

Auction Industry Survey

For the Year Ended December 31, 2009

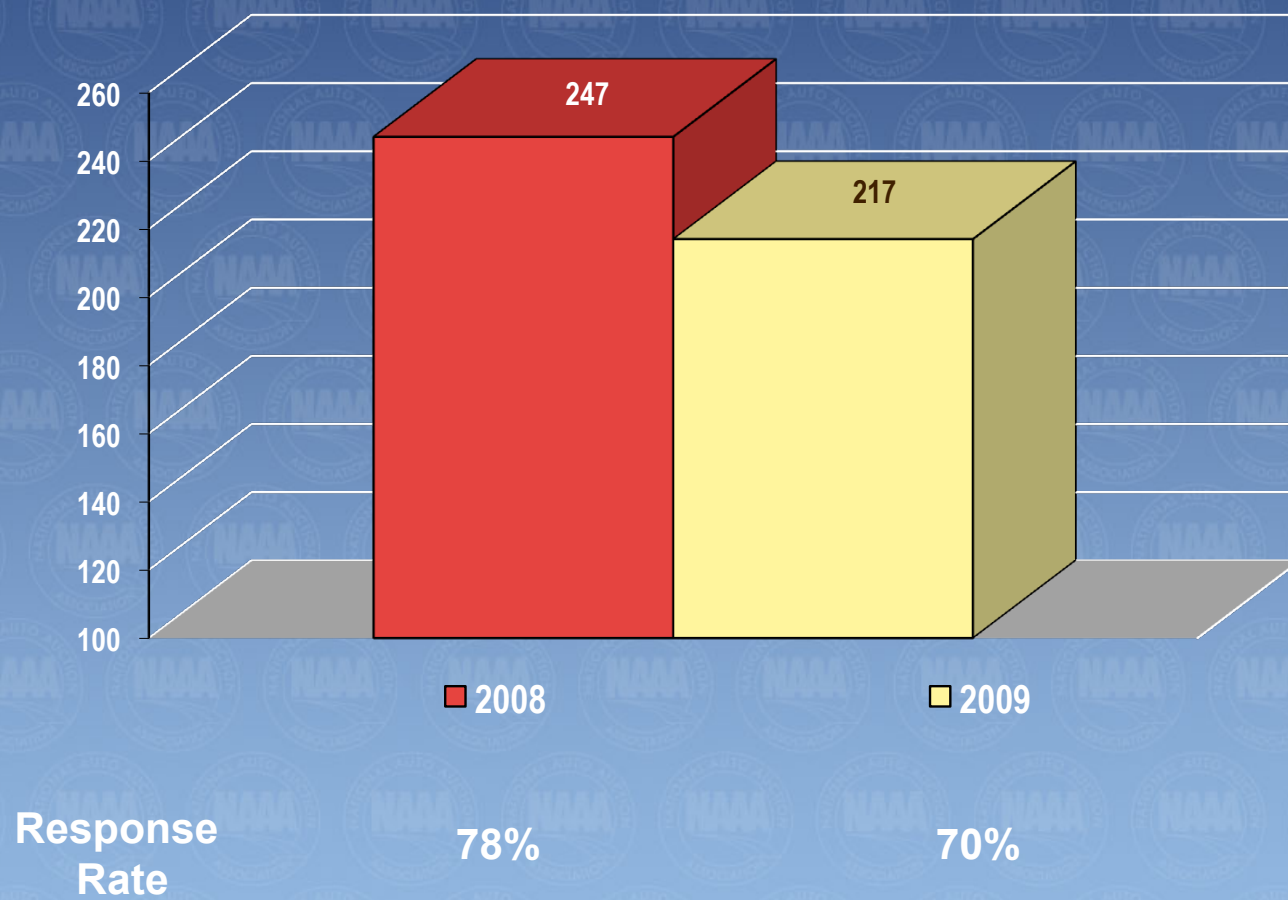
Compiled by:

LarsonAllen LLP

for the

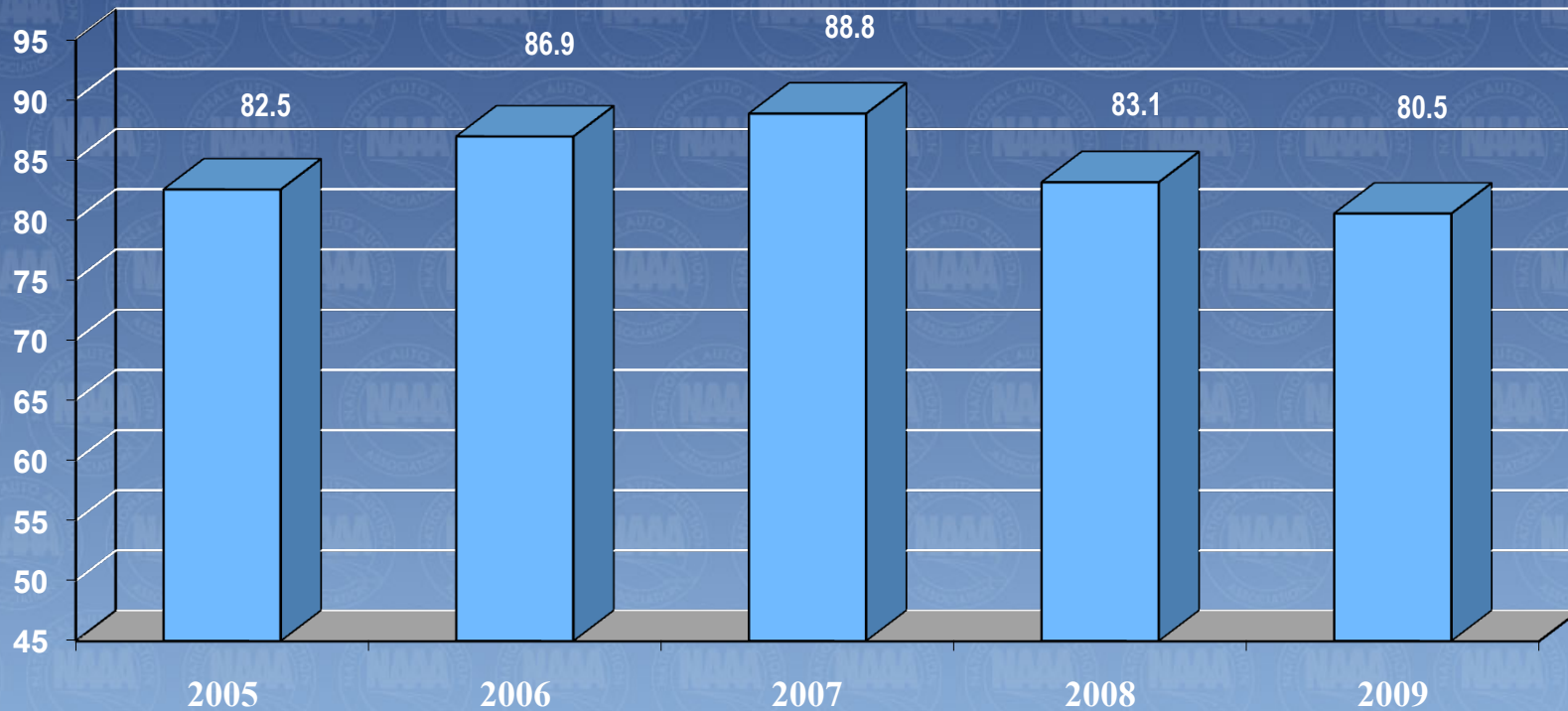
National Auto Auction Association

2009 Auction Industry Survey Participation



2009 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



% Change

+1.2%

+5.3%

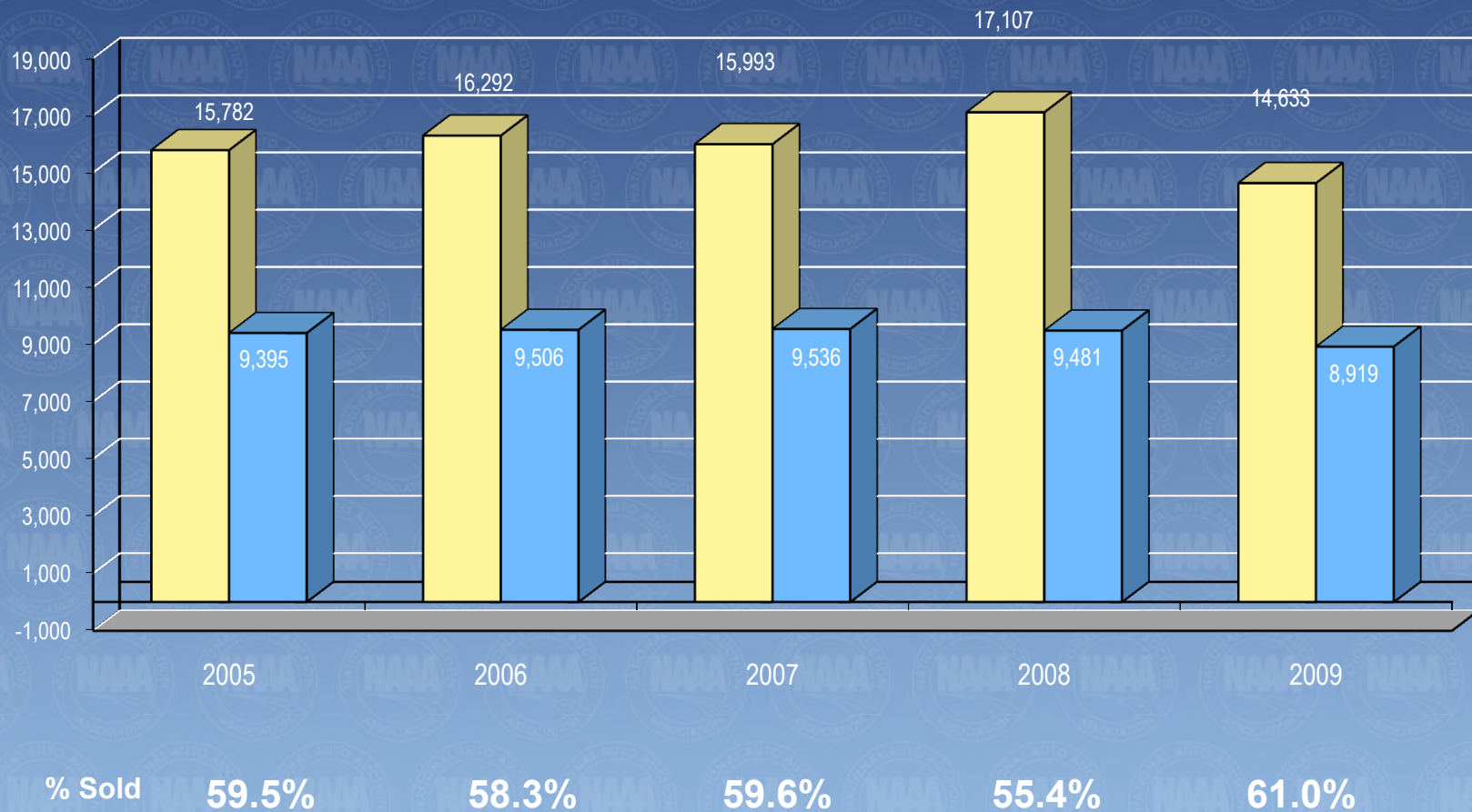
+2.2%

-6.4%

-3.1%

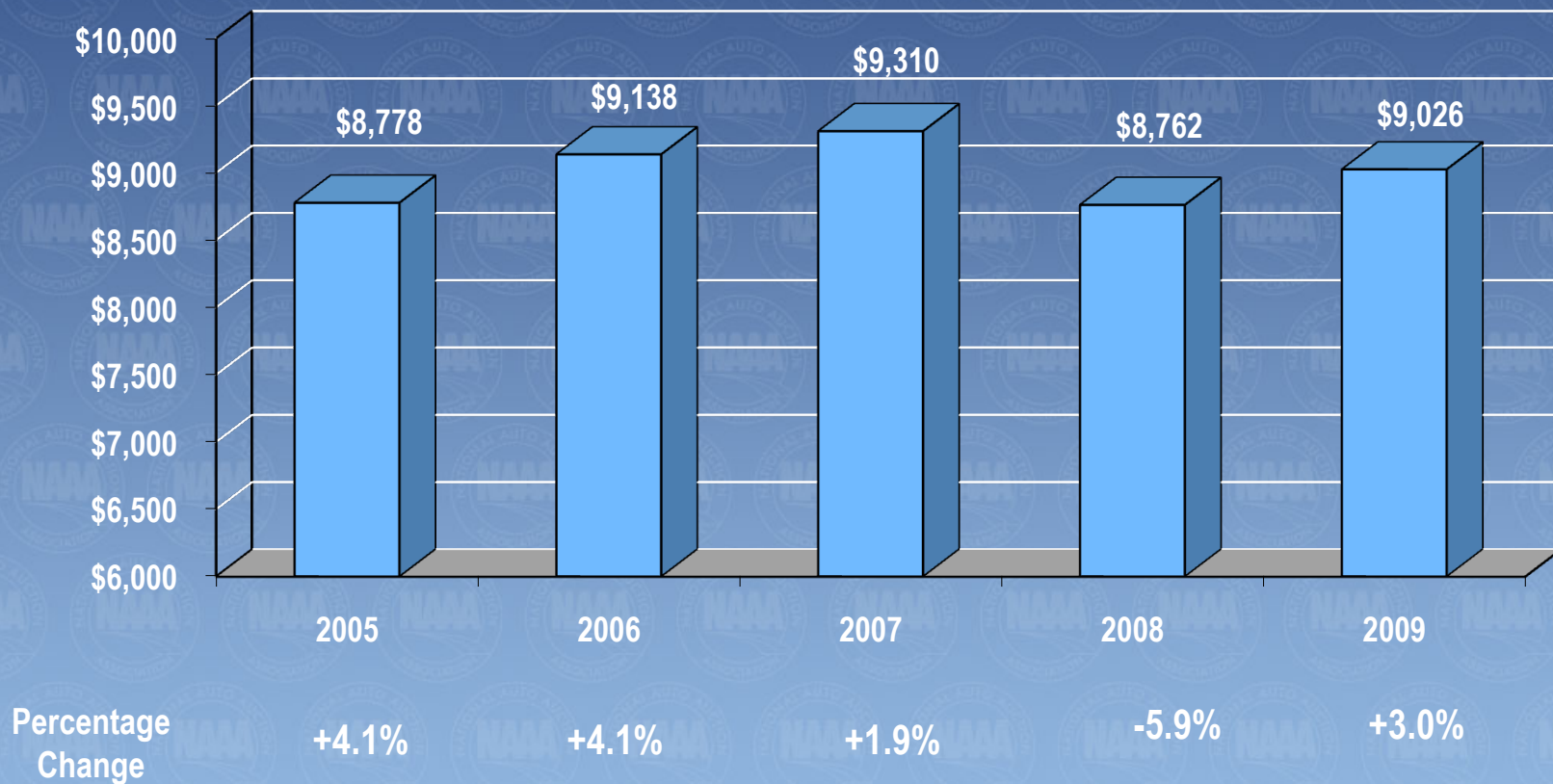
2009 Auction Industry Survey

Projected Units Entered and Sold (000)



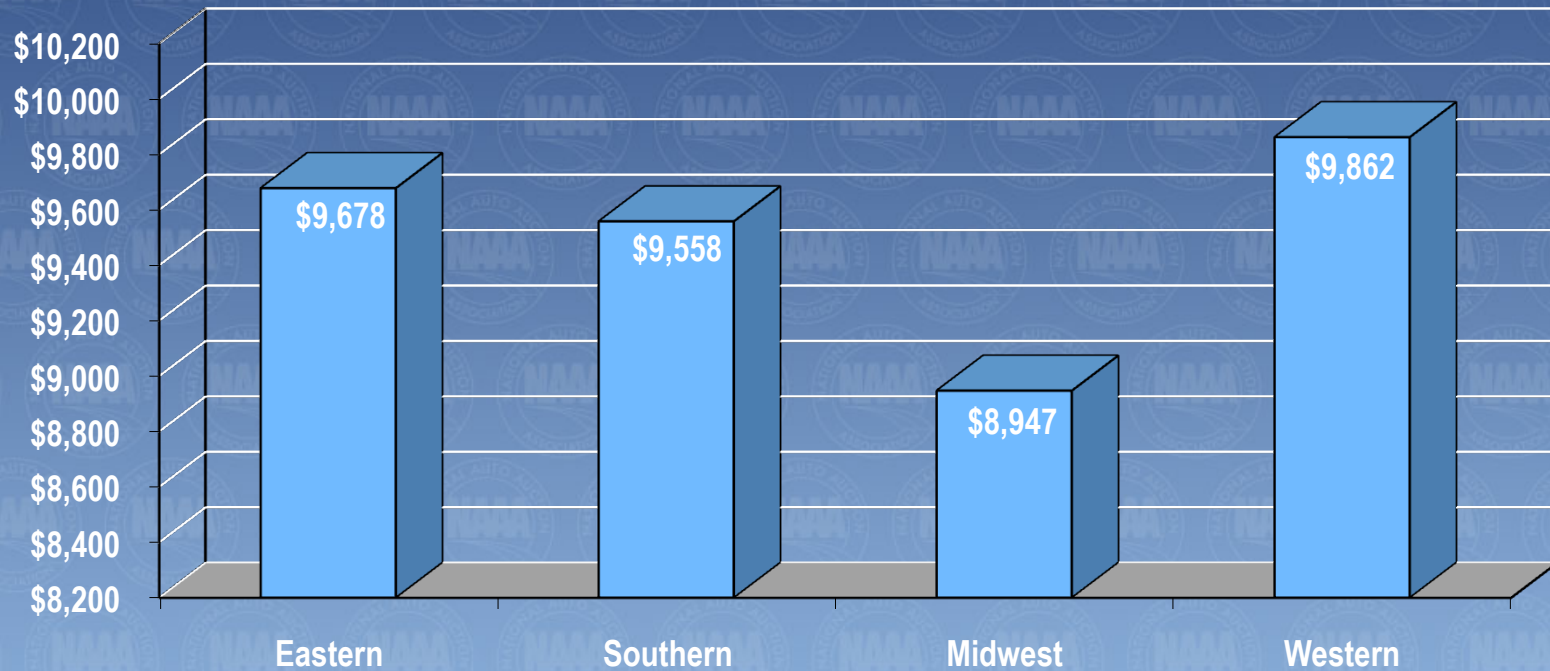
2009 Auction Industry Survey

Projected Average Price Per Unit



2009 Auction Industry Survey

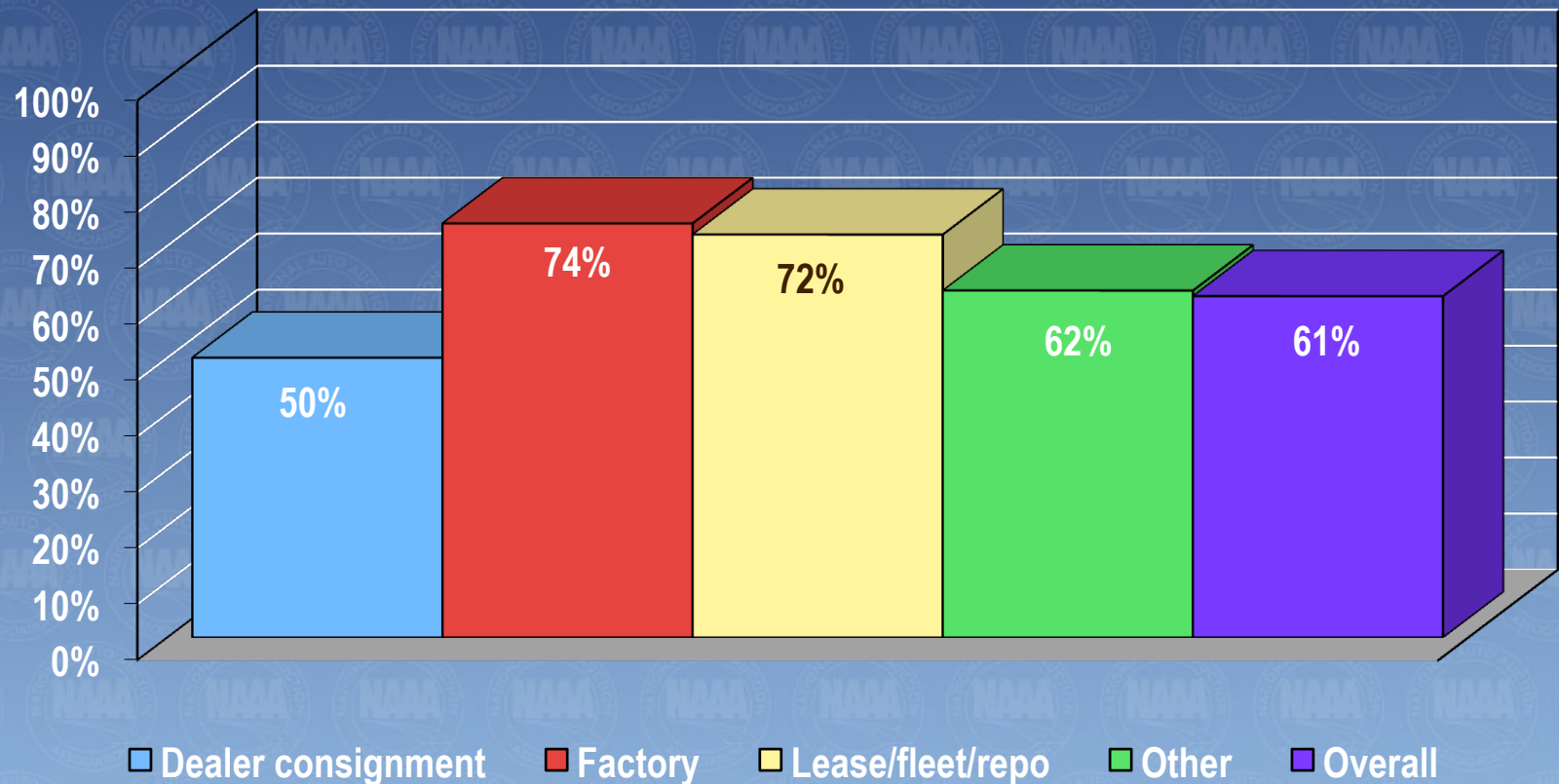
Average Price Per Unit By ZONE



Based on Actual Data Received

2009 Auction Industry Survey

Percentage of Units Sold to Entered



2009 Auction Industry Survey Supplemental Data

✓ Average Vehicle Price per Internet Sale:		
– Cyber Lots		\$15,316
– Cyber Auctions		\$15,048
– Simulcasting		\$14,245
✓ Average Auctioneer Pay		\$629
✓ Average Increase in Liability Insurance		2%
✓ Average Increase in Healthcare Insurance		11%
✓ Average Increase in Workers Comp		4%
✓ Average charitable contribution per auction		\$32,408
✓ Median charitable contribution per auction		\$5,000
✓ Any user/special taxes/impact fees pending	11-yes	121-no
✓ Mobile, dealer, offsite auctions conducted	51-yes	82-no
✓ Dealer consignment volumes affect 2010:		
	Increase	86
	Decrease	22
	No change	21