

Auction Industry Survey

For the Year Ended December 31, 2010

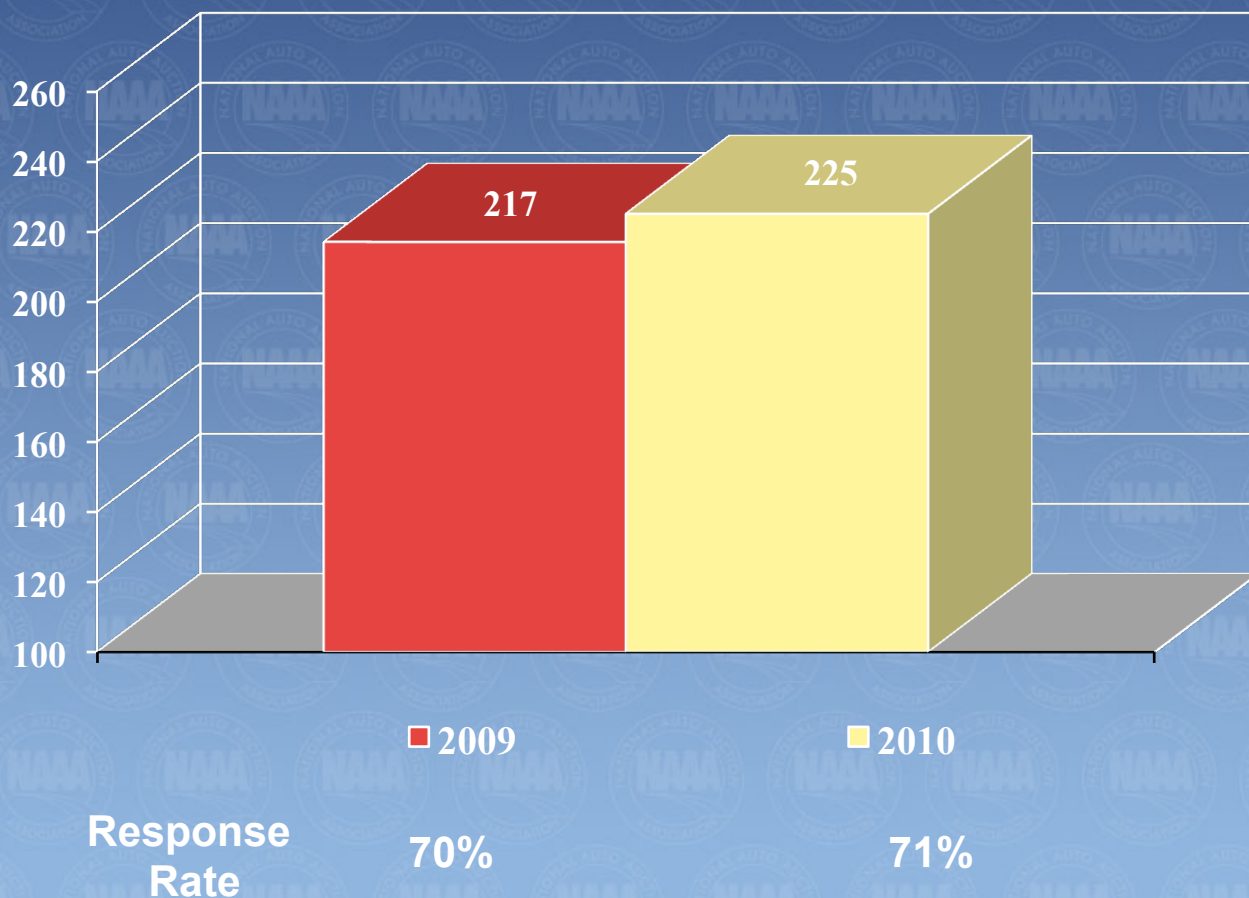
Compiled by:

LarsonAllen LLP

for the

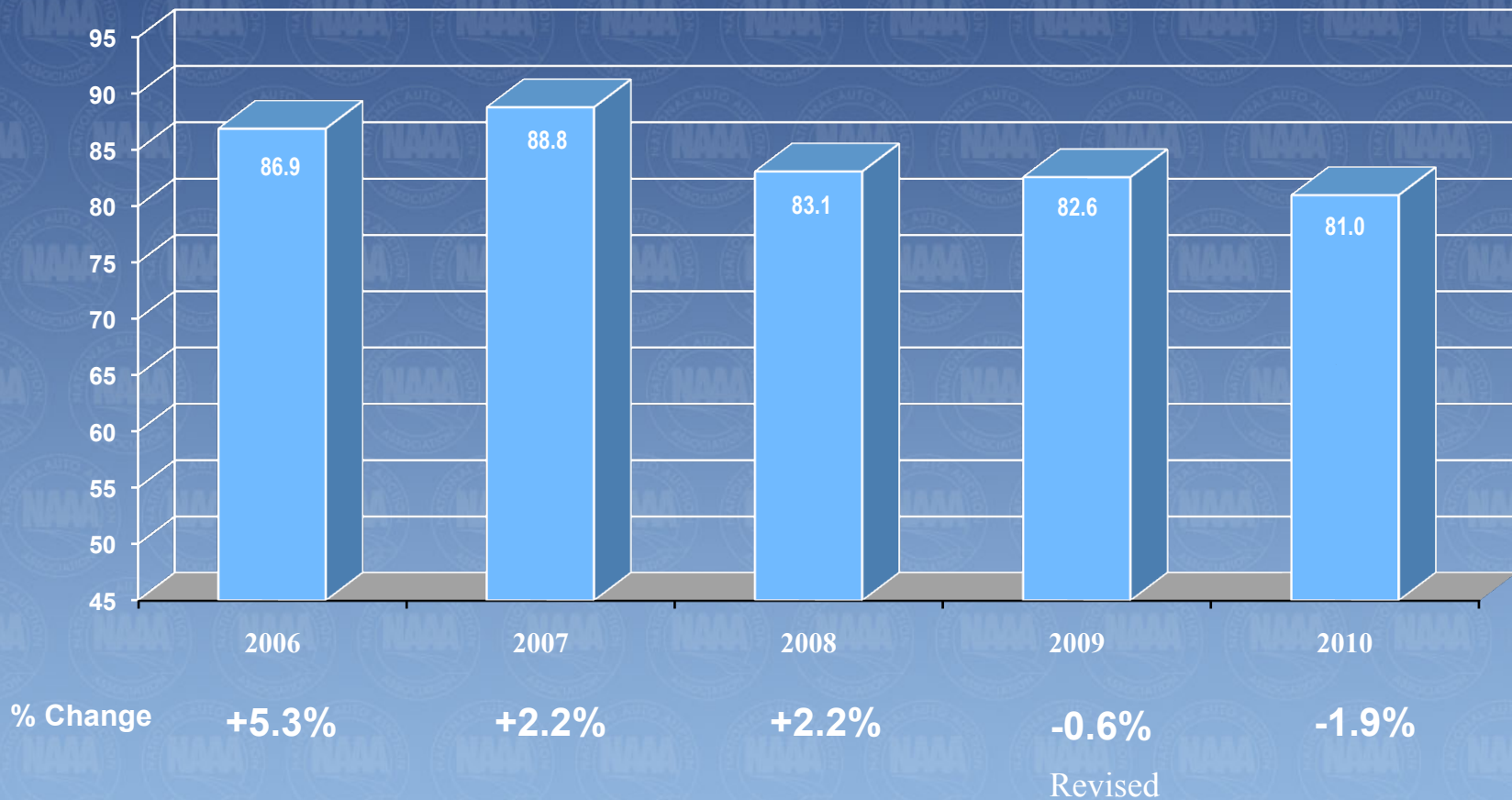
National Auto Auction Association

2010 Auction Industry Survey Participation



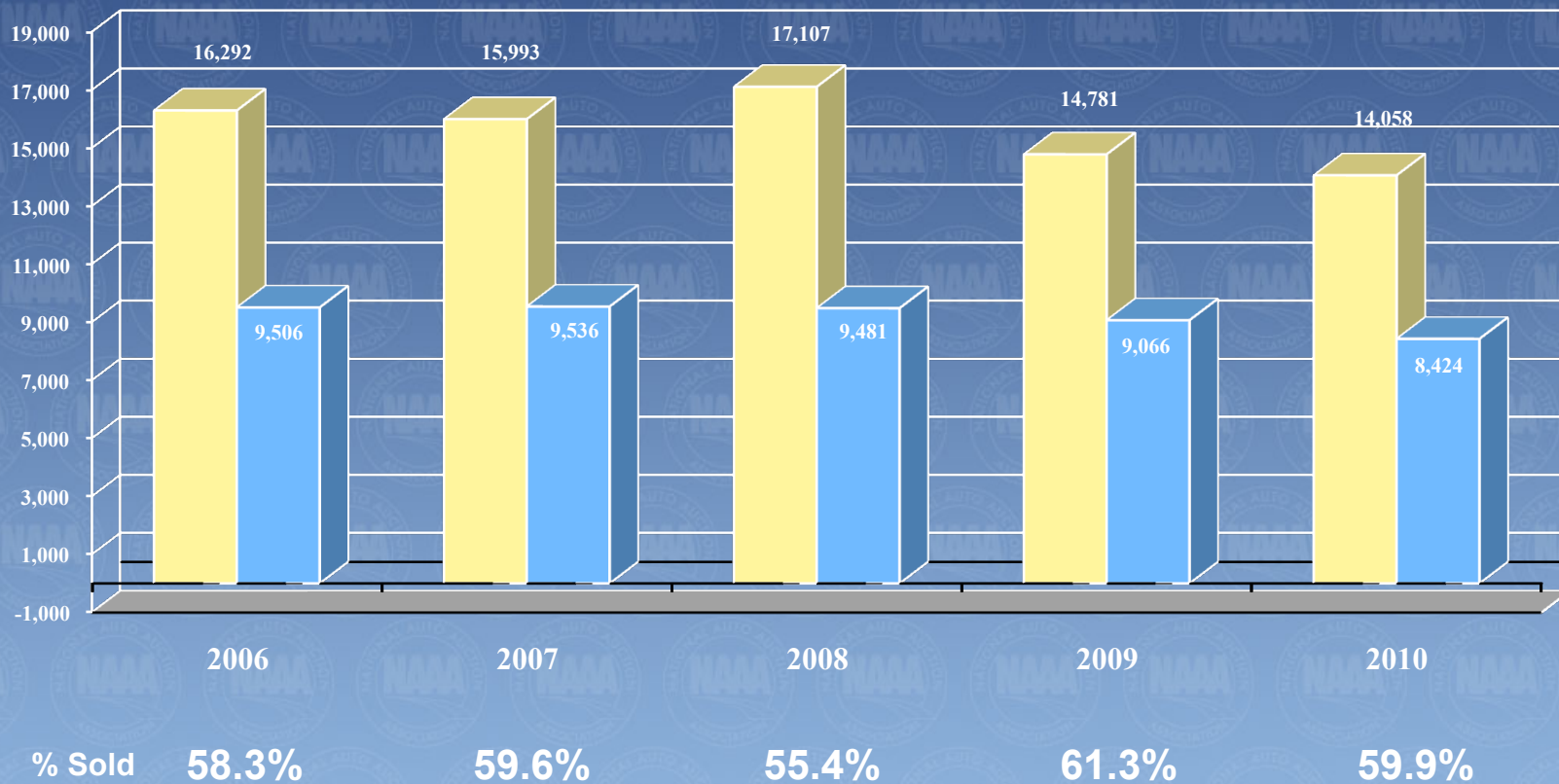
2010 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



2010 Auction Industry Survey

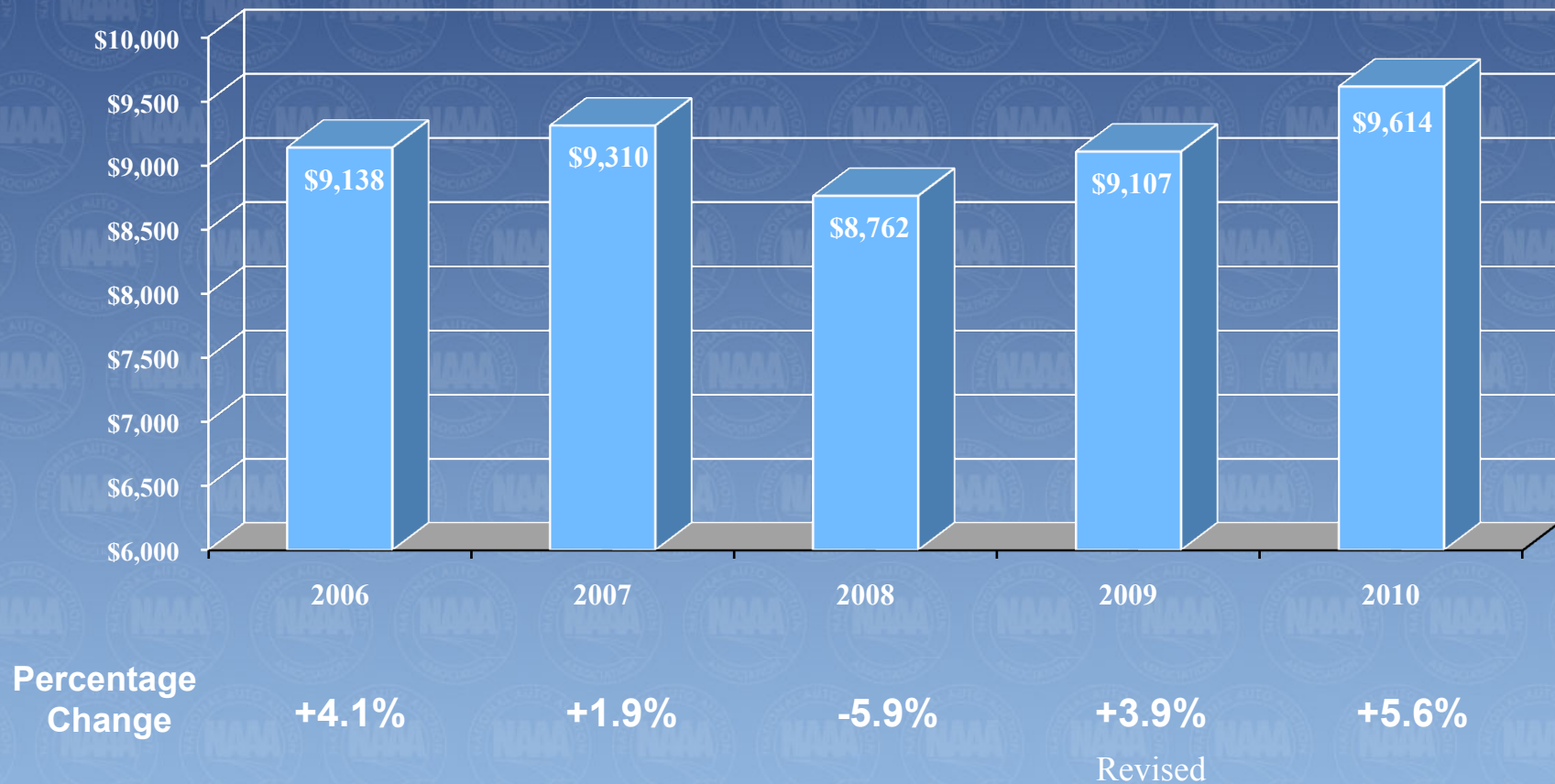
Projected Units Entered and Sold (000)



Revised

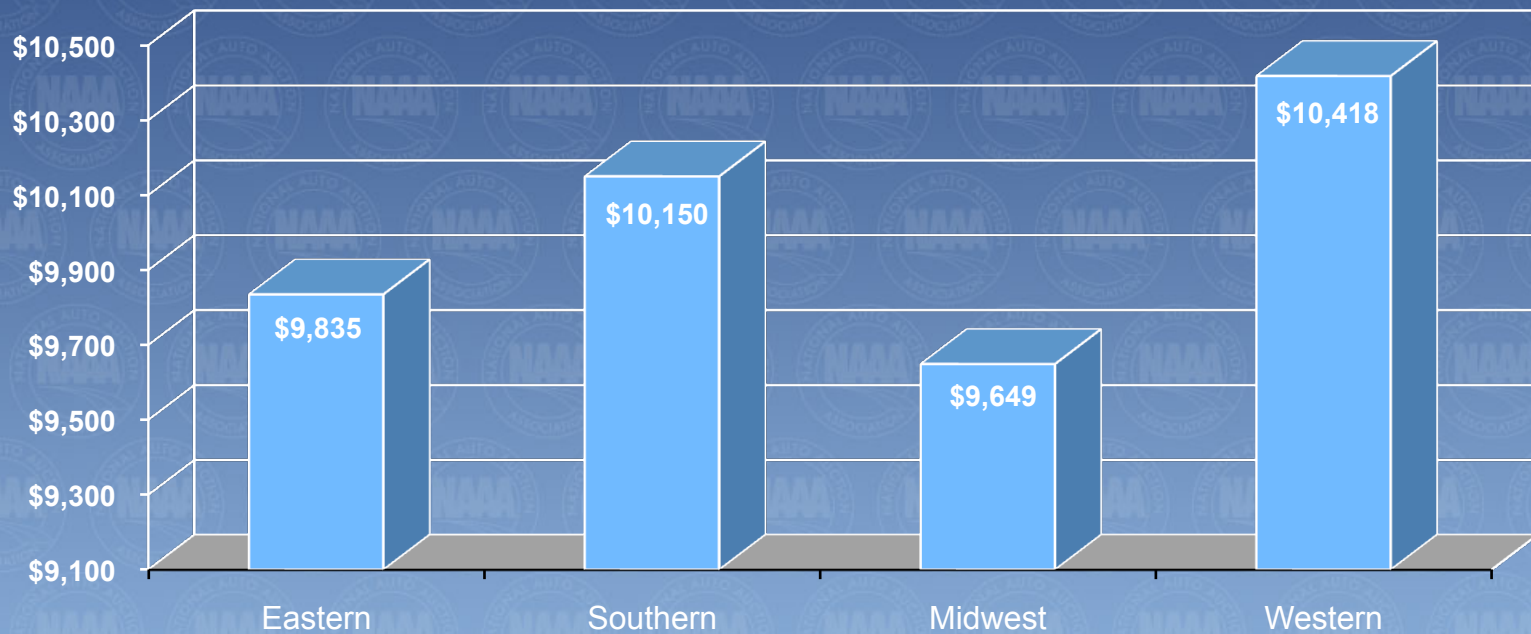
2010 Auction Industry Survey

Projected Average Price Per Unit



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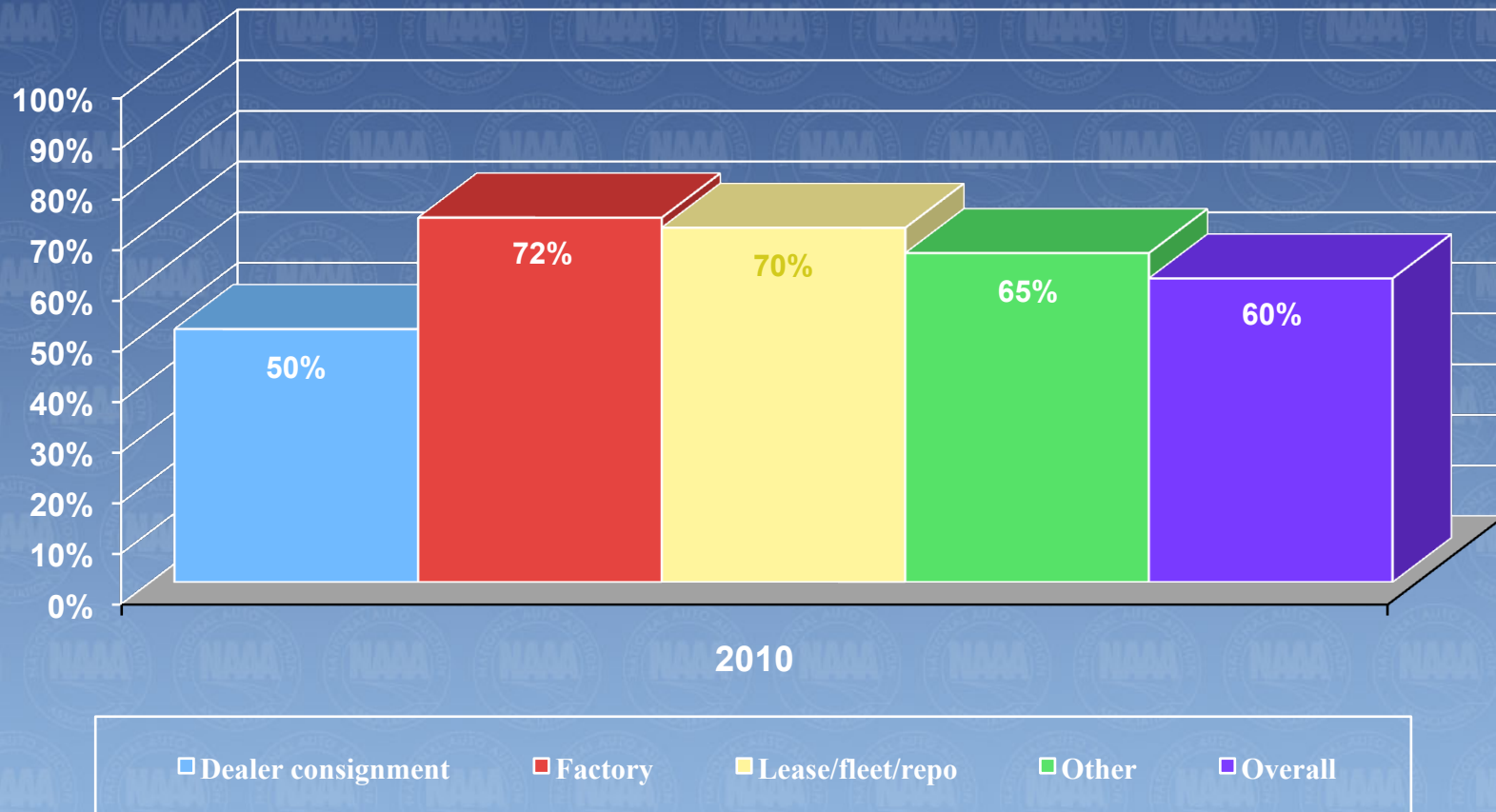
Average Price Per Unit By Chapter



Based on Actual Data Received

2010 Auction Industry Survey

Percentage of Units Sold to Entered



2010 Auction Industry Survey Supplemental Data

✓ Average Vehicle Price per Internet Sale:		
– Cyber Lots		\$16,000
– Cyber Auctions		\$15,616
– Simulcasting		\$14,806
✓ Average Auctioneer Pay		\$652
✓ Average Increase in Liability Insurance		.8%
✓ Average Increase in Healthcare Insurance		11%
✓ Average Increase in Workers Comp		3%
✓ Average charitable contribution per auction		\$53,306
✓ Median charitable contribution per auction		\$7,933
✓ Any user/special taxes/impact fees pending	10-yes	131-no
✓ Mobile, dealer, offsite auctions conducted	69-yes	153-no
✓ Dealer consignment volumes affect 2011:		
	Increase	116
	Decrease	8
	No change	15