



# North Carolina State Highway Patrol

Josh Stein  
Governor

Freddy L. Johnson, Jr.  
Commander

TO:

FROM: NORTH CAROLINA STATE HIGHWAY PATROL  
INVESTIGATIVE SERVICES UNIT – DEALER SECTION

SUBJECT: RENEWAL OF DEALER AND SALES REPRESENTATIVES LICENSES AND PLATES

If you do not receive the pre-printed Renewal Applications Packet, use the information in this letter to complete your Renewal Application Packet. Review your Dealer License Certificate to determine your expiration date.

Under Session Law 2025-22 (H.B. 421): Dealer License, Sales Representative License, and Dealer Plate fees will be calculated for each year of the two (2) year renewal period and Dealer and Transporter Plates are required to be replaced every four (4) years. Under N.C.G.S. § 20-295 a dealer license will remain valid for up to 60 days when an application for a license renewal has been submitted to the Dealer Section prior to the expiration of the license.

Please follow the instructions below in completing the renewal applications:

1. Review applications for accuracy and complete in their entirety.
2. If there are any changes in your dealership name, address or ownership, please go to the Dealer Section webpage <https://www.ncshp.gov/investigative-services-unit> for directions and assistance. **Do not send for processing.**
3. Please provide garage liability insurance company underwriter's name and policy number information. Furnish the complete name of the insurance company underwriter. **Agent's name is not acceptable.**
4. The fee pre-printed on the renewal application is correct for your dealer certificate. The fee for the first five (5) dealer plates is \$46.25 each plus the transit tax if applicable (see note below). All plates purchased after the first five (5) will be \$23.13 each plus any transit tax. All dealer transporter plates are \$23.13 each plus any transit tax. Dealer loaner plates are \$200.00 each plus any transit tax.
5. Late Fees: A late fee of \$15.00 per plate will be charged on renewals beginning the first day of the month following the expiration date. **If you fail to renew your Dealer License and plates within one month of the expiration date, it will be stamped "Failed to Renew" and a new dealer application is required.**

**NOTE:** Dealers, Manufacturers, Factory Branches, Distributors, and Wholesalers that have their place of business located in a Transit Tax County are required to pay an additional Regional Transportation Authority (RTA) Tax for each plate purchased as listed below:

- Wake/Orange/Durham Counties: \$17.00 additional per plate/year.
- Randolph County: \$1.00 additional per plate/year.

**MAILING ADDRESS:**

NCSHP – Dealer Section  
3129 Mail Service Center  
Raleigh, NC 27697  
[www.ncshp.gov](http://www.ncshp.gov)

**TELEPHONE:**

(919) 757-0756 (Raleigh)  
(704) 331-3299 (Huntersville)



An Equal Opportunity Employer

Rev. 02/26

**OFFICE LOCATION:**

Raleigh Dealer Section  
4123 New Bern Ave. Ste. #151  
Raleigh, NC 27610  
Huntersville Dealer Section  
12101 Mount Holly-Huntersville Rd.  
Huntersville, NC 28078



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- N.C.G.S § 20-79 governs the number of dealer plates that a dealer may purchase based upon the number of vehicles sold in the previous twelve-month period. N.C.G.S § 20-79.2(b1) governs the number of transporter plates that a dealer may purchase. The total number of dealer and transporter plates issued to a dealer may not exceed the number of plates that can be issued to the dealer under N.C.G.S. § 20-79(b). Plates will be issued based on the following scale:

Vehicles Sold in a Relevant 12-Month Period	Maximum Number of Plates
Fewer than 12	3
At least 12 but less than 25	6
At least 25 but less than 37	7
At least 37 but less than 49	8
49 or more	At least 8, but no more than 5 times the average number of qualifying sales representatives employed by the dealer during the relevant 12-month period.

- To indicate which classifications of plates are needed, complete the enclosed ISU-405 and submit with the ISU-403.
- The enclosed Affidavit (ISU-418) must be completed in its entirety and must be notarized. Only original documents will be accepted. Copies will not be accepted.
- The fee for each sales, factory and distributor representative is \$25.50 per year. ***Please ensure that you endorse, notarize and return applications with your completed renewal packet.*** Only original documents will be accepted. Copies will not be accepted.
- All used motor vehicle dealers must show proof that the applicant has completed one 6-hour Continuing Dealer Education Course for each year of the licensing period immediately preceding the renewal. The course must be approved by the Division if the applicant is seeking a renewal license. Refer to N.C.G.S. § 20-288(2) for clarification and exemptions.
- You should total all fees and submit applications and fee remittance. Make check or money order payable to NC Division of Motor Vehicles.

Applications should be mailed to:  
 NC State Highway Patrol – Dealer Section  
 3129 Mail Service Center  
 Raleigh, NC 27697-3129

We encourage you to return your application and fees by mail to the North Carolina State Highway Patrol Dealer Section as soon as possible, so that you will receive your licenses and plates prior to your renewal date. Thank you for your prompt attention to the renewal request.

**MAILING ADDRESS:**  
 NCSHP – Dealer Section  
 3129 Mail Service Center  
 Raleigh, NC 27697  
[www.ncshp.gov](http://www.ncshp.gov)  
**TELEPHONE:**  
 (919) 757-0756 (Raleigh)  
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**OFFICE LOCATION:**  
 Raleigh Dealer Section  
 4123 New Bern Ave. Ste. #151  
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 Huntersville, NC 28078

**NORTH CAROLINA STATE HIGHWAY PATROL  
 INVESTIGATIVE SERVICES UNIT – DEALER SECTION  
 3129 MAIL SERVICE CENTER, RALEIGH NC 27697**

**RENEWAL APPLICATION FOR DEALER LICENSE AND PLATES**

Dealer Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

**1. FIRM NAME AND ADDRESS.** (\*Please contact a NCSHP local office with any name and/or address changes.)

Firm Name: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

**2. DEALER TYPE: FRANCHISE or INDEPENDENT**

List Current Franchise(s): \_\_\_\_\_

Were any franchises added or dropped?  Yes  No

If yes, list all added or dropped franchise(s) in the section below:

Franchise(s) Added*	Franchise(s) Dropped

**\*Attach franchise agreement(s) and Modify Dealer Report if making additions.**

**3. OWNERSHIP: (Check appropriate block)**  INDIVIDUAL  PARTNERSHIP  CORPORATION  LLC

List name, address and title of Owner, Partner or Officers of Corporation (use reverse side if needed)

Complete ISU-400B if minor ownership or officer change.

<u>NAME</u>	<u>ADDRESS</u>	<u>TITLE</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**4. If application is for renewal of "Used Motor Vehicle Dealer License", has applicant within the last twelve (12) months completed one 6-hour licensing course approved by the Division for each year of licensing period immediately preceding the renewal as required by N.C.G.S. § 20-288(A1)?**  YES or  NO\*  
 Initials \_\_\_\_\_ If yes, attach copy of certificates.

**5. I certify that, as proprietor, partner or corporate officer of this firm, I have authority to sign and submit this application, and the statements contained therein are true and correct.**

Printed Name

Title

Signature

Date

**6. FEES AND CERTIFICATION:**

Indicate the type of license being applied for:

- Dealer - \$115.50/year     Distributor - \$115.50/year     Factory Branch - \$167.25/year  
 Wholesale Dealer - \$115.50/ year     Manufacturer - \$250.50/year

- a. License Certificate (yearly fee X 2 years).....\$ \_\_\_\_\_
  - b. Total Plate fees from ISU-405.....\$ \_\_\_\_\_
  - c. Sales, factory and distributor Representative licenses at \$25.50/rep X 2 years .....\$ \_\_\_\_\_
  - d. Temporary Markers - \$25.00 per set of 25..... Motorcycle \_\_\_\_\_ Auto \_\_\_\_\_ \$ \_\_\_\_\_
- Total fees enclosed \$ \_\_\_\_\_**

**7. INSURANCE CERTIFICATION MUST BE COMPLETED**

This is to certify that I have liability insurance with \_\_\_\_\_  
 Policy Number \_\_\_\_\_ as required by the North Carolina Financial Responsibility Act of 1957 and certify there has not been a license plate revocation.

- 8.** Is the owner, partners, or any members of the corporation, listed on this application, active-duty military, a military veteran, or a military spouse?  Yes or  No

**If yes, complete the information below:**

Name	Active-Duty Military	Military Veteran	Military Spouse

**\*Notice: If there is a change of name, address and/or ownership, do not forward this renewal to the Dealer Section without contacting a NCSHP local office.\***

Signature of Applicant: \_\_\_\_\_

Date: \_\_\_\_\_ County: \_\_\_\_\_ State: \_\_\_\_\_

I certify that the following person personally appeared before me this day, each acknowledging to me that he or she voluntarily signed the foregoing document for the purpose stated therein and, in the capacity indicated:

\_\_\_\_\_ (name of principal).

Notary Signature: \_\_\_\_\_ Notary Printed or Typed Name: \_\_\_\_\_

(SEAL)

My Commission Expires: \_\_\_\_\_

**NORTH CAROLINA STATE HIGHWAY PATROL**  
**INVESTIGATIVE SERVICES UNIT – DEALER SECTION**  
**3129 MAIL SERVICE CENTER, RALEIGH, NC 27697**

**APPLICATION FOR DEALER PLATES**

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**Dealer plates are issued for two (2) years to align with the expiration of the dealer licenses and are required to be replaced every four (4) years. Reference Session Law 2025-22 (House Bill 421).**

DEALER LICENSE NUMBER: \_\_\_\_\_ EXPIRATION DATE: \_\_\_\_\_

**(A) DEALER PLATES.** Use the following worksheet to calculate plate fees. The first five (5) plates renewed and/or issued are \$46.25 per plate per year. Additional plates renewed and/or issued are \$23.13 per plate per year.

**NOTE: The ISU-418 (Affidavit) determines the number of plates your Dealership is eligible for. The Regional Transportation Authority (RTA) Tax are calculated as follows:**

**Wake/Orange/Durham Counties- \$17.00 additional per plate/year.**  
**Randolph County- \$1.00 additional per plate/year.**

1. Number of Dealer Plates indicated on **ISU-419** for renewal and/or replacement: \_\_\_\_\_

2. Additional/New Dealer plates requested. (Enter quantity beside each type of plate requested)

\_\_\_\_\_ Independent Dealer    \_\_\_\_\_ Franchise Dealer    \_\_\_\_\_ Motorcycle Plate    \_\_\_\_\_ Exempt Trailer

\_\_\_\_\_ Manufacturer Plate    \_\_\_\_\_ Motorcycle Manufacturer

3. Quantity of Dealer plates (up to five) \_\_\_\_\_ x **\$46.25 each/year** + Transit Tax \$ \_\_\_\_\_ = Total Fee \$ \_\_\_\_\_

4. Quantity of additional Dealer plates \_\_\_\_\_ x **\$23.13 each/year** + Transit Tax \$ \_\_\_\_\_ = Total Fee \$ \_\_\_\_\_

**(B) DEALER TRANSPORTER PLATES**

5. Number of Dealer Transporter plates indicated on **ISU-419** for renewal and/or replacement: \_\_\_\_\_

6. Number of Additional/New Dealer Transporter plates requested: \_\_\_\_\_

7. Total Dealer Transporter plates \_\_\_\_\_ x **\$23.13 each/year** + Transit Tax \$ \_\_\_\_\_ = Total Fee: \$ \_\_\_\_\_

**(C) LOANER DEALER PLATES.** Only Franchise Dealerships are eligible to obtain these plates.

8. Number of Loaner Dealer plates indicated on **ISU-419** for renewal and/or replacement: \_\_\_\_\_

9. Number of Additional/New Loaner Dealer plates requested: \_\_\_\_\_

10. Total Loaner Dealer plates \_\_\_\_\_ x **\$200.00 each/year** + Transit Tax \$ \_\_\_\_\_ = Total Fee: \$ \_\_\_\_\_

11. Late fee per plate within one month of expiration. Number of plates \_\_\_\_\_ X \$15.00 Late Fee: \$ \_\_\_\_\_

**LATE FEES: A late fee of \$15.00 per plate will be charged on renewals beginning the first day of the month following the expiration date**

12. Add lines 3, 4, 7, 10 and 11= **GRAND TOTAL \$** \_\_\_\_\_

(Enter total on ISU-403, ISU-403A or ISU-400)

**NORTH CAROLINA STATE HIGHWAY PATROL  
INVESTIGATIVE SERVICES UNIT – DEALER SECTION  
3129 MAIL SERVICE CENTER, RALEIGH, NC 27697-3129**

**AFFIDAVIT**

Dealer No: \_\_\_\_\_

This is to certify that I have the authority to sign for \_\_\_\_\_  
Dealership Name

and that the answers given to the following questions are true and correct.

1. What is the average number of qualifying sales representatives you have employed during the previous twelve (12) months? \_\_\_\_\_

**NOTE:** A qualifying sales representative is a person who works twenty-five (25) hours per week on a regular basis and is compensated by the dealer for their work.

2. How many vehicles/trailers were sold by your dealership in the previous twelve (12) months? \_\_\_\_\_

**NOTE:** A sale requires a transfer of ownership and a reassignment of title.

I understand that any false or incorrect statement may result in the revocation of my dealer license and possible criminal prosecution.

An active dealer bond is required to operate as a North Carolina automotive dealer. If you have obtained a new bond since your last renewal, you must submit the original signed and sealed copy to the Dealer Unit for recording.

**ACKNOWLEDGEMENT**

I certify that the above information is true and accurate to the best of my knowledge.

\_\_\_\_\_  
Signature of Dealership Corporate Officer, LLC Member, Partner or Proprietor

\_\_\_\_\_  
Date

Signature of Applicant: \_\_\_\_\_

Date: \_\_\_\_\_ County: \_\_\_\_\_ State: \_\_\_\_\_

I certify that the following person(s) personally appeared before me this day, each acknowledging to me that he or she voluntarily signed the foregoing document for the purpose stated therein and, in the capacity, indicated:

\_\_\_\_\_  
(Name of principal(s)).

Notary  
Signature: \_\_\_\_\_

Notary Printed  
or Typed Name: \_\_\_\_\_

(SEAL)

My Commission Expires : \_\_\_\_\_

**NORTH CAROLINA STATE HIGHWAY PATROL  
INVESTIGATIVE SERVICES UNIT – DEALER SECTION  
3129 MAIL SERVICE CENTER, RALEIGH, NC 27697-3129**

**RENEWAL APPLICATION FOR DEALER AND TRANSPORTER PLATES**

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License Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

1. Have any of your current plates or the ones listed below been lost, stolen, mutilated or are no longer in your possession? **YES**  **NO**

If yes, please list those plates and indicate whether each plate is **LOST, STOLEN, or MUTILATED:**

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2. Please select the appropriate category(s) for plate renewal:

a. PLATE CATEGORY:

b. PLATE CATEGORY:

c. PLATE CATEGORY:

d. PLATE CATEGORY:

e. PLATE CATEGORY:

**NORTH CAROLINA STATE HIGHWAY PATROL  
 INVESTIGATIVE SERVICES UNIT – DEALER SECTION  
 3129 MAIL SERVICE CENTER, RALEIGH, NC 27697-3129**

**APPLICATION FOR SALES REPRESENTATIVE LICENSE**

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**1. APPLICANT INFORMATION.**

Please print legibly. Illegible forms will not be processed. Use complete legal name as it appears on your Driver's License/ID Card.

Applicant Name: \_\_\_\_\_ Driver's License State / Number: \_\_\_\_ / \_\_\_\_\_

Physical Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Birthdate: \_\_\_\_\_ Race: \_\_\_\_\_ Weight: \_\_\_\_\_

Hair Color: \_\_\_\_\_ Sex: \_\_\_\_\_ Height: \_\_\_\_\_ Eye Color: \_\_\_\_\_

Dealer Sales Representative     Distributor Sales Representative     Factory Representative

**2. ENDORSEMENT BY EMPLOYER.** AS EMPLOYER I UNDERSTAND THAT I AM RESPONSIBLE FOR THE ACTS OF ALL SALES REPRESENTATIVES EMPLOYED BY ME WHILE ACTING AS MY AGENT.

Business Name: \_\_\_\_\_ Dealer License Number: \_\_\_\_\_

Address: \_\_\_\_\_

Printed Name of Employer: \_\_\_\_\_

Signature of Employer: \_\_\_\_\_ Date: \_\_\_\_\_

**3. AS THE APPLICANT, I HEREBY CERTIFY THAT:**

(1) I have been convicted of an offense set forth under N.C.G.S. § 14-71.2, 20-106.1, 14-160.4 or 20-112 within 5 years next preceding the date of filing the application.  **Yes** or  **No (mark one)** \*Initial: \_\_\_\_\_

(2) I have been convicted of a crime: (a) possibly related to the duties and responsibilities for holding a sales representative license; or (b) violent or sexual in nature.  **Yes** or  **No (mark one)** \*Initial: \_\_\_\_\_

(3) I have previously been denied or had a license issued under the Dealer Licensing Act that was suspended or revoked.  **Yes** or  **No (circle one)** \*Initial: \_\_\_\_\_

(4) I am familiar with and will comply with all the laws and regulations governing the conduct of motor vehicle dealers or sales representatives and will cooperate with the Division and the North Carolina State Highway Patrol in administering the North Carolina Motor Vehicle Dealers and Manufacturers Act. The information and certifications contained in this application are true and correct to the best of my knowledge and belief.  **Yes** or  **No (mark one)** \*Initial: \_\_\_\_\_

**In reviewing an application, the Division may only deny an application based on a conviction under the requirements of N.C.G.S. § 20-294 and N.C.G.S. § 93B-8.1. Upon review of the application where the applicant has a criminal conviction, the Division shall consider:**

- (1) The level and seriousness of the crime.
- (2) The date of the crime.
- (3) The age of the individual at the time of the crime.

**Requirements continued.**

- (4) The circumstances surrounding the commission of the crime, if known.
- (5) The nexus between the criminal conduct and the prospective duties of the applicant as a licensee.
- (6) The prison, jail, probation, parole, rehabilitation, and employment records of the applicant since the date the crime was committed.
- (6a) The completion of, or active participation in, rehabilitative drug or alcohol treatment.
- (6b) A Certificate of Relief granted pursuant to G.S. 15A-173.2.
- (7) The subsequent commission of a crime by the applicant.
- (8) Any affidavits or other written documents, including character references.

**If you answered "YES" to questions (1), (2), or (3) above indicating that you have such a conviction, you may attach any information relevant for the Division to consider in reviewing your application. Such information can include, but not be limited to, the considerations listed above in (1) through (8) that the Division shall consider.**

**Any material misstatement on this application and/or other grounds besides convictions listed under N.C.G.S. § 20-294 may authorize the denial of the application.**

**If the Division denies an application based on a conviction, the applicant may appeal the denial under the procedures set forth under N.C.G.S. § 20-300 and Article IV of Chapter 150B. If the Division denies an application based on the remaining provisions of N.C.G.S. § 20-294, the applicant may seek an administrative hearing under N.C.G.S. § 20-296.**

**N.C.G.S. § 93B-2 requires the Division to track and report to the Secretary of State, the Attorney General, Military & Veteran's Affairs, and the Joint Legislative Administrative Procedure Oversight Committee, an annual report containing the following information:**

Is the applicant, listed on this application, active-duty military, a military veteran, or a military spouse?

**Yes** or  **No** (mark one)

If **yes**, complete the information below:

I am Active-Duty Military	I am a Military Veteran	I am a Military Spouse
<input type="checkbox"/> <b>Yes</b> or <input type="checkbox"/> <b>No</b> (mark one)	<input type="checkbox"/> <b>Yes</b> or <input type="checkbox"/> <b>No</b> (mark one)	<input type="checkbox"/> <b>Yes</b> or <input type="checkbox"/> <b>No</b> (mark one)

Signature of Applicant: \_\_\_\_\_ Date: \_\_\_\_\_

County: \_\_\_\_\_ State: \_\_\_\_\_

I certify that the following person(s) personally appeared before me this day, each acknowledging to me that he or she voluntarily signed the foregoing document for the purpose stated therein and in the capacity indicated:

\_\_\_\_\_ (Name(s) of principal(s)).

Notary Signature \_\_\_\_\_ Notary Printed or Typed Name \_\_\_\_\_

(SEAL)

My Commission Expires \_\_\_\_\_