



Jonathan Banks

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Jonathan Banks is Vice President & GM, Vehicle Valuations at J.D. Power. Under Mr. Banks' leadership, his market intelligence and analytical teams deliver accurate and timely residual values & used car and truck valuations for the automotive industry, financial institutions, businesses, and consumers. Additionally, Mr. Banks analyzes market data at both the auction and retail level of the new and used vehicle market and develops analytical support for the myriad decisions along the vehicle value chain from product development to remarketing. Banks also serves as one of the division's primary media spokespeople on issues affecting the automotive industry and its consumers.

With 20 years of experience in the automotive industry, Mr. Banks is a well-respected expert, speaking at many of the major automotive conferences and conventions across the country. He is also a trusted source for the media and has been quoted in various publications, including *The Wall Street Journal* and *USA Today*.

Prior to NADA Used Car Guide, Mr. Banks worked as a senior director and manager at ALG for 13 years. At ALG, he helped establish a series of successful initiatives to improve and streamline the use of used vehicle market and pricing data to improve its forecasting model.

Mr. Banks received his undergraduate degree from UC Santa Barbara and his MBA from Pepperdine University as well as a graduate certification in Foundations of Business Analytics. Outside of the office, Banks enjoys traveling, music, watching baseball, reading and just about anything outdoors.