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NAAA Member Auctions Report \$72.7 Billion in Sales for 2012

National Auto Auction Association (NAAA) member auctions last year sold an estimated 7.9 million used vehicle worth \$72.7 billion, according to the trade organization's 16th annual survey which excludes upstream sales. The survey found that the estimated number of vehicles entering the auctions increased by 6.4% to 14.6 million and the conversion percentage was down 1.7%.

Conducted by *CliftonLarsonAllen, LLP* of Arlington, Va., for NAAA, the survey provides the most accurate picture available of the wholesale auto auction industry, with a 74% response rate representing 232 NAAA North American member auctions. The reported total vehicles entered and sold and the related gross values are projected to estimate the totals for all 314 NAAA member auctions.

Dealer Consignment vehicles represented the largest number of units sold at 58.4%, Finance & Fleet (Lease/fleet/repo) at 34.5%, followed by Manufacturer (Factory) vehicles 6.6% and 0.5% from other sources.

"Given the strain on the auto industry that began in 2008, the 2012 results were very encouraging, said NAAA CEO Frank Hackett. I believe the slight volume increase in 2012 is a sign the industry will see increases in the volume of cars entering and being sold at auction in the years to come. The survey results show the strength and depth of a mature industry that despite various challenges has demonstrated its resiliency. I'm confident we'll continue to be a vital and growing part of our nation's economy in the decades to come."

The 2012 Survey data reveals that NAAA auction members reported average payroll of \$3.4 million and contributes \$13,000 annually to charity.

The 2011 Survey data revealed the average NAAA auction member operates an 8-lane facility on 79 acres, and employs an average of 140 people. Also reported in 2011, 91.8% of North American auto auctions offer body repair and paint shops, 98.2% have detail shops, 98.6% offer transportation services (either in-house or sublet), 97.7% have mechanical services and 96.8% provide dealer financing.