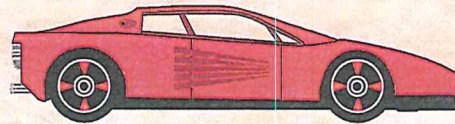


# Auction Industry Survey

For the Year Ended December 31, 2012

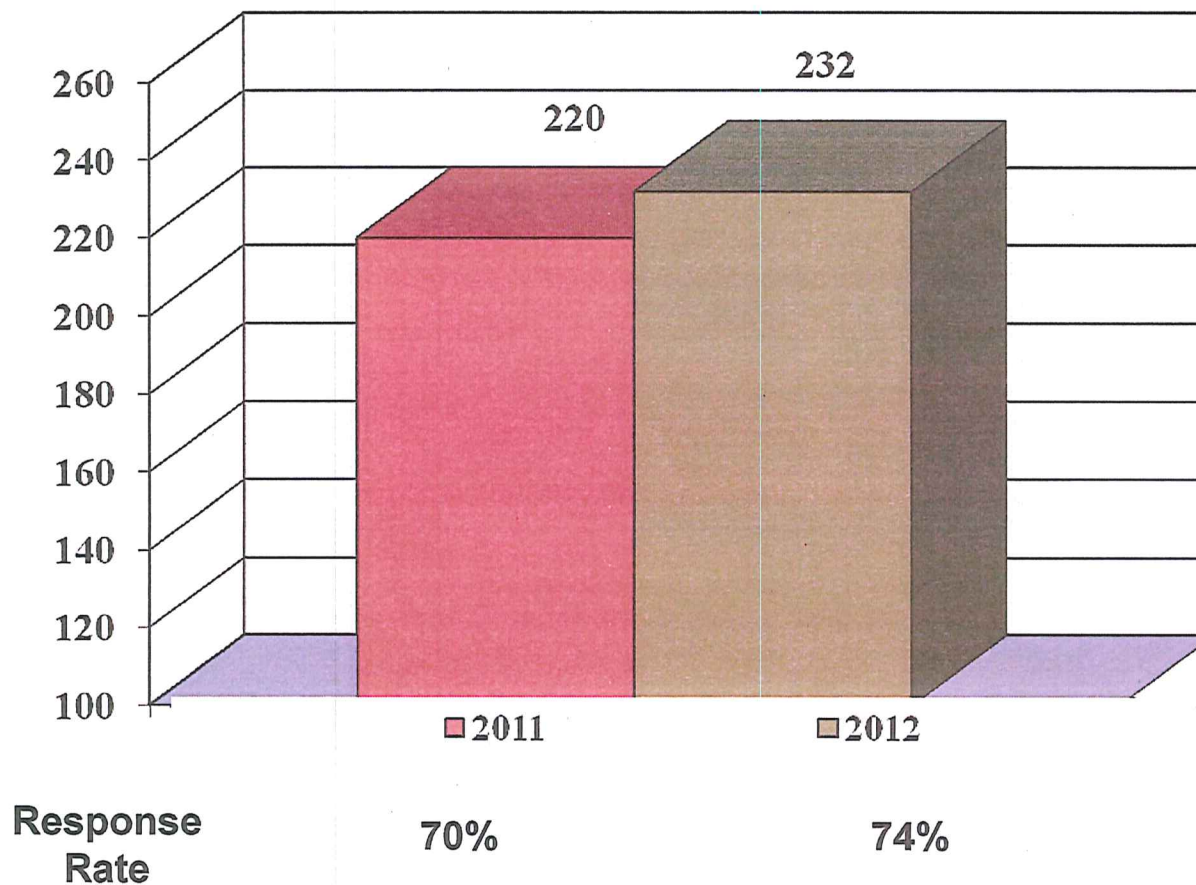


Compiled by:

CliftonLarsonAllen LLP

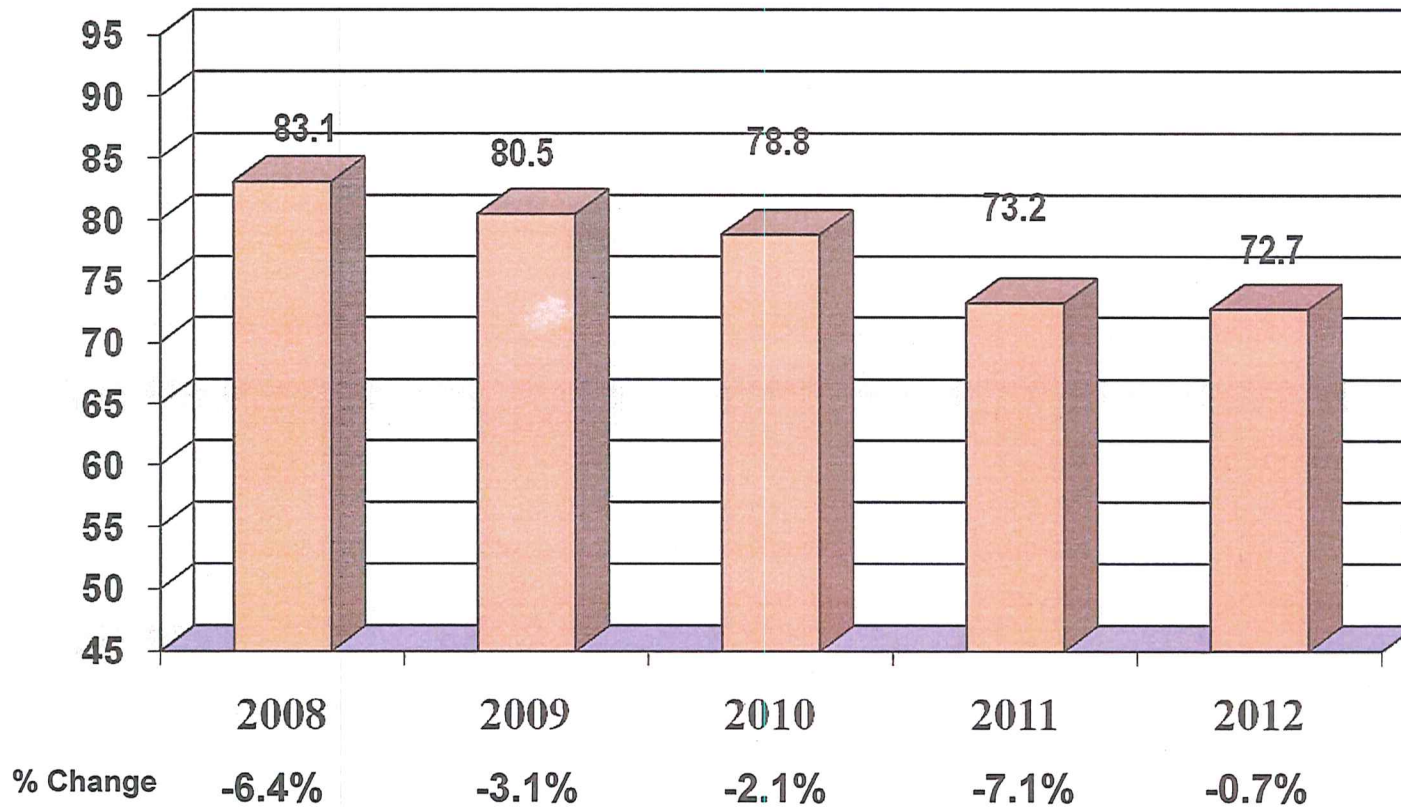
for the National Auto Auction Association

# 2012 Auction Industry Survey Participation



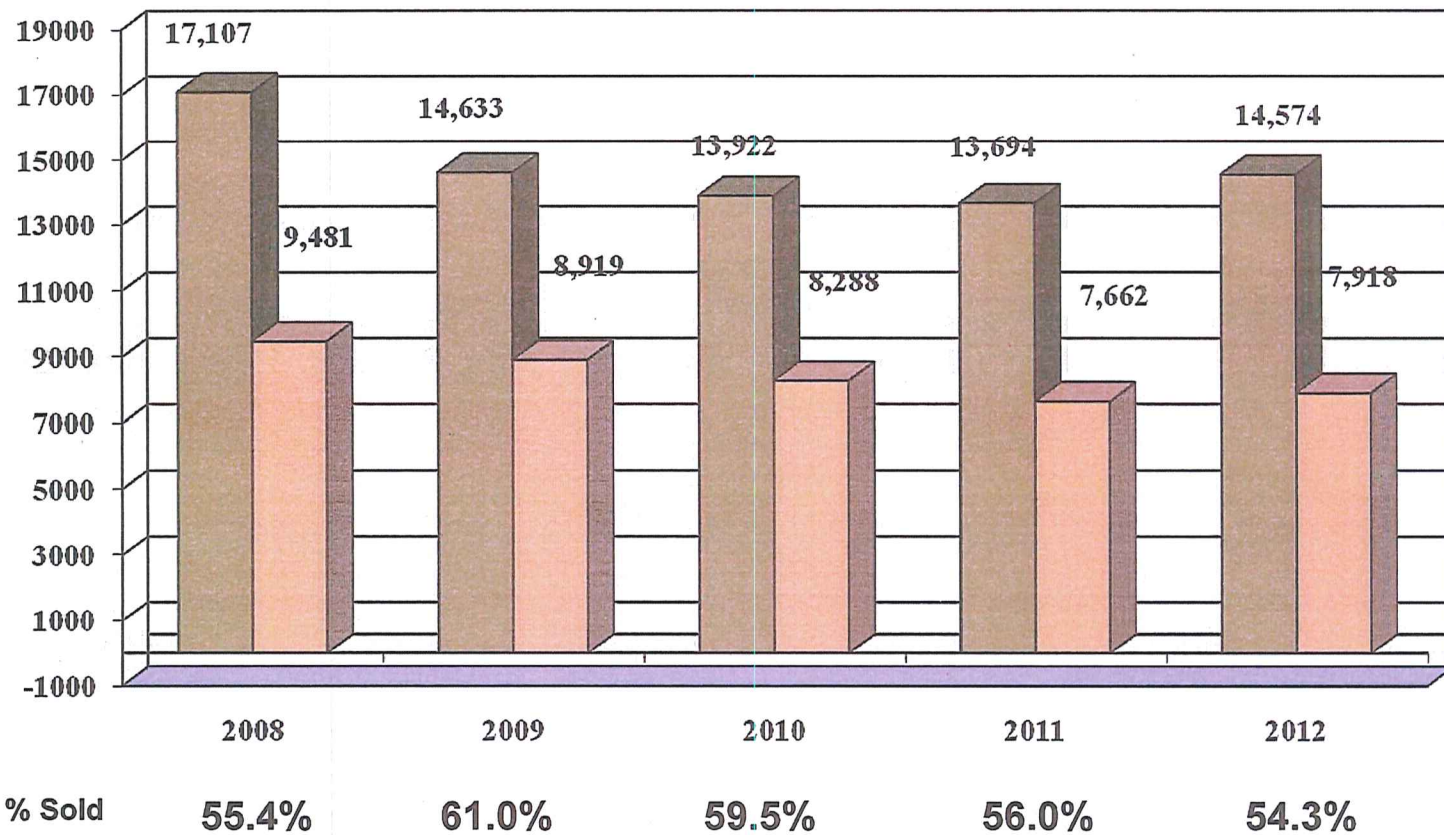
# 2012 Auction Industry Survey

## Projected Gross Value of Units Sold (Billions)



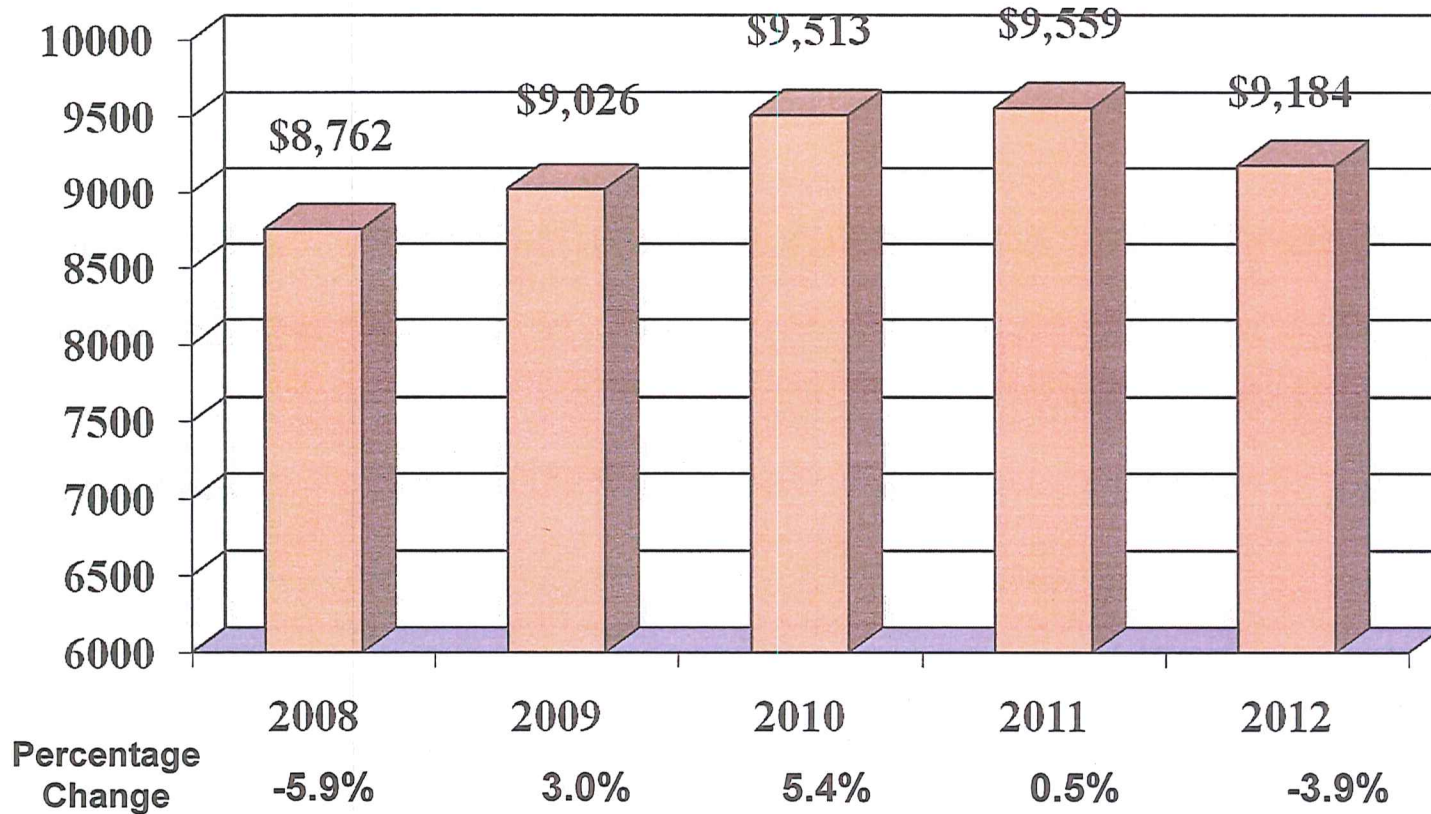
# 2012 Auction Industry Survey

## Projected Units Entered and Sold (000)



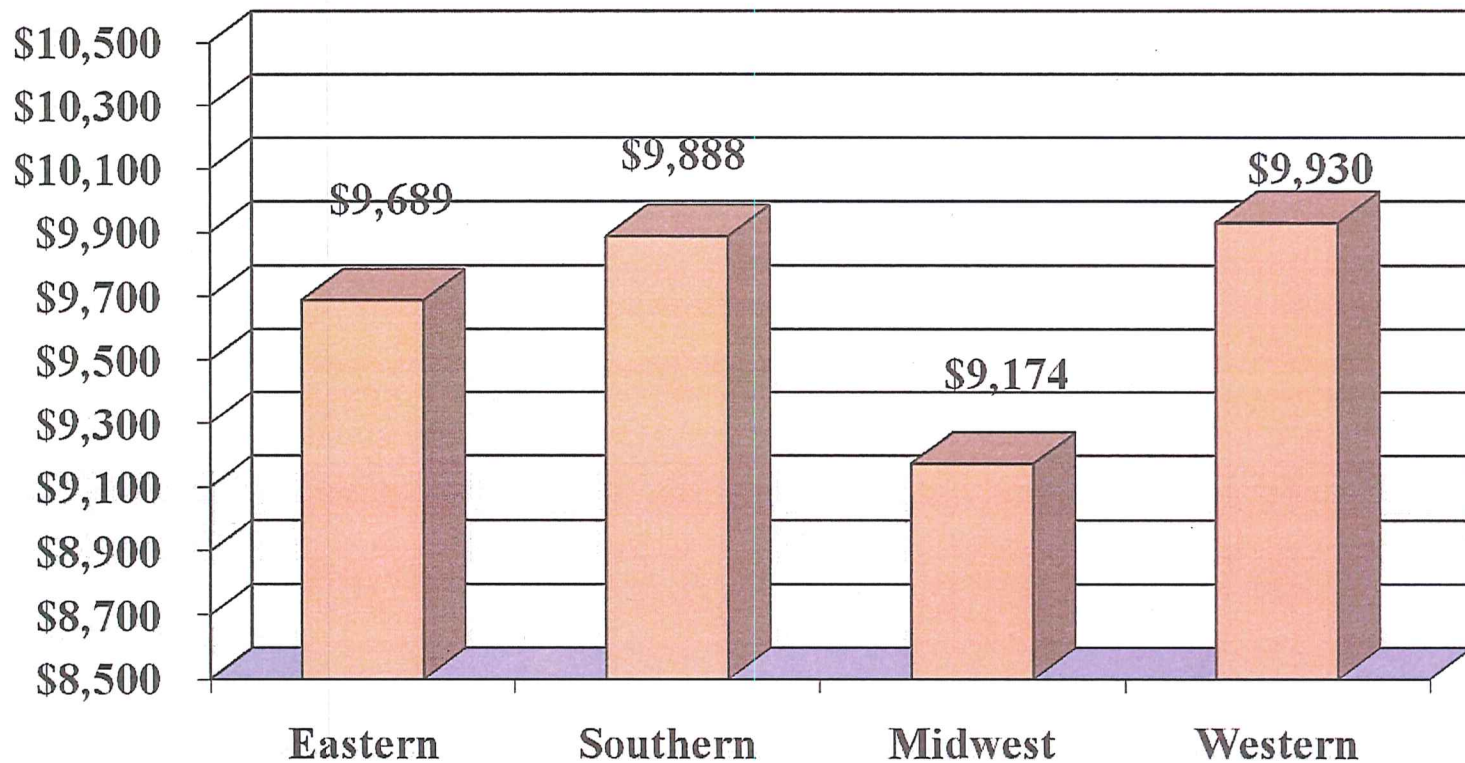
# 2012 Auction Industry Survey

## Projected Average Price Per Unit



# 2012 Auction Industry Survey

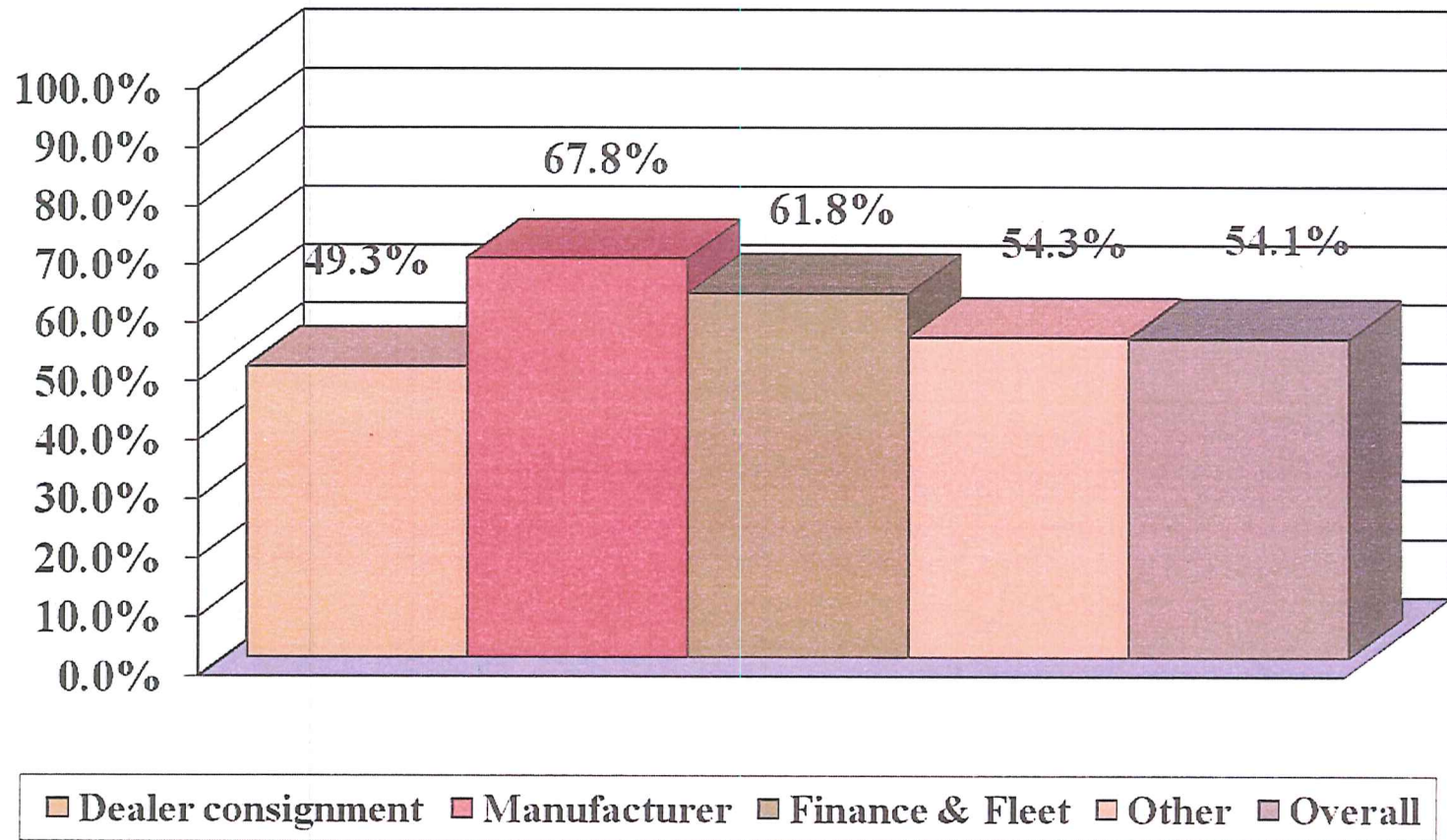
## Average Price Per Unit By Chapter



Based on Actual Data Received

# 2012 Auction Industry Survey








## Percentage of Units Sold to Entered



# 2012 Auction Industry Survey

## Supplemental Data

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 <b>Average Vehicle Price per Internet Sale:</b>	
- On Line Only Auctions	<b>\$17,071</b>
- Simulcasting	<b>\$14,842</b>
 <b>Average Auctioneer Pay</b>	<b>\$634</b>
 <b>Average Increase in Liability Insurance</b>	<b>1%</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>\$13,116</b>
 <b>Median charitable contribution per auction</b>	<b>\$3,376</b>