

FEE COMPARISON CHART

California Dealer Academy

Platform-by-Platform Breakdown of Auction Costs

MANHEIM CALIFORNIA

Buyer's Premium: 8-10% of hammer price

Auction Fees: \$50-\$150 (documentation, gate)

Transport: \$0.60-\$1.50/mile

Pre-Sale Inspection (PSI): \$15-\$50 per vehicle

Typical Total: \$800-\$2,500 per vehicle

ADESA U.S. (CARVANA-OWNED)

Buyer's Premium: 7-9% of hammer price

Auction Fees: \$40-\$120 (documentation)

Transport: \$0.60-\$1.50/mile

Pre-Sale Inspection: \$15-\$50 per vehicle

Typical Total: \$700-\$2,300 per vehicle

COPART CALIFORNIA

Buyer Fee: \$75-\$300+ (varies by damage type)

Processing Fee: \$25-\$100

Storage: \$15-\$30/day (after pickup deadline)

Transport: \$0.70-\$1.50/mile

Typical Total: \$400-\$1,500 per vehicle

IAA (INSURANCE AUTO AUCTIONS)

Buyer Fee: \$100-\$500 (tiered by price/damage)

Processing Fee: \$25-\$100

Storage: \$15-\$30/day

Transport: \$0.70-\$1.50/mile

Typical Total: \$500-\$1,800 per vehicle

ACV AUCTIONS

Buyer Fee: \$50-\$300 (varies by sale price)

Processing/Admin: \$20-\$100

Transport: \$0.60-\$1.50/mile

Typical Total: \$300-\$1,200 per vehicle

OPENLANE

Buyer Fee: \$50-\$350 (varies by sale type)

Processing: \$20-\$100

Transport: \$0.60-\$1.50/mile

Recon: Varies by vehicle condition
Typical Total: \$400-\$1,500 per vehicle

CARMAX DEALER AUCTIONS

Buyer Premium: 5-8% of hammer price
Auction Fees: \$50-\$150
Transport: \$0.60-\$1.50/mile
Typical Total: \$600-\$2,000 per vehicle

NPA (NATIONAL POWERSPORT AUCTIONS)

Buyer Fee: \$50-\$200
Auction Fees: \$25-\$75
Transport: \$0.75-\$2.00/mile
Typical Total: \$300-\$800 per vehicle

BRING A TRAILER (BAT)

Consignment Fee: Varies (negotiable for dealers)
Buyer Premium: 0-5% (varies by listing)
Transport: Buyer arranges (\$0.75-\$2.00/mile typical)
Typical Total: Varies widely

CARS & BIDS

Seller Fee: Varies by listing package
Buyer Premium: 0-5% (varies)
Transport: Buyer arranges (\$0.75-\$2.00/mile typical)
Typical Total: Varies by vehicle

COST CONTROL TIPS

- Self-transport usually cheaper than platform transport
- Bundle vehicles to reduce per-unit transport cost
- Negotiate fees on high-volume purchases
- Factor storage fees into pickup timeline
- Compare platform fees before selecting auction

DISCLAIMER: This is an online guide and educational reference only. Fees change frequently and vary by platform, location, and vehicle type. Always verify current fees directly with each auction platform before bidding.

California Dealer Academy
www.californiadealeracademy.com