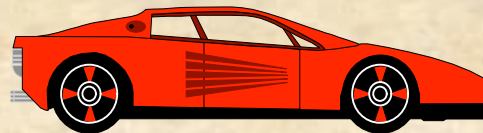


# Auction Industry Survey

For the Year Ended December 31, 2004

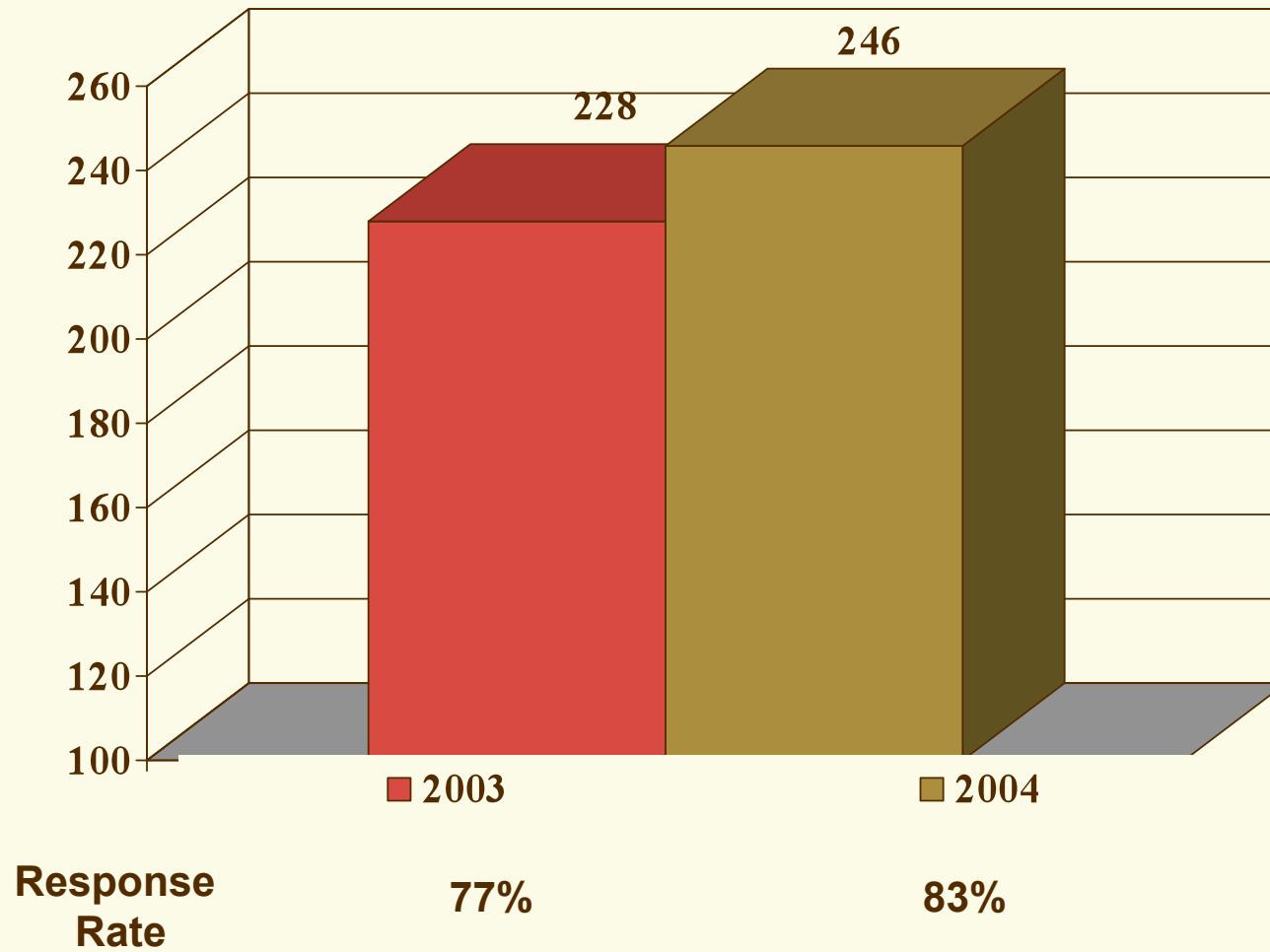


Compiled by:

Langan Associates, P.C.

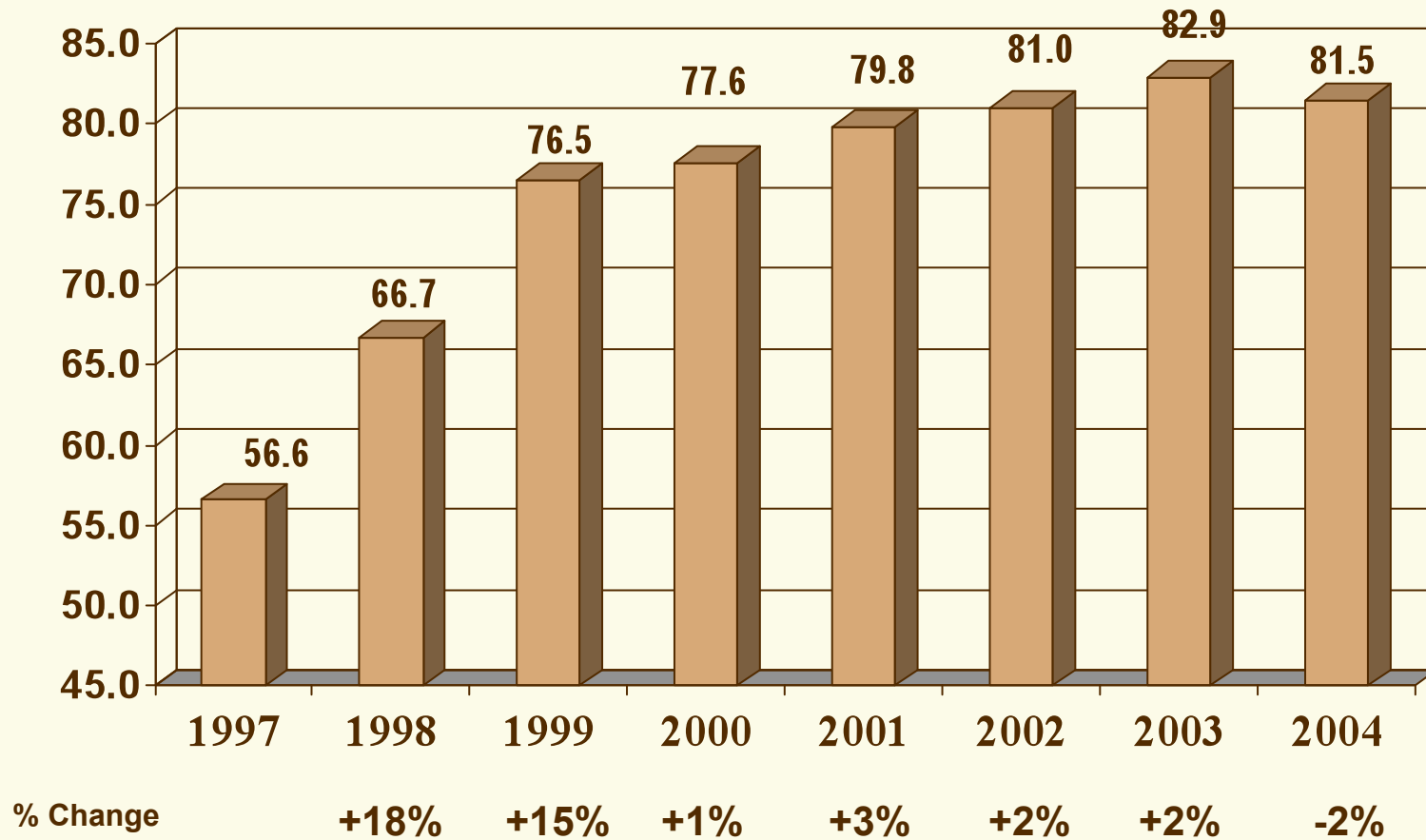
for the National Auto Auction Association

# 2004 Auction Industry Survey Participation



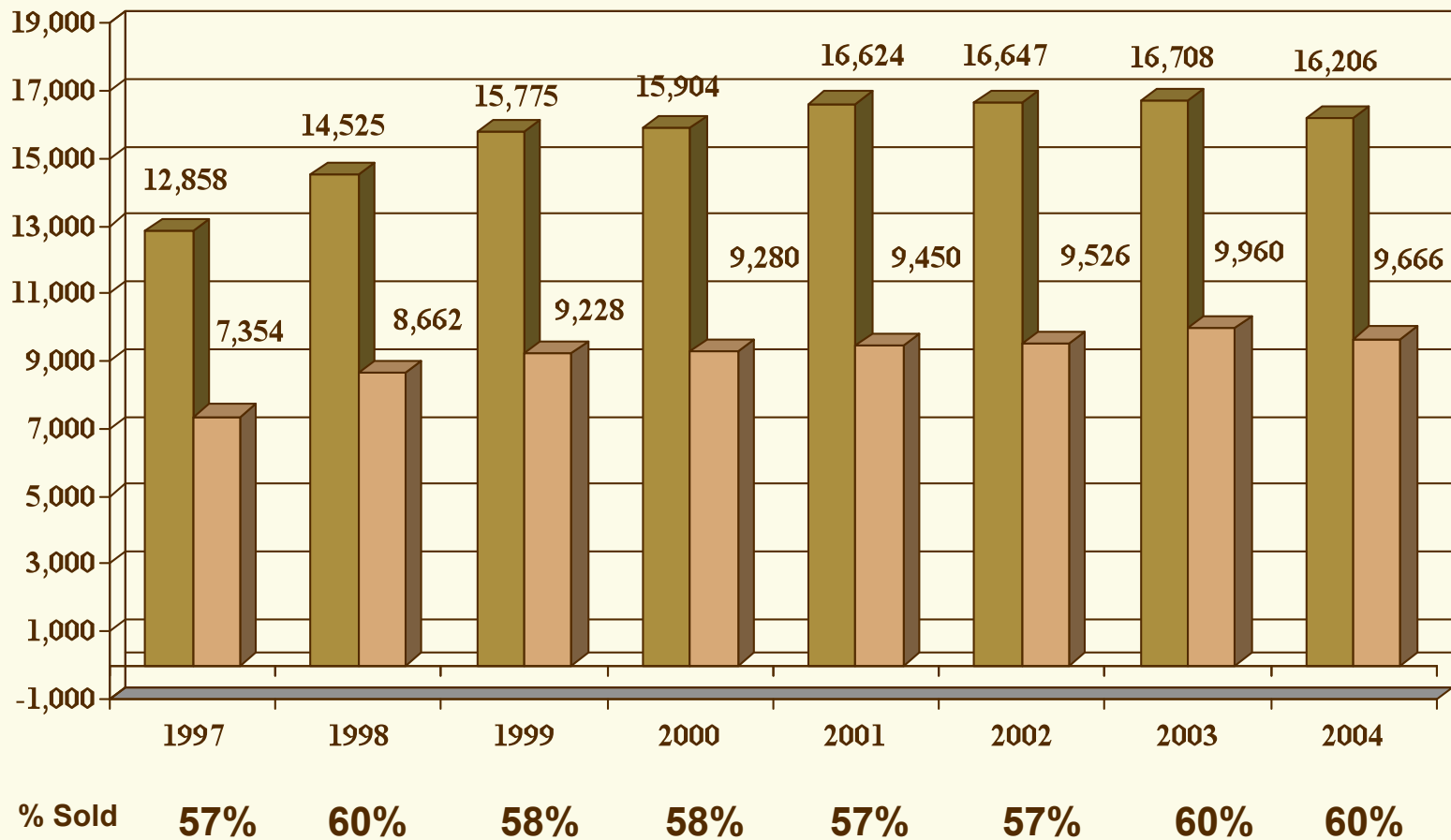
# 2004 Auction Industry Survey

## Projected Gross Value of Units Sold (Billions)



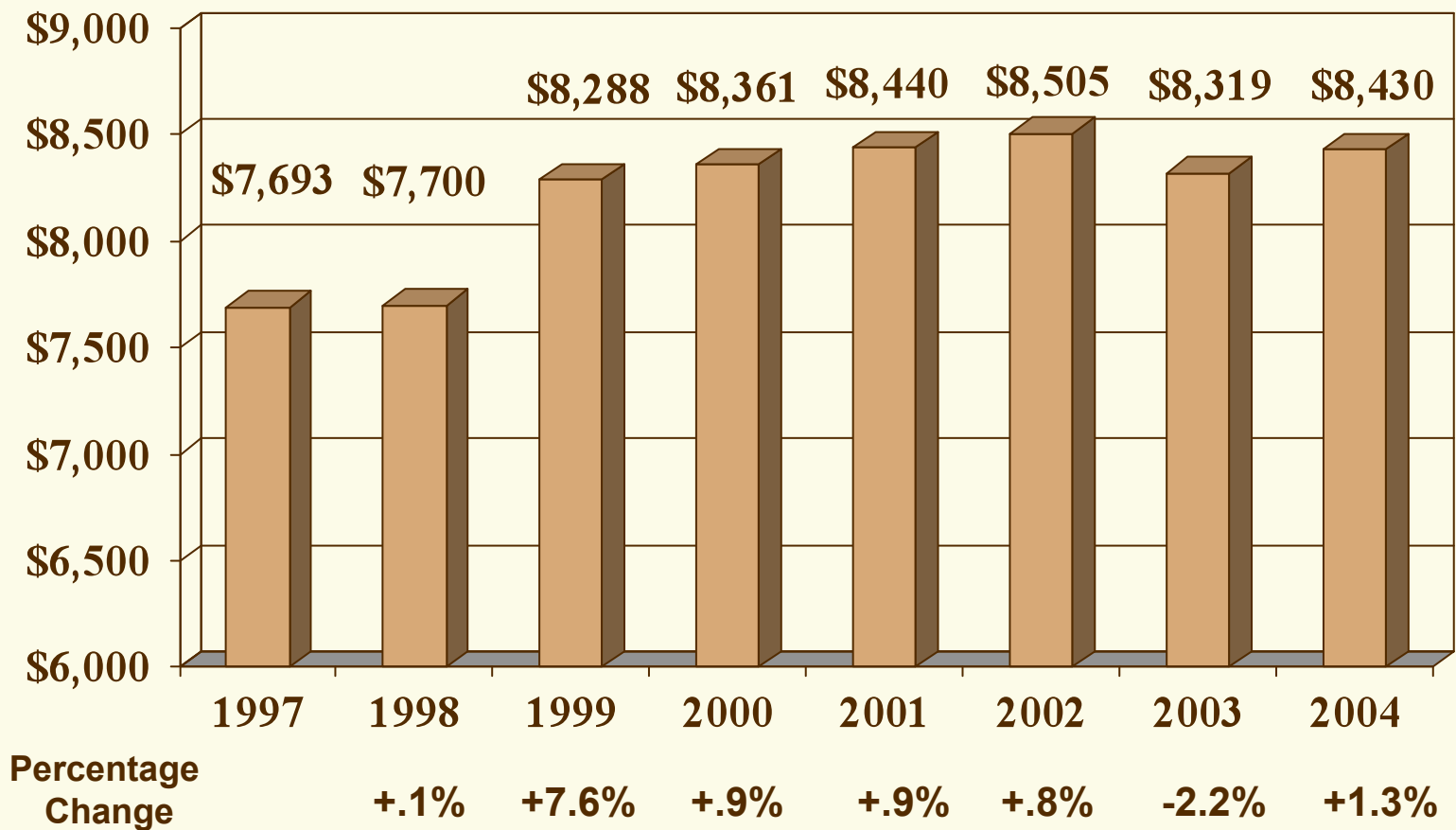
# 2004 Auction Industry Survey

## Projected Units Entered and Sold (000)



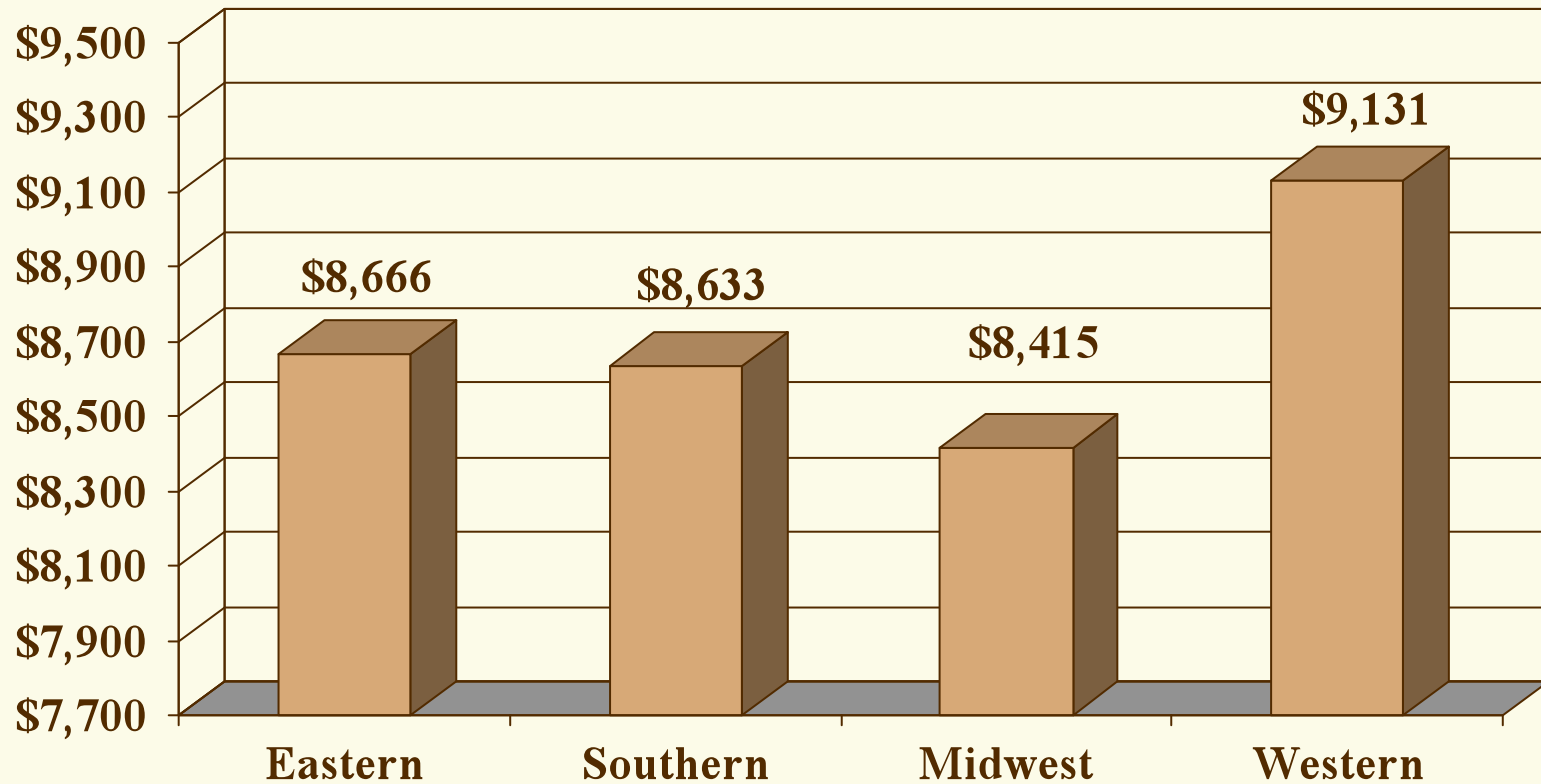
# 2004 Auction Industry Survey

## Projected Average Price Per Unit



# 2004 Auction Industry Survey

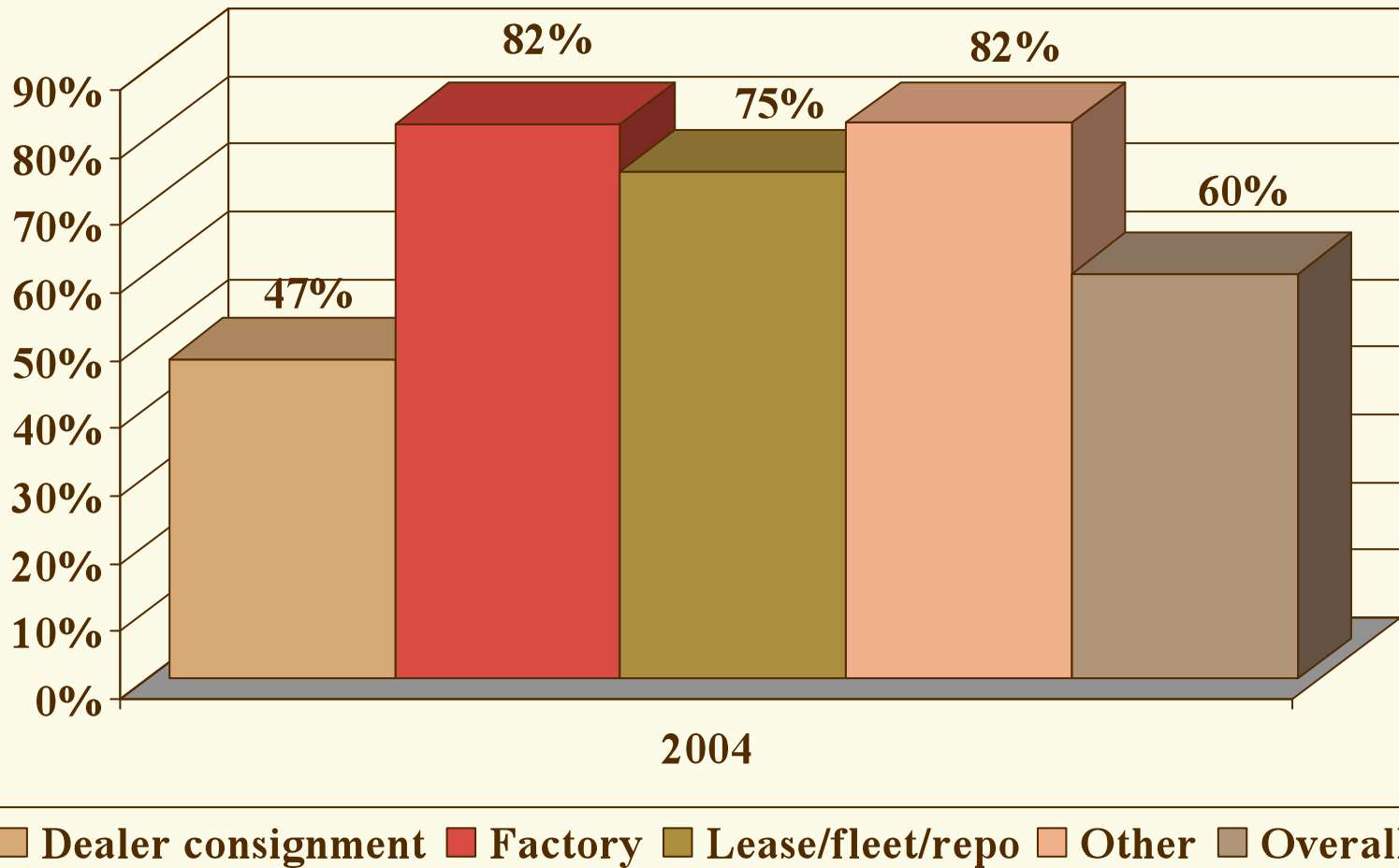
## Average Price Per Unit By ZONE



Based on Actual Data Received

# 2004 Auction Industry Survey

## Percentage of Units Sold to Entered

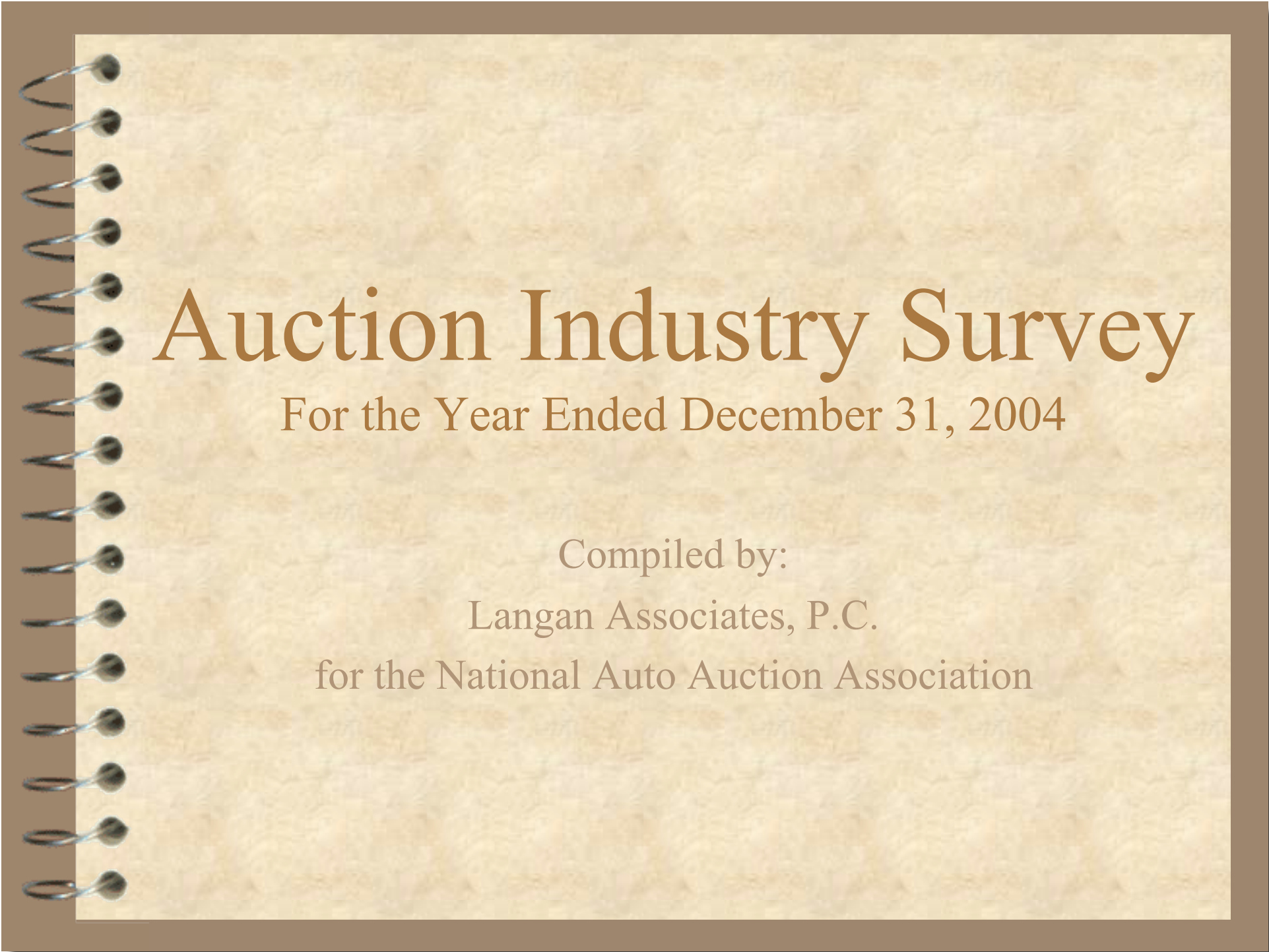


# 2004 Auction Industry Survey

## Supplemental Data

✓ <b>Average Vehicle Price per Internet Sale:</b>		
– Cyber Lots		<b>\$15,097</b>
– Cyber Auctions		<b>\$12,376</b>
– Simulcasting		<b>\$13,632</b>
✓ <b>Average Auctioneer Pay</b>		<b>\$547</b>
✓ <b>Average Increase in Liability Insurance</b>		<b>8%</b>
✓ <b>Average Increase in Healthcare Insurance</b>		<b>9%</b>
✓ <b>Average Increase in Workers Comp</b>		<b>5%</b>
✓ <b>Average charitable contribution per auction</b>		<b>\$18,341</b>
✓ <b>Median charitable contribution per auction</b>		<b>\$5,800</b>
✓ <b>Any user/special taxes/impact fees pending</b>	<b>6-yes</b>	<b>137-no</b>
✓ <b>Mobile, dealer, offsite auctions conducted</b>	<b>67-yes</b>	<b>80-no</b>
✓ <b>Fleet/lease consignment volumes affect 2005:</b>		
	<b>Increase</b>	<b>124</b>
	<b>Decrease</b>	<b>5</b>
	<b>No change</b>	<b>16</b>



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 light brown 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, 2004

Compiled by:

Langan Associates, P.C.

for the National Auto Auction Association