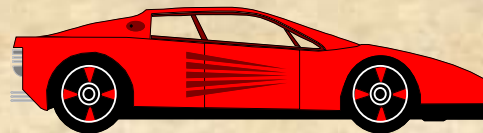


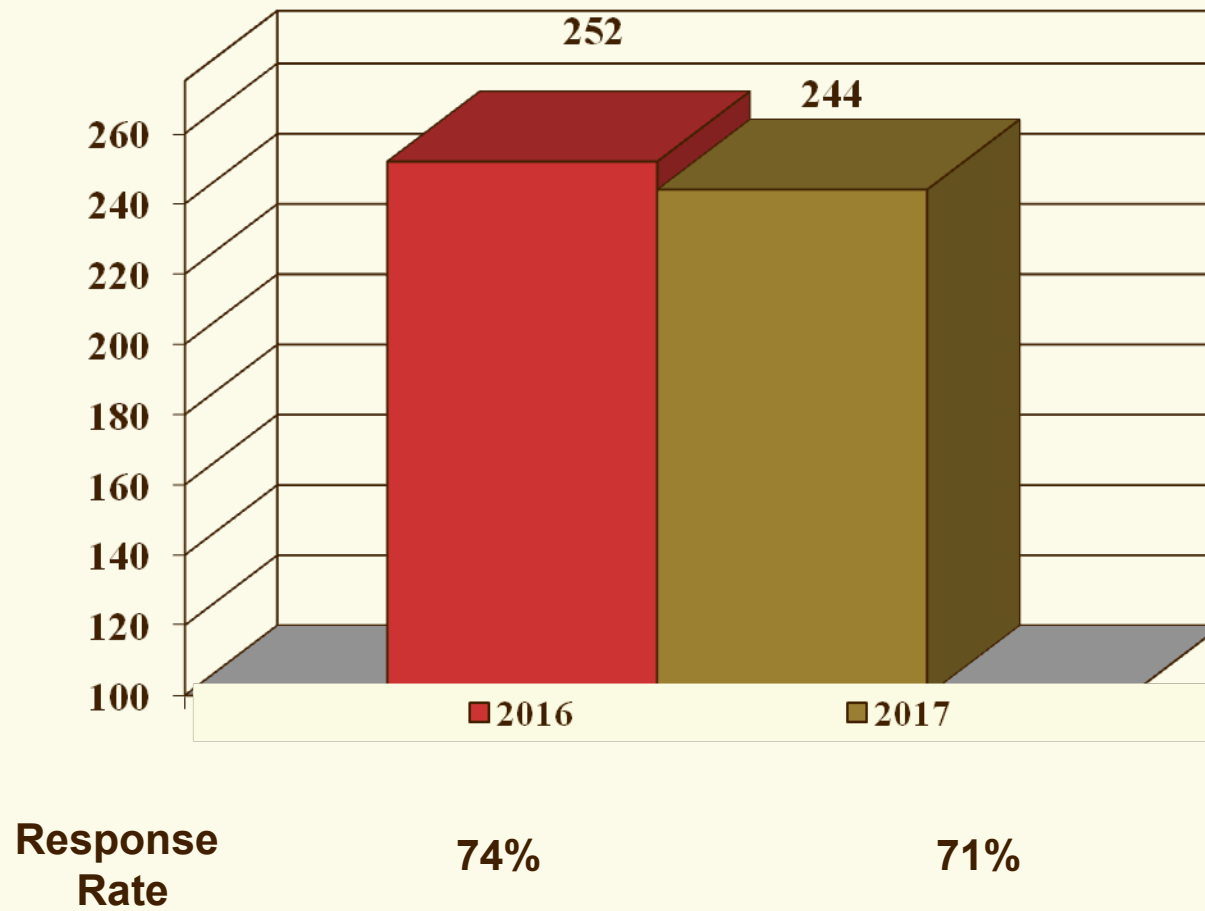
# Auction Industry Survey

For the Year Ended December 31, 2017



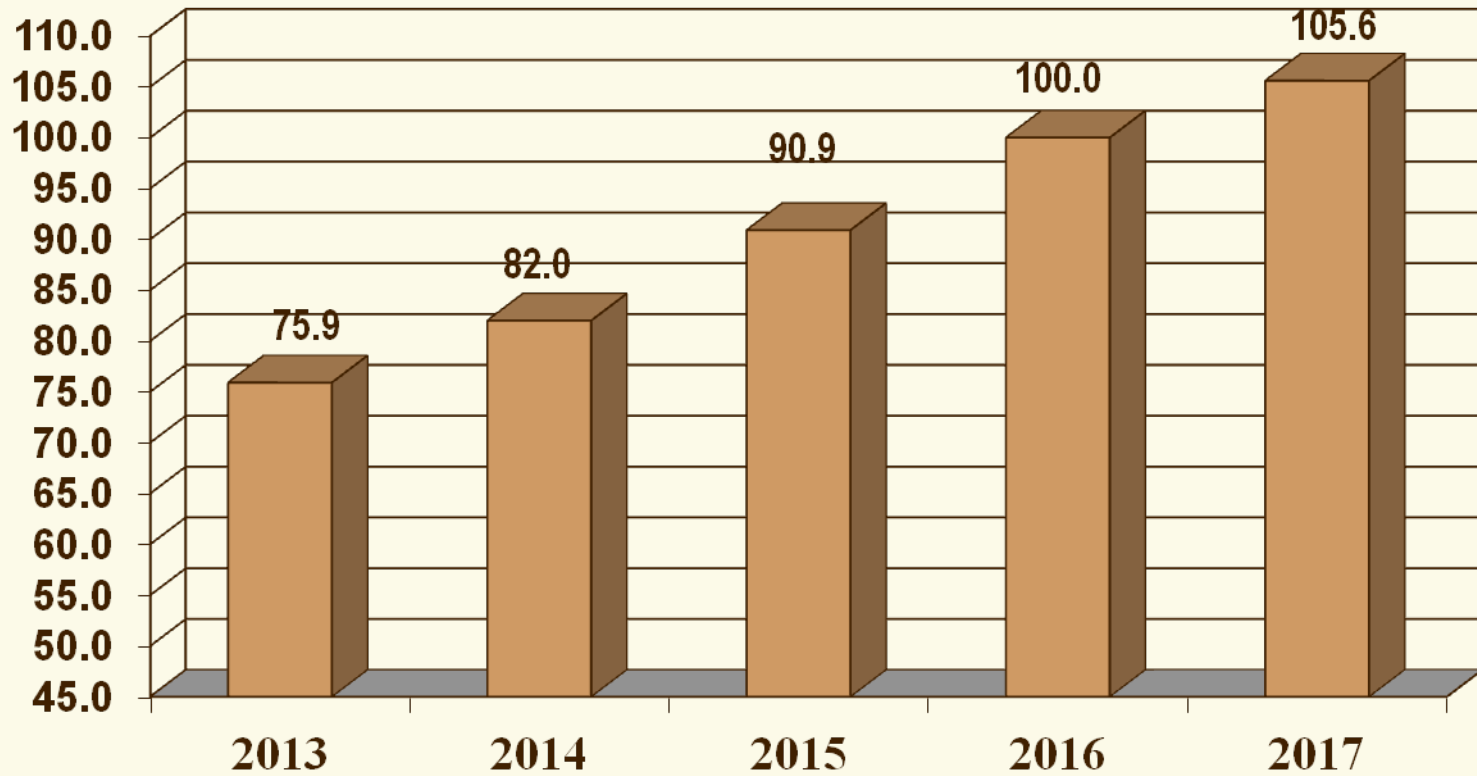
for the National Auto Auction Association

# 2017 Auction Industry Survey Participation



# 2017 Auction Industry Survey

## Projected Gross Value of Units Sold (Billions)



% Change

1.9%

8.1%

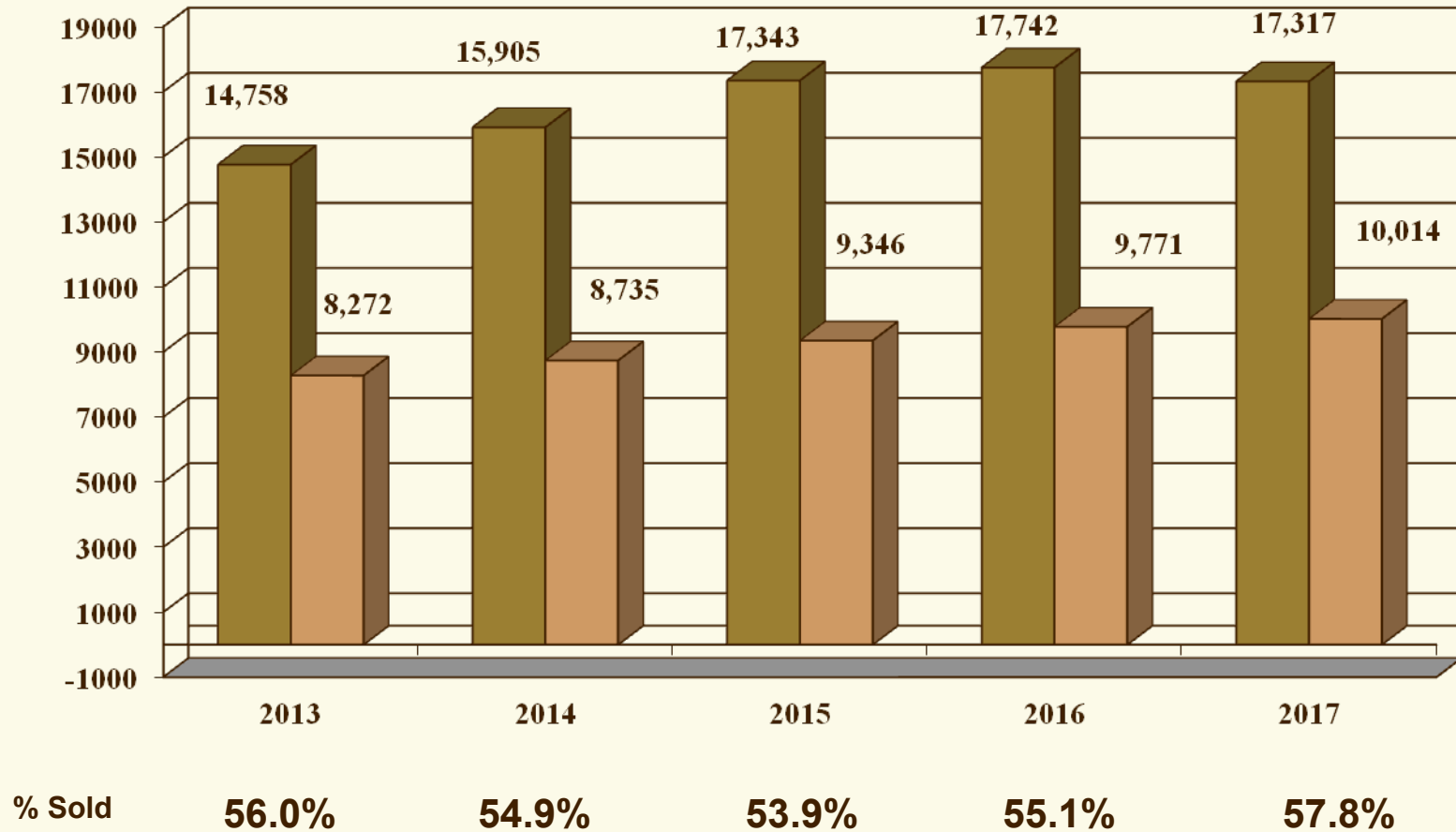
10.8%

10.0%

5.6%

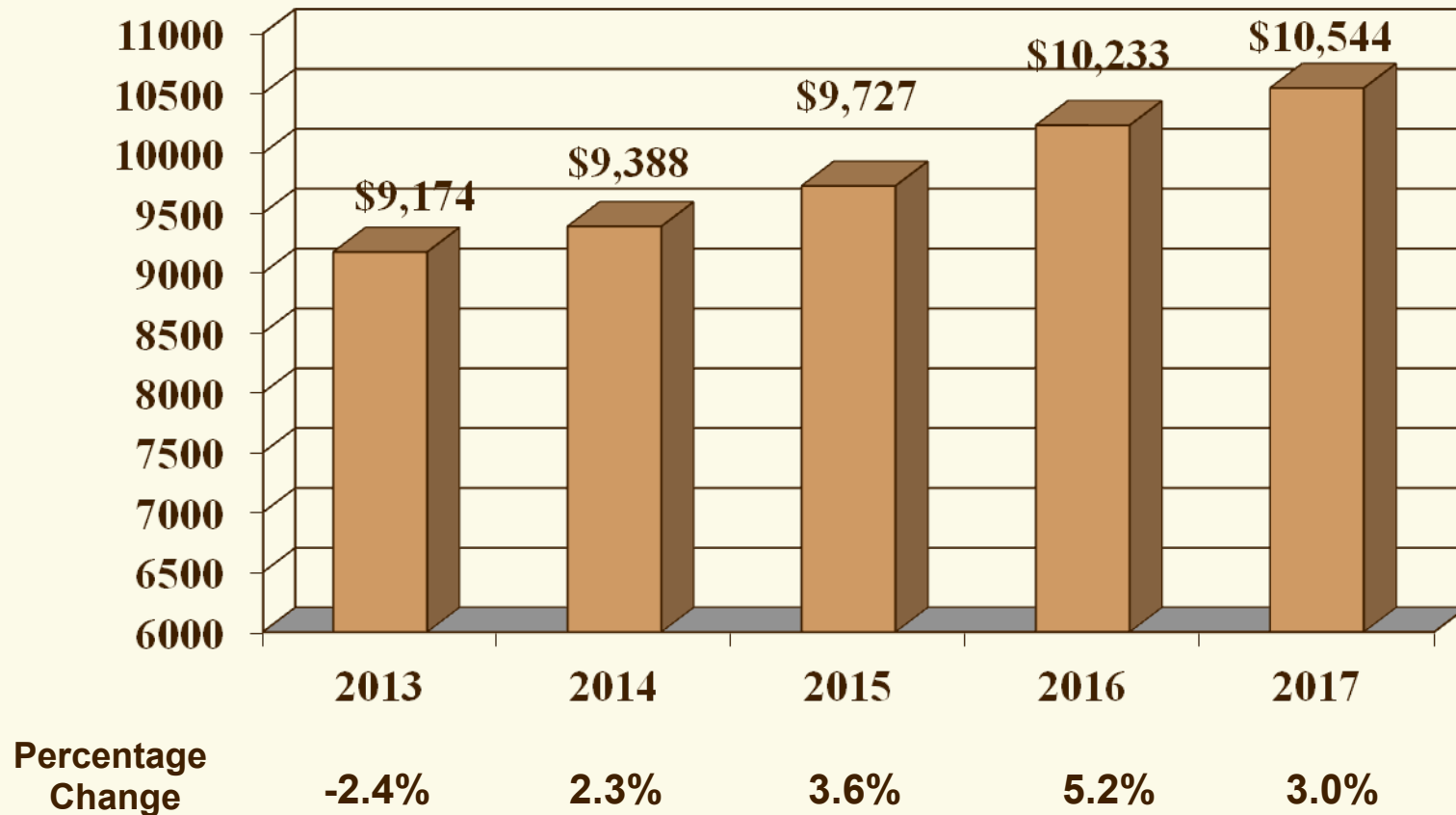
# 2017 Auction Industry Survey

## Projected Units Entered and Sold (000)



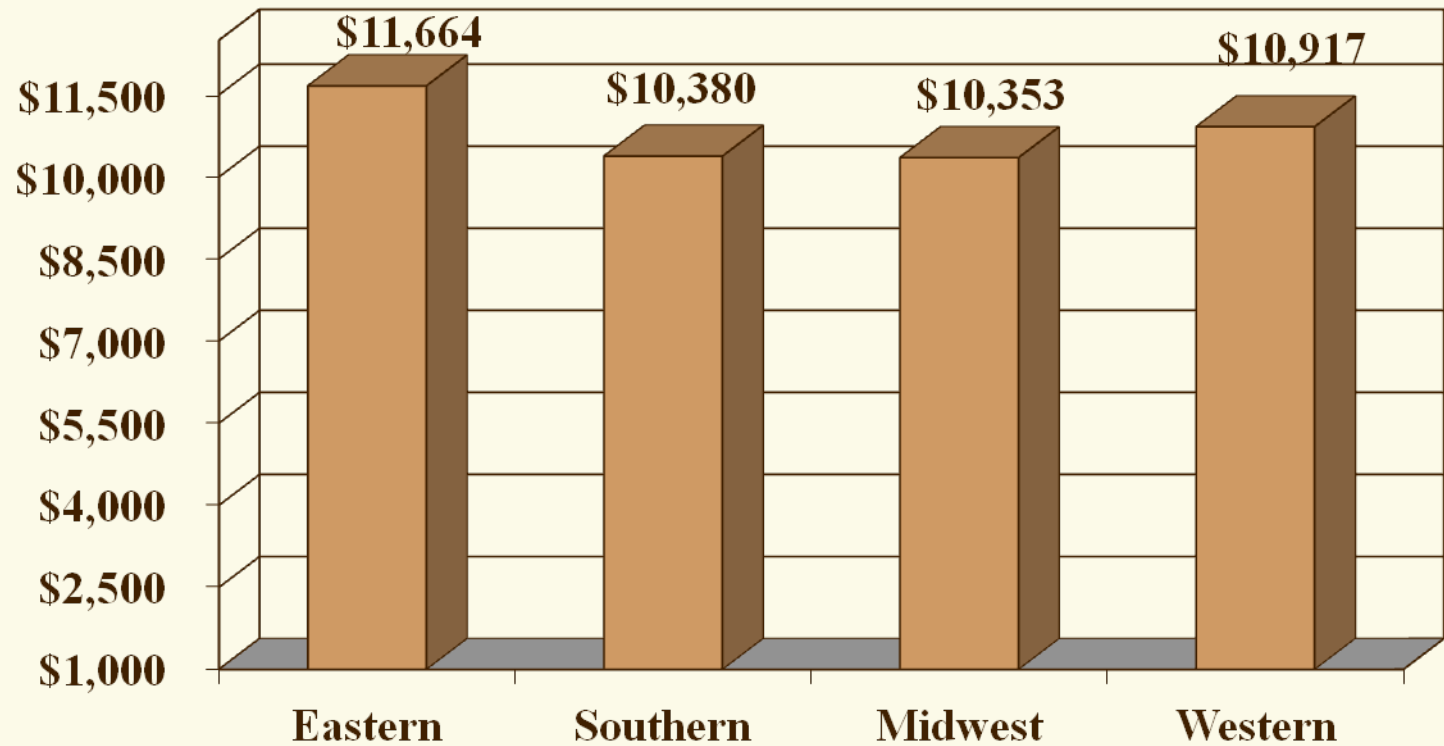
# 2017 Auction Industry Survey

## Projected Average Price Per Unit



# 2017 Auction Industry Survey

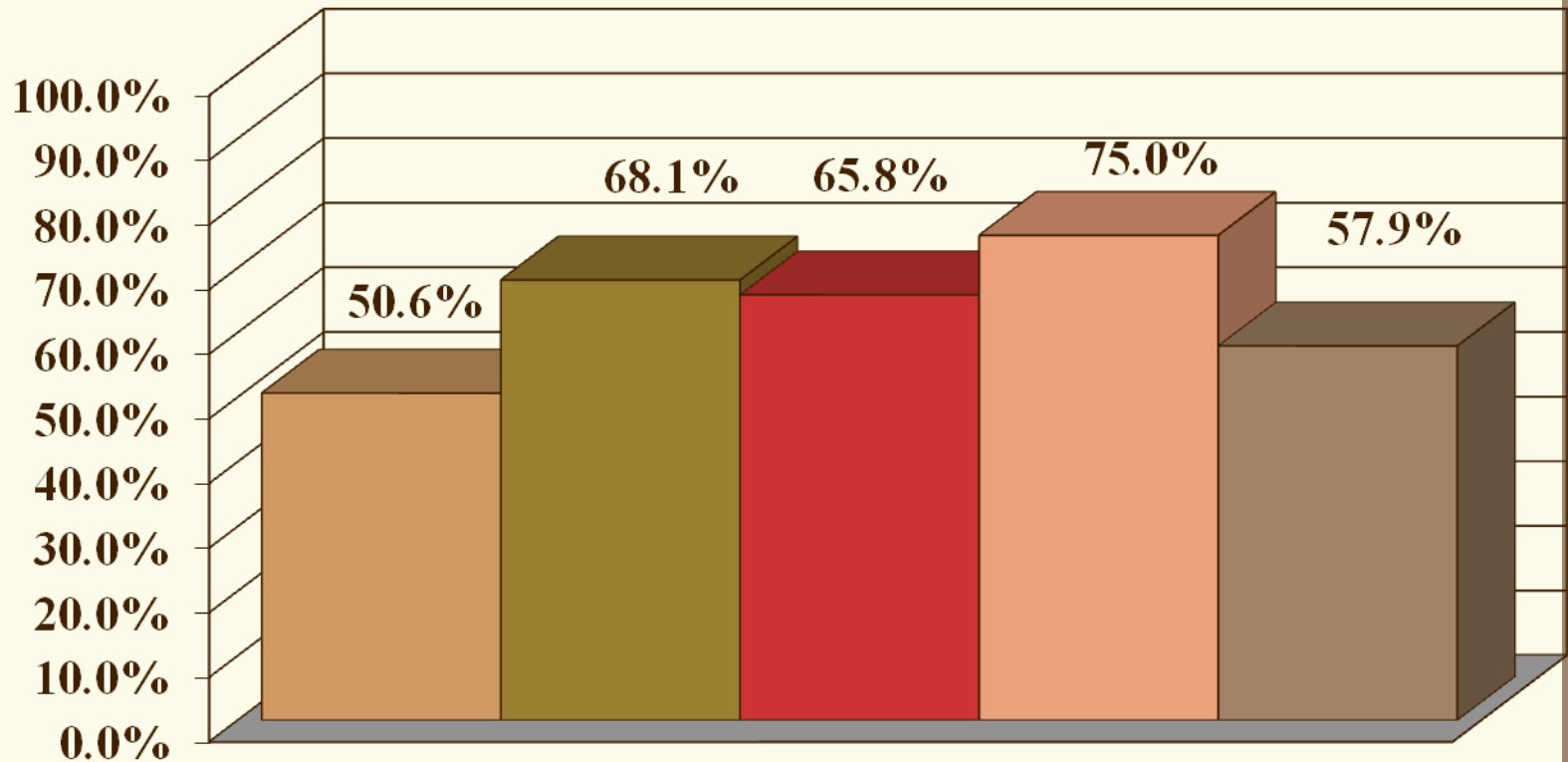
## Average Price Per Unit By Chapter



Based on Actual Data Received

# 2017 Auction Industry Survey

## Percentage of Units Sold to Entered



■ Dealer consignment ■ Finance & Fleet ■ Manufacturer ■ Other ■ Overall

# 2017 Auction Industry Survey

## Supplemental Data

---

✓ <b>Average Vehicle Price per Internet Sale:</b>	
– <b>On Line Only Auctions</b>	<b>\$18,564</b>
– <b>Simulcasting</b>	<b>\$14,931</b>
✓ <b>Average Auctioneer Pay</b>	<b>\$691</b>
✓ <b>Average Increase in Liability Insurance</b>	<b>2%</b>
✓ <b>Average Increase in Healthcare Insurance</b>	<b>9%</b>
✓ <b>Average Increase in Workers Comp</b>	<b>-7%</b>
✓ <b>Average charitable contribution per auction</b>	<b>\$14,526</b>
✓ <b>Median charitable contribution per auction</b>	<b>\$4,691</b>