

Completing a full pre-sale inspection provides numerous advantages for both sellers and buyers. While standard condition reports mainly address visual defects when vehicles are stationary, pre-sale inspections encompass a mechanical check, including a road test and an underbody structural examination.

Here are some of the benefits that both sellers and buyers will appreciate, knowing that a vehicle has completed a Pre-Sale Inspection:

- ✔ **Seller:** Identify and repair defects prior to sale to increase returns on sold vehicles.
- ✔ **Seller:** Reduced risk of arbitration on pre-inspected items.
- ✔ **Seller:** Build a confident buyer base through transparency and meeting buyer expectations.
- ✔ **Buyer:** Bid with confidence and pay more, with increased transparency.
- ✔ **Buyer:** Save additional costs by not having to purchase a post-sale inspection.
- ✔ **Buyer:** Save time as the vehicle is pre-inspected, ready for pickup or shipment immediately after payment.

What does a Pre-Sale Inspection cover?

The components listed on the Pre-Sale Inspection checklist below are considered covered items. For a more in-depth inspection process and action items, please refer to **Appendix A. below.**

Mechanical Checklist:

- | | |
|-----------------------|---------------------------|
| ✔ Emissions Equipment | ✔ ABS/Brake functionality |
| ✔ Engine | ✔ Transmission |
| ✔ Fluid Levels | ✔ Differential |
| ✔ Warning Lights | ✔ 4x4 Engagement |
| ✔ Odometer | ✔ Flood Inspection |
| ✔ SRS / Airbags | ✔ Electrical Accessories |

Structural Checklist:

- | | |
|---|--------------------------------|
| ✔ Rails: Front-Center-Rear | ✔ Pillars: A - B - C - D |
| ✔ Spring Pod, Torque box & Stabilizer Mount | ✔ Roof Braces Bows |
| ✔ Cross Members (except bolt on) | ✔ Rocker Panel - Inner & Outer |
| ✔ Strut Tower | ✔ Floor or Truck Panel |
| ✔ Cowell/Firewall | ✔ Quarter or Cab Panel |
| | ✔ Inner Quarter Front & Rear |

*Electrical Accessories checked for function on the following items: Navigation; Convertible top; Sunroof; Automatic sliding doors; power windows; power seats, heated seats; radio entertainment systems.

Structural inspections are consistent with the [NAAA Structural Damage Policy](#) per OPENLANE terms and conditions.

Pre-Sale Inspection Provisions:

- ✓ **Inspection Performance:** OPENLANE conducts pre-sale inspections in good faith and stands behind all inspected and passed components listed on the provided checklist.
- ✓ **Check-In Requirement:** Adequate time must be allotted for the completion of the condition report, pre-sale inspection, and other services as required.
- ✓ **Time Limit:** Pre-sale inspections are valid for 30 days from completion. If the vehicle is not sold within this period, a new inspection will be required so long as the vehicle remains at the OPENLANE VLC during this period.
- ✓ **Repair Authorization:** Based on the results of the pre-sale inspection, sellers will have the option to approve repairs on identified defects or all required announcements or disclosures will be added to the vehicle listing prior to sale.
- ✓ **Announcements and Disclosures:** OPENLANE will add all necessary announcements and disclosures resulting from the condition report and pre-sale inspection to the vehicle listing.
 - Seller will be responsible to advise of any additional known conditions or disclosures prior to sale.
 - Any announced conditions or disclosures removed by the seller will void coverage on inspected items.
- ✗ **Exclusions:** OPENLANE will not be held responsible for defects or conditions that were not apparent or unforeseen at the time of inspection. Factors such as inclement weather, vehicle safety, and drivability can affect an inspector's ability to accurately report defects or damages at the time of inspection.

What is not inspected during a Post-Sale Inspection?

- ✗ Advanced Driver Assist Systems (ADAS) are not inspected as part of the PSI. It is recommended these systems be inspected by a qualified 3rd party outside the auction property and not part of the PSI guarantee.
- ✗ Vehicles found to be In-operable or unsafe to drive at time of inspection
- ✗ EV / Hybrid battery and systems
- ✗ Non OEM equipment or performance modifications
- ✗ Components where a panel or attached item on the vehicle's structure needs to be removed for inspection.

The following vehicles are excluded from the Pre-Sale inspection coverage:

AMC H1 Hummer	Dodge Viper	Mercedes G Wagon	Boats
Acura NSX	Ferrari	Mercedes SLR models	Motorcycles
Aston Martin	Fisker	Nissan GT-R	RV's & Motorhomes
Audi R8	Ford GT	Heavy Duty Trucks and	Hand built & kit vehicles
Bentley	Lamborghini	Equipment with a GVWR	Trailers
BMW Alpina	Maserati	in excess of 26,000lbs+	
BMW i8	Maybach	Modified vehicles (non OEM)	
Vintage (25 model yrs/older)	McLaren	• Subaru WRX	
Dodge Demon	Porsche 911	• Mitsu Lancer Evo	

The following is a comprehensive list of items that pre-sale technicians validate during the inspection process: APPENDIX A

ID	Description	Coverage for proper functionality
1.	Engine	<ol style="list-style-type: none"> 1. With engine running, visual and audio check of running condition <ul style="list-style-type: none"> • Visual - engine is not shaking, running smoothly, and notice no misfire • Visual - no excessive fluids leaks (also covered in A2) • Audible - listening for no excessive/abnormal engine noise 2. Road test checks: <ul style="list-style-type: none"> • Feel the overall driveability of the engine (no stalling, hesitation, etc.) • Audio - listening for no excessive engine noise
2.	Fluid Levels	<ol style="list-style-type: none"> 1. Engine oil - check level prior to road test - condition for intermix, sludge or metal fillings (oil cap check). 2. Transmission fluid 3. Brake fluid 4. Power steering fluid 5. Coolant - check for intermix / reservoir staining (if applicable) <p>Note: If any reservoir(s) are found to be low or empty, check related system components for class 3 leaks.</p>
3.	Warning Lights	<ol style="list-style-type: none"> 1. Key on and check that warning lights illuminate. 2. Start the vehicle, and check no warning lights stay on. If stay on, scan for codes 3. - any historical codes - 4. Approval from seller required: Extra diagnosis to determine the root cause(s) for the warning lights based on the scan codes.
4.	Odometer	<ol style="list-style-type: none"> 1. Readable (legible) 2. Functions during road test (mileage is increasing)
5.	SRS/Airbags	<ol style="list-style-type: none"> 1. SRS and airbags are not damaged or missing 2. Warning lights are covered above in the Warning lights section (A3).
6.	Emissions Control Equipment	<ol style="list-style-type: none"> 1. Catalytic converter, EGR Charcoal canister & DEF system are not modified or missing 2. Exhaust System - are not missing, modified or aftermarket
7.	ABS / Brake Functionality	<ol style="list-style-type: none"> 1. ABS/Brakes warning lights are covered above in the Warning lights section (A3). 2. During the road test, check if the brakes work, that is the vehicle stops when brakes are applied (safety)
8.	Transmission	<ol style="list-style-type: none"> 1. Visually inspect, by lift or over a pit, the transmission for oil leaks and damage. 2. During test drive in forward direction, check for transmission engagement and proper shifting 3. Check for proper operation of reverse gear
9.	Differential	<ol style="list-style-type: none"> 1. Visually inspect, by lift or over a pit, the differential for oil leaks and damage. 2. During test drive in forward direction, check for abnormal noises and clunking
10.	4x4 Engagement	<ol style="list-style-type: none"> 1. Activate 4x4 system high and low and check for proper operation. 2. Typical symptoms of not working are: excessive noise while turning the vehicle, and excessive grinding when engaging.
11.	Electrical Accessories	<ol style="list-style-type: none"> 1. Inspect for proper operation of the following items: Infotainment systems; Convertible top; Sunroof; Automatic sliding doors and hatch; running boards; power windows; power seats, heated seats; radio entertainment systems.
12.	Flood	<ol style="list-style-type: none"> 1. Interior of the vehicle, no bad odor or musty smell 2. Under dash, no surface rust on unfinished stamped steel bracket 3. No Water lines in fabric, insulation material, interior carpet and seat belts 4. No Water lines on firewall 5. Pull up a carpet section, and inspect for silt and flood debris (caution - dirt and dust is not an indicator of flood) 6. Inspect wiring harness / connections for excessive corrosion and rust. <p>Ref: NAAA policy - https://www.naaa.com/Policy/Policy_PDFs/NAAA_Flood_Damage_Policy_Inspection_Checklist.pdf</p>