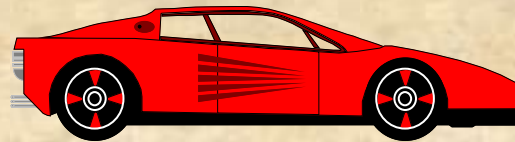


Auction Industry Survey

For the Year Ended December 31, 2016

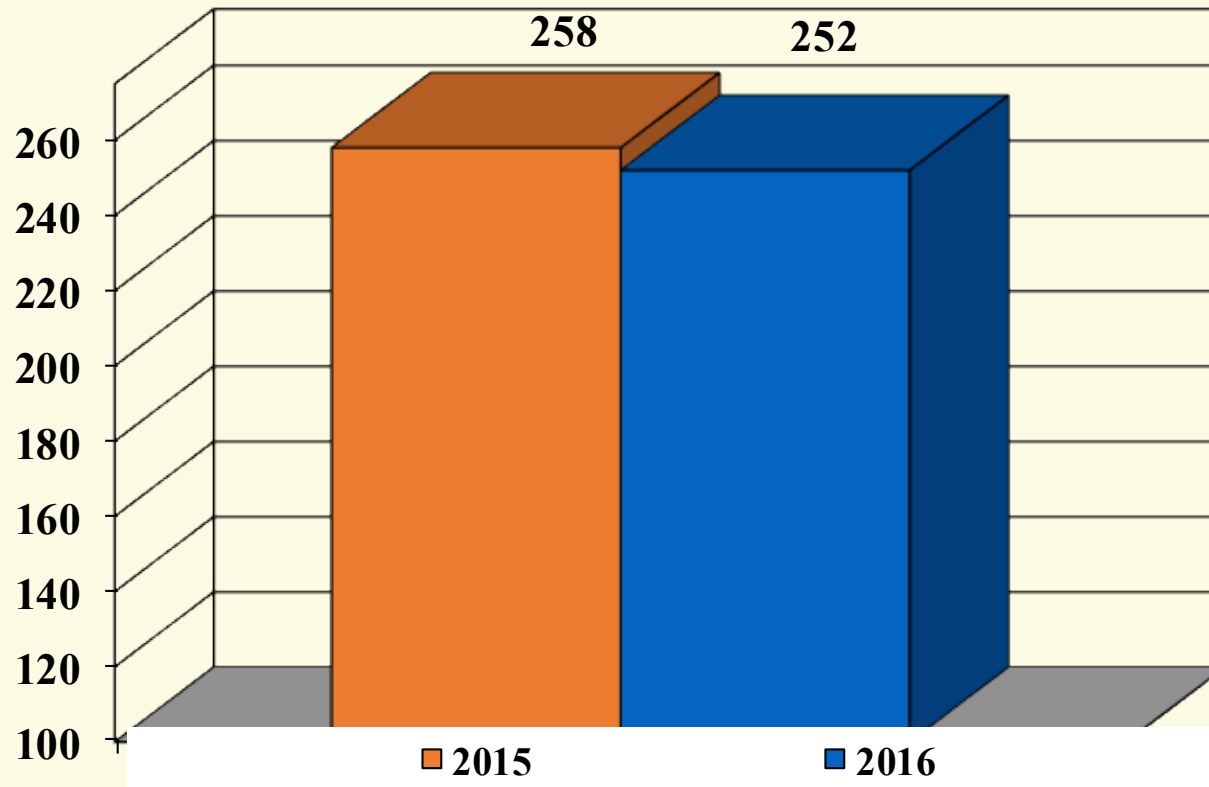


Compiled by:

CliftonLarsonAllen LLP

for the National Auto Auction Association

2016 Auction Industry Survey Participation



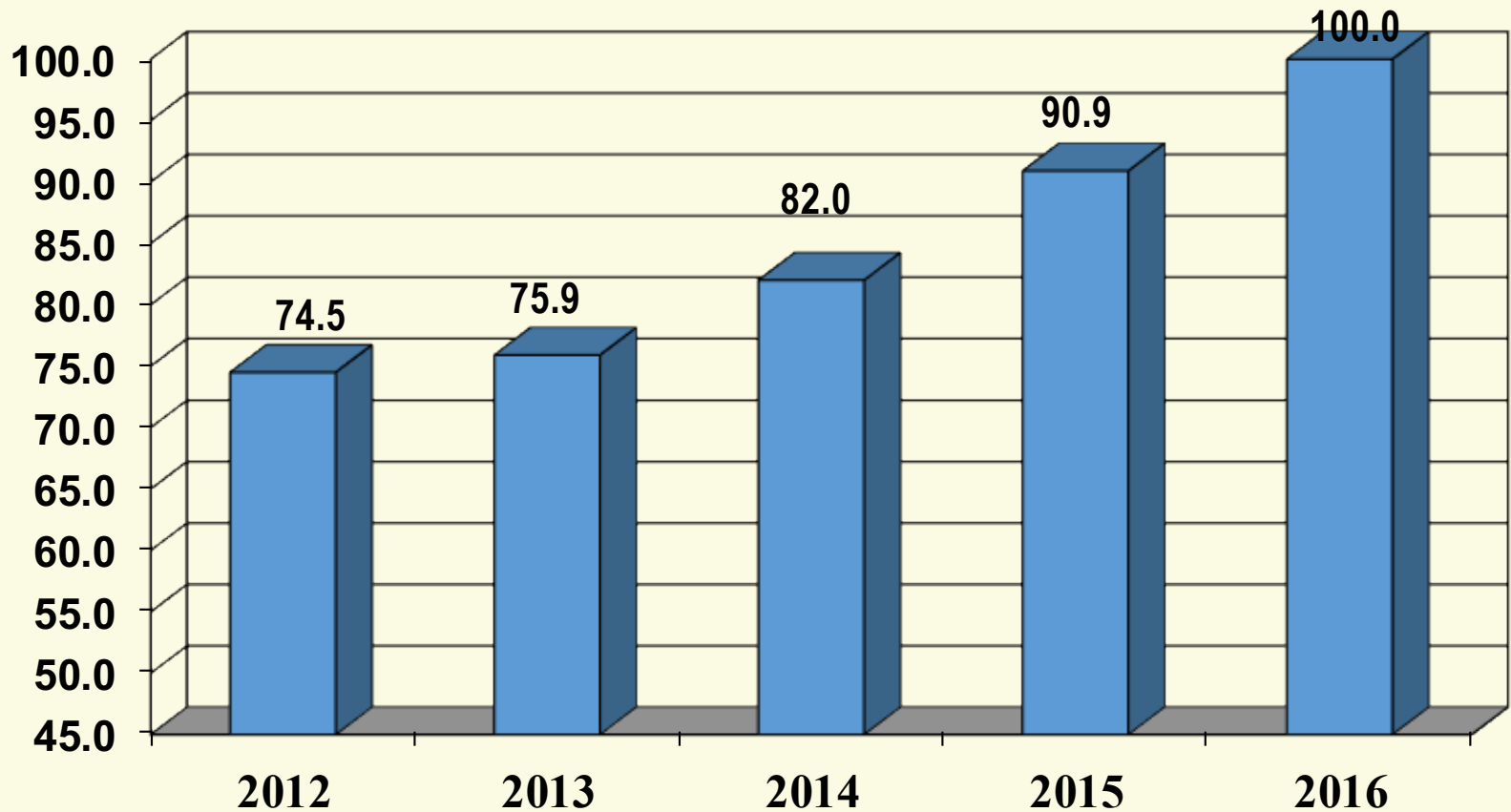
**Response
Rate**

77%

74%

2016 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



% Change

-0.7%

1.9%

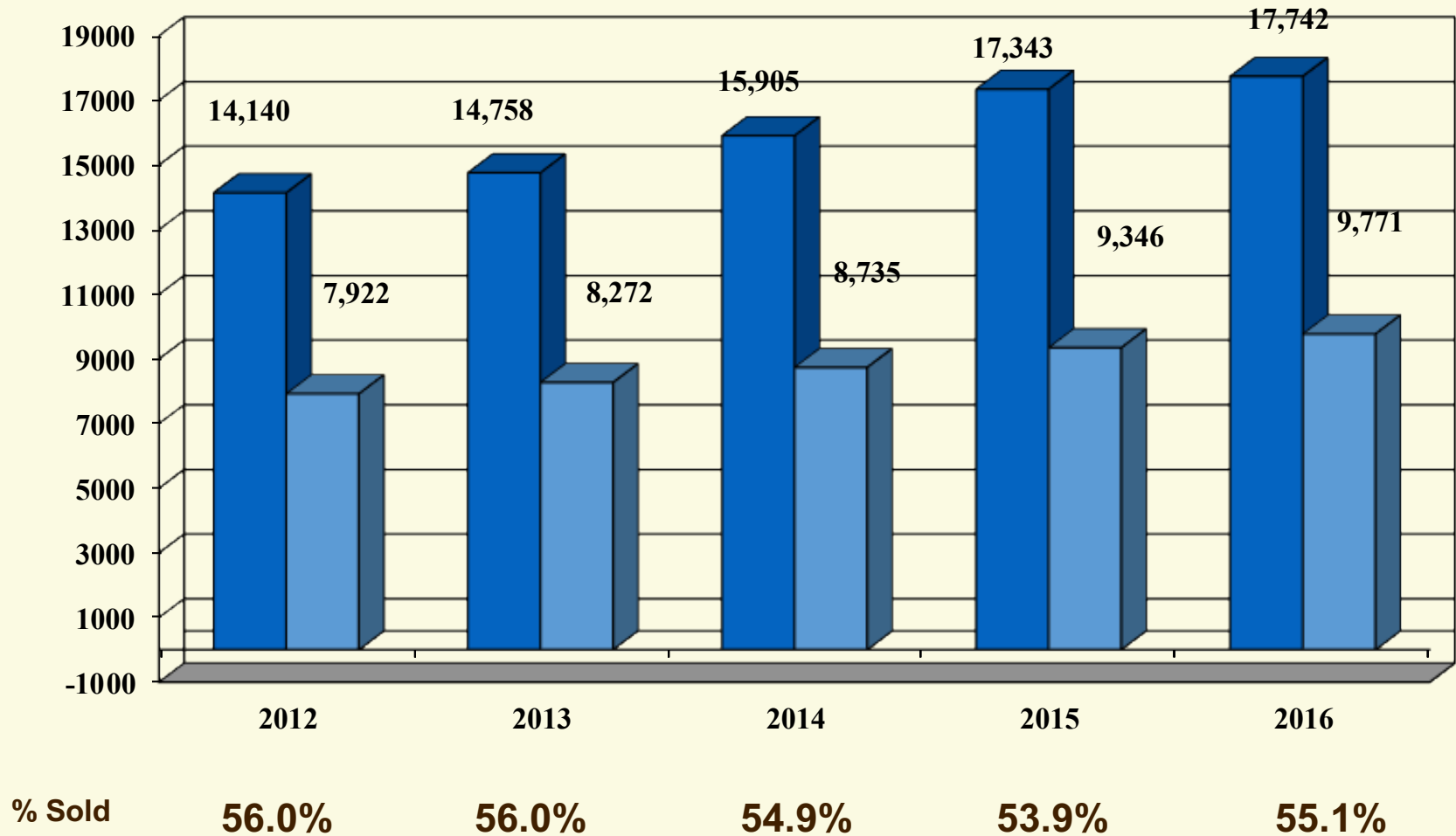
8.1%

10.8%

10.0%

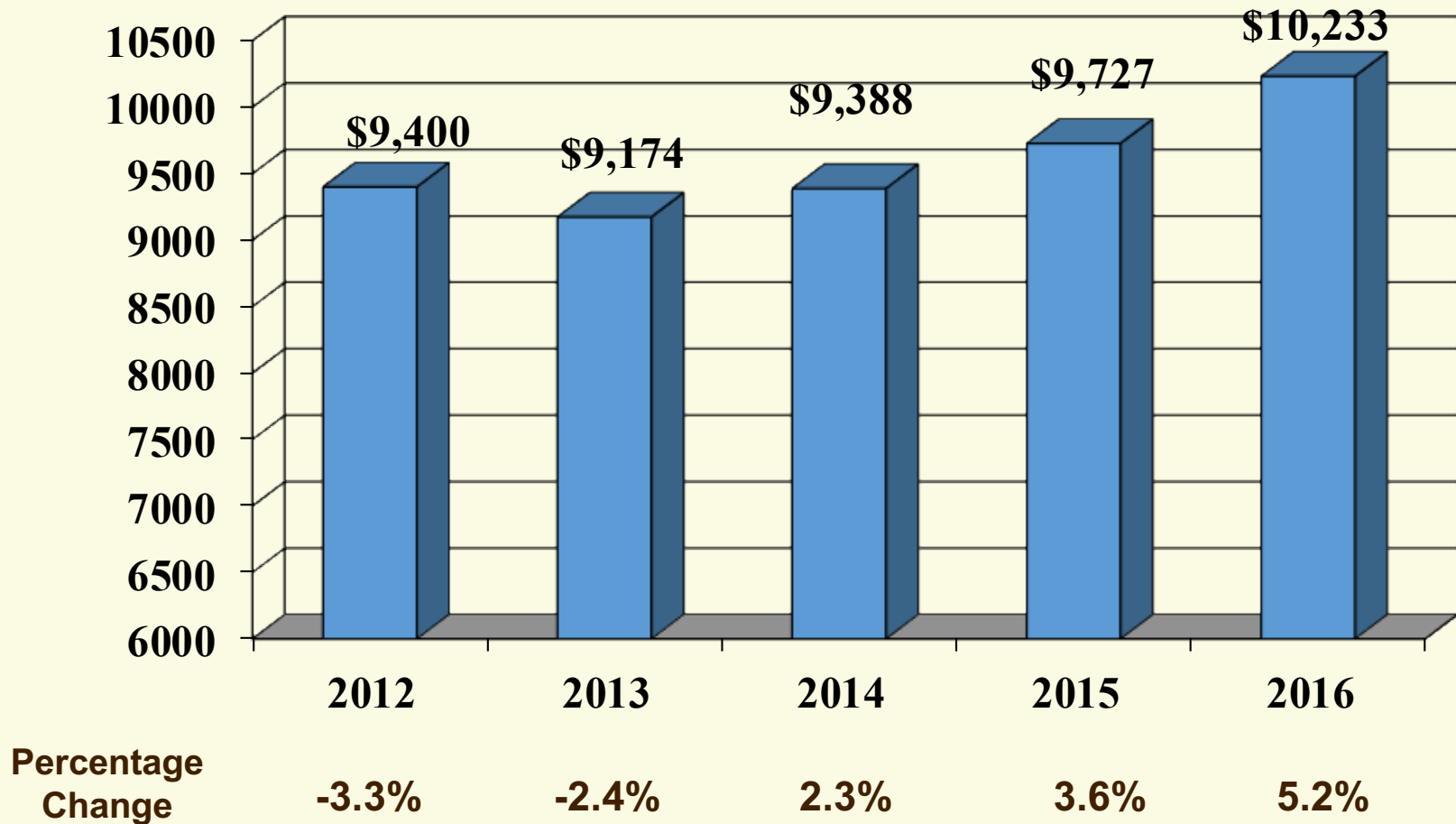
2016 Auction Industry Survey

Projected Units Entered and Sold (000)



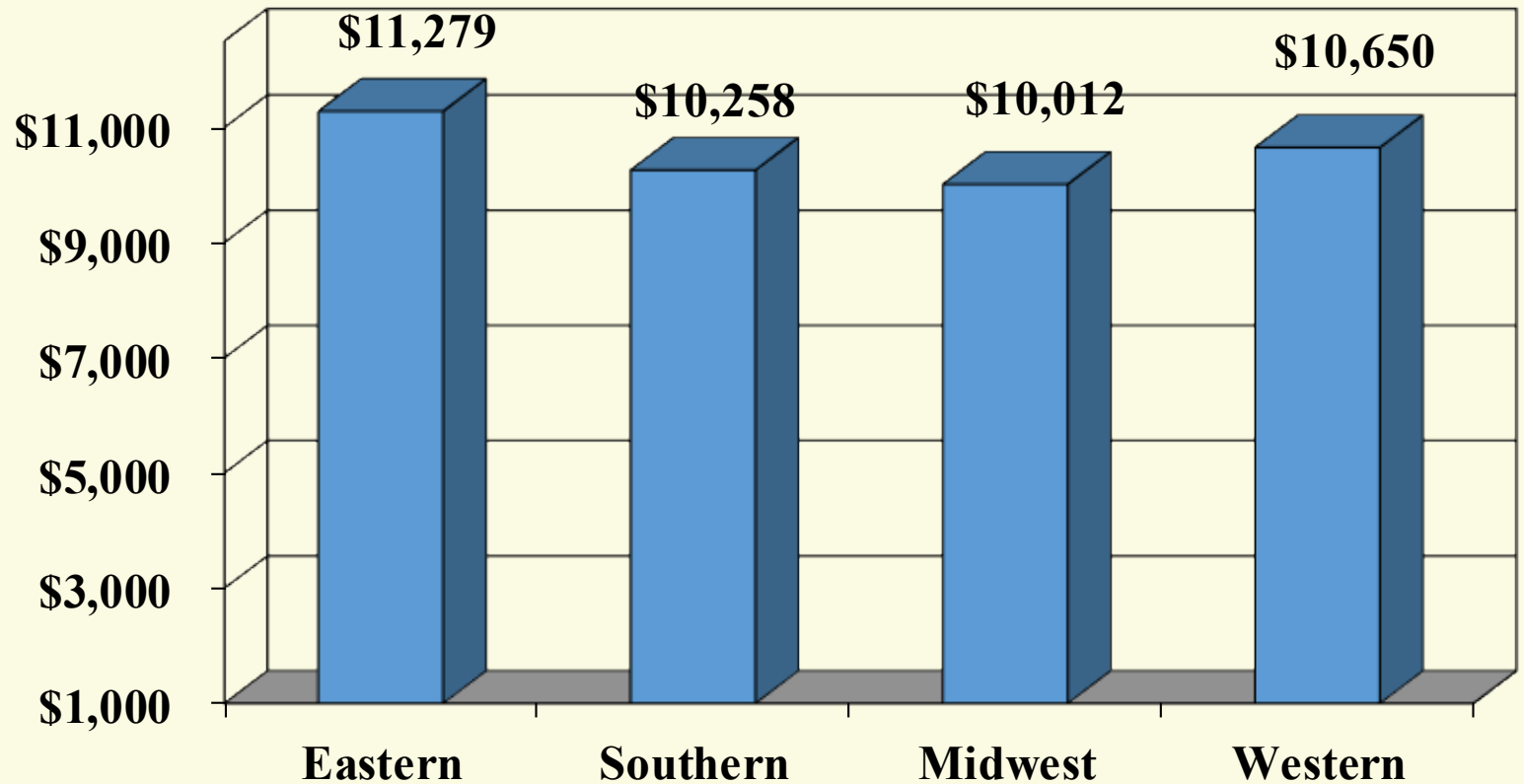
2016 Auction Industry Survey

Projected Average Price Per Unit



2016 Auction Industry Survey

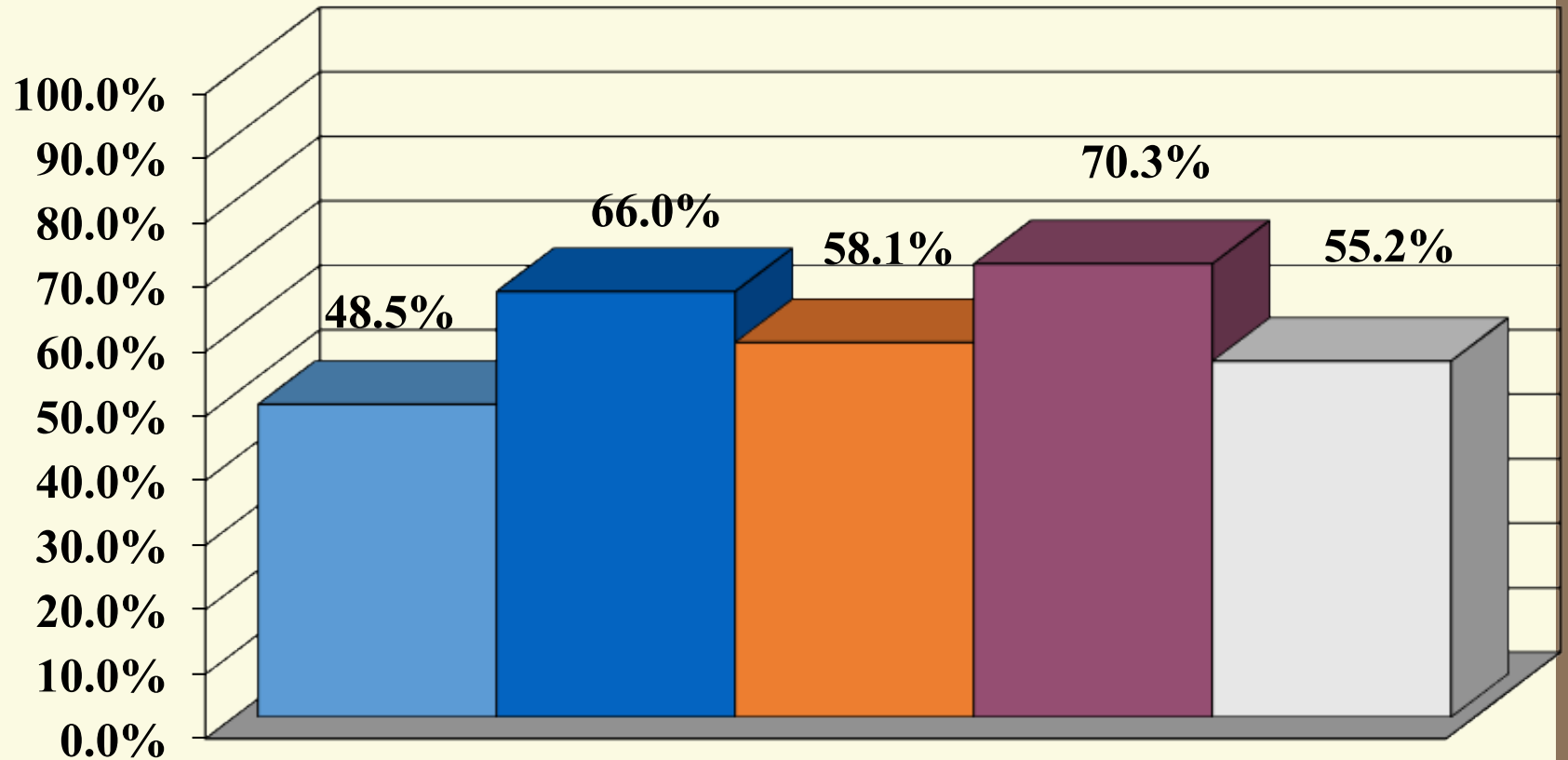
Average Price Per Unit By Chapter



Based on Actual Data Received

2016 Auction Industry Survey

Percentage of Units Sold to Entered

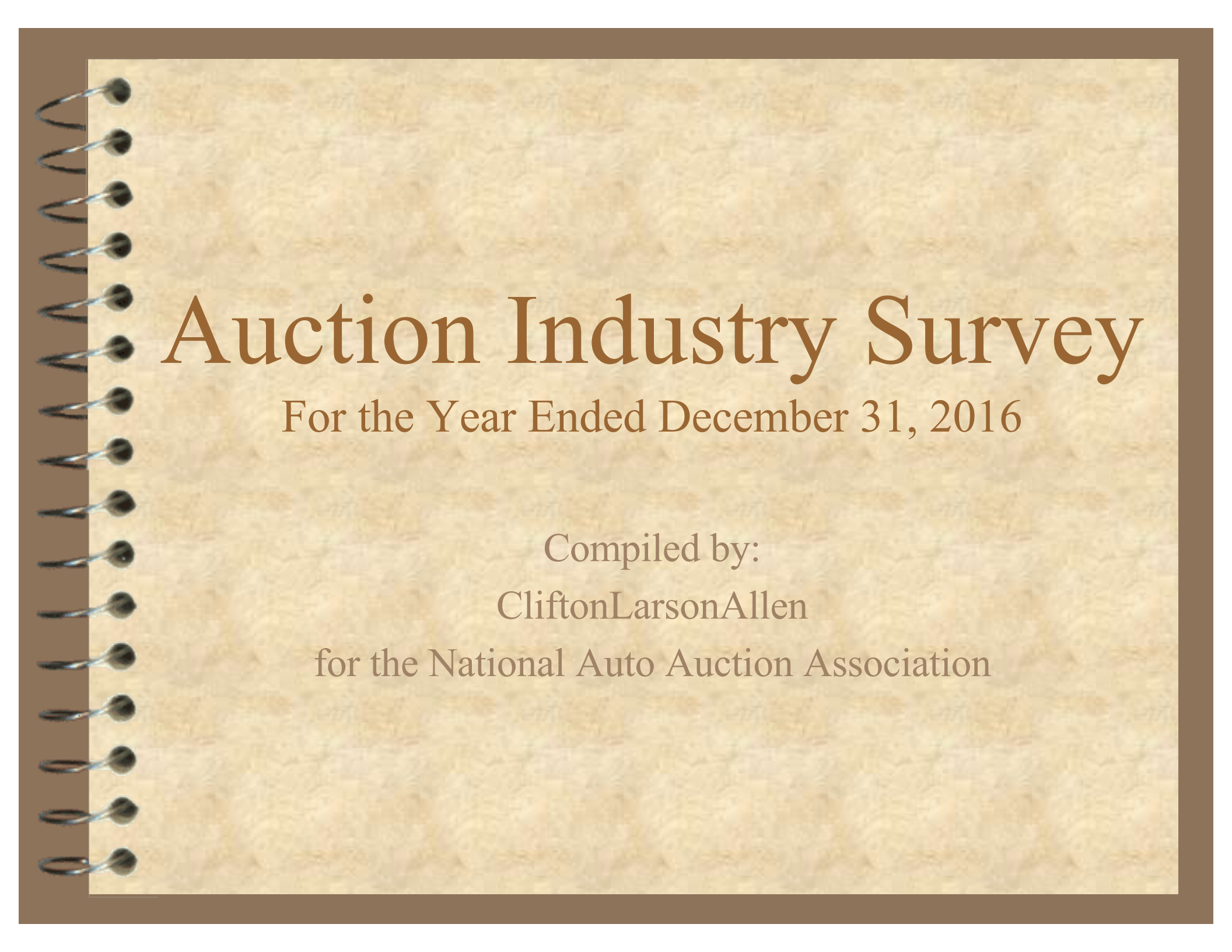


■ Dealer consignment ■ Finance & Fleet ■ Manufacturer ■ Other ■ Overall

2016 Auction Industry Survey

Supplemental Data

✓ Average Vehicle Price per Internet Sale:	
– On Line Only Auctions	\$18,455
– Simulcasting	\$14,354
✓ Average Auctioneer Pay	\$648
✓ Average Increase in Liability Insurance	26%
✓ Average Increase in Healthcare Insurance	9%
✓ Average Increase in Workers Comp	5%
✓ Average charitable contribution per auction	\$26,319
✓ Median charitable contribution per auction	\$5,448

The image shows the cover of a spiral-bound notebook. The cover is a light tan or beige color with a subtle, repeating pattern of the word "Auction" in a light brown font. The spiral binding is on the left side, with the metal wire visible. The text is centered on the cover.

Auction Industry Survey

For the Year Ended December 31, 2016

Compiled by:

CliftonLarsonAllen

for the National Auto Auction Association