Salvage Process – Virginia

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• Vehicles taken by insurance companies as part of the claims process
Virginia’s Salvage Process

- Rebuilder/Customer acquires vehicles
  - Auction Sales
  - Salvage Yards
  - Internet /Casual Sales

- Rebuilder/Customer applies to DMV
  - Salvage Certificate
  - Brand (Rebuilt 90% or less) - July 1, 2015
  - Non-Repairable Certificate (> 90%)
  - Has usually already rebuilt vehicle
• Vehicle Branding (DMV)
  • Processes application
  • Collects Fees
  • Use Insurance Estimate Cost to Repair (ECR) and Actual Cash Value (ACV)
  • Accepts Independent Appraisal When Insurance Info Not Available
  • Places Stop on Vehicle Record
  • Issues branded title/non-repairable certificate
• Late model vehicle
  • 6 Model Years or younger; or
  • Valued at $10K or more prior to damage
  • Damages Exceeding 90% - Non-Repairable
• Other than late model vehicle
  • Seven Model Years and Older
  • Valued Less than $10K prior to damage
  • Damage Exceeding 90% - Non-Repairable

• Rebuilder/Customer
  • Vehicle must pass VA safety inspection

• DMV LED
  • Stolen Parts
  • Verify Odometer/vin/confidential vin
  • Repairs
• Salvage titles and salvage certificates from other jurisdictions
  • Based on issuing jurisdiction’s laws
  • Terminology of jurisdictions varies, leads to confusion
  • Look and design confusing, often brand is missed and clean title issued
  • Brands vary by jurisdictions
The Problem Continues...

- Insurance Companies
  - Salvage Title/Certificate
    - Junk
    - Non-repairable
    - Parts only
  - Insurance estimate doesn’t provide ACV or ECR (req. in VA)
  - % of damage determines brand in VA
• Most Popular States VA licensed Rebuilders Purchase Their Vehicles
  
  • Florida
  • Maryland
  • North Carolina
  • Pennsylvania
  • South Carolina
AAMVA
For More Information
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