre-owned inventory is worth.

- Export and upload VIN's from your DMS or website
- Displays NPA Values and NADA Wholesale Book
- Export a .csv file for additional analysis



DigitalAdPackage™ POWERED BY NPA

NPA Digital Ad Package

The NPA Digital Ad Pack allows dealers to access the photos and condition report of their purchased vehicles.

- HiRes photos without the NPA logo
- Simplified version of the condition report
- Each Digital Ad Pack is only \$10 per vehicle
- Download packages back to January 1, 2020

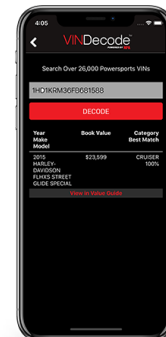


VINDecode™ POWERED BY NPA

NPA VIN Decode

The NPA VIN Decode tool takes the guessing out of taking trades or purchasing inventory.

- Take trades with confidence
- Over 26,000 powersport vehicles in NPA's database
- If more than one model matches, % match is shown



NPA BUYER PROGRAMS



NPA Live/Simulcast™

NPA Live Auctions

Our live auctions are held monthly in multiple locations across the nation. Dealers can preview the inventory online days before and can attend our preview day to inspect all vehicles in person the day before the auction.

NPA Simulcast

Enjoy real-time online streaming of each of our live auctions. Participate like you were live, in-person, but from within our website or NPA Dealer App. Listen to auctioneer audio, pull condition reports, view photos, and bid.

NPA Factory™

NPA provides franchised dealers the opportunity to participate in simulcast OEM auctions broadcasted from NPA facilities with live auctioneers. These auctions enable dealers to source non-current and crate damaged product from the manufacturer. *Dates and times will be communicated as auctions are scheduled.*

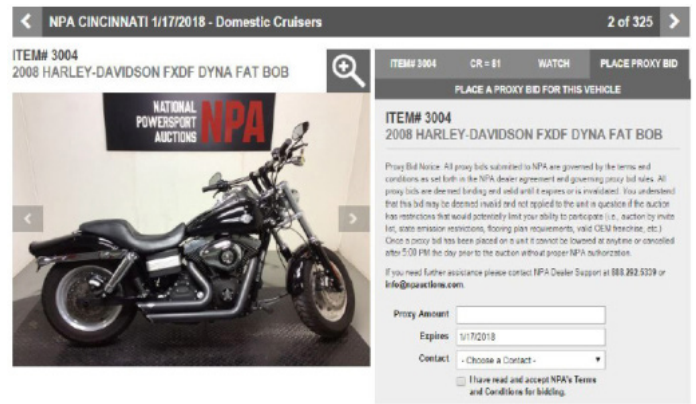


NPA Featured Simulcast™

If you're looking for something specific, like Harley-Davidson, RV, Marine, or Snowmobile units, then you'll want to tune into our Month-End and special occurring simulcast auctions.

NPA ProxyBids™

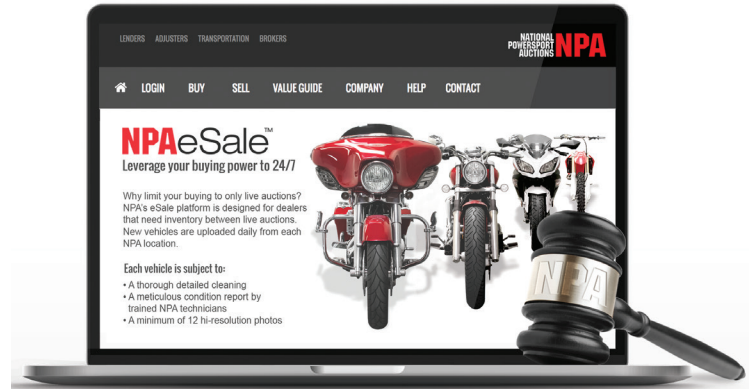
Unable to bid during live or simulcast auctions? Proxy bids can be placed for units by setting your NPA web account to bid for you. Dealers will receive a confirmation email on all successful and/or denied Proxy Bids.



NPA eSale™ 24/7

Why limit your business to buying ONLY during monthly live auctions? We also offer vehicles exclusively online through NPA eSale, a 24/7 platform designed to be the easy and obvious solution for buyers wanting to acquire inventory at higher frequency.

Each unit is subject to a thorough detail, detailed photo shoot, and rigorous evaluation by NPA trained professionals. Units close five days a week, Monday through Friday.



NPA Exchanges™

NPA has partnered with multiple OEMs and Financial Service companies to provide dedicated online auction exchanges for their approved dealers. This is an ideal platform for dealers to increase sales and profits through buying and selling product, all done without ever having to leave their dealership. Each exchange timeline is specific to the respective selling organization.

HARLEY-DAVIDSON
DEALER EXCHANGE



PIAGGIO
PIAGGIO GROUP AMERICAS,
DEALER AUCTION

MOTOLEASE
LEASING REIMAGINED
DEALER EXCHANGE

BMW Motorrad
Motorcycle Auctions
Never Settle For Less.

NPA Insurance Total Loss™

This dedicated NPA website showcases salvage, damaged clean title, theft recovery, and parts of powersports units. Running 24/7 with hundreds of units offered each month. Please visit salvage.npauctions.com.



NPA Consign™

NPA provides a dealer consignment program like no other auction service in the world giving dealers the opportunity to sell their consignment units adjacent to lender powersports.

Every unit sold through our facilities receive the same comprehensive condition report, mechanical evaluation, thorough detail, title work, and world class auctioning.

With our strategic locations, transportation network, and various consignor programs, getting your inventory to one of our auctions is easy and cost effective.

NPA AVP™

Need to be paid faster? With NPA's Advanced Value Payment (AVP), once we receive the vehicle and title, we send you a check for up to 75% of the vehicle's value. Once the vehicle sells, the additional sale amount is sent.

NPA AVP+™

Same great AVP program but qualified dealers will receive 90% of their vehicle's value prior to dropping off vehicles and titles.



NPA CONSIGNMENT SALES TEAM

View the Sales Team Map [Click Here](#)

REGION	NAME	PHONE	EMAIL
Pacific Northwest - AK, ID, MT, OR, WA	Trevor Nicely	503.349.0571	tnicely@npauctions.com
West Central - N.CA, HI, NV, UT	Dean Sweet	510.421.8065	dsweet@npauctions.com
Southwest - AZ, S. CA	Dominick Catalfamo	858.726.2175	dcatalfamo@npauctions.com
Central - CO, OK, NE, WY	Marshall Van Thorre	970.217.5281	mvanthorre@npauctions.com
South Central - LA, NM, S. TX	Erik Chase	737.226.8031	echase@npauctions.com
South Central - AR, KS, N. TX	Jake Plender	972.695.4850	jplender@npauctions.com
North West - IA, MN, ND, SD, WI	Logan Kimball	651.319.3832	lkimball@npauctions.com
Midwest - IL, IN, MO	Ron Games	219.575.2995	rgames@npauctions.com
Regional Sales Manager East - W. NY, W. PA	Dusty Krepp	716.353.3322	dkrepp@npauctions.com
Mideast - KY, MI, OH	Matt Gunter	513.275.5876	mgunter@npauctions.com
Southeast - NC, SC, TN	Donny Erickson	469.401.1378	derickson@npauctions.com
Southeast - AL, GA, MS	Brian Wood	850.217.0897	bwood@npauctions.com
Southeast - FL	Chris Ramanuskas	813.486.7262	cramanuskas@npauctions.com
Northeast - DE, MN, NJ, VA, WV	Christopher Whitesel	410.459.1983	cwhitesel@npauctions.com
Northeast - CT, MA, ME, NH, E. NY, E. PA, RI, VT	Brian Burk	484.941.4245	bburk@npauctions.com
INSIDE SALES REPRESENTATIVE			
Western States - AZ, S. CA	Trevor Ohm	858.899.4421	tohm@npauctions.com
Western States - AK, N. CA, HI, ID, MT, NV, OR, UT, WA	Chris Davenport	858.204.2593	cdavenport@npauctions.com
Central States - AR, CO, KS, LA, NM, OK, TX	CJ Kitchens	469.875.5610	ckitchens@npauctions.com
Eastern States - AL, GA, MS, SC, TN	Melanie Broadwell	404.905.2235	mbroadwell@npauctions.com
South Eastern States - FL	Alvin Mendez	863.600.4612	amendez@npauctions.com
Northern States - IA, IL, IN, KY, MI, MN, MO, ND, NE, OH, SD, WI	Kate Graves	513.904.5890	kgraves@npauctions.com
Eastern States - CT, DE, MA, MD, ME, NC, NH, NJ, NY, PA, RI, VA, VT, WV	Addie Ledbetter	267.930.0277	aledbetter@npauctions.com

NPA SERVICES

NPA ValueGuide™

Never fear taking a trade in again! NPA offers dealers access to current real-time market prices across all NPA locations. With over 15 years of accumulated proprietary data you will never turn away another trade due to inaccurate projections. More Trades = More Money



2018 HARLEY-DAVIDSON - FLFB FAT BOY

All Locations

Time

2 months

Sold Only

SUBMIT

Similar Model

2018 HARLEY-DAVIDSON - FLFB FAT BOY

VEHICLE SUMMARY

Current Whst Book	Units	Avg Score	Avg Mileage	Avg Value
\$15,495	9	80	4,641	\$13,555

CONDITION BREAKDOWN (AVG SCORE - 80)

Condition	Units	Avg Score	Score Range	Avg Value	Value Range
80-90	5	83	82-86	\$15,220	\$14,600-\$15,600
70-80	4	76	76-77	\$11,475	\$10,800-\$12,500

MILEAGE BREAKDOWN (AVG SCORE - 80)

Condition	0-7500	7500-15000	15000-25000	25000-40000	40000+
80-90	\$14,600-\$15,600 (AVG = 83)	\$15,200 (AVG = 86)	-	-	-
70-80	\$11,100-\$12,500 (AVG = 76)	-	-	-	\$10,800-\$11,500 (AVG = 77)

TIME BREAKDOWN (AVG SCORE - 80)

Month	Mileage Range	Units	Score Range	Avg Value	Value Range
Oct	-6,914	7	76-79	\$13,028	\$10,800-\$15,600
Sep	5,774-12,342	2	82-84	\$15,400	\$15,200-\$15,600

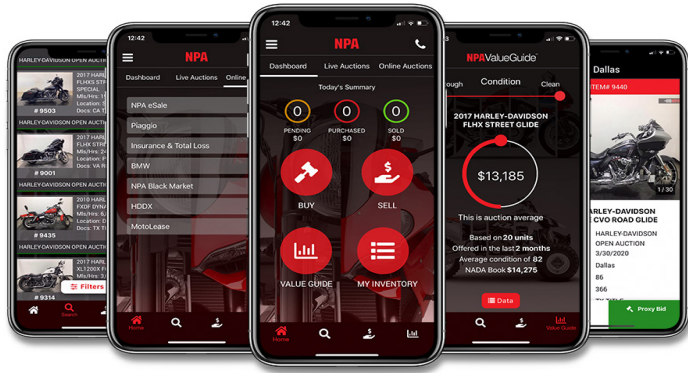
VEHICLE DETAILS (AVG SCORE - 80)

Date	Location	CR Score	CR Info	Mileage/Hrs	Color	Amount
10/28/2021	Cincinnati	76	EM=9, FR=7, TR=9	5,500	BLK	\$11,100

NPA ConditionReports™

NPA's proprietary condition report system is the most comprehensive inspection process in the industry. NPA Condition Reports offer sellers the most accurate depiction of a unit's cosmetic and mechanical condition through meticulous assessment. Buyers bid with confidence knowing every aspect of the vehicle has been analyzed and evaluated against make, model, and year standards.





NPA Dealer App™

The NPA Dealer App gives dealer the tools they need to be successful in the palm of their hand. Dealers can buy, sell, search values and inventory, plus more! Bid live in real-time during an auction or on NPA eSale and online exchanges 24/7. Sell with NPA any time of day by consigning or using NPA Direct Buy directly through the app. Search "NPA Dealer" in the App or Google Play store to download the app today!



NPA Transport™

NPA's Transportation department specializes in coordinating the flow of vehicles to and from our Nationwide facilities. NPA is the only service provider with dedicated carriers who have the equipment and expertise required to transport motorcycles, ATVs, and other specialty vehicles anywhere in the country. For transportation information contact our transportation team at transit@npauctions.com.



NPA Customer Service™

Our staff has years of powersport auction experience. We educate dealers about the auction process, oversee special dealer programs, and manage local and international transportation needs. Powersport dealers have come to rely upon the high level of NPA service that remains unmatched by any other auction company. Contact dealer-reg@npauctions.com.

