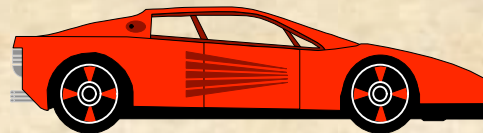


Auction Industry Survey

For the Year Ended December 31, 2005

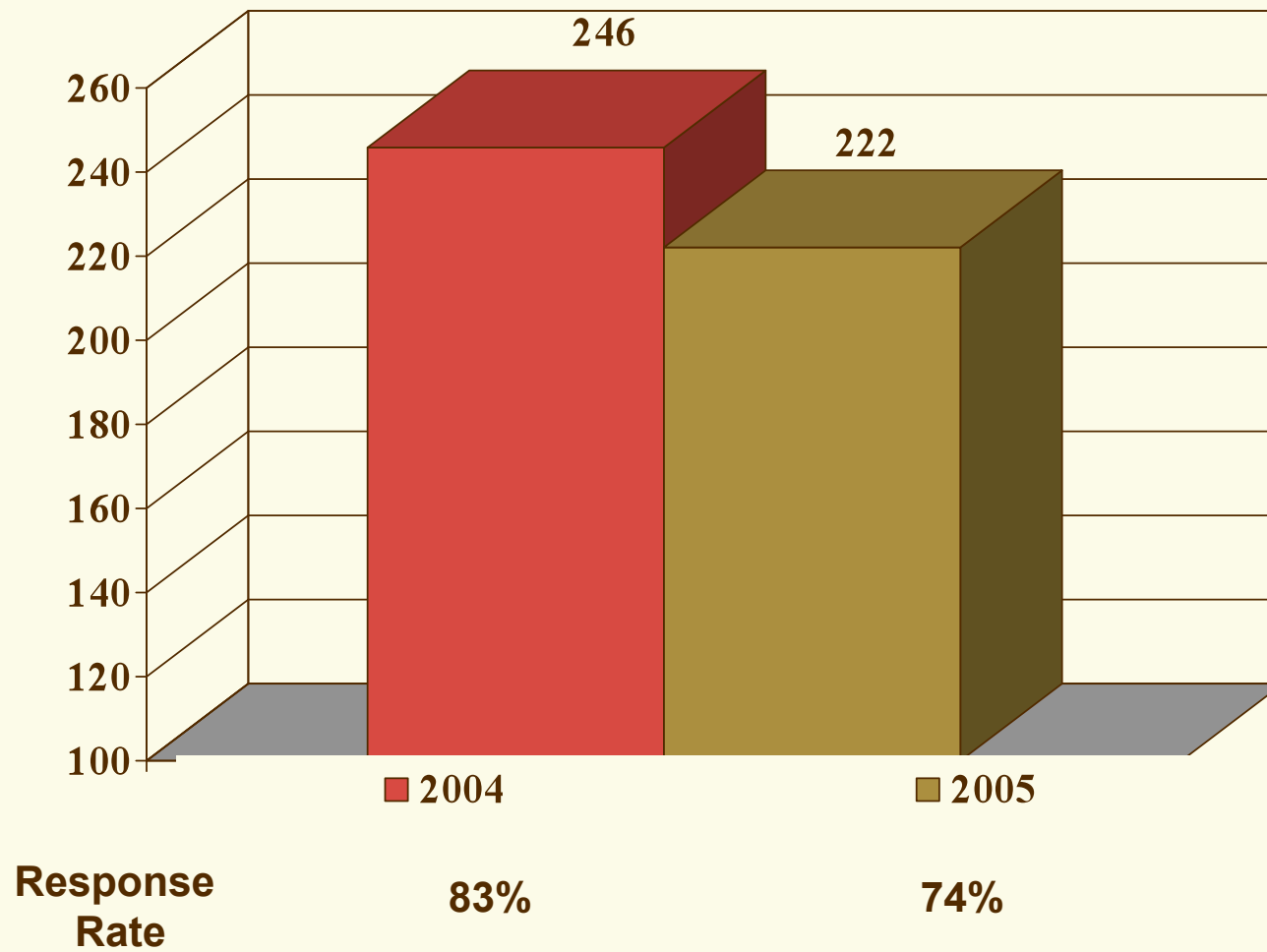


Compiled by:

Langan Associates, P.C.

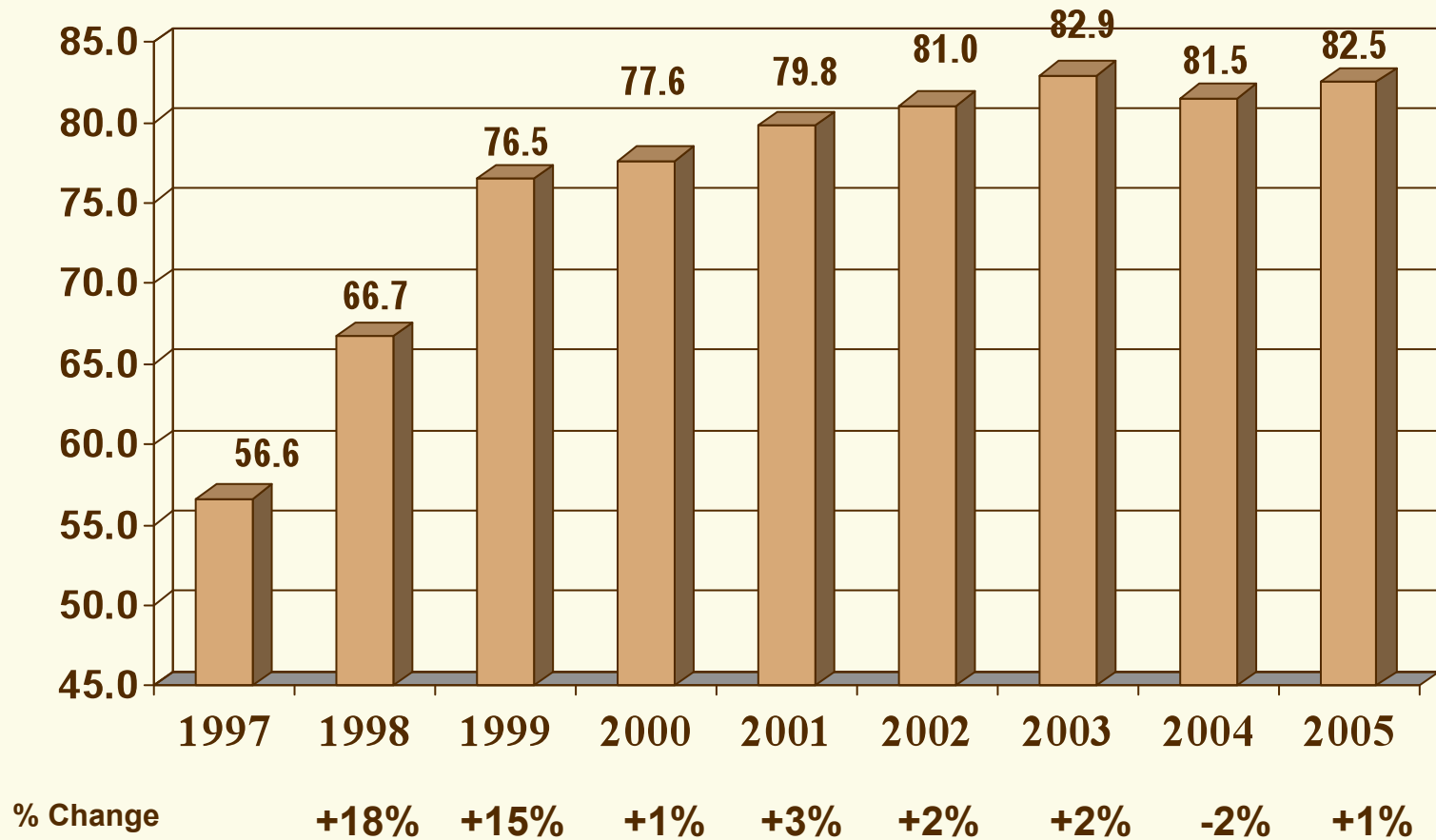
for the National Auto Auction Association

2005 Auction Industry Survey Participation



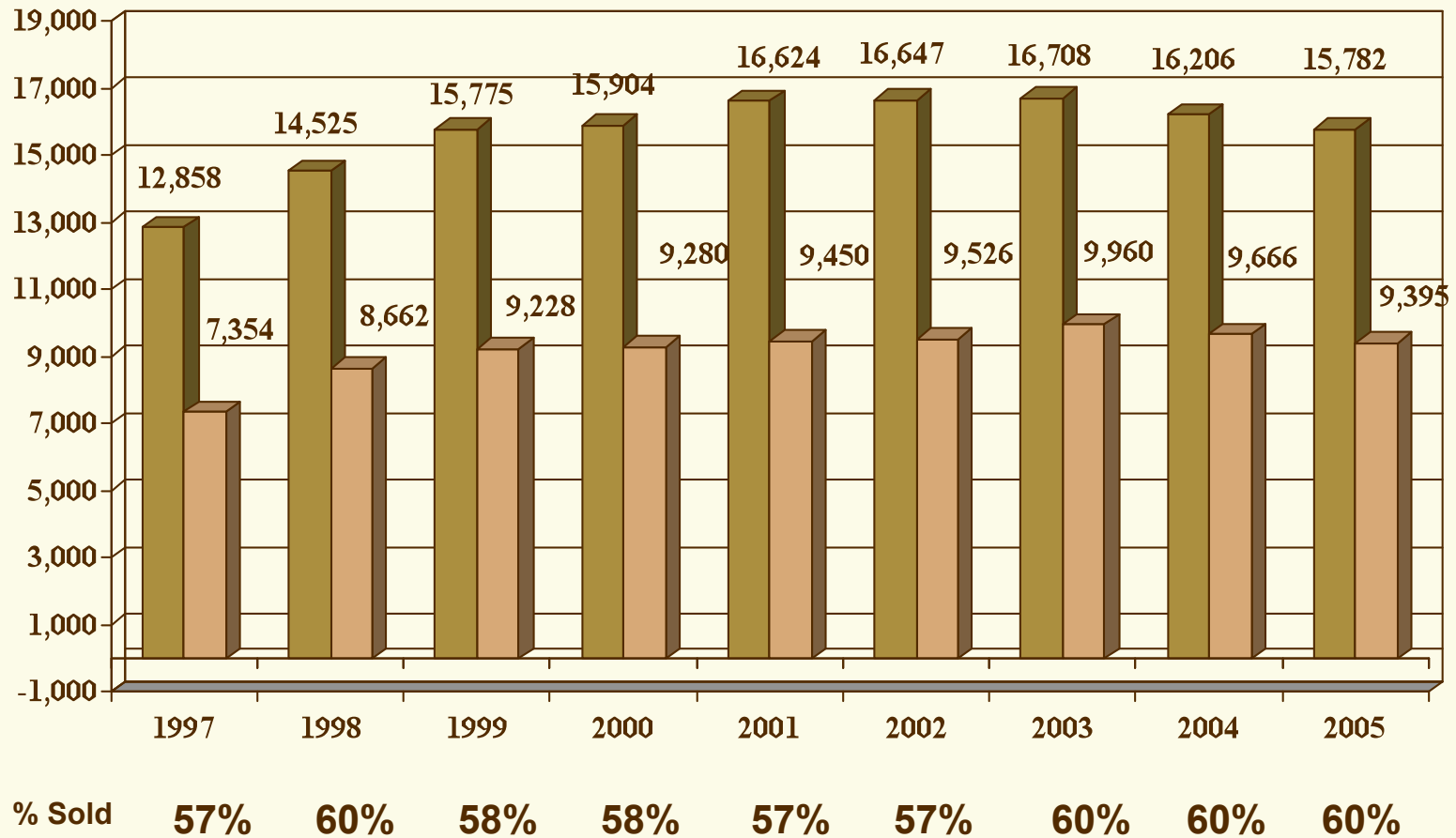
2005 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



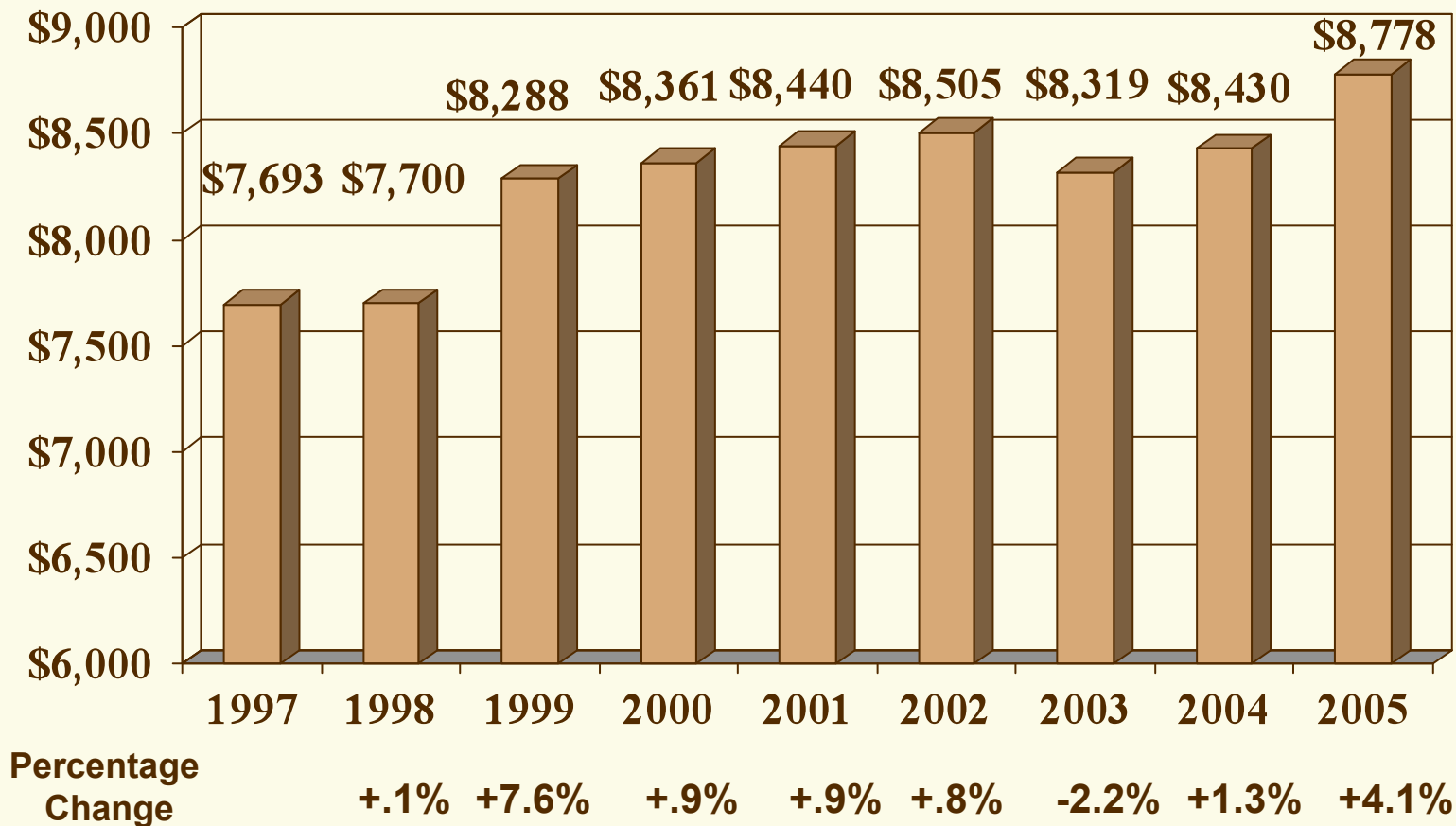
2005 Auction Industry Survey

Projected Units Entered and Sold (000)



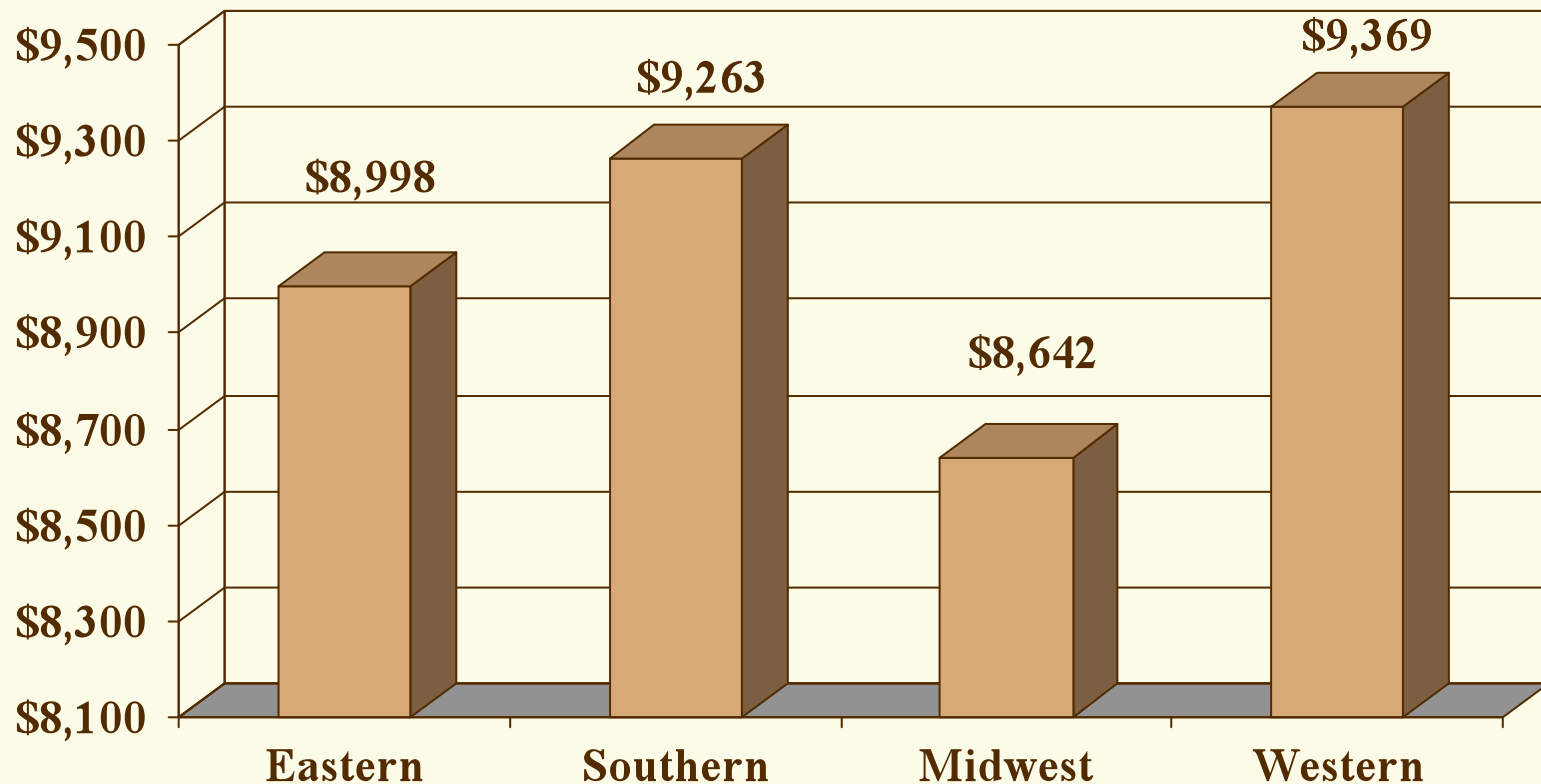
2005 Auction Industry Survey

Projected Average Price Per Unit



2005 Auction Industry Survey

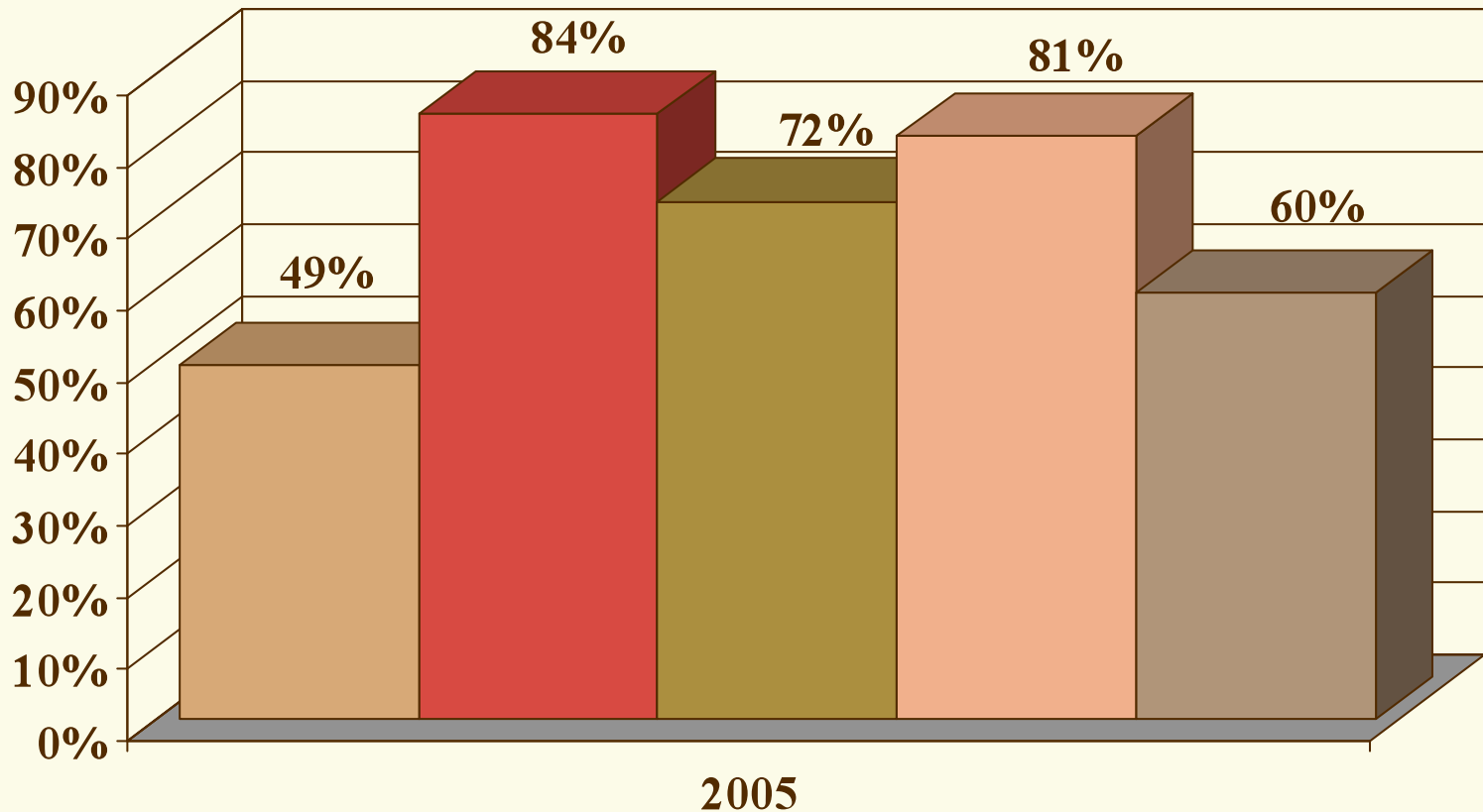
Average Price Per Unit By ZONE



Based on Actual Data Received

2005 Auction Industry Survey

Percentage of Units Sold to Entered

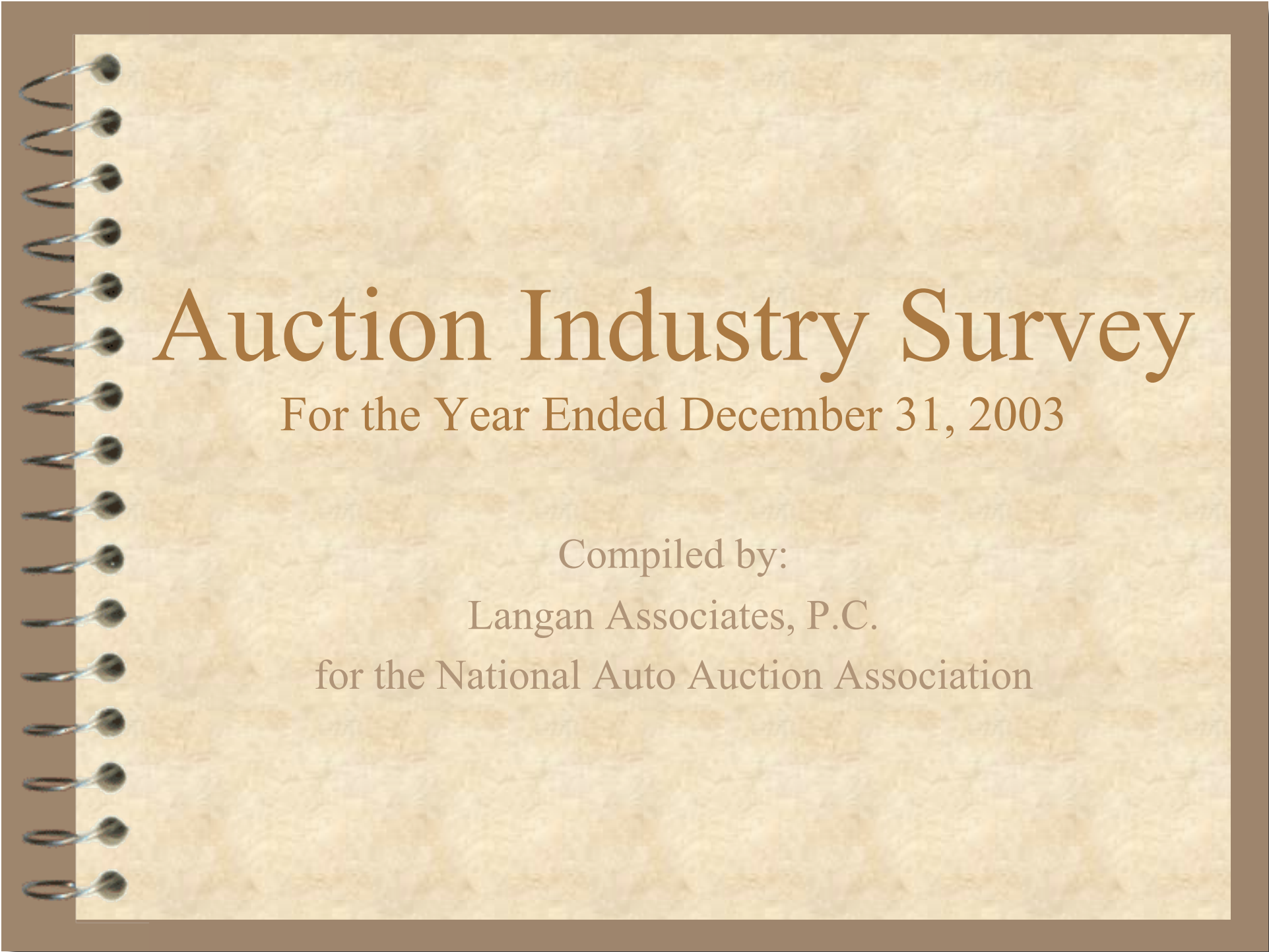


■ Dealer consignment ■ Factory ■ Lease/fleet/repo ■ Other ■ Overall

2005 Auction Industry Survey

Supplemental Data

| | | |
|---|------------------|-----------------|
| ✓ Average Vehicle Price per Internet Sale: | | |
| – Cyber Lots | | \$14,952 |
| – Cyber Auctions | | \$16,411 |
| – Simulcasting | | \$14,411 |
| ✓ Average Auctioneer Pay | | \$571 |
| ✓ Average Increase in Liability Insurance | | 20% |
| ✓ Average Increase in Healthcare Insurance | | 8% |
| ✓ Average Increase in Workers Comp | | 34% |
| ✓ Average charitable contribution per auction | | \$21,064 |
| ✓ Median charitable contribution per auction | | \$5,080 |
| ✓ Any user/special taxes/impact fees pending | 11-yes | 124-no |
| ✓ Mobile, dealer, offsite auctions conducted | 46-yes | 92-no |
| ✓ Fleet/lease consignment volumes affect 2006: | | |
| | Increase | 106 |
| | Decrease | 6 |
| | No change | 22 |

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 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, 2005

Compiled by:

Langan Associates, P.C.

for the National Auto Auction Association