Auction Industry Survey
For the Year Ended December 31, 2018

for the National Auto Auction Association
2018 Auction Industry Survey Participation

- Response Rate:
  - 2017: 71%
  - 2018: 72%
2018 Auction Industry Survey
Projected Gross Value of Units Sold (Billions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Projected Value (Billions)</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>82.0</td>
<td>8.1%</td>
</tr>
<tr>
<td>2015</td>
<td>90.9</td>
<td>10.8%</td>
</tr>
<tr>
<td>2016</td>
<td>100.0</td>
<td>10.0%</td>
</tr>
<tr>
<td>2017</td>
<td>105.6</td>
<td>5.6%</td>
</tr>
<tr>
<td>2018</td>
<td>107.6</td>
<td>1.9%</td>
</tr>
</tbody>
</table>
2018 Auction Industry Survey
Projected Units Entered and Sold (000)

% Sold

- 2014: 54.9%
- 2015: 53.9%
- 2016: 55.1%
- 2017: 57.8%
- 2018: 59.8%
2018 Auction Industry Survey
Projected Average Price Per Unit

<table>
<thead>
<tr>
<th>Year</th>
<th>Projected Average Price</th>
<th>Percentage Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>$9,388</td>
<td>2.3%</td>
</tr>
<tr>
<td>2015</td>
<td>$9,727</td>
<td>3.6%</td>
</tr>
<tr>
<td>2016</td>
<td>$10,233</td>
<td>5.2%</td>
</tr>
<tr>
<td>2017</td>
<td>$10,544</td>
<td>3.0%</td>
</tr>
<tr>
<td>2018</td>
<td>$10,836</td>
<td>2.8%</td>
</tr>
</tbody>
</table>
2018 Auction Industry Survey
Average Price Per Unit By Chapter

Based on Actual Data Received
2018 Auction Industry Survey
Percentage of Units Sold to Entered
## 2018 Auction Industry Survey

### Supplemental Data

- **Average Vehicle Price per Internet Sale:**
  - On Line Only Auctions: $18,081
  - Simulcasting: $15,113

- **Average Auctioneer Pay:** $704

- **Average Increase in Liability Insurance:** 4%

- **Average Increase in Healthcare Insurance:** 8%

- **Average Increase in Workers Comp:** -2%

- **Average charitable contribution per auction:** $15,060

- **Median charitable contribution per auction:** $6,025