



EMPOWERING REMARKETING SUPERHEROES

PARTNERSHIP

autoims
Remarketing Technology

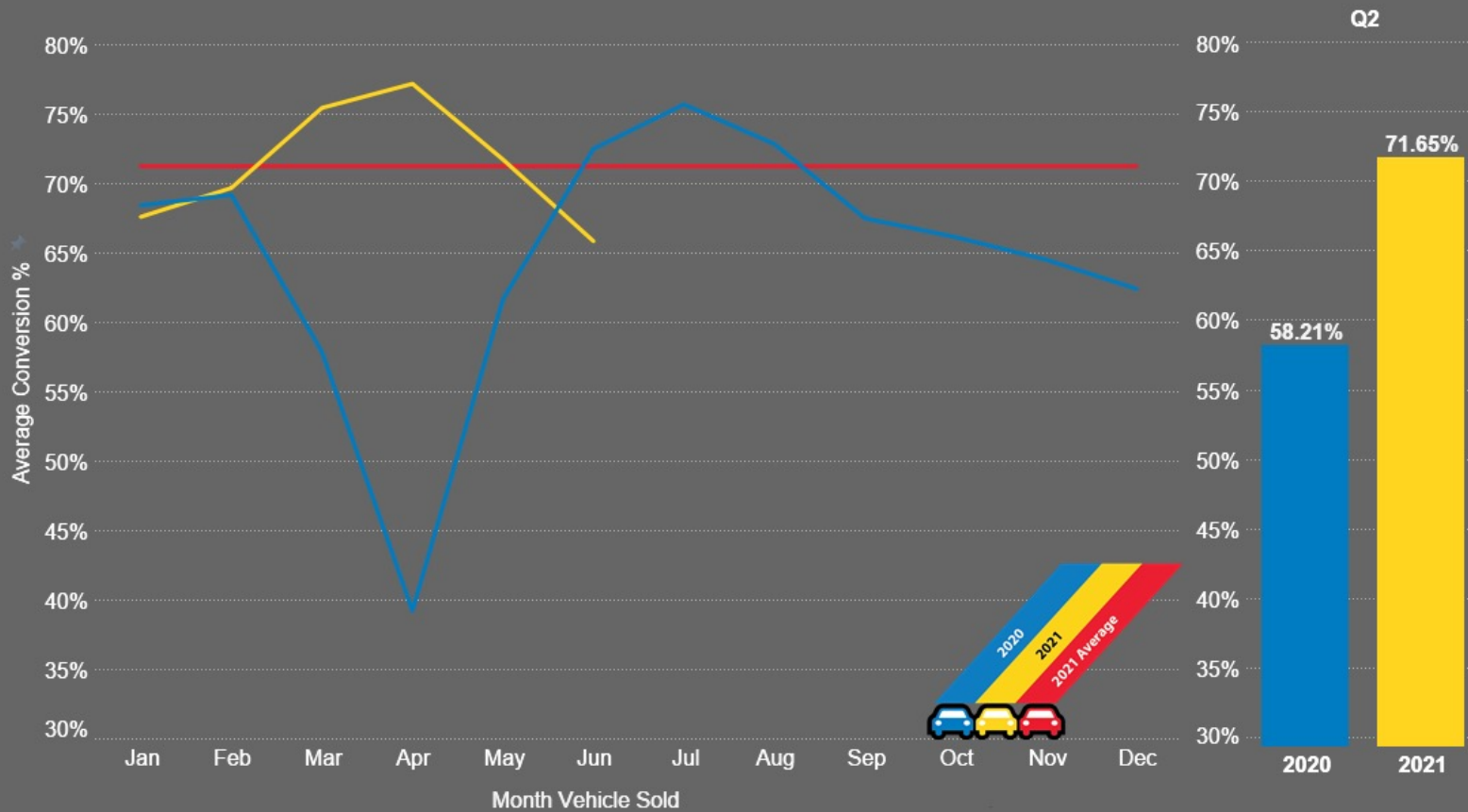
About the AutoIMS Industry View

- **What:** A compendium of metrics featured in the AutoIMS Sales Scorecard that reflects the entire AutoIMS database—a vast majority of the commercial sales volume at wholesale auto auctions in North America.
- **Why:** To offer a starting point for meaningful benchmark comparisons, adding further value to the AutoIMS Sales Scorecard.
- **How:** The AutoIMS Analytics team taps our database and uses advanced visualization tools to produce a useful readout for the current period and comparisons to previous years.
- **Who:** To be shared with AutoIMS clients, industry partners, and press.
- **When:** Published quarterly.

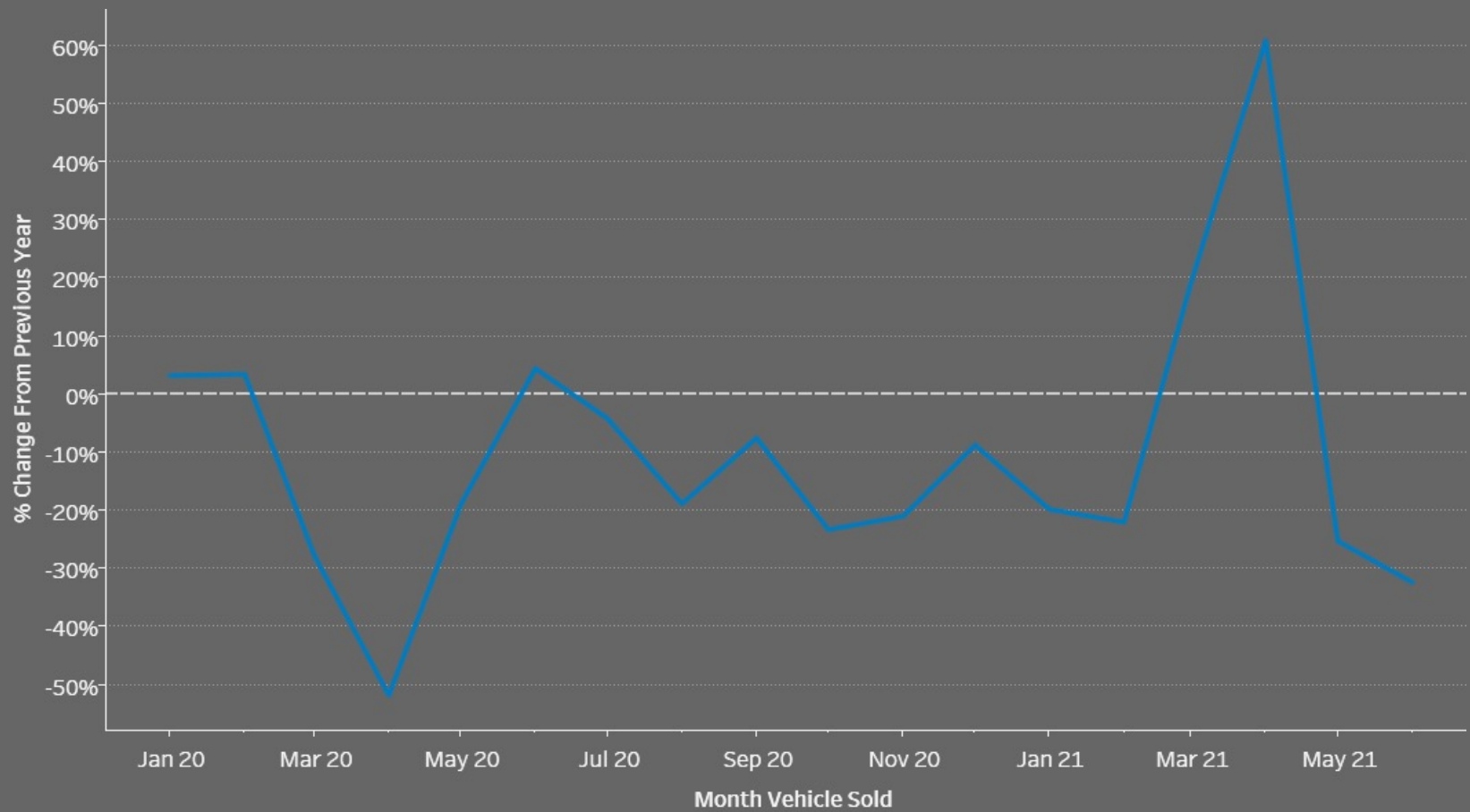


Conversion Rate

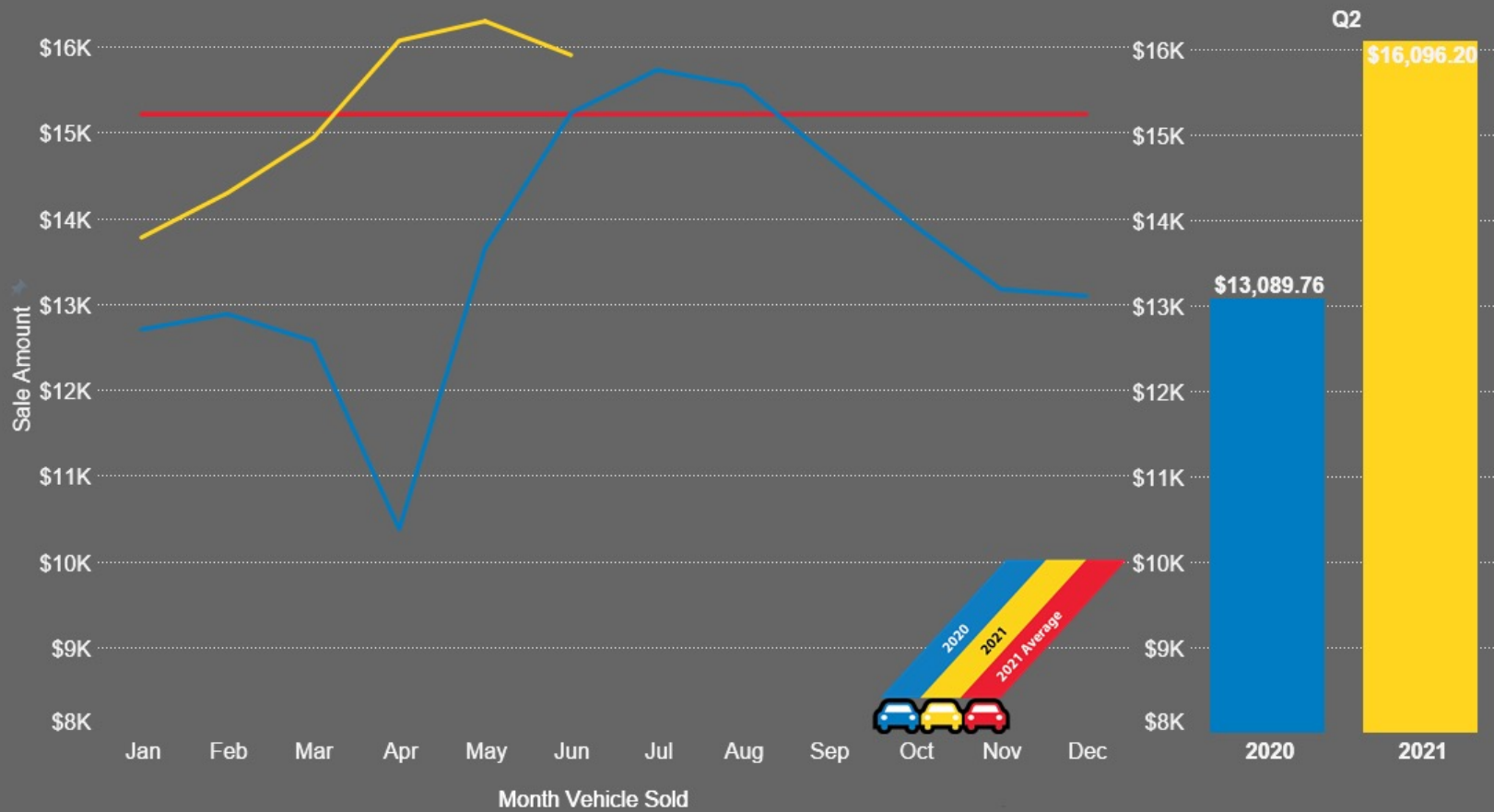
The % of vehicles sold on a day in which they were offered



Vehicle Sales Volume % Change

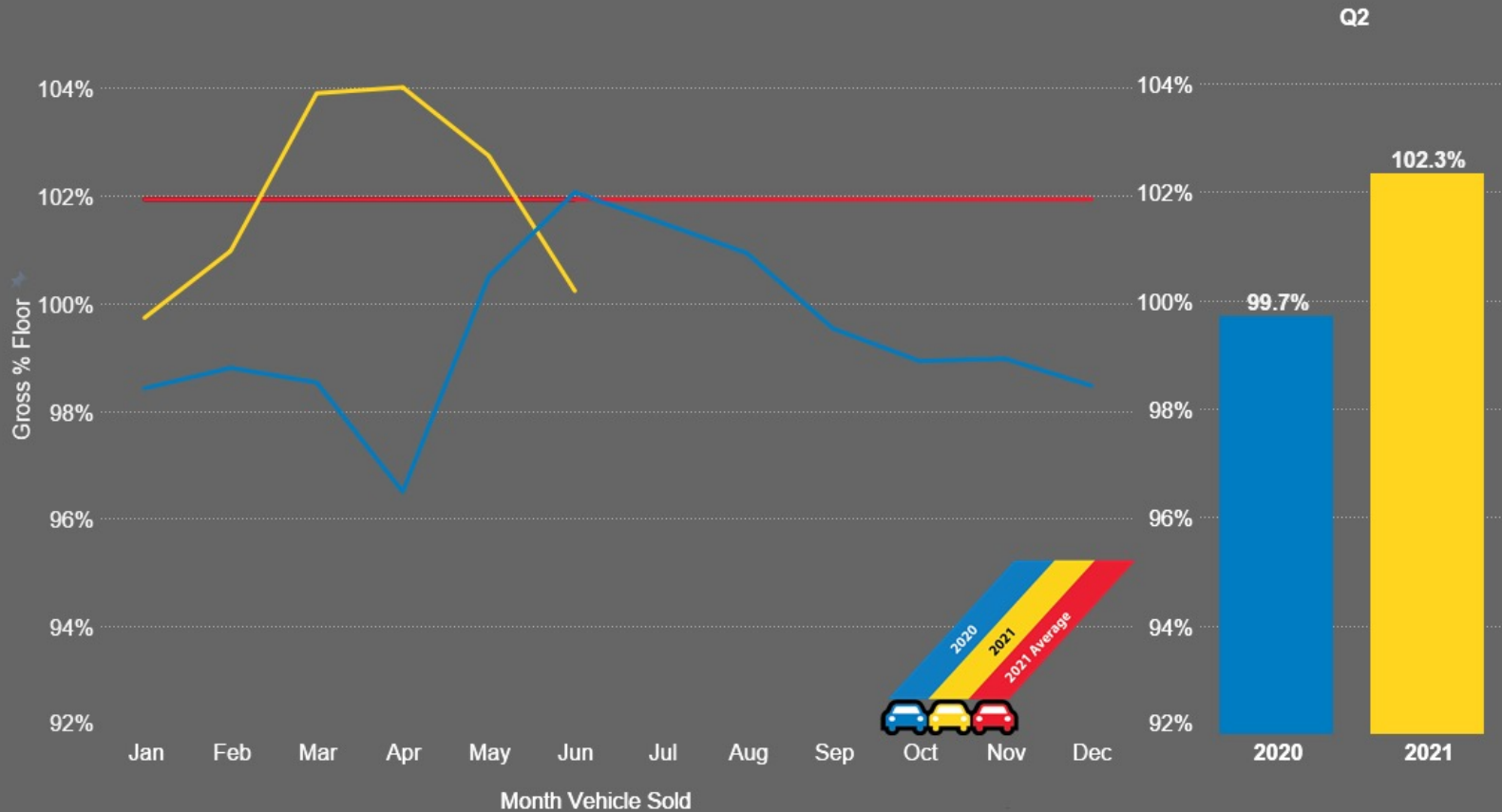


Average Sale Price



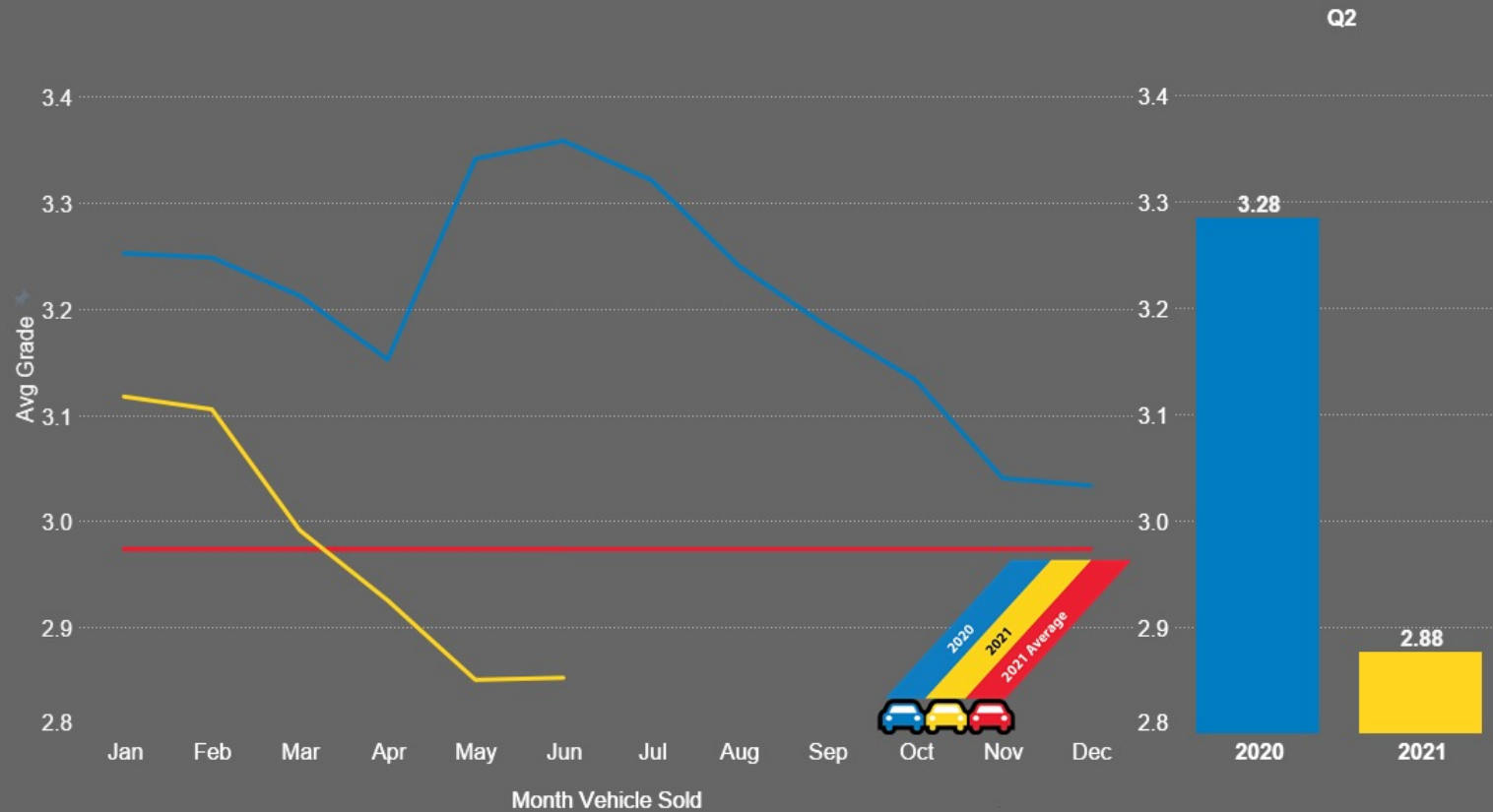
Gross Sales Price as a % of Floor Price

Only includes vehicles which had a Floor Price in AutoIMS



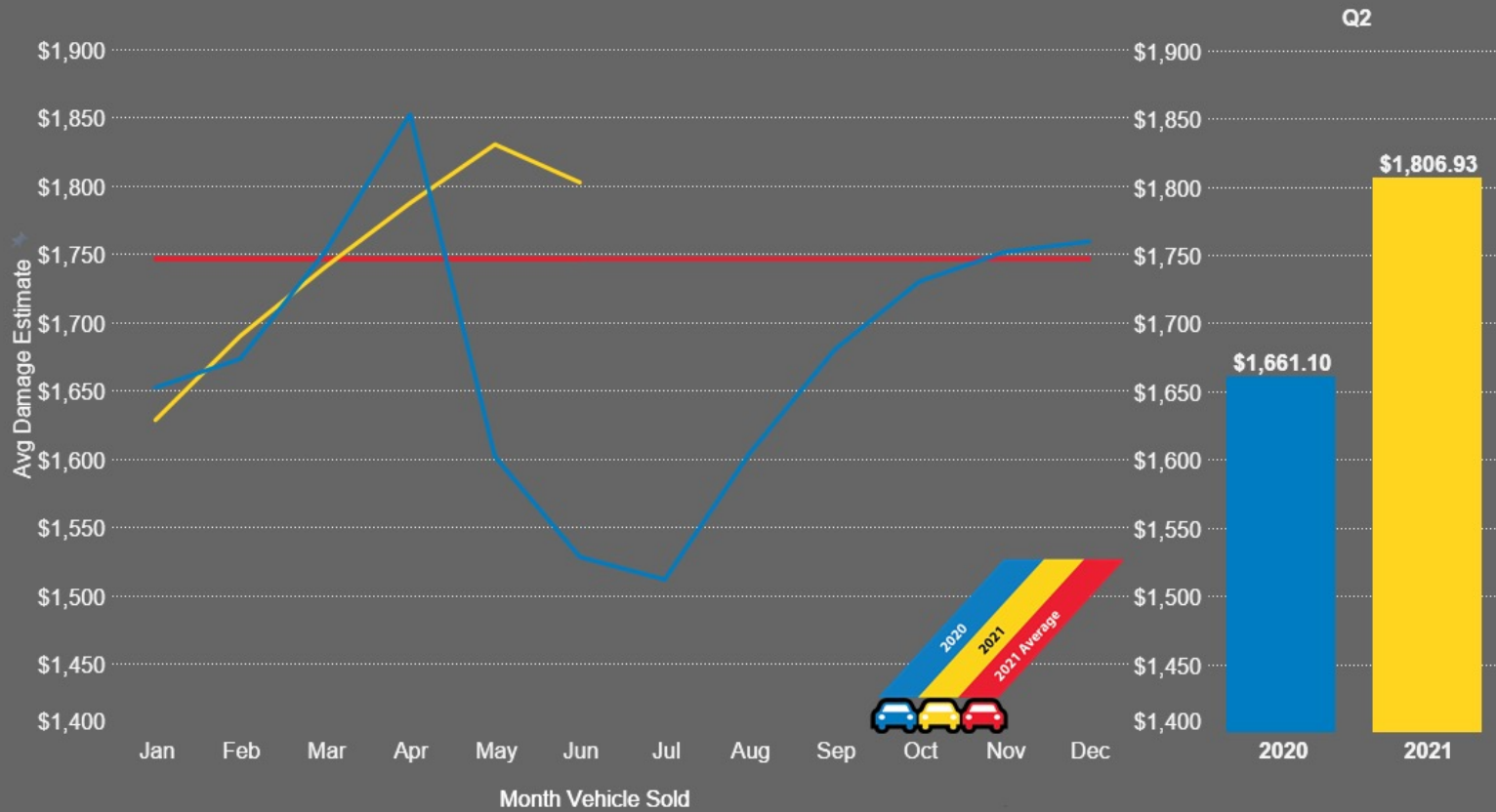
Average Vehicle Grade

Using the final CR grade at time of sale

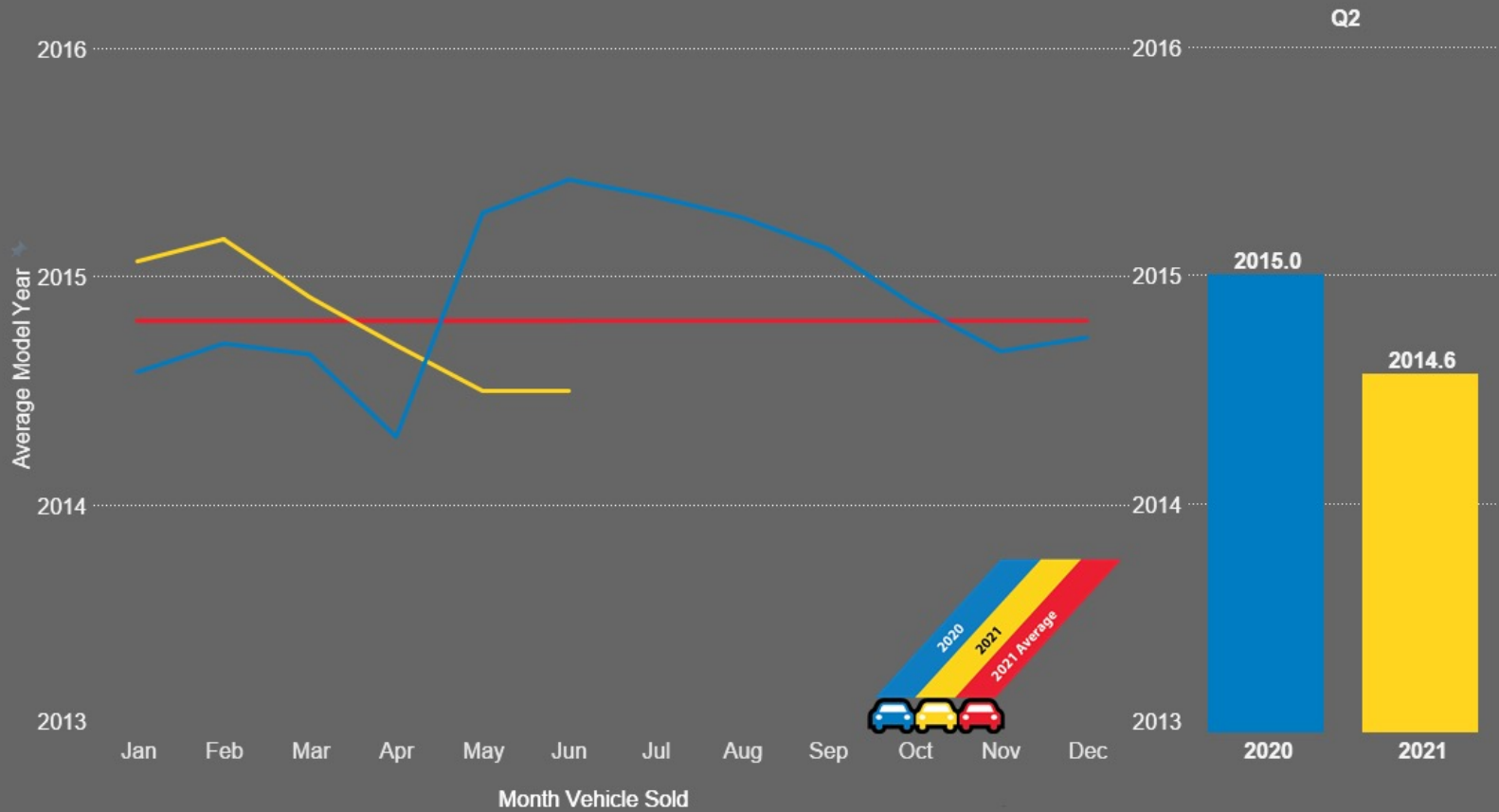


Average Damage Estimate

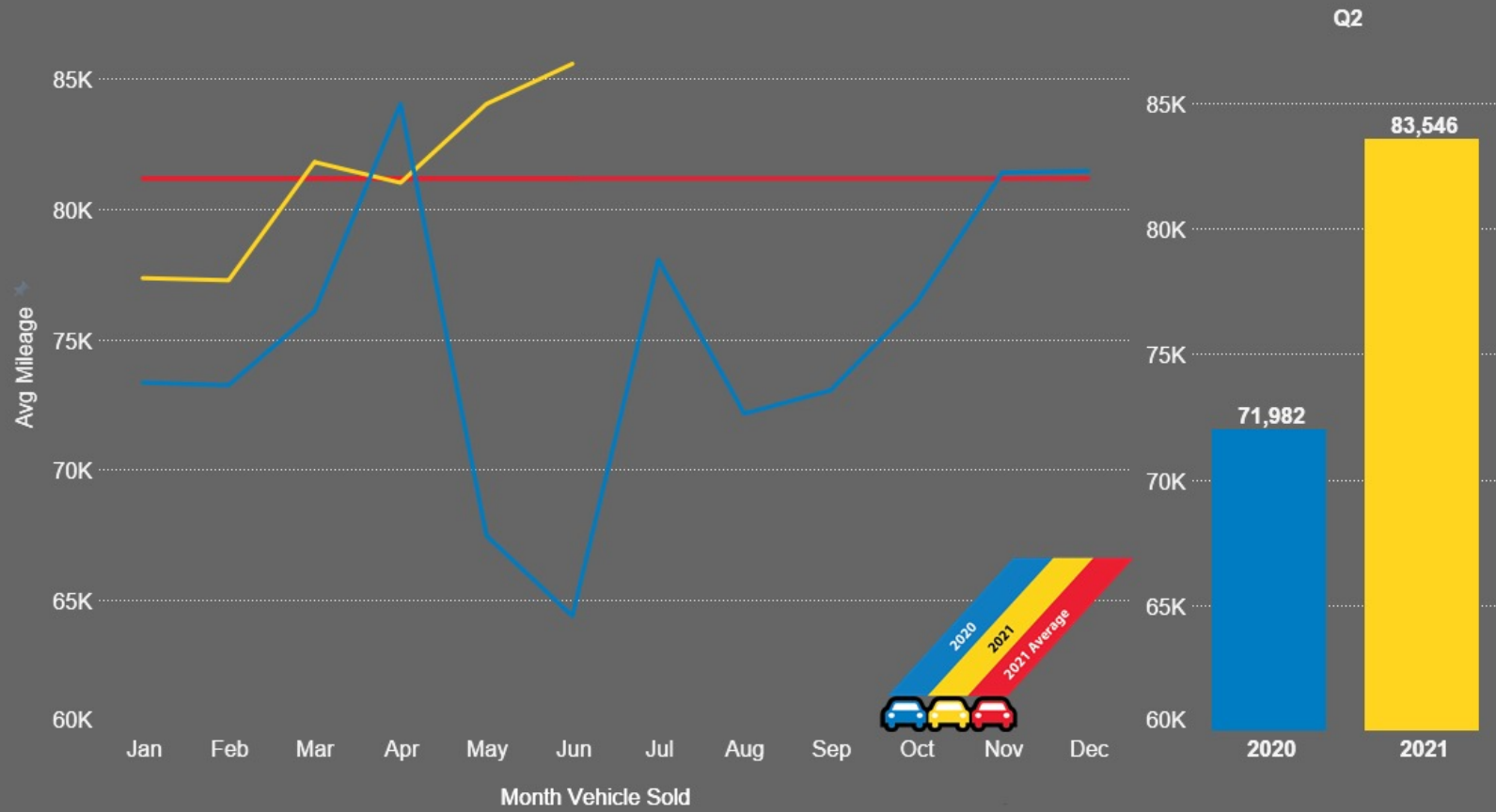
Sourced from the final CR at time of sale



Average Model Year

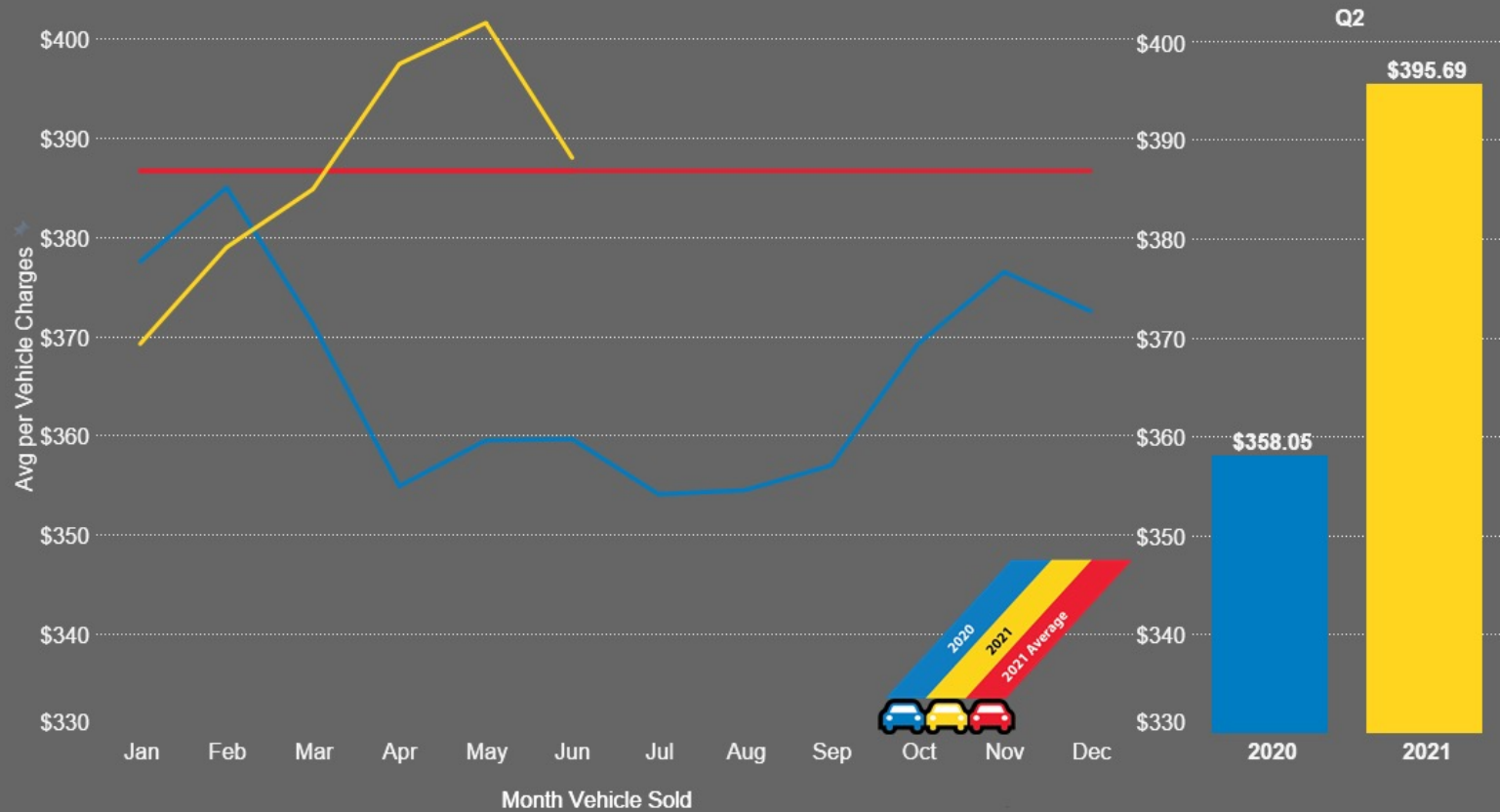


Average Mileage

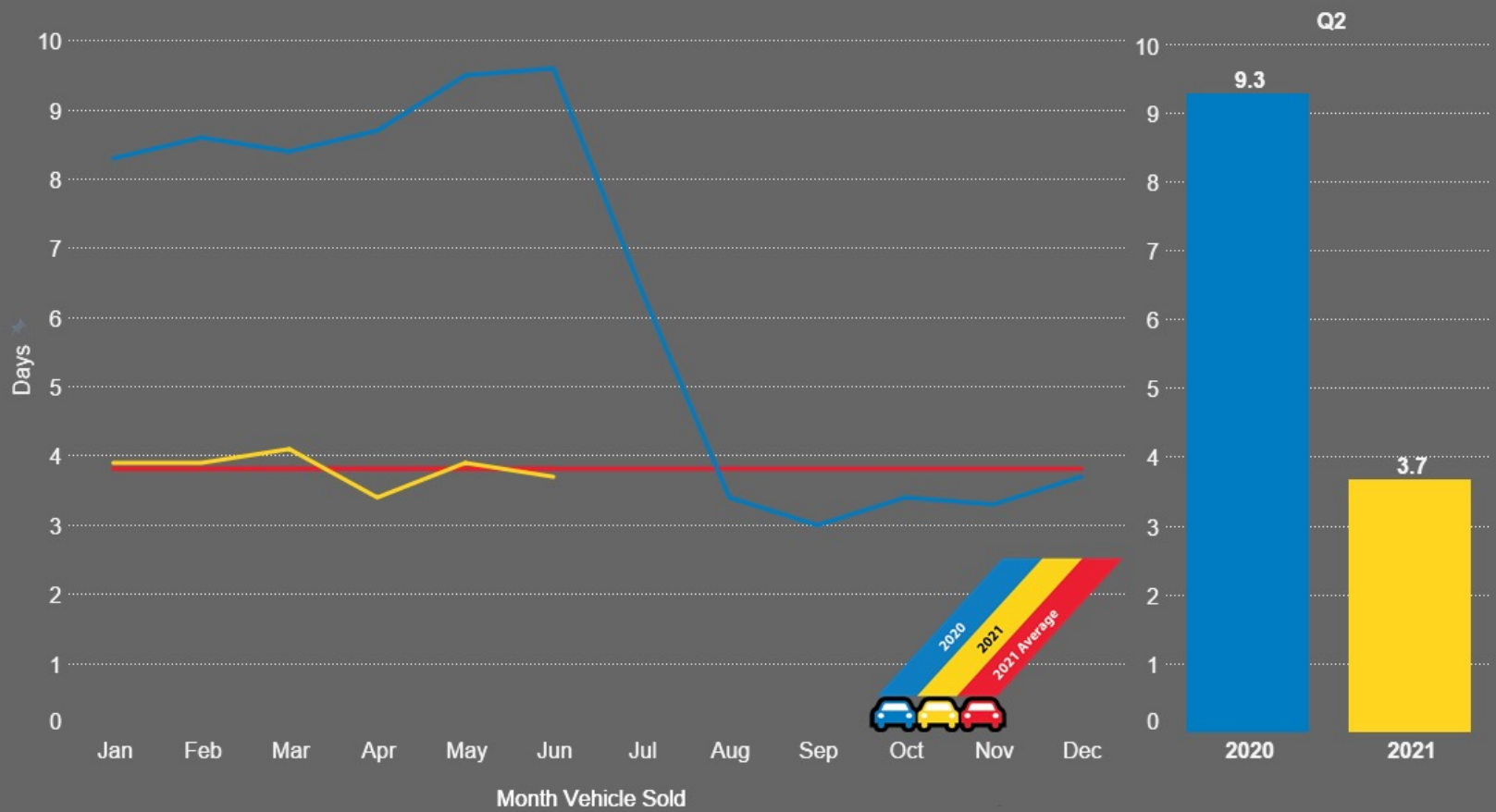


Average Charge Total

Total auction fees typically deducted from proceeds at sale settlement

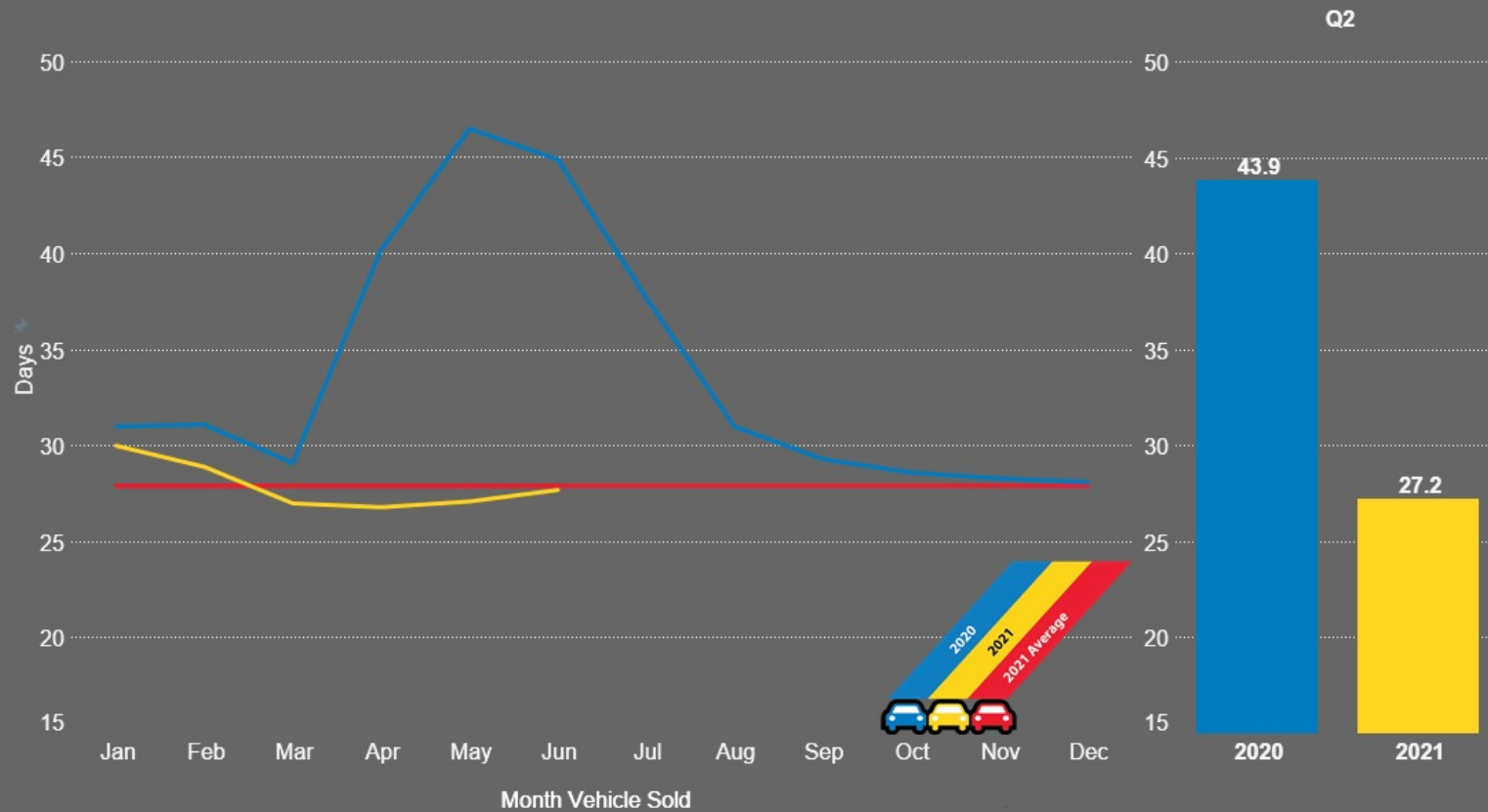


Average Days – Assigned to Secured



Average Days – Secured to Sold

Total timeline from auction arrival to sale



The Volume Knob Must be Broken

- We hope you have enjoyed the second edition of the AutoIMS Industry View! Now with 2 quarters of data under our belts, we are gaining some new clarity as an industry about what appears will be **low volume for the foreseeable future**.
- Major YoY differences are beginning to appear, reflecting the **unique supply chain challenges** faced by the industry alongside the continuing economic recovery.
- AutoIMS user activity leveled off after peaking in March 2021, though June saw the biggest number of new users entering the system this year. **How is the labor market affecting your business?**
- Key clients continue to use this time of lower volume to focus on projects including workflow enhancements, integration updates, scorecard revisions, system conversions, and more, **laying the groundwork for more efficiency** when volumes bounce back.

Some Insight on the Repossession World

Using the Sales Scorecard, we analyzed a cross-section of large auto lenders, focusing on the limited repossession volume we saw in the 1st half of the year. Here are some key findings from that market segment with comparisons to the entire database (all segments, as captured in the remainder of the Industry View):

- **Average Sale Price: \$9,185** Almost \$6,000 less than the overall average
- **Average Mileage: 104,705** Over 20,000 miles higher than the overall average
- **Average Model Year: 2013.9** A full year older than the full sample
- **Average Auction Charges: \$366** Approx. \$22 less spent per unit than the overall
- **Average Days to Sell: 43.7** 16.5 days longer sale cycle than the overall average
- **Damage Estimate (non-salvage volume): \$2,768** 58% higher than the overall average
- **Average Vehicle Grade (non-salvage volume): 2.6**
- **Conversion Rate: 79.8%** Higher than the overall average by nearly 8 points.

If conversion rate is any indication, demand is high for the older, less-expensive repo segment. It stands to reason that with more involved CRs, fewer of these cars are selling in online-only channels, leading to a longer stay at auction.

YOU MAY BE WONDERING
WHAT YOU CAN DO WITH
ALL THIS FABULOUS DATA...



AutoIMS can help you be a
superhero like Metrica



Pull Your Data

- Free tools are available to get your own insights:
 - Sales Scorecard
 - LiveAnalytics
 - LiveReports
 - Custom Dashboards
 - ...and more



Put Your Data to Work

AutoIMS Solutions & Support Teams are standing by to help you solve pressing issues, brainstorm new ideas, and guide you through these tools:

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