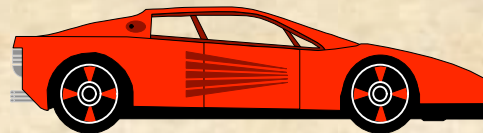


Auction Industry Survey

For the Year Ended December 31, 2003

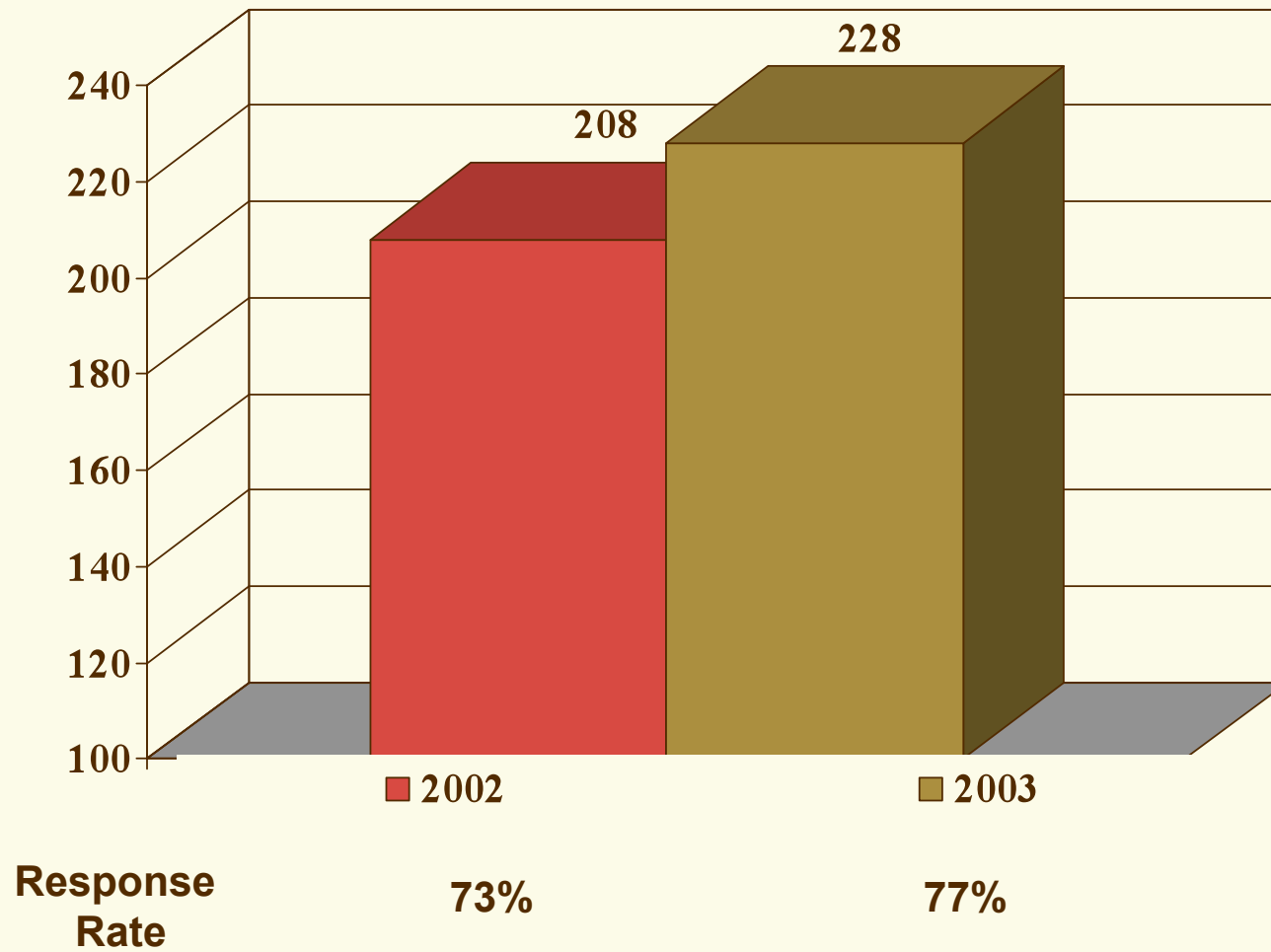


Compiled by:

Langan Associates, P.C.

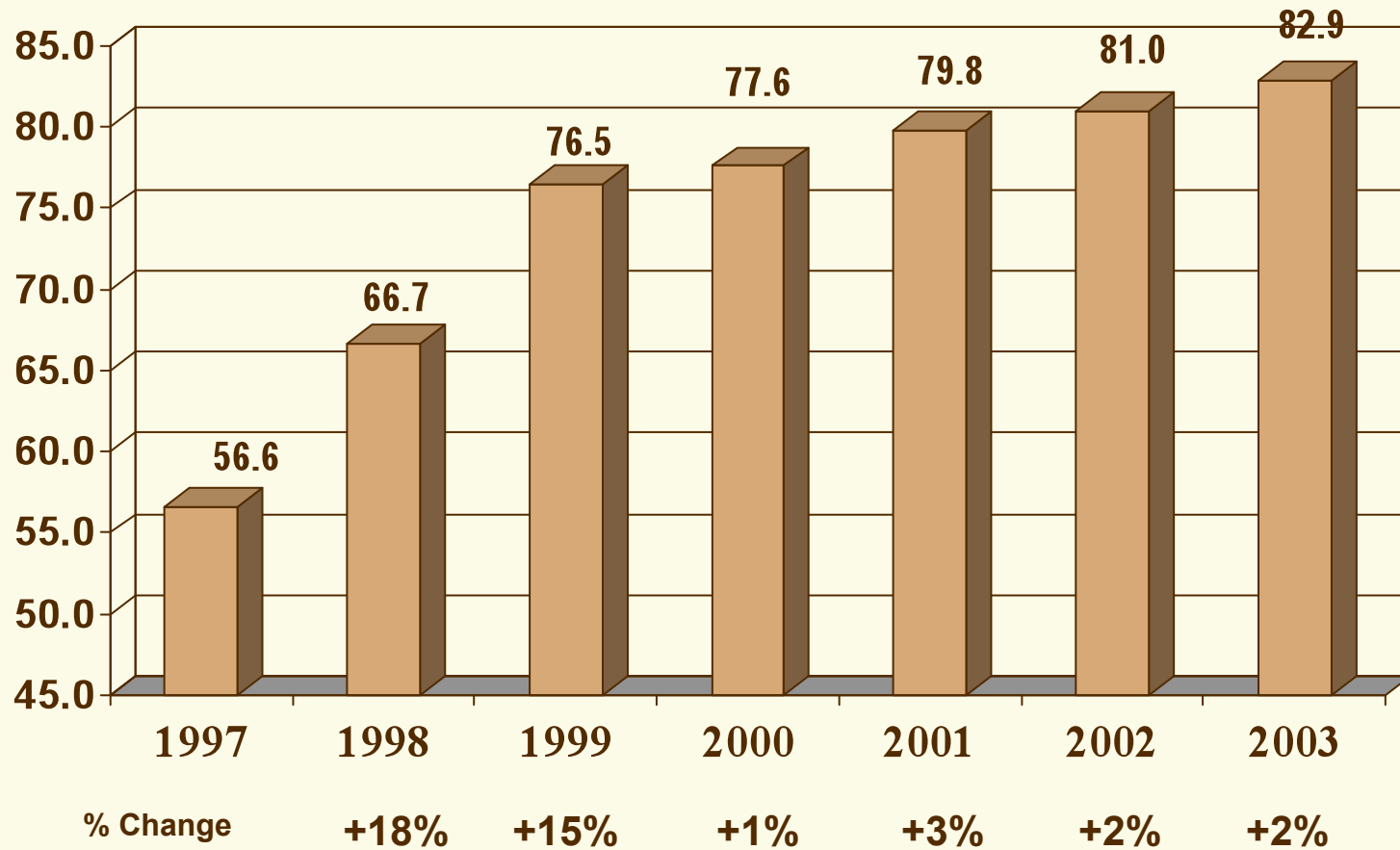
for the National Auto Auction Association

2003 Auction Industry Survey Participation



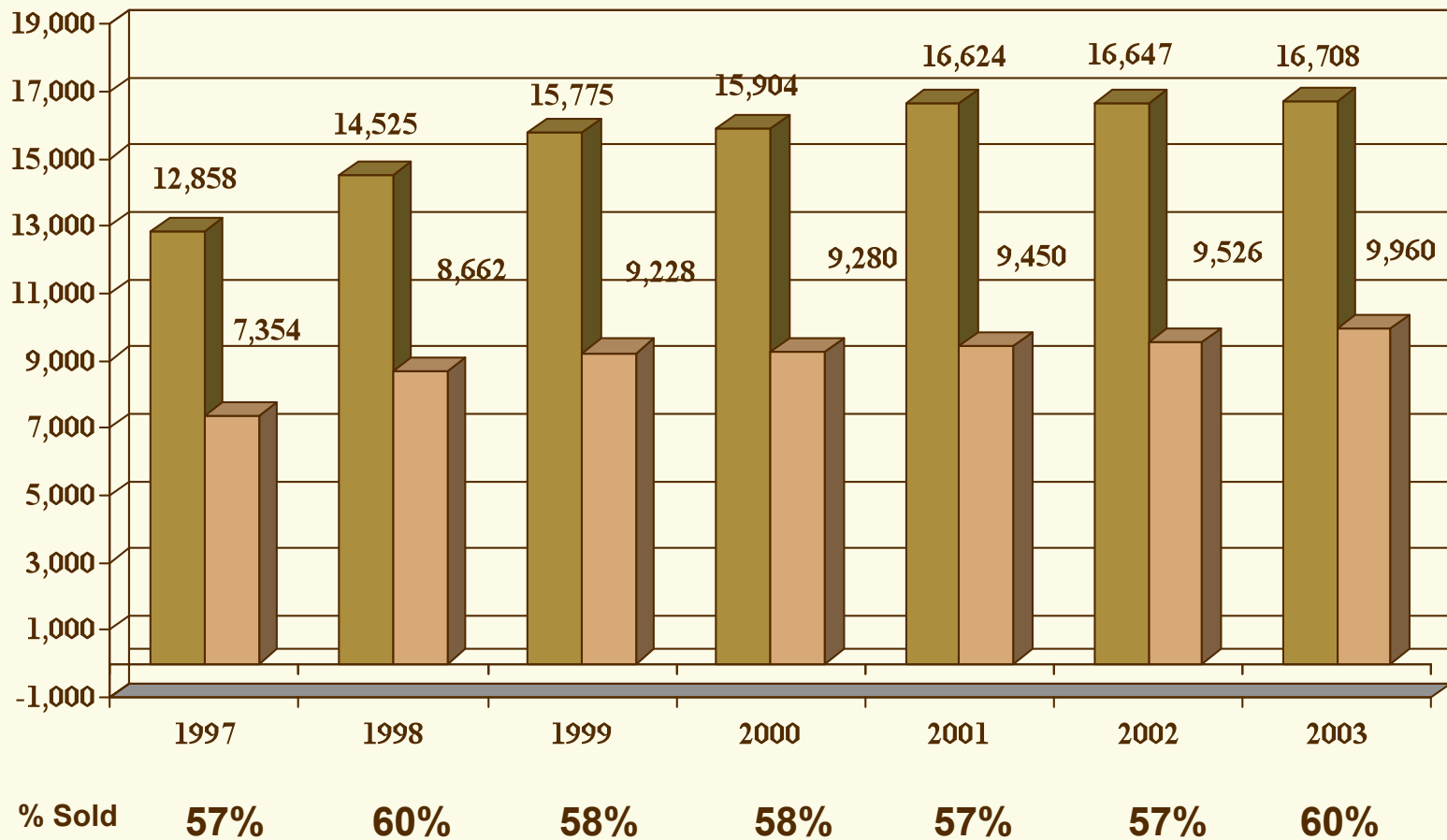
2003 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



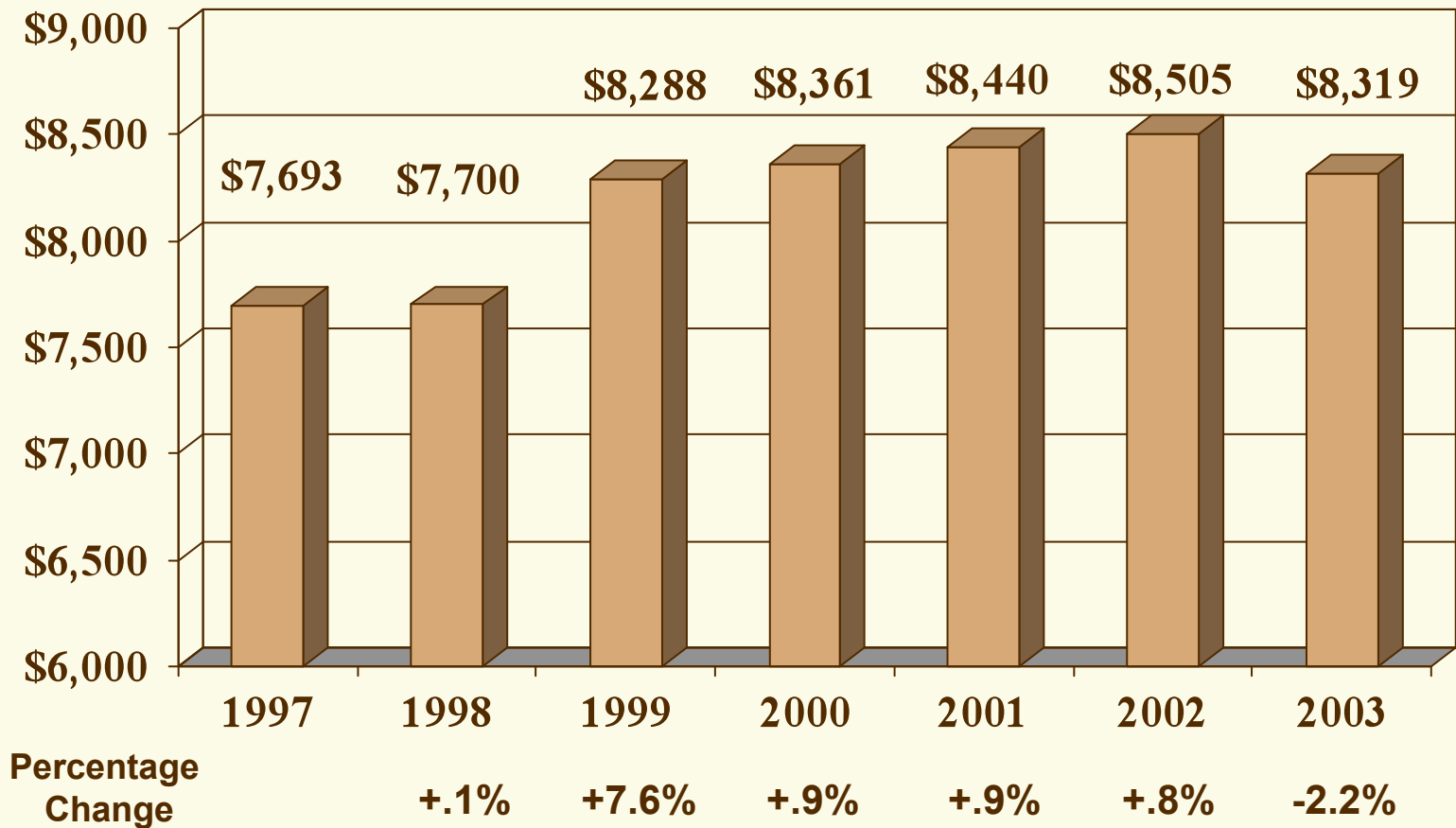
2003 Auction Industry Survey

Projected Units Entered and Sold (000)



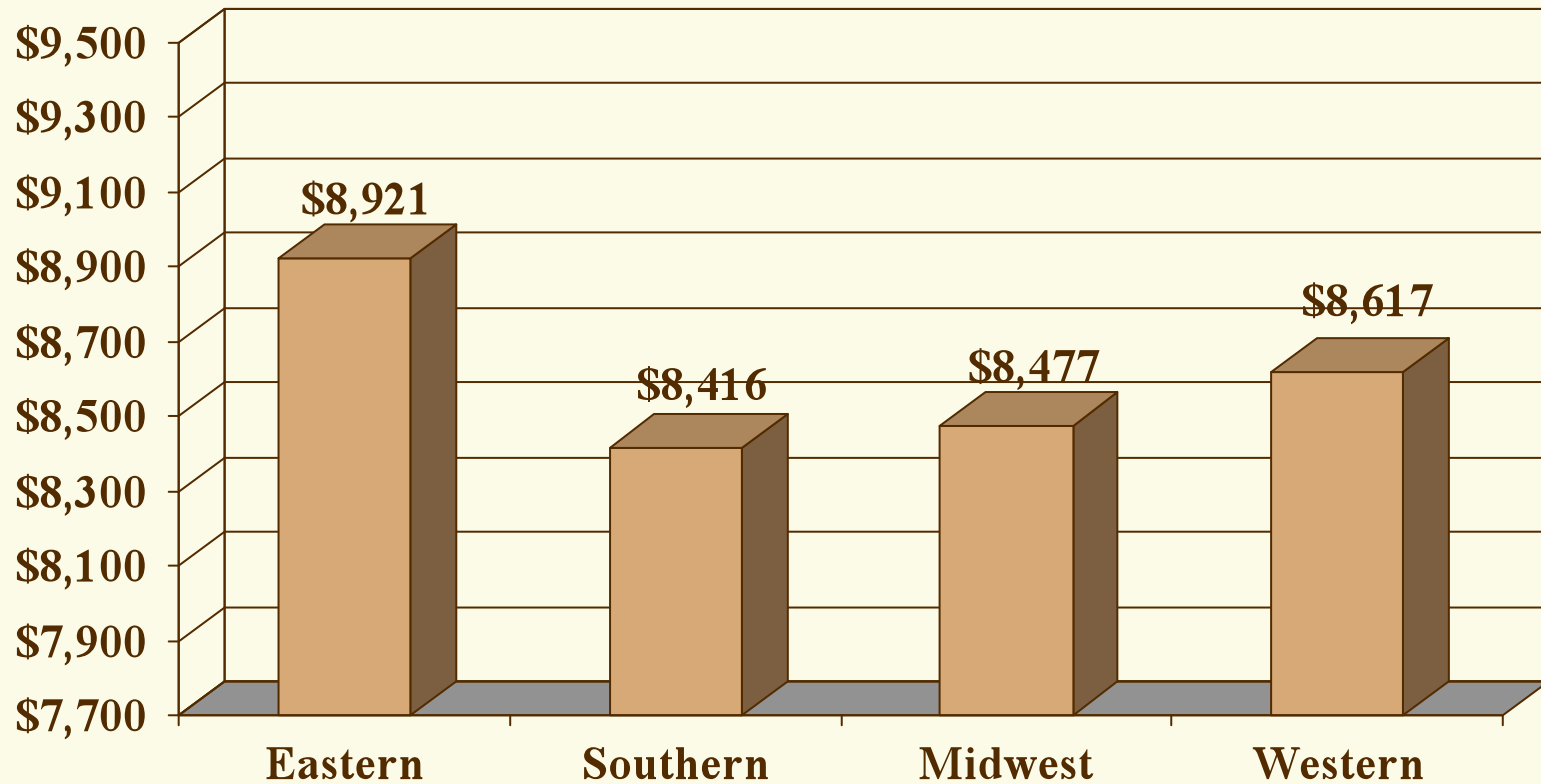
2003 Auction Industry Survey

Projected Average Price Per Unit



2003 Auction Industry Survey

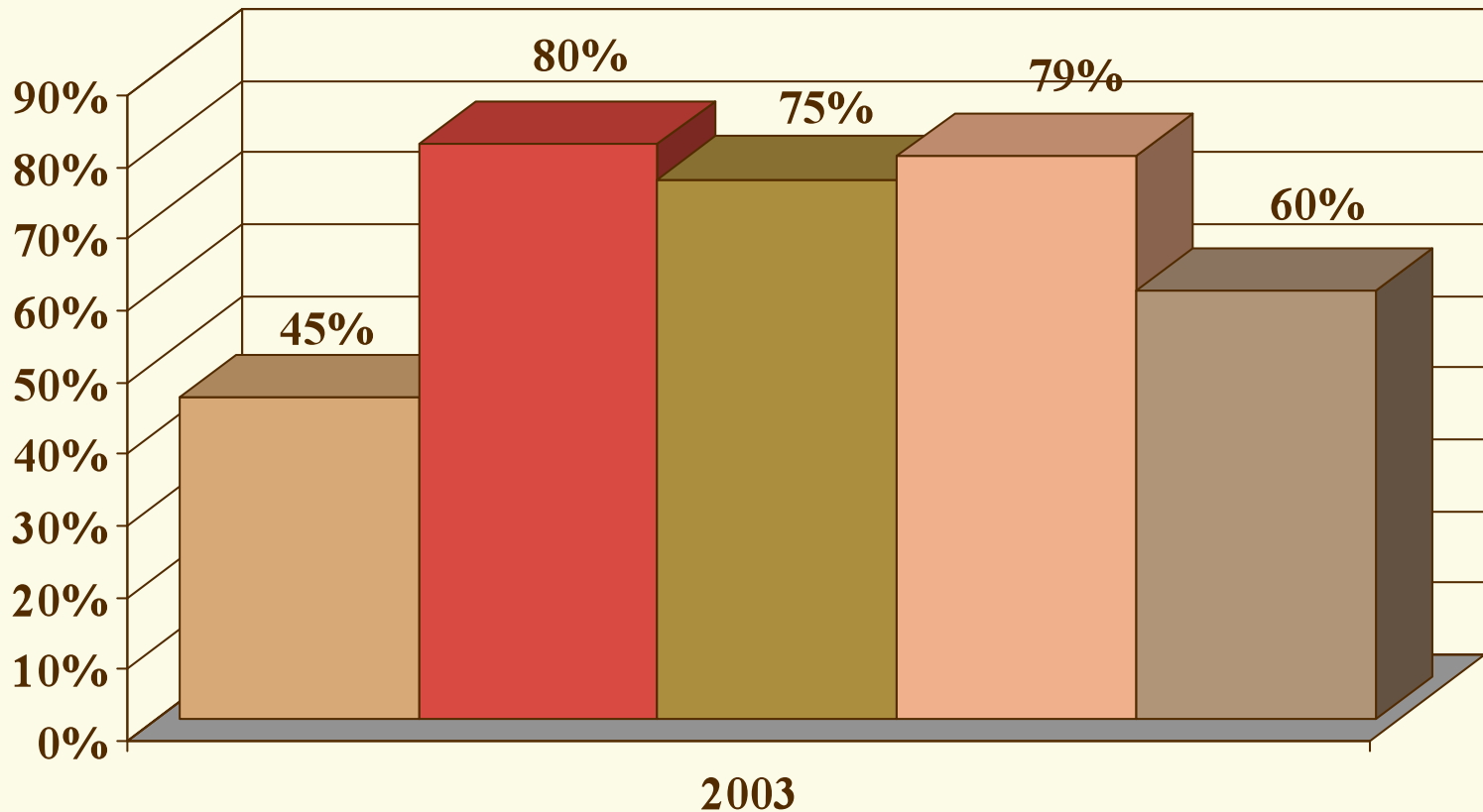
Average Price Per Unit By ZONE



Based on Actual Data Received

2003 Auction Industry Survey

Percentage of Units Sold to Entered

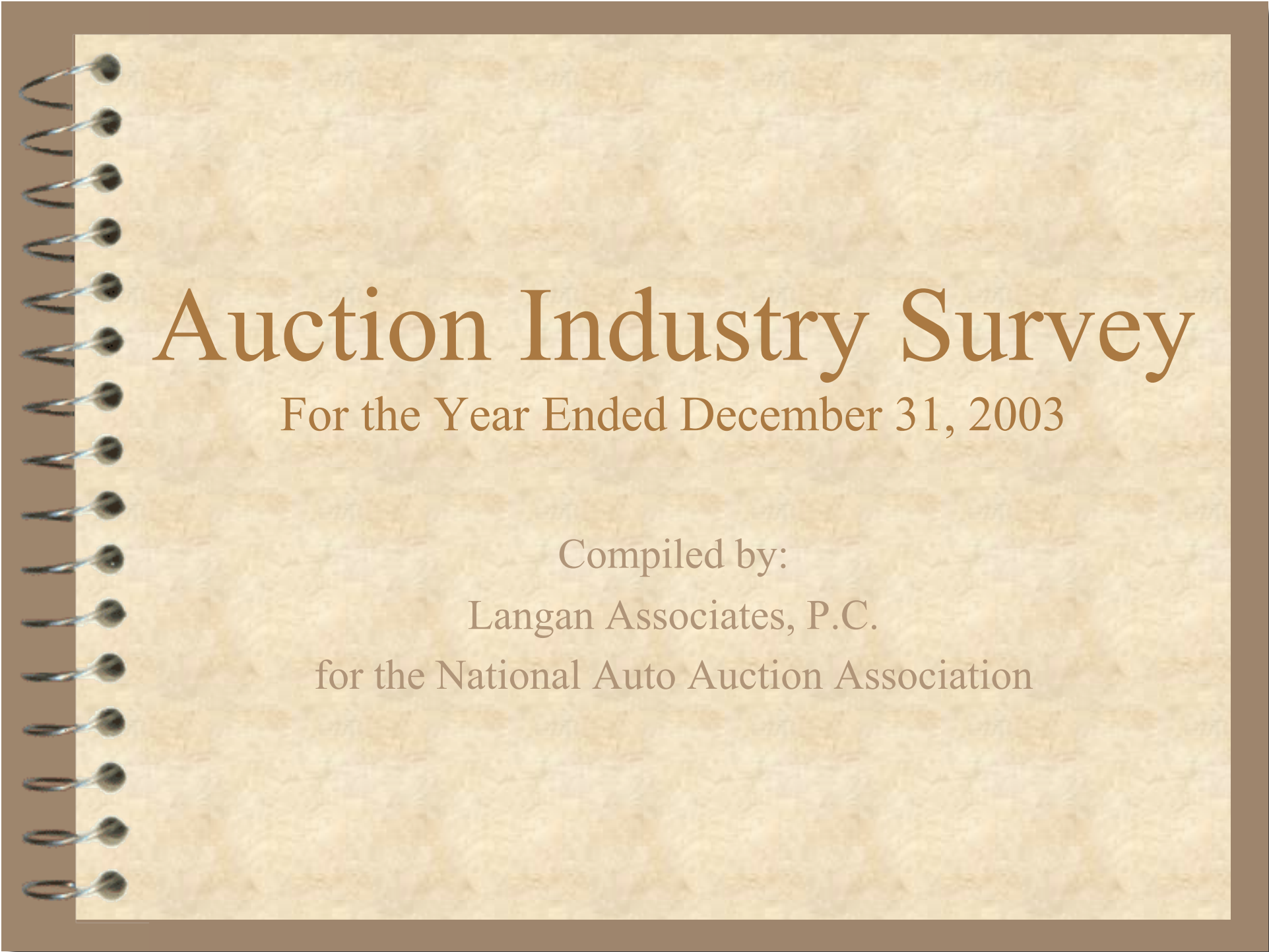


■ Dealer consignment ■ Factory ■ Lease/fleet/repo ■ Other ■ Overall

2003 Auction Industry Survey

Supplemental Data

✓ Average Vehicle Price per Internet Sale:		
– Cyber Lots		\$13,553
– Cyber Auctions		\$12,400
– Simulcasting		\$14,383
✓ Average Auctioneer Pay		\$547
✓ Average Increase in Liability Insurance		19%
✓ Average charitable contribution per auction		\$18,707
✓ Median charitable contribution per auction		\$8,198
✓ Any user/special taxes/impact fees pending	6-yes	129-no
✓ Mobile, dealer, offsite auctions conducted	53-yes	86-no
✓ Fleet/lease consignment volumes affect 2004:		
	Increase	109
	Decrease	2
	No change	11

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 small, light font. The notebook has a silver metal spiral binding on the left side. The text is centered on the cover.

Auction Industry Survey

For the Year Ended December 31, 2003

Compiled by:

Langan Associates, P.C.

for the National Auto Auction Association