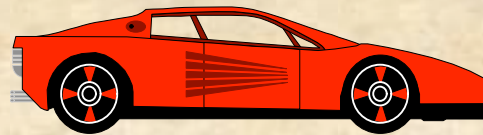


# Auction Industry Survey

For the Year Ended December 31, 2003

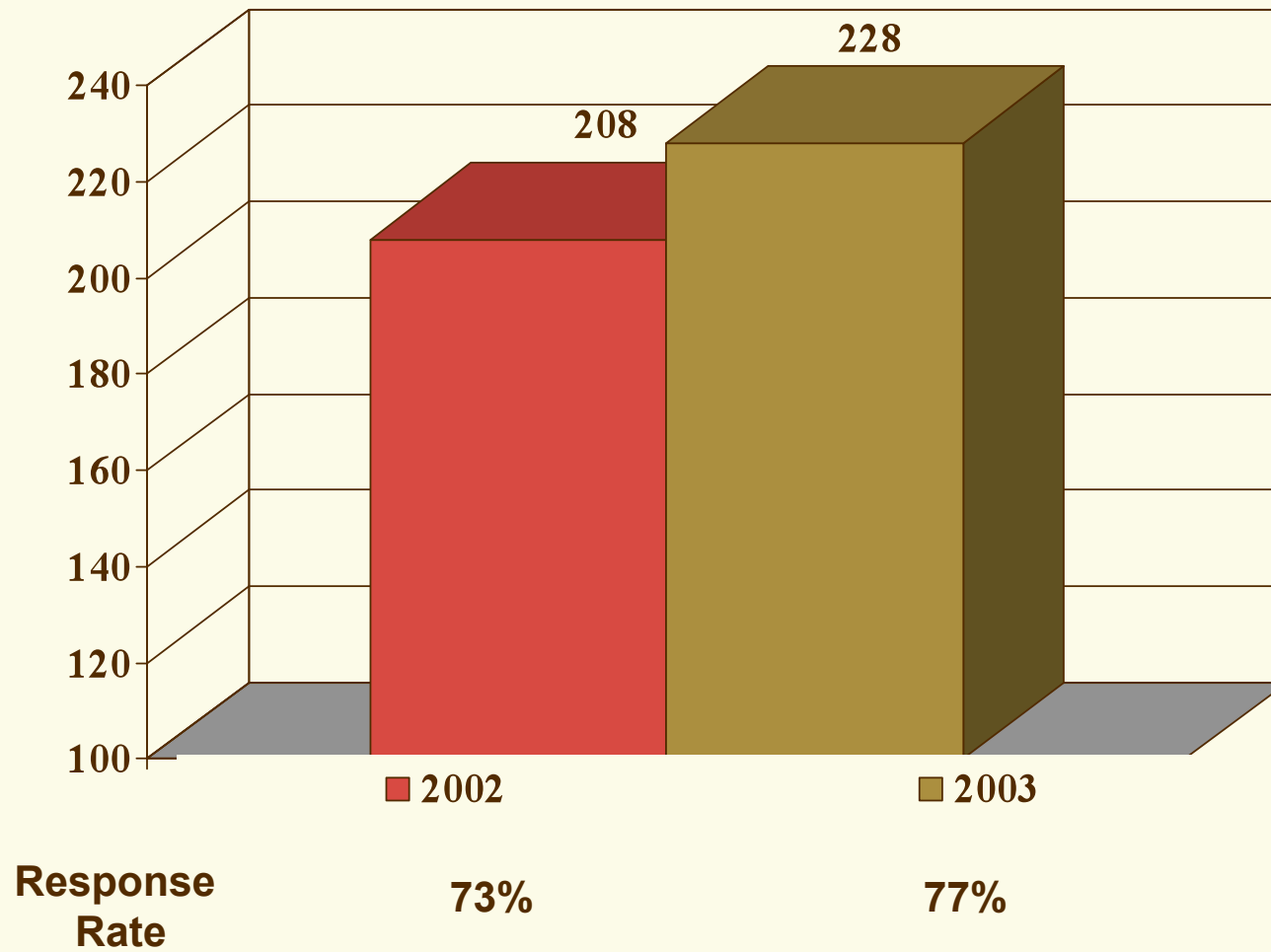


Compiled by:

Langan Associates, P.C.

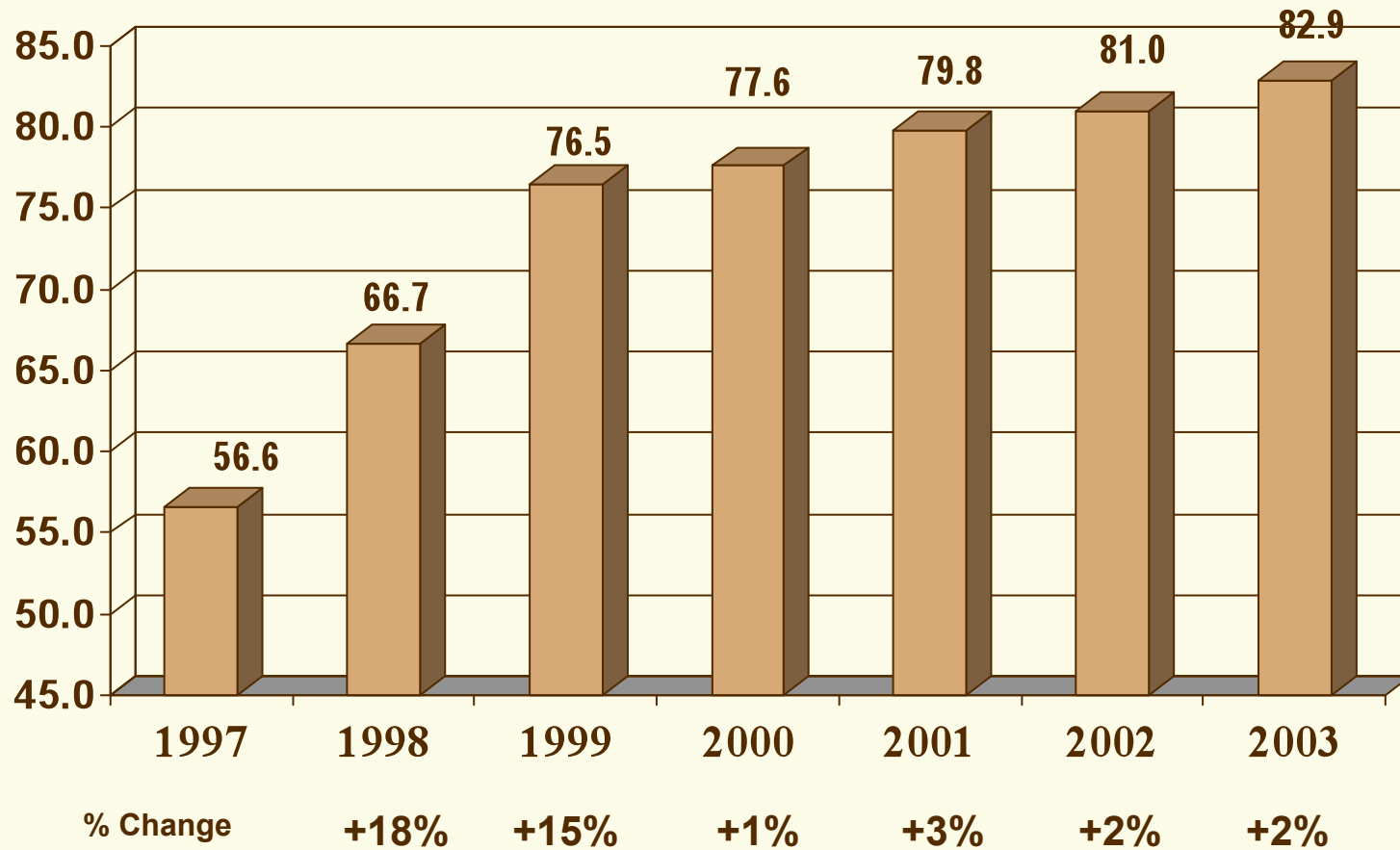
for the National Auto Auction Association

# 2003 Auction Industry Survey Participation



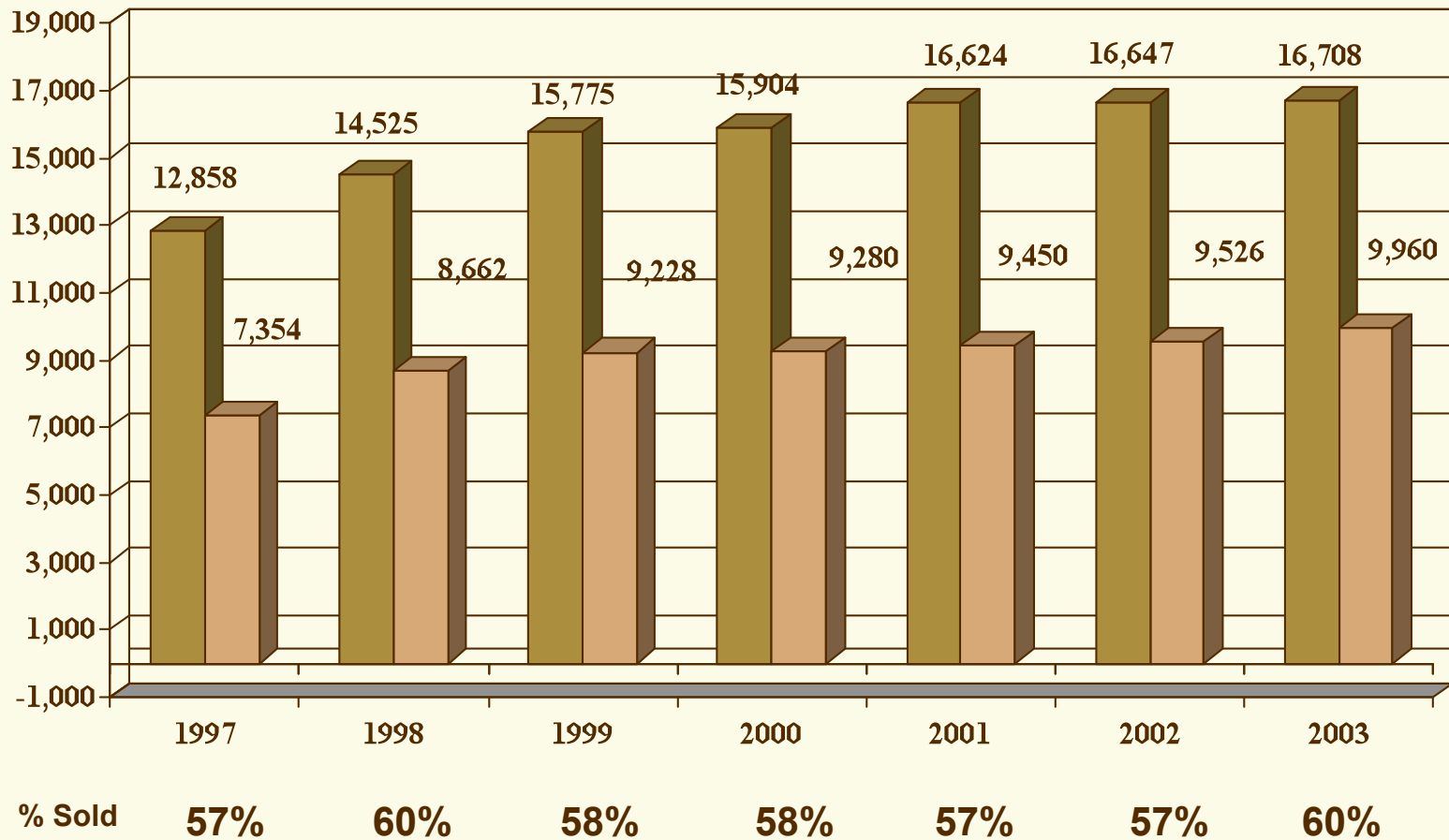
# 2003 Auction Industry Survey

## Projected Gross Value of Units Sold (Billions)



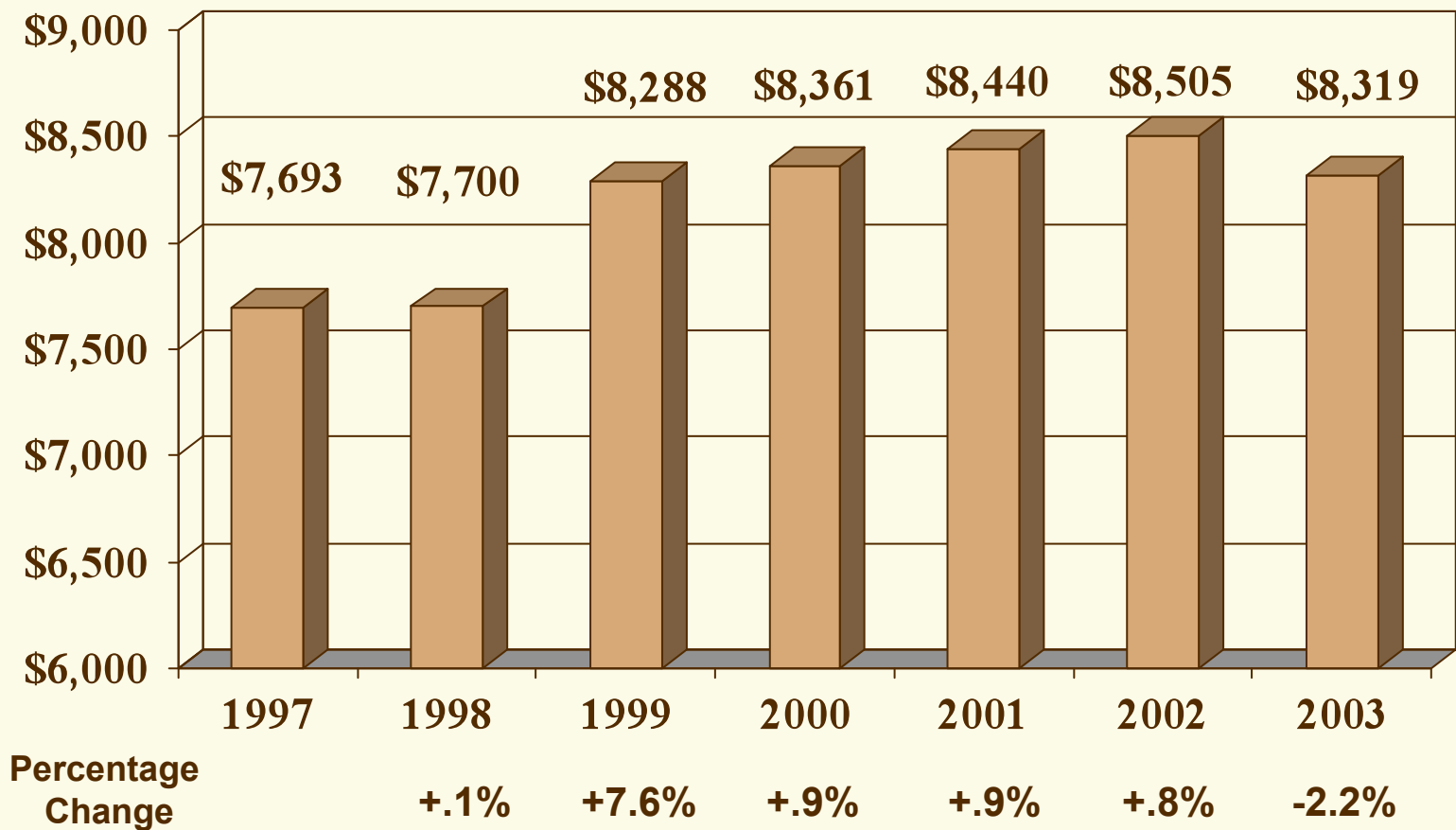
# 2003 Auction Industry Survey

## Projected Units Entered and Sold (000)



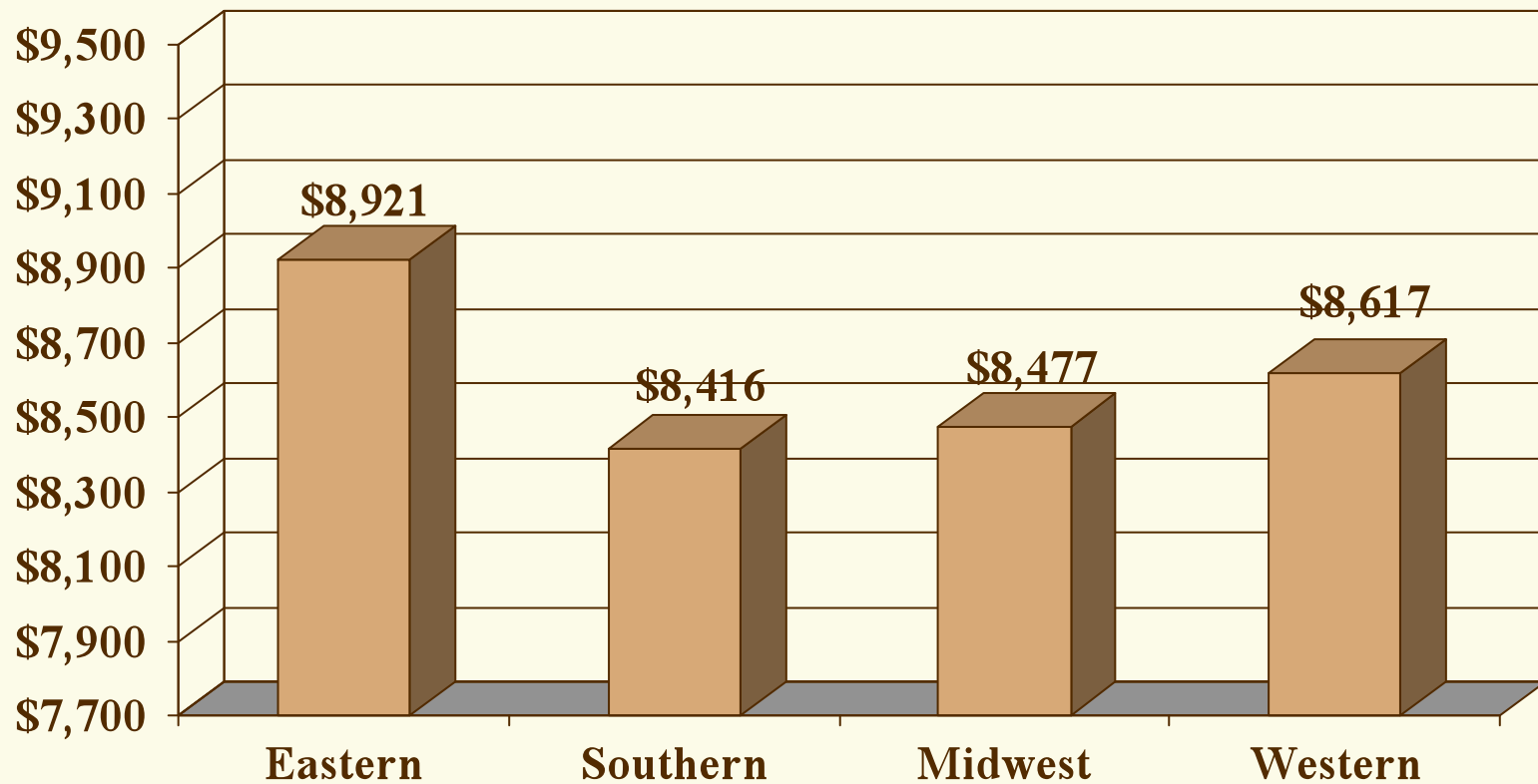
# 2003 Auction Industry Survey

## Projected Average Price Per Unit



# 2003 Auction Industry Survey

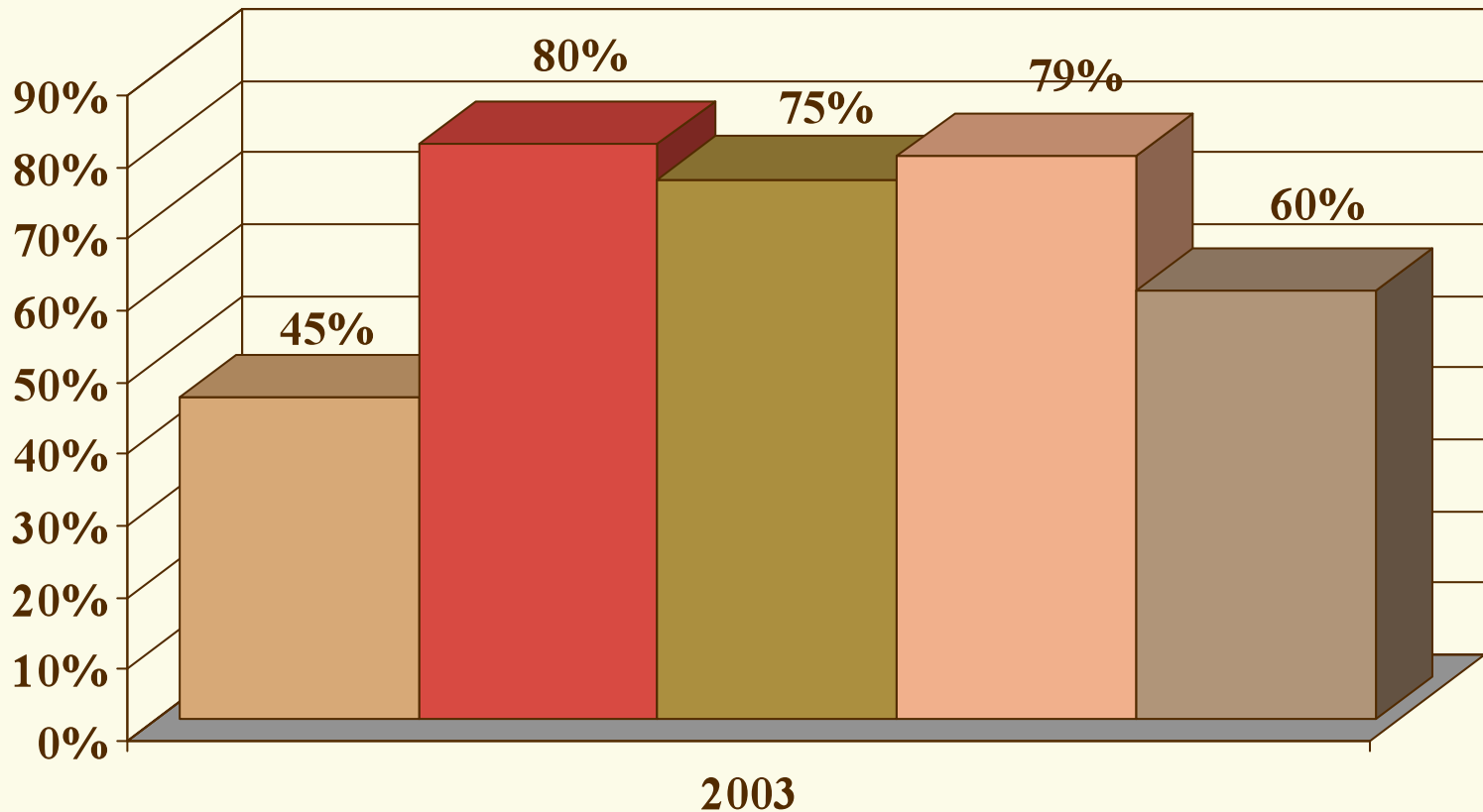
## Average Price Per Unit By ZONE



Based on Actual Data Received

# 2003 Auction Industry Survey

## Percentage of Units Sold to Entered



■ Dealer consignment ■ Factory ■ Lease/fleet/repo ■ Other ■ Overall

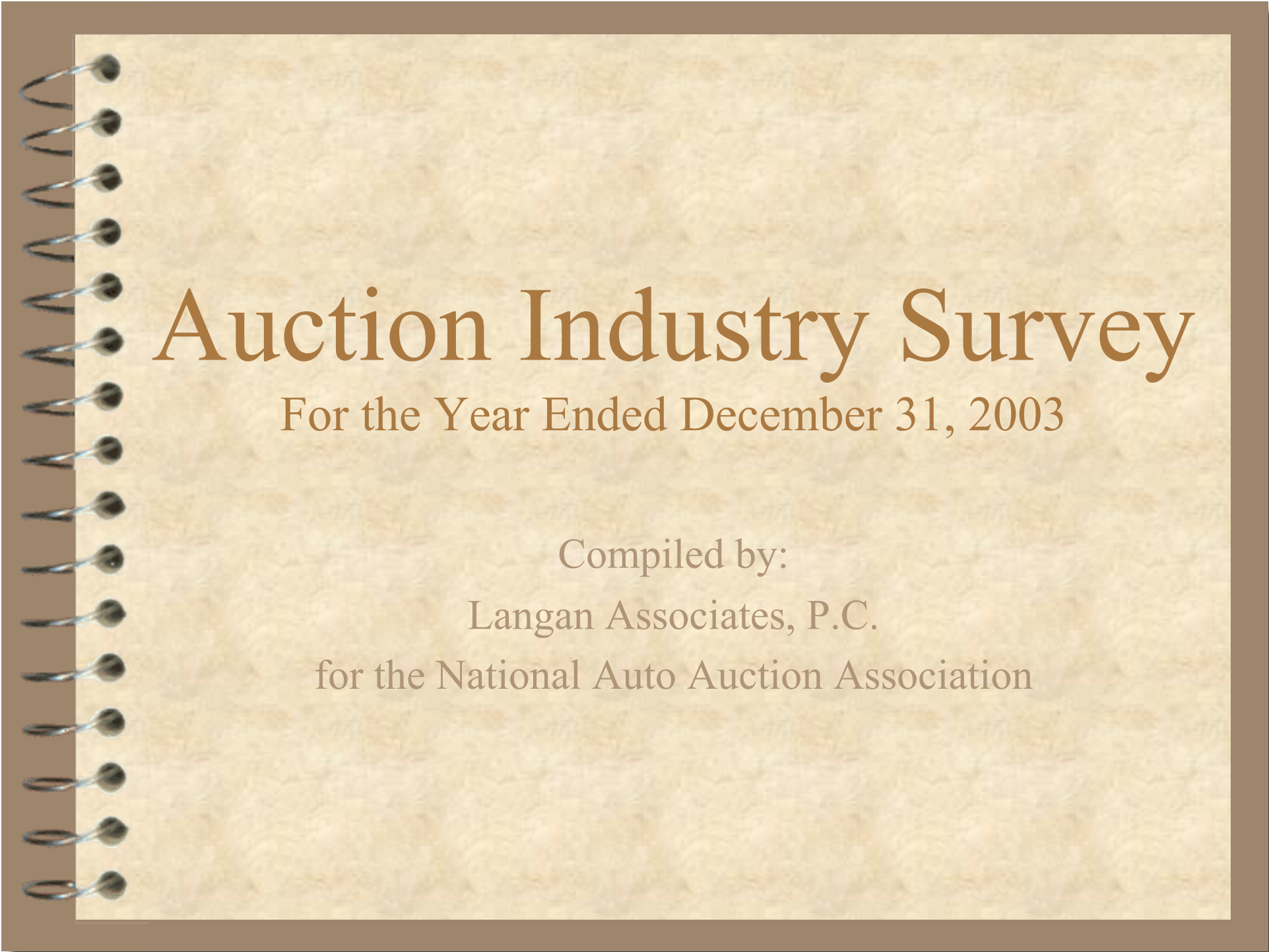
# 2003 Auction Industry Survey

## Supplemental Data

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✓ <b>Average Vehicle Price per Internet Sale:</b>		
– Cyber Lots		\$13,553
– Cyber Auctions		\$12,400
– Simulcasting		\$14,383
✓ <b>Average Auctioneer Pay</b>		\$547
✓ <b>Average Increase in Liability Insurance</b>		19%
✓ <b>Average charitable contribution per auction</b>		\$18,707
✓ <b>Median charitable contribution per auction</b>		\$8,198
✓ <b>Any user/special taxes/impact fees pending</b>	6-yes	129-no
✓ <b>Mobile, dealer, offsite auctions conducted</b>	53-yes	86-no
✓ <b>Fleet/lease consignment volumes affect 2004:</b>		
	Increase	109
	Decrease	2
	No change	11



The image shows the cover of a spiral-bound notebook. The cover is a light tan or beige color with a subtle, repeating pattern of the word "Auction" in a small, light font. The notebook has a silver metal spiral binding on the left side. The text is centered on the cover.

# Auction Industry Survey

For the Year Ended December 31, 2003

Compiled by:

Langan Associates, P.C.

for the National Auto Auction Association