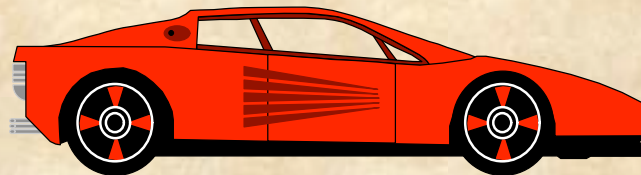


Auction Industry Survey

For the Year Ended December 31, 2006

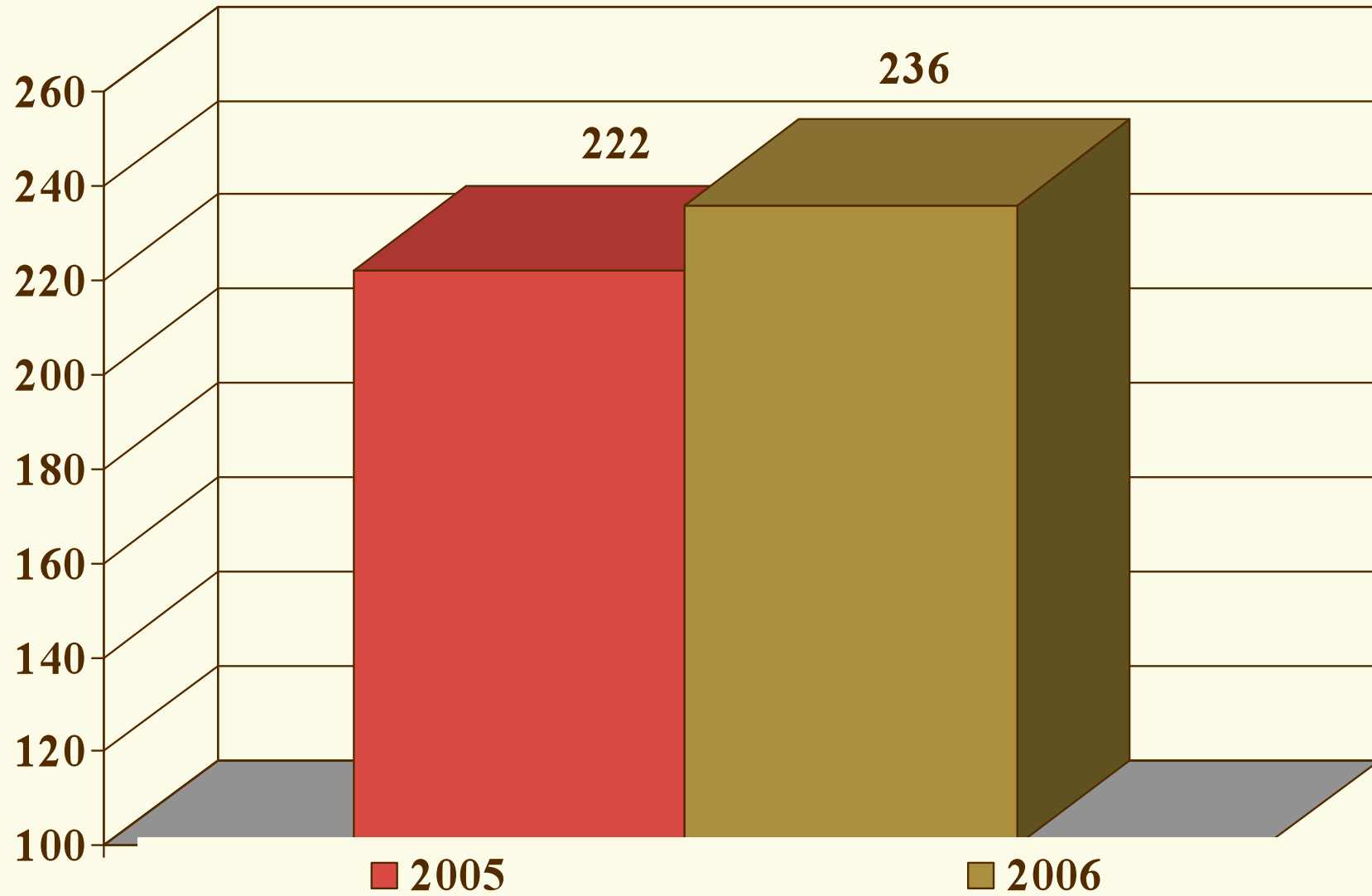


Compiled by:

LarsonAllen

for the National Auto Auction Association

2006 Auction Industry Survey Participation



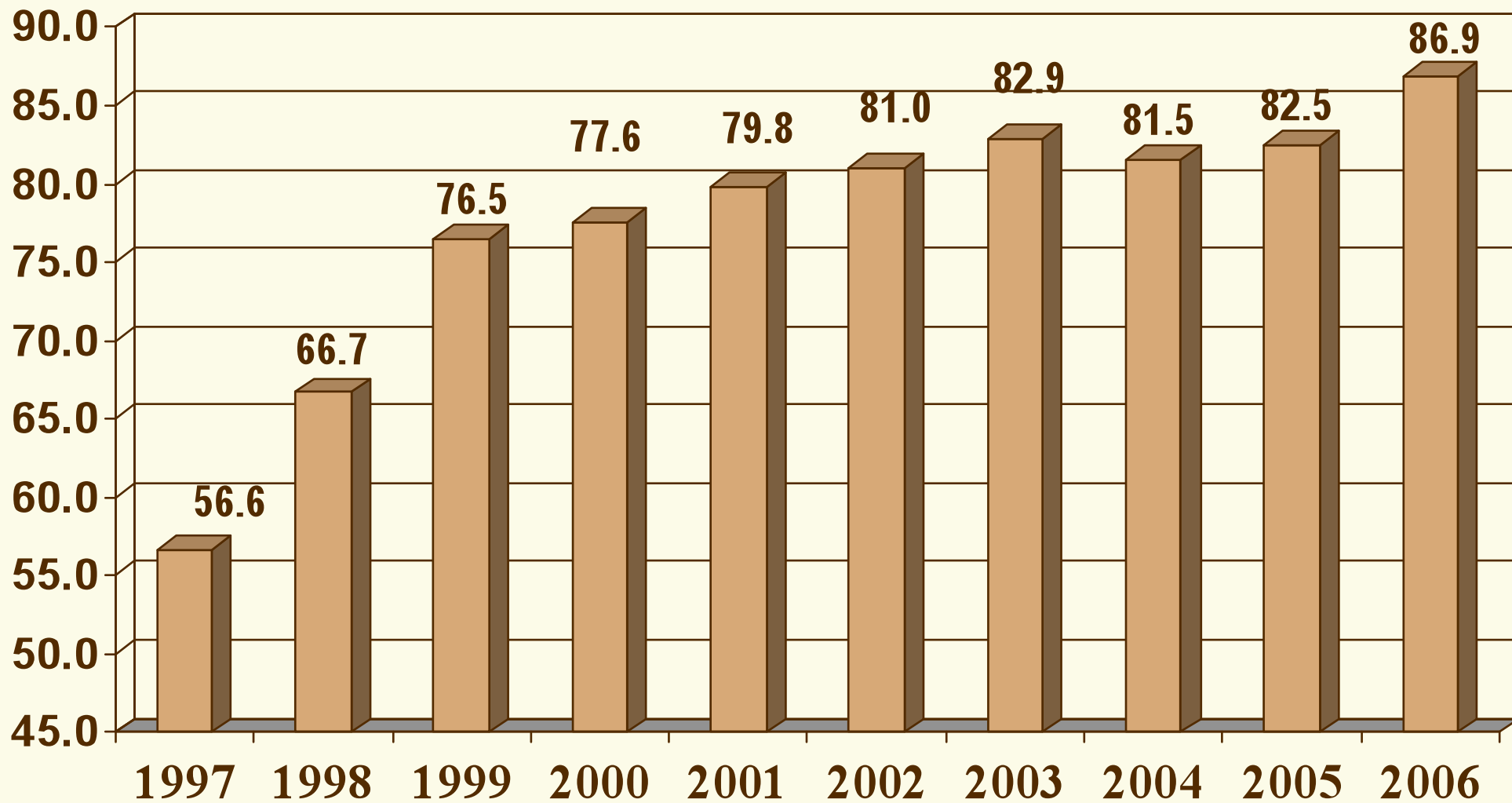
**Response
Rate**

74%

78%

2006 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



% Change

+18%

+15%

+1%

+3%

+2%

+2%

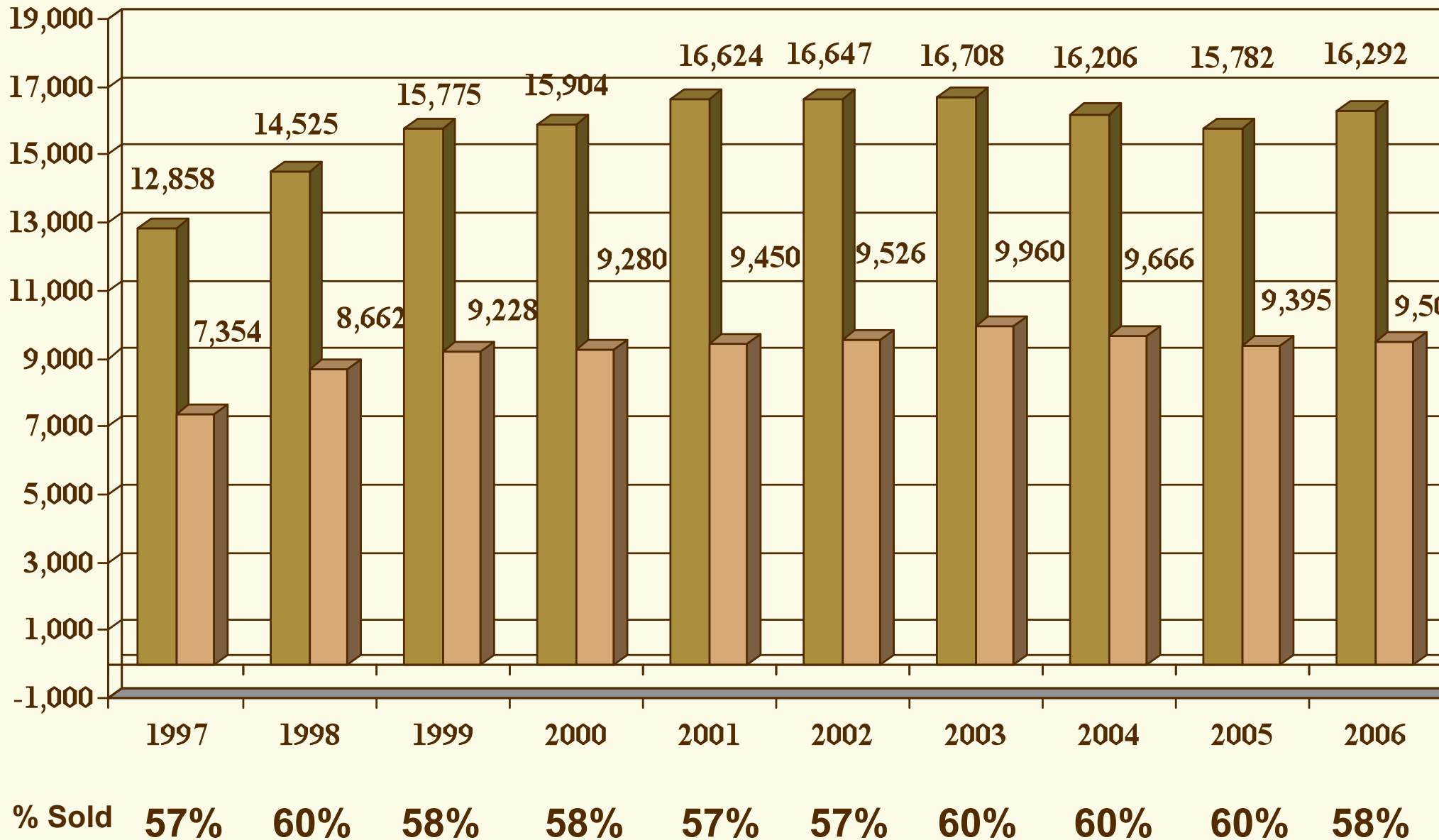
-2%

+1%

+5%

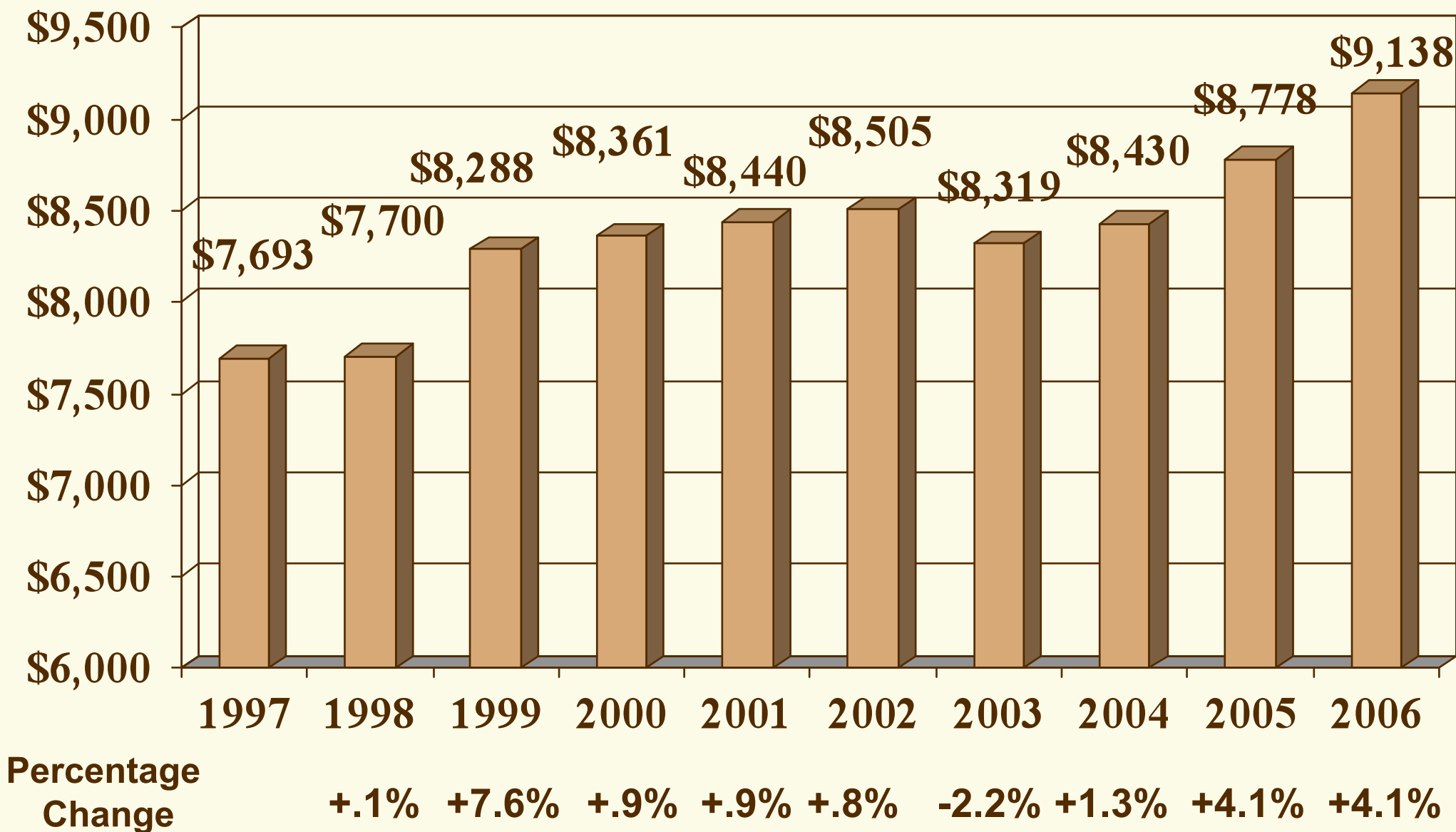
2006 Auction Industry Survey

Projected Units Entered and Sold (000)



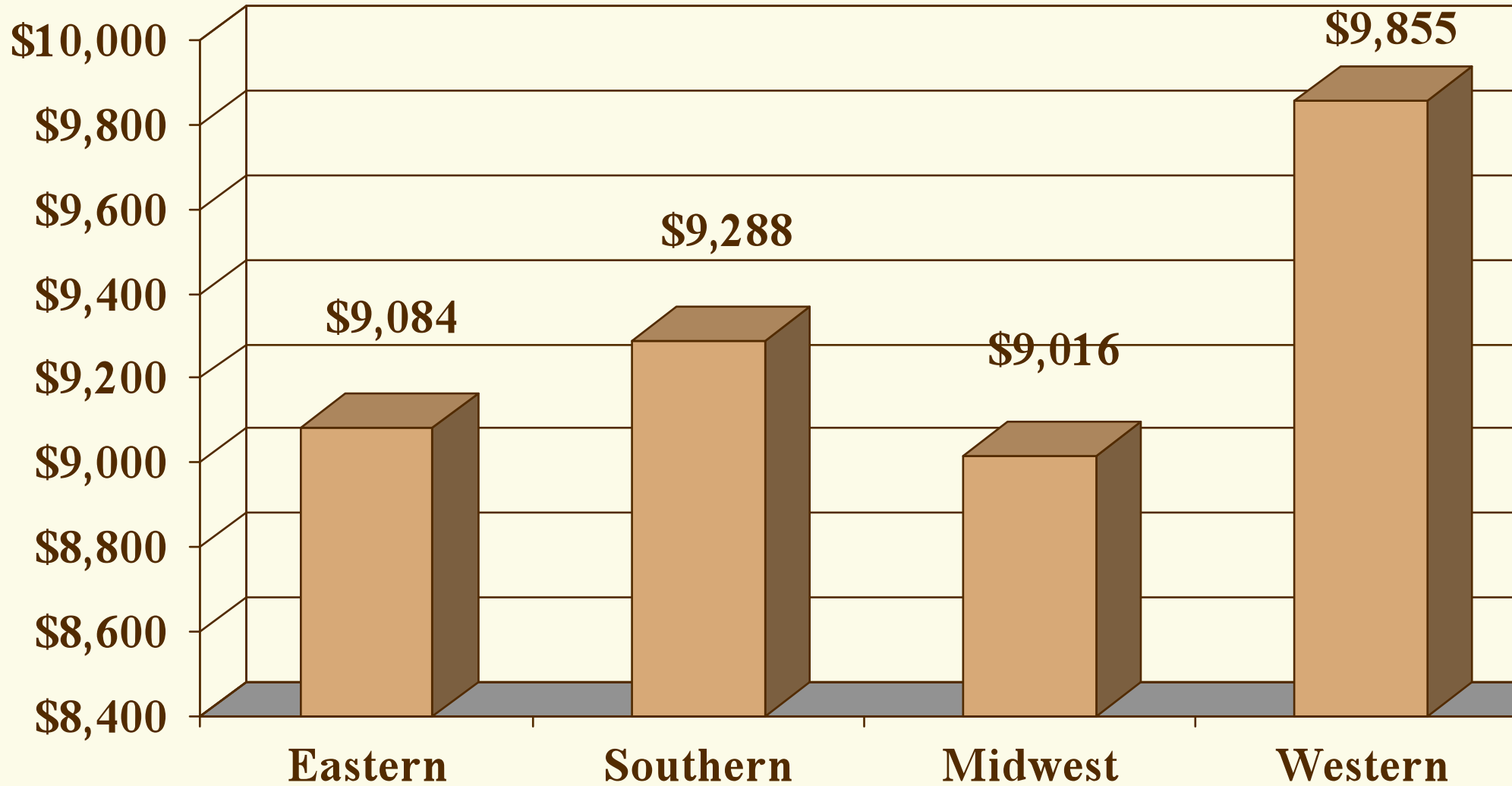
2006 Auction Industry Survey

Projected Average Price Per Unit



2006 Auction Industry Survey

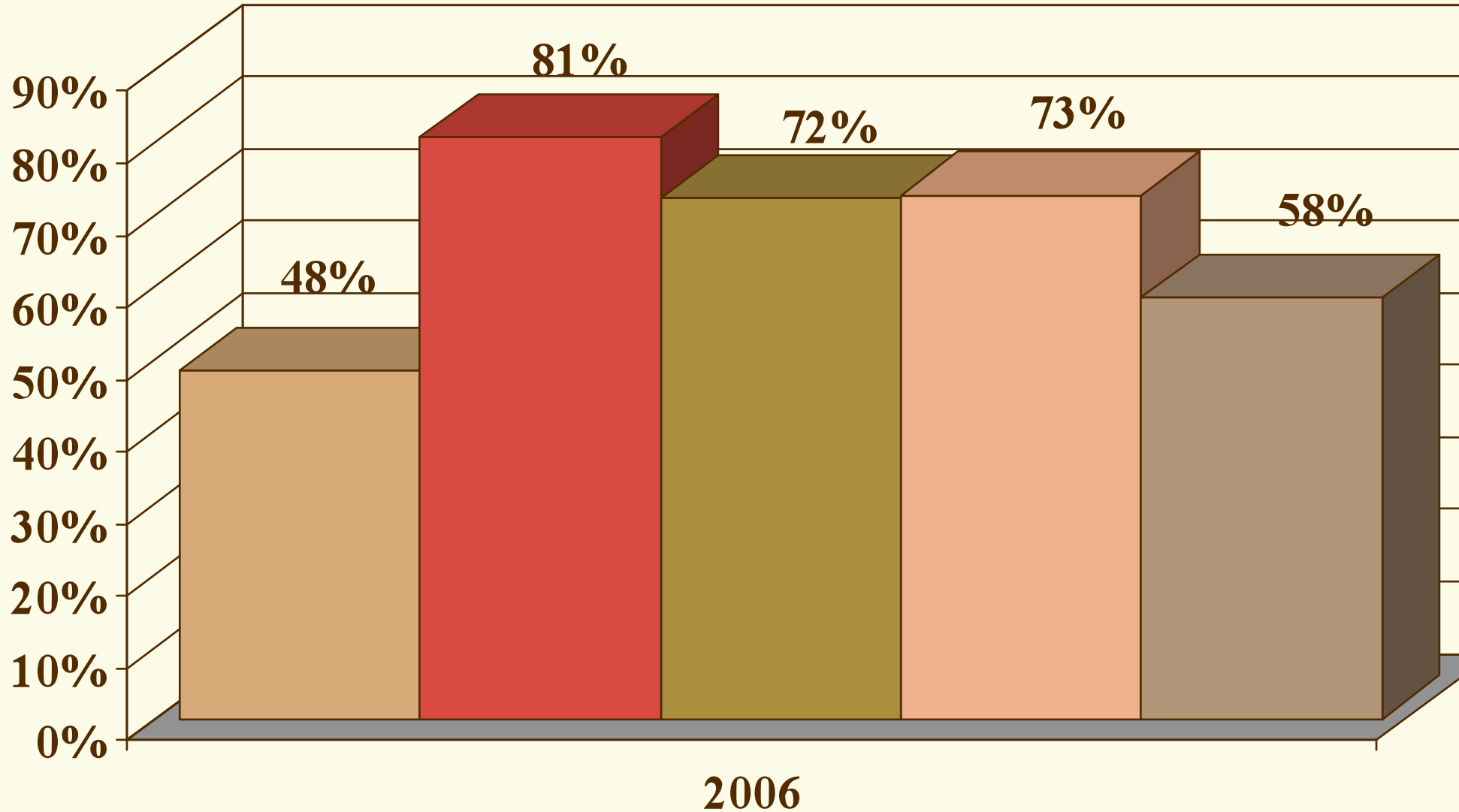
Average Price Per Unit By ZONE



Based on Actual Data Received

2006 Auction Industry Survey

Percentage of Units Sold to Entered



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

2006 Auction Industry Survey

Supplemental Data

✓ Average Vehicle Price per Internet Sale:	
– Cyber Lots	\$15,308
– Cyber Auctions	\$15,019
– Simulcasting	\$14,601
✓ Average Auctioneer Pay	\$589
✓ Average Increase in Liability Insurance	16%
✓ Average Increase in Healthcare Insurance	9%
✓ Average Increase in Workers Comp	8%
✓ Average charitable contribution per auction	\$23,377
✓ Median charitable contribution per auction	\$6,160
✓ Any user/special taxes/impact fees pending	7-yes 129-no
✓ Mobile, dealer, offsite auctions conducted	58-yes 80-no
✓ Fleet/lease consignment volumes affect 2007:	
Increase	111
Decrease	3
No change	20

Auction Industry Survey

For the Year Ended December 31, 2006

Compiled by:

LarsonAllen

for the National Auto Auction Association