NEW MEMBER GUIDE

WINNING STARTS HERE
Copart was founded in 1982 by Willis J. Johnson with just one location in California. In 1994, he took Copart public, raising the money needed to expand the company across the U.S. Today, our industry-changing auction technology connects Sellers and Buyers around the globe, every single day.

With more than 175,000 vehicles up for bid on any given day, Copart has something for everyone: dismantlers, body shops, salvage buyers, dealers and individual consumers.

We want you to have the best experience possible, so please take some time to get familiar with the basics of purchasing a vehicle through Copart before starting your search. Our New Member Guide gives you an overview of Copart’s policies and procedures, allowing you to get the most from your bidding and buying experience.

Sincerely,

The Copart Team

Pricing, times and policy and process information are current as of February 2019. For the most current information, visit Copart.com or contact your Copart location.
WHICH MEMBERSHIP IS RIGHT FOR YOU?

**GUEST MEMBERSHIP**
View our auctions and search inventory by signing up as a guest. There’s no fee, no paperwork and no wait.
- Create Watchlists
- Set Up Vehicle Alerts
- Receive our “Get Started” emails to see how bidding, buying and winning at Copart works

**BASIC MEMBERSHIP**
With a Basic Membership, you can bid on and win one Copart vehicle at a time with limited Buying Power before adding deposits.
- Create Watchlists and Saved Searches
- Access a personalized Member Dashboard
- Get access to special Broker discounts
- View multiple auctions at a time

**PREMIER MEMBERSHIP**
Premier Membership is the best choice for most Copart Buyers. With Premier, you get substantial Buying Power so you can bid on multiple vehicles without needing additional deposits.
- Get Priority Member Services phone support
- Bid on multiple vehicles across several live online auctions
- Increase Buying Power through a single, fully refundable deposit
- Enjoy special in-location perks

Bidding eligibility is determined by your current licenses on file and state requirements. Membership type (Basic or Premier) does not increase bidding eligibility. Membership pricing subject to change. Check Copart.com/Membership for the latest pricing and information.

See our Member Protection Pledge at Copart.com/Pledge

“A very convenient way to shop for vehicles—with Copart’s website, you can order online deliveries. Also, I’ve had good rapport with the staff from Copart.”

– Steve Brancati

Join today at Copart.com/Start

**BID AND BUY FROM ANYWHERE**
It’s easy with our mobile app!

Scan code or visit Copart.com/Mobile

**BID WITH CONFIDENCE**
As a Copart Member, you have access to several vehicle reports to help you make an informed buying decision. Learn more at Copart.com/Reports.

For more buying tips and resources, visit Copart.com/Educate.
JOINING AN AUCTION

You can join a live auction in just a few clicks. Anyone can attend an auction, but you must sign in or register for a Basic or Premier Membership if you’d like to bid on a vehicle.

1. Sign in or register at Copart.com/Register.
2. Have a copy of your government-issued ID ready to upload and a credit or debit card ready to pay for your membership (other payment options are also available).
3. Access live auctions from the homepage, search results, your Member Dashboard, the Auctions tab or any vehicle details page.
4. Click the ‘Join Live Auction’ button from any of these pages.
5. Begin your bidding on the Auction Dashboard.

Read the Terms & Conditions before bidding on or buying a vehicle.

AUCTION TIMES

With over 200 locations around the globe, we have an extensive list of vehicles from which to choose. Auctions at locations in the Eastern Time Zone begin at 10 a.m. local time, and all other sales start at 12 p.m. local time.

Visit each location page to see more information on upcoming auctions.

Copart.com/Locations

When everyone else is closed...

Bid and Buy in our Night Cap Sales

Join our evening auctions • Monday - Thursday at 9 p.m. ET

Find out more at Copart.com/NightCap
MAKING DEPOSITS

All Basic Members get $1,200 in Buying Power when they register and pay for membership. This allows bidding on one vehicle up to $1,200. A deposit is required to bid higher. Alternatively, Members can upgrade to a Premier Membership which requires an annual fee and a single, fully refundable deposit.

Deposits must be at least 10% of the amount you plan to bid. For example, if you wish to bid up to $2,400 on a vehicle, you need to submit a deposit of $240.

Keep in mind you are not able to increase your deposit during an auction if the bids exceed your limit, so be sure to add a high enough deposit before the sale begins.

The fastest way to make a deposit is online, but you can also visit any Copart location for assistance.

1. Sign in to your Copart account.
2. On your Member Dashboard, find the My Buying Power widget.
3. Click the ‘Increase Buying Power’ button.
4. Fill in your desired bid amount and your 10% deposit is calculated.
5. Submit your payment.

You can request a refund of any security deposit if not tied to outstanding bids or unpaid fees. Just sign in to your account and visit the Account Information page, then click on ‘Deposit Refund.’

Premier Membership requires one fully refundable deposit of $400* and gives you the freedom to bid as high as you wish without making additional deposits for added Buying Power.

*In addition to $199 annual registration fee.
WHAT CAN YOU BUY?

Our inventory includes some vehicles that can only be purchased by Basic and Premier Members with business licenses on file. You can either apply for appropriate business licenses or sign up with a Copart Registered Broker who can assist you with the purchase of a vehicle.

SUBMIT BUSINESS LICENSES:

1. Review state-specific business licensing requirements and resources.
2. Once you’ve registered and signed in, instantly upload all applicable business licenses, forms and sales tax exemption certificates by visiting the My Account page.

For more information, visit Copart.com/Licensing

BUY WITH A BROKER:

1. Find the vehicle you wish to purchase on Copart.com.
2. Enter your maximum bid and submit by clicking ‘Bid Now.’
3. If you’re not eligible to purchase, you’re prompted to submit business licenses or find a Copart Registered Broker from a provided list.
4. Review Broker profile pages and contact a Broker who meets your purchasing needs to discuss services and additional terms and conditions.
5. Pay registration fees and agree to the Broker’s terms and conditions to have your account activated.

For more information, visit Copart.com/Broker

No License?

Public Buyers can bid on No License Required vehicles. Visit Copart.com/PublicAuction for more information.
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This chart is not a complete listing of eligibility rules and may not reflect current licensing laws, but it does provide a good overview for new Members. For more licensing resources, visit Copart.com/Licensing.

✔ For this type of vehicle, you do not need to submit any additional licenses (beyond the standard licenses required for your Buyer type).
* Denver South location only
BID AND WIN PROCESS

SEARCH

It’s easy to find the vehicles you are looking for on Copart.com. Whether you have a specific model in mind or simply want to browse vehicles by title type, Copart makes your search easy.

• From any page on Copart.com, access the Vehicle Finder tool to search for various types of inventory, or use the filters on the Search Results pages to find a specific vehicle.
• Save any search by clicking the ‘Save Search’ button at the top of your results page.*
• Save up to 20 vehicle searches at a time, and access your saved searches on the Copart website or mobile app. Start your search at Copart.com/vehicleFinder.

*Saved Searches available for Basic and Premier Members only.

WATCH

Whether you’re a new Member or an active Buyer, Copart’s Watchlist feature offers the easiest, most convenient way to monitor vehicles in which you’re interested in bidding.

• Have your eye on a vehicle? Visit the lot details page and click the ‘Watch’ button to add it to your Watchlist.
• Your Watchlist keeps track of the sale date, lot number, description and current bid before the live auction begins. You even receive email notifications when vehicles on your Watchlist are up for auction.
• You can save up to 2,000 lots at a time and bid on your favorite vehicles on your computer, tablet, iOS and Android devices.

INSPECT

We encourage all Copart Members to take the time to educate themselves on the vehicle they are interested in before placing a bid. Copart provides all Members the option to inspect a vehicle prior to auction.

• Start by making a list of lot numbers you plan to inspect at a specific location. Basic and Premier Members can preview all Copart vehicles at no cost, Monday through Friday, during regular business hours.
• Can’t make it to the location to preview a lot? Hire an independent inspector to inspect the vehicle before you begin bidding. Find one at Copart.com/inspectors.
• Remember to review a vehicle’s history by using AutoCheck, Condition Reports, EpicVIN or Market Guide Report links located on the lot details page. We also provide the VIN for every vehicle should you want to use another service.

To learn more, visit Copart.com/Educate
## COPART’S AUCTION TECHNOLOGY

Copart’s patented auction technology is a two-stage bidding process, allowing you to bid well before the live auction begins.

### Ways to Bid and Win

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<thead>
<tr>
<th>Type</th>
<th>Description</th>
<th>Timing</th>
<th>Benefits</th>
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</thead>
<tbody>
<tr>
<td>Preliminary Bids</td>
<td>Enter your max bid price for the vehicle. Our BID4U technology places bids on your behalf during live bidding, up to the maximum amount set by your pre-bid.</td>
<td>You can pre-bid on any vehicle that is two minutes or two units away from being the lot on the block.</td>
<td>BID4U bids on your behalf during the live online auction. This can be valuable if you’re unable to attend the live auction or if you are bidding on several vehicles.</td>
</tr>
<tr>
<td>Live Bids</td>
<td>This is the incremental bid you place in real time once the live online auction starts. You can also increase the amount one or more increments over the current bid amount to place a Monster Bid.</td>
<td>On the day of the sale, vehicles are arranged by item number, and you can begin live bidding once the lot is “on the block.” The countdown timer begins to run, and each time a live bid is submitted, the clock resets. If the clock reaches zero, the sale is over.</td>
<td>Great for those who can attend the live online auction held on the sale date. Live bidding on our auction platform is fast and fun! You can also attend the live online sale to see the sale prices of vehicles you’re interested in even if you aren’t sure you’d like to bid.</td>
</tr>
<tr>
<td>Buy It Now</td>
<td>Buy a vehicle immediately for the price listed by the Seller. This option is only available on select vehicles.</td>
<td>You can choose to Buy It Now once an item is listed on our website until the live online auction begins.</td>
<td>Ideal for those who do not want to wait for the sale date to compete with other Members for the vehicle. Buy It Now allows you to lock in the sale price and complete the transaction the same day.</td>
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<tr>
<td>Counter Bids</td>
<td>When a vehicle is sold with a Minimum Bid requirement or “On Approval,” the Seller may send you a counter bid after the live online auction ends. You can choose to accept, decline or respond with your own counter bid.</td>
<td>You and the Seller can place counter bids after a lot has run through an auction until 6 p.m. PT one business day after the sale.</td>
<td>Allows your best offer to be reviewed by the Seller.</td>
</tr>
</tbody>
</table>

**Tie Bid Policy:** Live bids prevail over pre-bids of equal amount.
The powerful Auction Dashboard gives Members the ultimate bidding experience.

1. Green, yellow, red and blue auction colors to keep you up-to-date on your live bidding status
2. Choose your view: small, large, multi auction and classic view
3. Increase bid amount, submit a Monster Bid or let our BID4U auction technology work for you
4. Know current and past bidder amounts and location
5. Upcoming winning pre-bids show a green thumb up
6. Upcoming losing pre-bids show a red thumb down
7. Watchlist items show a yellow star and background
8. See recommended auctions based on your auction activity
9. View your recent bid activity
10. Leave us feedback to improve the auction experience
Monitor the estimated time you have before bidding begins on vehicles of interest

Extend window to browse through full-size vehicle images while still being able to bid

Color-coded icons representing lot highlights

Vehicle details at a glance

Number of vehicles that are left in an auction lane

Number of auction lane participants

Gray binocular icon indicates Seller is watching

Toggle auction sounds on or off

Filter vehicles shown below by bid status

Toggle through expanded view of upcoming vehicles
COMPLETING THE PURCHASE

PAY FOR YOUR VEHICLE

1. After you win a vehicle, you’ll receive an email confirmation.
2. Pay for your vehicle within three (3) business days, including the sale date. Payment must include any applicable fees and sales tax. Sign in to your account for more details on fees associated with your purchase.

SECURED PAYMENT TYPES
• Cashier’s check
• Money order
• Wire transfer
• Company check, subject to prior approval by Copart
• ePay – online payments using your checking account, subject to prior approval by Copart

UNSECURED PAYMENT TYPES
• Personal credit or debit cards*
  *Restrictions apply. Visit Copart.com/Payments for more information.

PICK UP YOUR VEHICLE

1. After you pay for your vehicle in full, arrange for pick up of your vehicle from Copart. Complimentary storage period varies by location. Visit the location’s specific page on Copart.com for details.
2. When you arrive, we will load your vehicle onto your transporter. Loading is first come, first served. All heavy and medium-duty vehicles are self-load only.
3. After the complimentary storage period, storage fees are incurred for each day the vehicle is stored at the Copart location. Storage fees vary by location and can be found on the location’s specific page on Copart.com.

CAN’T PICK IT UP?
Use the delivery quote tool on the lot details page. Simply enter in the destination zip code to get a real-time estimate on transportation cost. If you aren’t prepared to transport the vehicle yourself, you have the opportunity to select one of the third-party transportation options at checkout.

Location & Delivery

Visit the Payments Due section on your Dashboard to keep track of payment deadlines so you are not charged a late payment fee.
LOCATION RULES & SAFETY GUIDELINES

- Safety vests and closed toe shoes are required at all times.
- Pets may not be brought into the vehicle storage area.
- Due to moving equipment, caution must be exercised at all times, particularly when passing through gates and doorways.
- Use caution when walking around or looking in vehicles; broken glass and sharp edges may cause injuries.
- Buyers may not ride in or on any Copart vehicle or equipment.
- As a safety precaution, please do not attempt to start a vehicle without a Copart employee.
- Tools of any kind, including diagnostic code readers, are not allowed in the yard. See a staff member if you need assistance with a vehicle.
- Report any injuries or dangerous conditions immediately to Copart personnel.
- In some areas of the country, snakes can be a serious problem. Use extreme caution when entering vehicles or raising hoods.
- Buyers and visitors are not permitted beyond the sale area.
- Keep a safe distance between yourself and the forklifts.
- Firearms, weapons and hazardous or dangerous devices are prohibited on Copart Property.
- Possession, use or sale of alcohol or illegal drugs or substances on Copart property is prohibited.
- Stay clear of electric fences at all times.
TERMS AND ICONS GLOSSARY

ICONS

R Run & Drive: At the time the vehicle arrived at Copart’s location, Copart verified that the vehicle (i) started, (ii) could be put into gear and (iii) was capable of moving forward under its own power. There is no guarantee, representation or warranty that the vehicle is in roadworthy condition or can be driven lawfully upon the highways of any state. There is no guarantee, representation or warranty that the vehicle will (i) start, (ii) drive or (iii) move forward under its own power at the time the vehicle is picked up at Copart’s location. It is the Member’s sole responsibility to ascertain, confirm, research, inspect and/or investigate the vehicle prior to bidding on it. Once the vehicle is removed from Copart’s premises, the Member accepts the vehicle “as is.”

S Engine Start Program: At the time the vehicle arrived at Copart’s facility, Copart verified that the vehicle (i) started and (ii) ran at idle. There is no guarantee, representation or warranty that the vehicle will (i) start or (ii) run at idle at the time the vehicle is picked up at Copart’s location. It is the Member’s sole responsibility to ascertain, confirm, research, inspect and/or investigate the vehicle prior to bidding on it. Once the vehicle is removed from Copart’s premises, the Member accepts the vehicle “as is.”

E Enhanced Vehicle: Vehicles listed as “Enhanced Vehicles” are those where: (i) the Seller has authorized Copart to perform an enhancement service to the vehicle such as a wash and vacuum or protective covering, or (ii) the vehicle is under a program that gives Copart discretion to use enhancement services to maximize the value of the vehicle. This designation does not guarantee that any enhancement service was completed but rather indicates that qualifying vehicles would likely be enhanced. It is the Member’s responsibility to inspect and verify the use of enhancement services.

O Offsite Sale: Offsite Sale lots are not physically located at a Copart location but are sold during the regular VB3 sale of the closest Copart location. The “preview” and “pickup” location is listed for each lot. Please review the preview dates and times to make arrangements to inspect any item. Members are responsible for pickup of the lot from the location listed with the normal free-storage period. All regular Copart fees apply to the sale of offsite lots.

C Seller Certified: Seller certifies that the Member purchasing this unit will be completely satisfied with the purchase. If upon inspection of the unit, and prior to leaving Copart’s premises, the Member is not fully satisfied, then the Member may decline to complete the purchase transaction without any penalties, fees or charges. Once a vehicle is removed from Copart’s premises, the Member understands and agrees he or she accepts the vehicle “as is” pursuant to Copart’s Member Terms & Conditions.

C CrashedToys: Vehicles listed as CrashedToys are those that are located at CrashedToys specific yards. CrashedToys specializes in the sale of salvaged motorcycles, exotics, RVs, boats, jet skis and other power sport crafts. These vehicles are accompanied with additional photos and lot notes. Where applicable, videos are also available for these vehicles. Fee structure differs for these vehicles.

KEY TERMS

ERV: ERV stands for “Estimate Retail Value” of the vehicle, which means the estimated retail value of the lot as submitted to Copart by the Seller. If the lot has been damaged, this is the value prior to the occurrence of the damage.

BID4U: BID4U represents the highest bidder during both the preliminary bidding process and the virtual auction. Simply enter the maximum price you are willing to pay for the lot during preliminary bidding and BID4U will bid on your behalf up to your maximum bid during the virtual auction. BID4U will only bid one increment over the current bid to maintain your position as the highest bidder. This allows you to purchase a vehicle
below your maximum bid if bidding doesn’t meet or exceed your maximum bid.

**Current Bid:** The Current Bid is the highest price offered for this lot at this time. There may be a higher maximum bid being represented by BID4U. The Current Bid is always listed in the currency of the country of the location.

**Pre-Bid:** A bid placed during preliminary bidding, which takes place before the live online auction begins. Bids may be placed online or through computer terminals located at kiosks installed in Copart locations.

**Live Bid:** A bid placed during the live online auction.

**Lane:** A subset of all items up for bid during each live auction. The number of lanes running in a particular location’s sale depends on that sale’s inventory size. Lanes are assigned based on vehicle item numbers, which are located on the lot page under ‘Sale Information.’

On average, there are four (4) lanes running per auction. On the day of the sale, make sure you join the correct lane-specific VB3 auction so you don’t miss your chance to bid!

**Repair Cost:** Repair Cost is the estimated cost to repair the vehicle as submitted to Copart by the Seller of the vehicle. The Repair Cost listed here may vary greatly from the actual cost to repair this vehicle. The availability and use of recycled parts, varying labor rates, paint times, etc., greatly affect the cost to repair any vehicle. Copart recommends that each bidder evaluate the damage to determine the extent of the repairs necessary. This number is presented for informational purposes only. Copart makes no representations as to the validity or accuracy of the listed repair cost.

Remember that all Copart vehicles are sold “as-is, where-is” and are not represented as being in roadworthy condition, mechanically sound or maintained at any guaranteed level of quality.

**SALES STATUS**

Sales Status indicates the current status of the lot. Possible values and their meanings are:

**Pure Sale:** No minimum bid or reserve price. Lot is awarded to the highest bidder at the close of bidding during the virtual auction.

**On Approval:** Seller has reserved the right to approve the final high bid achieved during the online auction. Seller has until 6 p.m. PT one (1) business day after the sale to approve the bid. The high bidder is obligated to purchase the vehicle if released by the Seller within the approval period.

**Reserve Price:** Seller has placed a reserve, or minimum, price on the lot. If the minimum bid is not surpassed during the online auction, Seller has until 6 p.m. PT one (1) business day after the sale to accept the high bid.

**Ownership Documents:** Denotes the ownership documents that will be transferred to the Buyer. Each type carries certain ownership rights, restrictions and burdens. Research each title type to ensure its viability for your intended use of the lot.

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