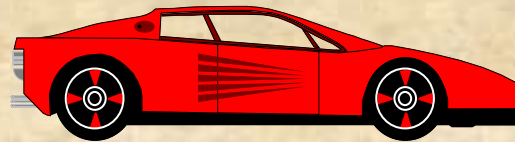


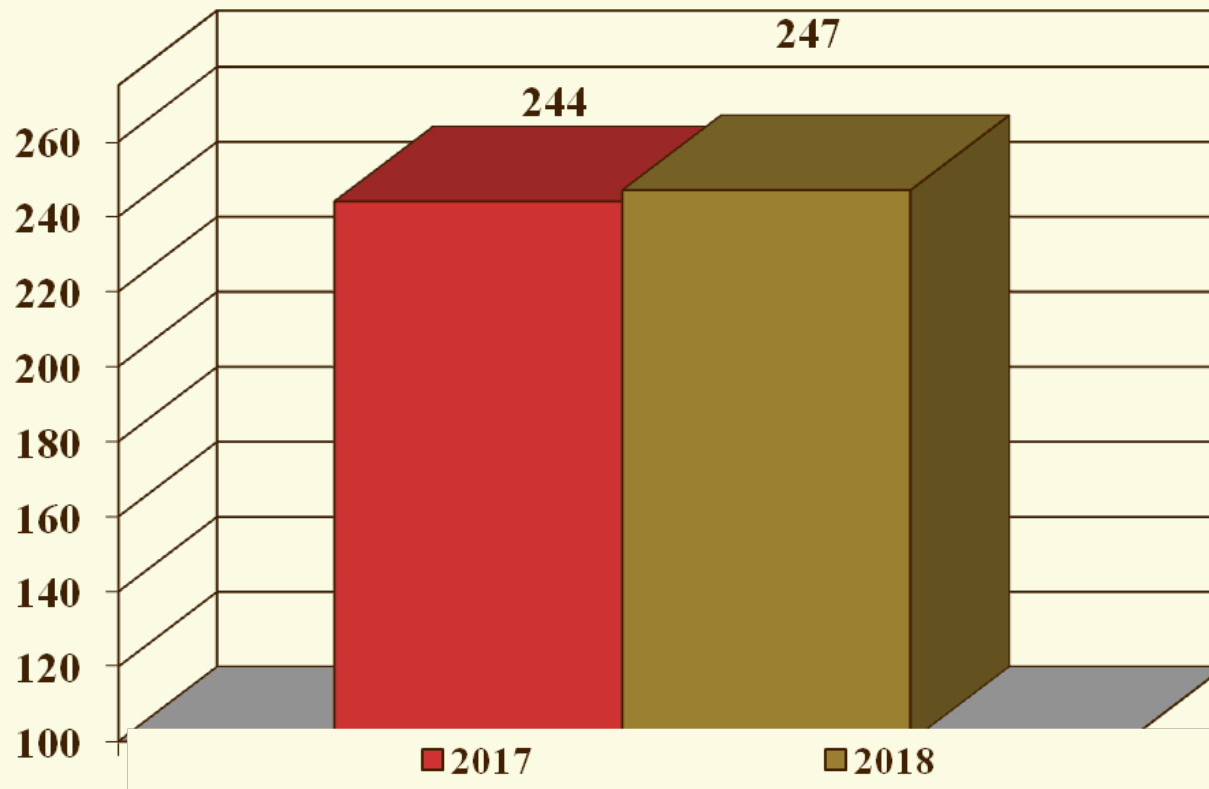
Auction Industry Survey

For the Year Ended December 31, 2018



for the National Auto Auction Association

2018 Auction Industry Survey Participation



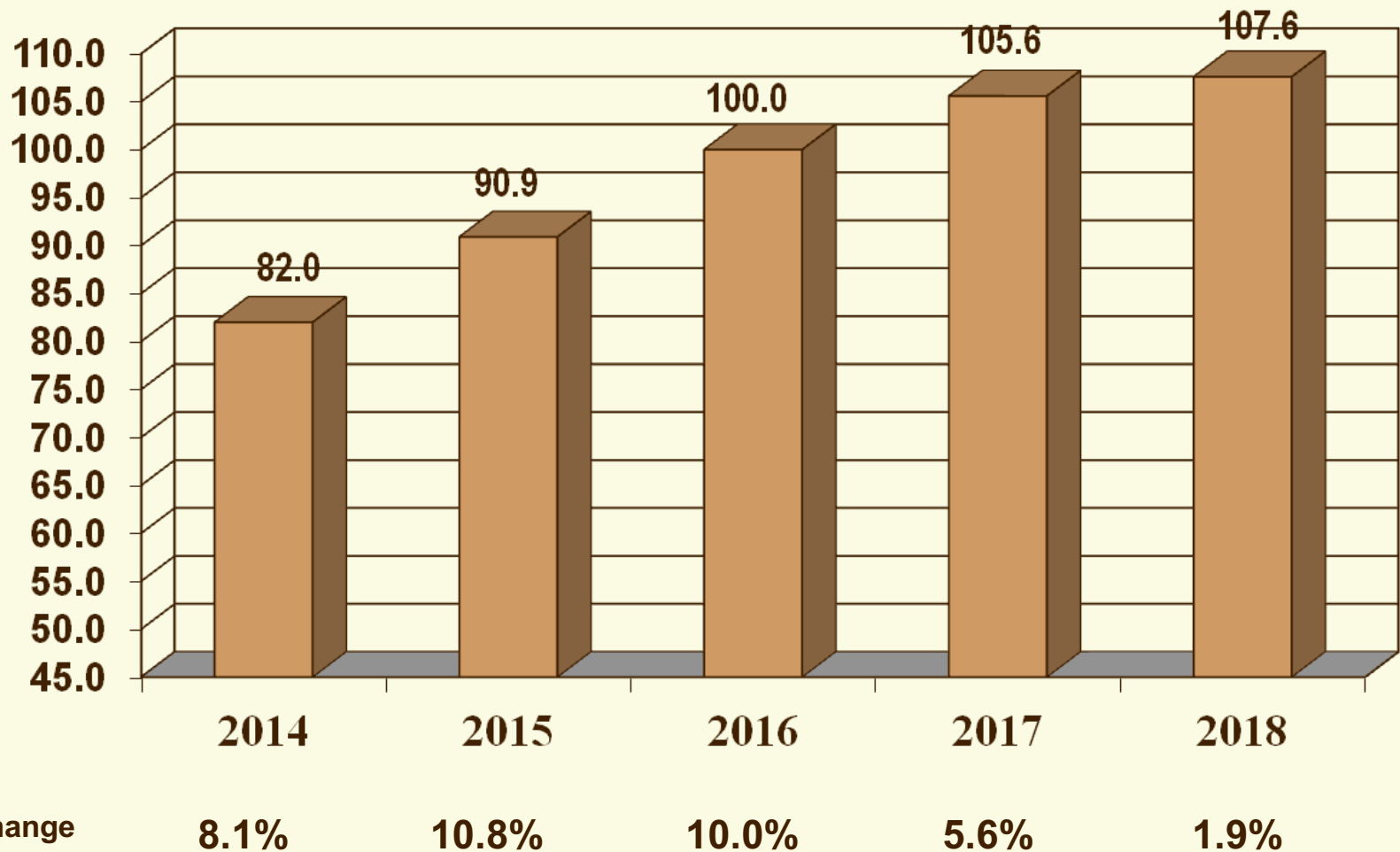
**Response
Rate**

71%

72%

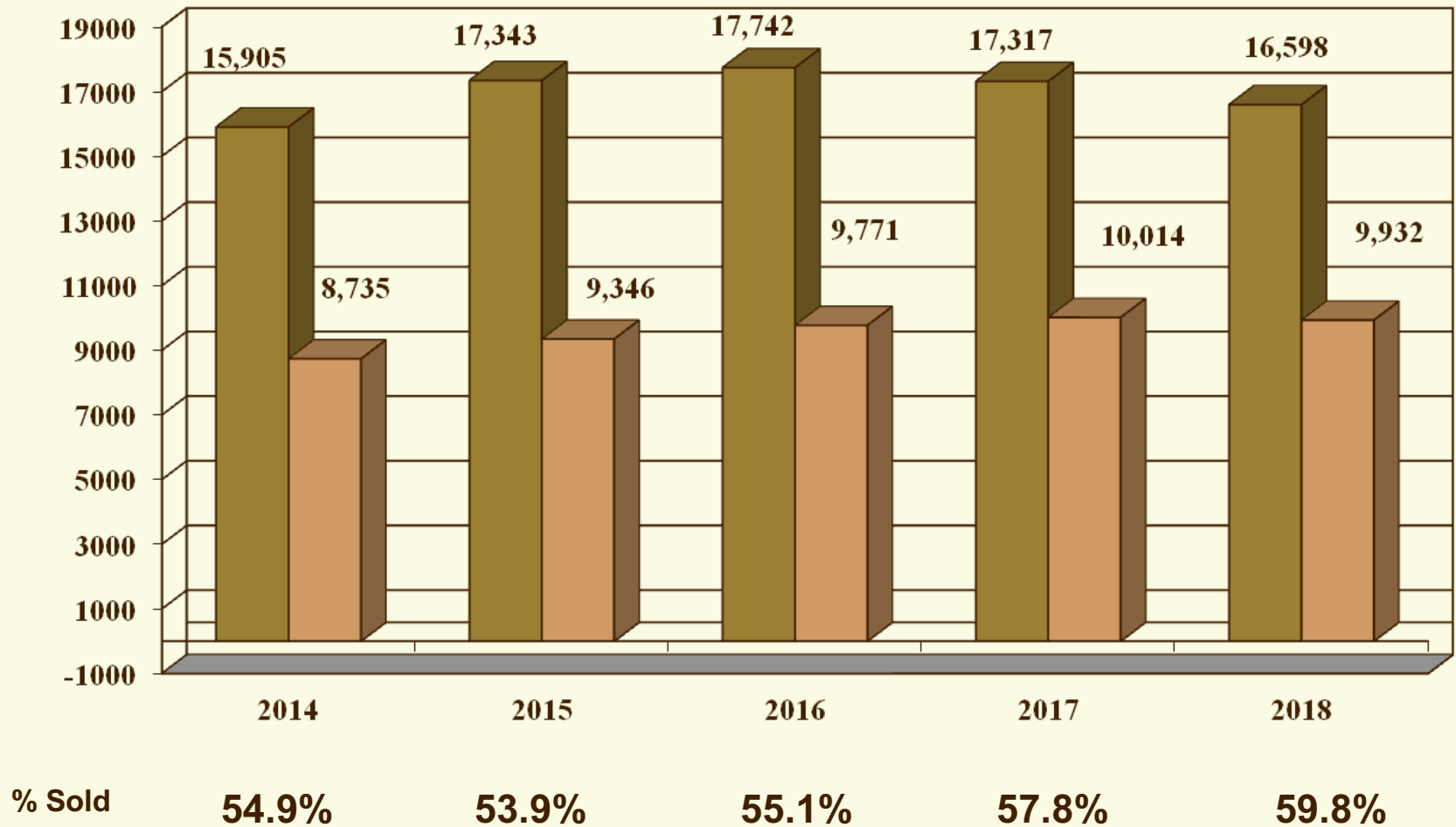
2018 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



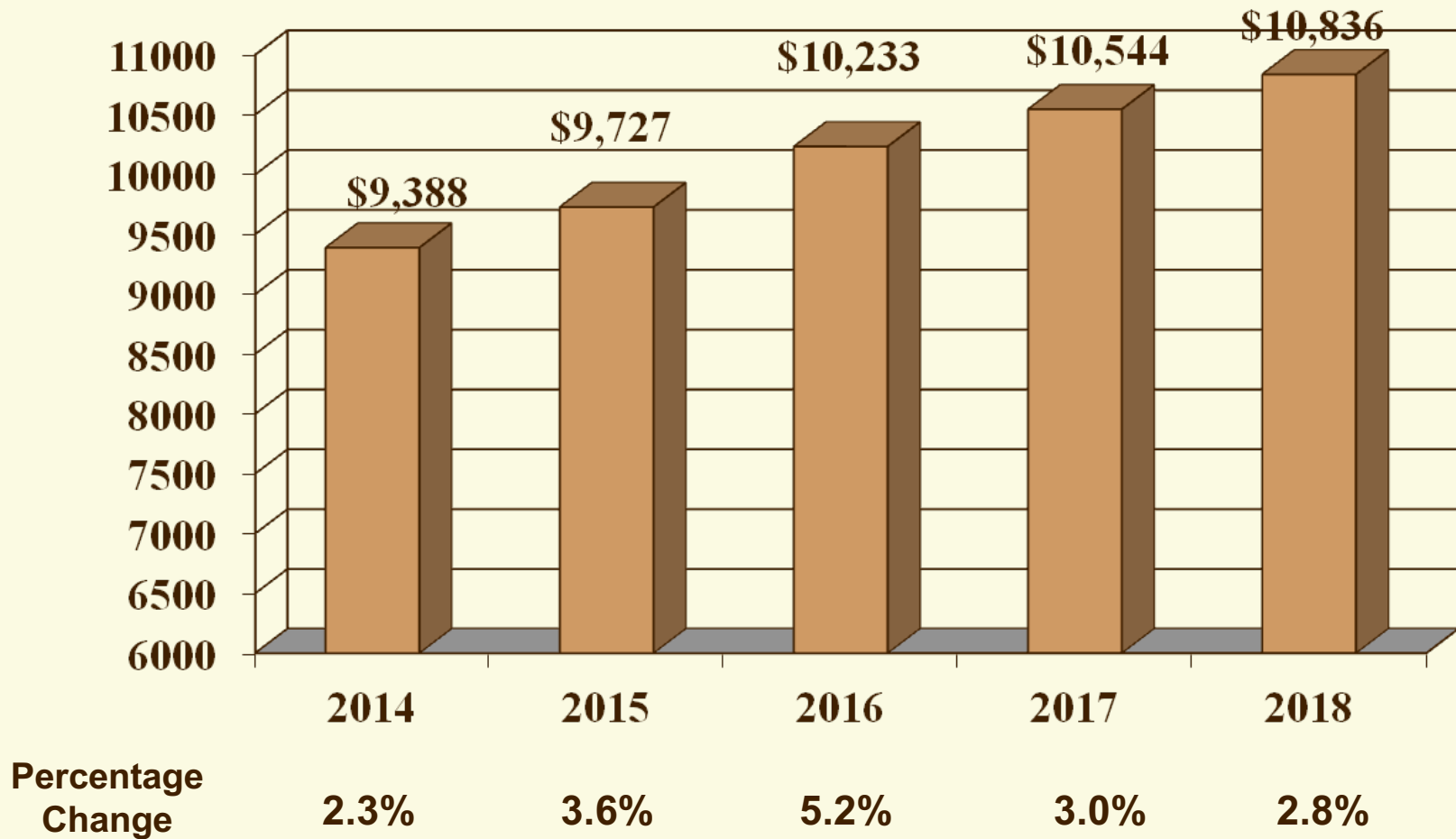
2018 Auction Industry Survey

Projected Units Entered and Sold (000)



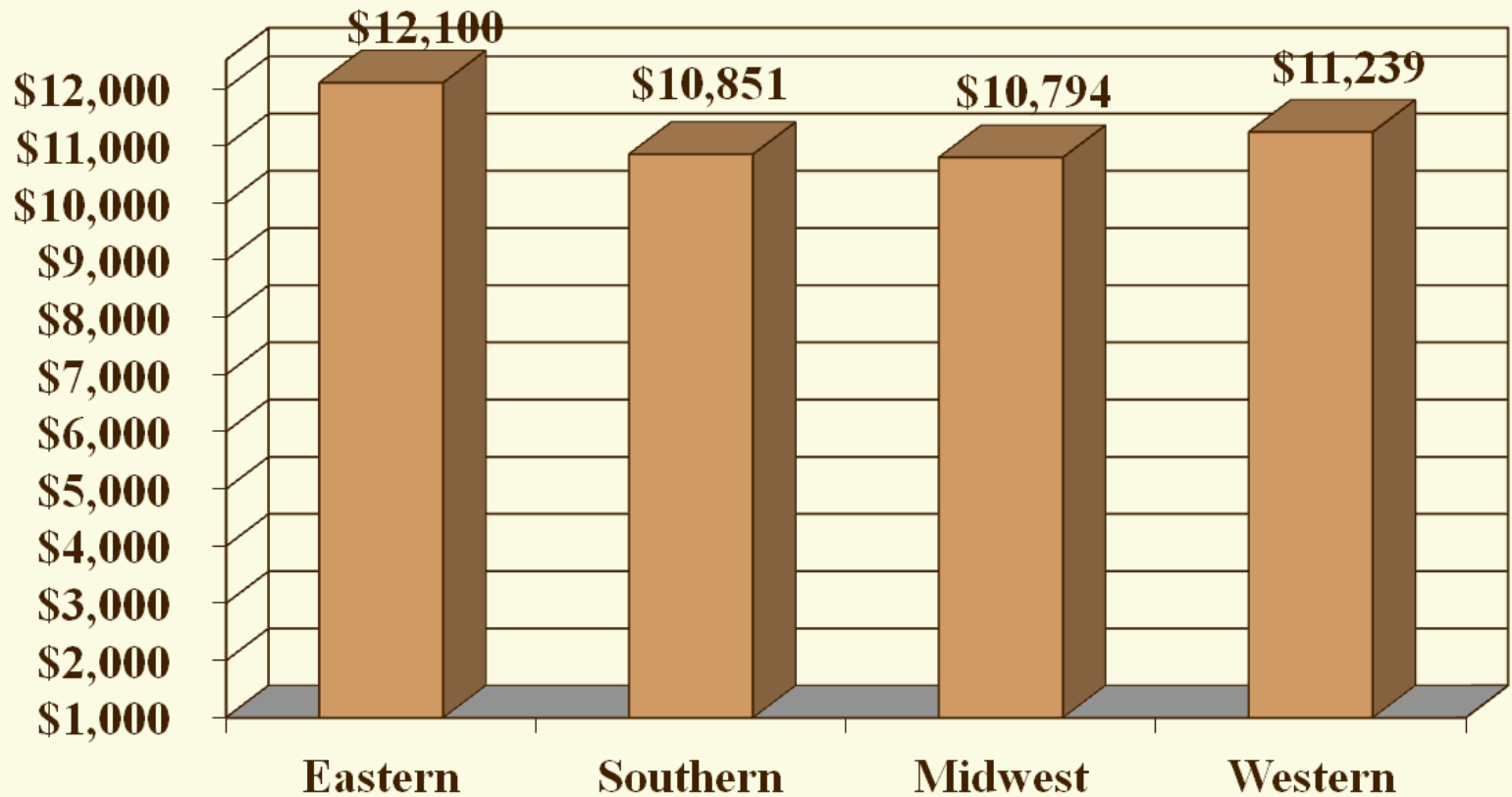
2018 Auction Industry Survey

Projected Average Price Per Unit



2018 Auction Industry Survey

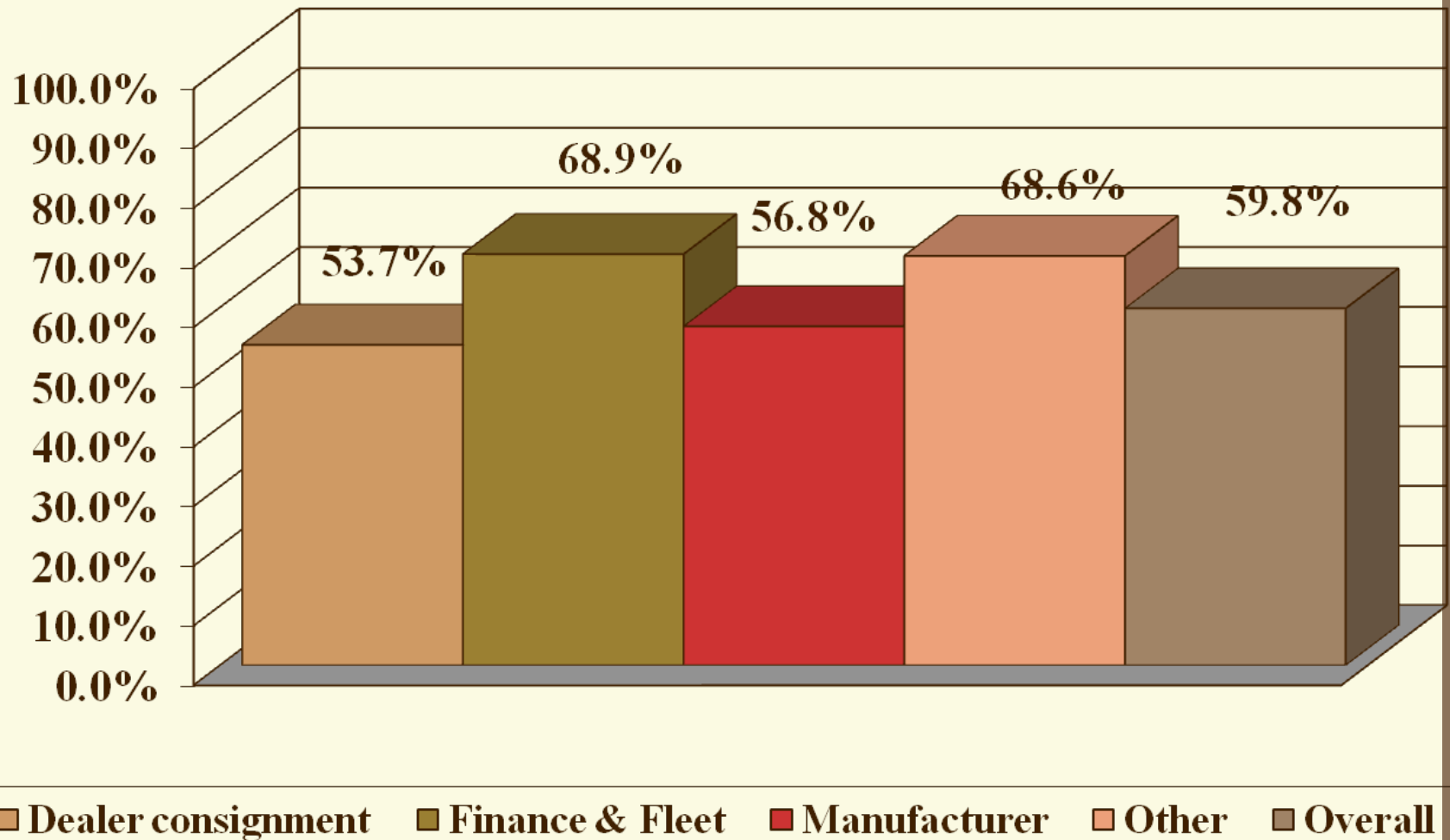
Average Price Per Unit By Chapter



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