



# SELLING LIGHT DEFINITIONS

NAAA Arbitration Policy is used as a baseline for CNYAA's arbitration policy.  
<https://www.naaa.com/Policy/policy.html>

## CNY Auto Auction Selling Light Definitions

### RED LIGHT:

Sold "AS IS" and "WHERE IS". These vehicles are not eligible for arbitration. If the vehicle sells for \$3,000 or less, frame/unibody damage will not be arbitrable.

Any vehicle over 175,000 miles is not arbitrable for any condition.

### YELLOW LIGHT:

Sold with an "Announcement", this is also known as a "Listen" light; this will alert the arena that there are conditions that the seller is disclosing.

For example, OVER 100,000 miles, TMU (true mileage unknown), frame or unibody damage, salvage history, salvage or rebuilt salvage title, repossession paperwork, previous Canadian History, etc.

Any announcements would exclude the condition from arbitration.

### GREEN LIGHT:

Sold "With Drive" and has 100,000 or less. Vehicle is eligible for full arbitration (Arbitration Amendments).

Any single mechanical defect (drive train, engine or electronic option), in excess of \$800 wholesale, qualifies for arbitration if the component is considered arbitrable by our policy.

Any vehicle sold for \$3,000 or less cannot be arbitrated for frame or unibody damage.

### BLUE LIGHT:

Sold "Title Attached/Title Unavailable/Title Absent", or also known as T/A. This means that there is missing paperwork such as a title, MV-50 (NYS), lien release, etc., that is not available to the buyer on sale day.

Seller has 28 days to produce all necessary paperwork to the buyer. The seller will also be charged a \$25 "T/A" fee. Any deal rejected because the paperwork has not been submitted by the 28th day, will result in a \$75 fee charged to the seller.

The buyer has the right to also return the vehicle as long as it does not have more than 500 more miles on it than it did on the block slip. Neither the auction, nor the seller will be held responsible for any work put into a vehicle that is purchased under "T/A" in the event the paperwork is not produced. All monies invested in the vehicle by the buyer are solely the responsibility of the buyer.

## This table outlines NAAA announcement requirements

NAAA Seller Disclosure/Announcement	Disclosure/Announcement Required			Arbitration Time Periods (if applicable)	
	Green Light Only	Yellow Light Only	Red Light Only		
<b>This appendix is not all-inclusive. Please refer to the full guidelines for further context relative to these individual elements.</b>	"Ride & Drive"	"Limited Guarantee"	"Limited As-Is"		
<b>Major Components</b>					
Fuel Conversion			YES	B or C	
Electric or Hybrid Vehicle Battery Problem (up to eight (8) model years)*					
Engine Problem*	YES	YES	NO	A or C	
Cracked or Repaired Block*					
Transmission/Drive Train Problem*					
Front or Rear Differential*					
4X4 System Inoperable*					
ABS Problem*		NO		B or C	
Emission Control Equipment: Inoperable, missing, or altered components that change or disable its function as intended by the manufacturer*					
Air Conditioning System*					
SRS – Missing or Problem with Airbags*					
Non-original engine or electric vehicle batteries for current model year and up to 4 model years old. (Excludes items replaced under manufacturer's warranty.)					
<b>Vehicle History Issues</b>					
Structural Damage/Certified Structural Repair or Replacement/Structural Alteration Per NAAA Structural Damage Policy	YES	YES	YES	B or C	
Inoperative Odometer					
State-Issued VIN Plates (Including Kit Vehicles)					
Vehicles Being Sold with No Title (Bill of Sale Only)					
Logo or Decal Misrepresentation					
Fire Damage				A or C	
Biohazard Vehicles					
Stolen Vehicle/Theft Recovery (Including History)					
Flood Damage (By Auction Inspection)					
Previous Canadian Vehicles					
Total Loss and/or Salvage Retention (By Insurance Records)**				30 Days	
Not Actual Miles or True Miles Unknown**					
Stolen Vehicle - Active/Open Theft **					
Lemon Law/Manufacturer's Buyback**					
Bonded, Insurance and/or Salvage Titles (Including History)**					
Grey Market Vehicles**	120 Days				
Flood Damage History (Reported By Government Agencies and/or Insurance Company Records)					
All Taxis and Livery Requiring Local or State Licenses and Law Enforcement Vehicles					
Voided Factory Warranty					
		NO	NO	30 Days	
<b>Other Issues</b>					
Vehicles Being Sold With a Government Release for Title (27A, SF-97-1etc.), CO, MSO, or Repo Affidavit Title (If Required By Law)	YES	YES	YES	7 Days After Receipt of Title	
Pending State or Local DMV Fees or Taxes Over \$100 Due On Vehicle (If Required By Law)					
Any Disclosure Required By Law		NO	NO	NO	A or C
Convertible Tops*					
Vehicle Accessory Problems* - Up to four (4) Model Years Old					
Exterior Cosmetic Wraps that Exceed 50% of Vehicle Exterior Panels					
Paintwork (3 Panels or More) on Current Model Year and Newer (Excludes Bumpers)					
Vehicles Not Equipped With Air Conditioning. Excludes Vehicles ten (10) Model Years Old or Older.					
<b>Arbitration Time Period Per Sale Channel Breakdown (Subject to local auction policy.)</b>					
<b>"A" In-lane-Sale Day Only   "B" In-lane-7 Calendar Days Only   "C" Online-Minimum industry standard = 7 calendar days   Sale Day = Day 1 for all timelines</b>					
* Must disclose defects that are singularly \$800 or more to repair or replace.					
** These transactions may be subject to arbitration regardless of the stated time limits. Arbitration claims initiated after the stated time period will be addressed under the guidelines of the "Title Arbitration Policy" (Paragraph I) and subject to the referenced depreciation terms.					