

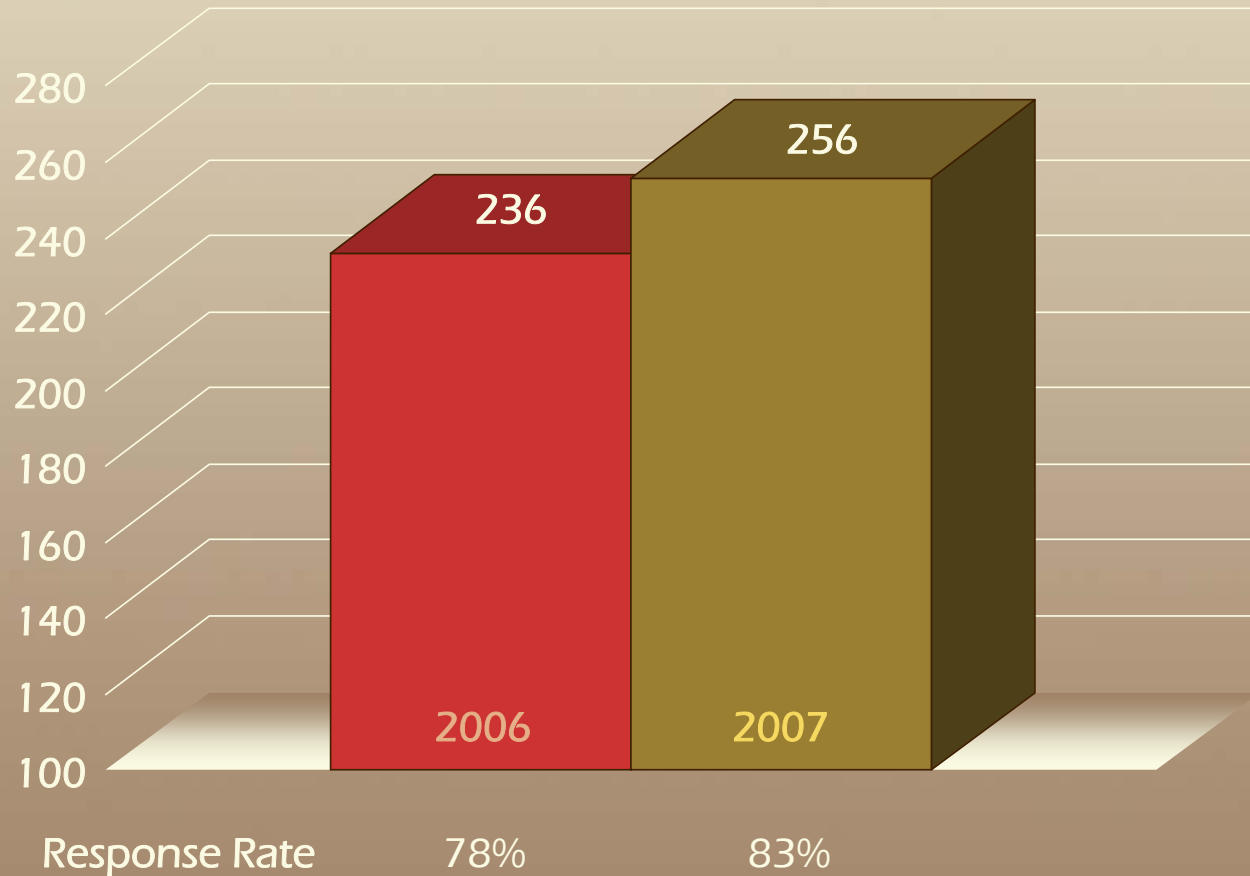
# Auction Industry Survey

For the Year Ended December 31, 2007



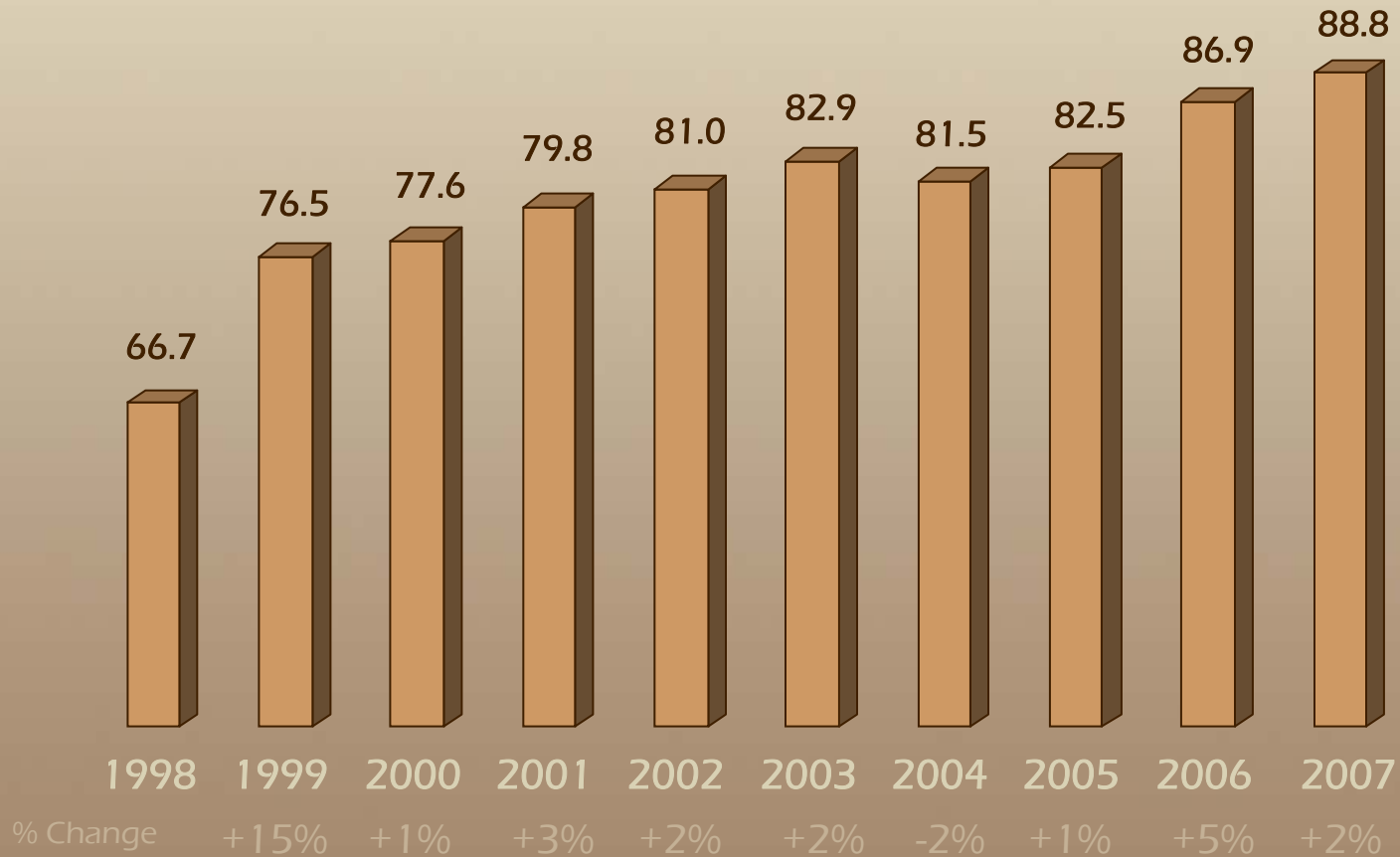
Compiled by: LarsonAllen for the National Auto Auction Association

# 2007 Auction Industry Participation



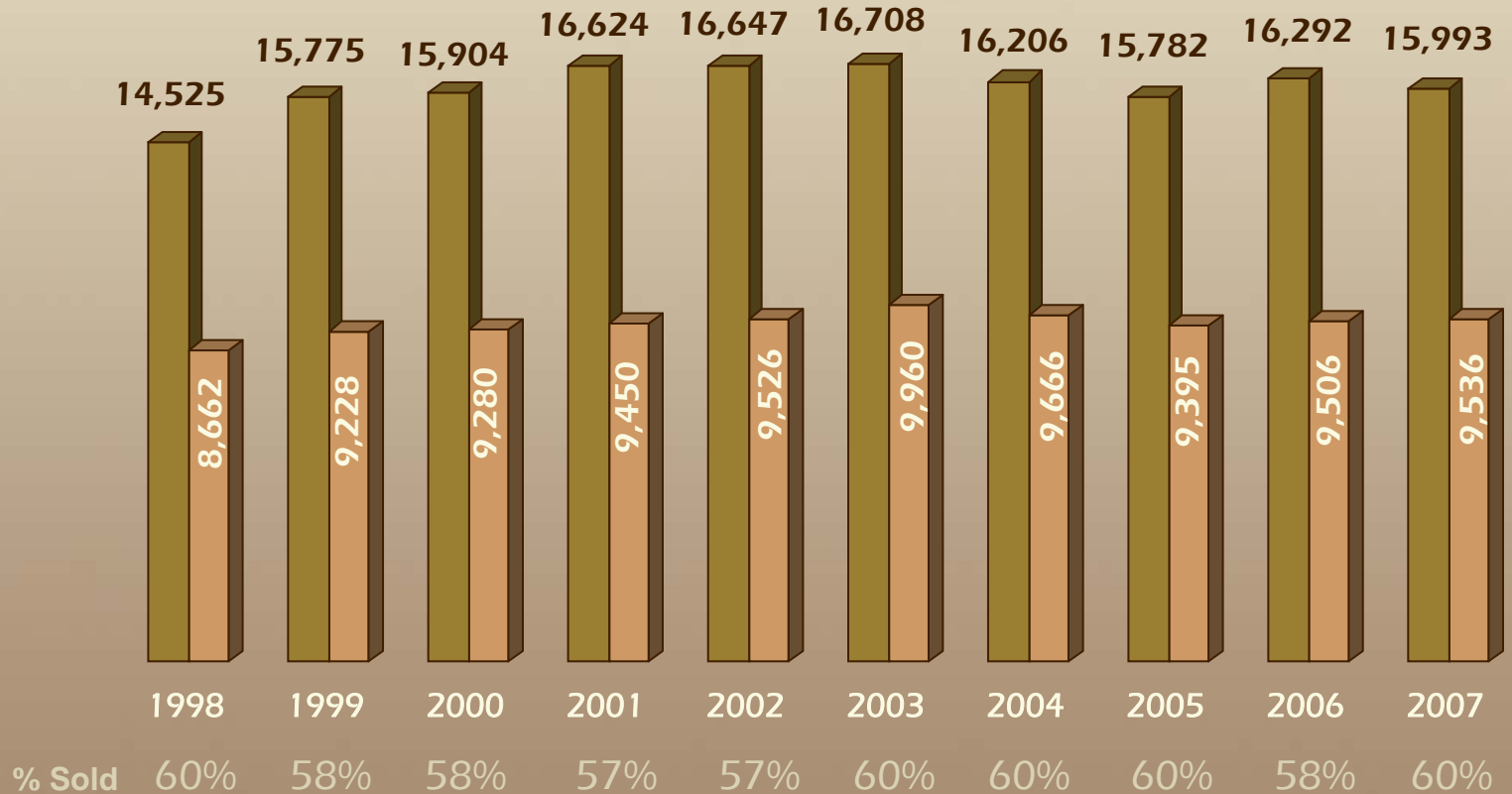
# 2007 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



# 2007 Auction Industry Survey

Projected Units Entered and Sold (000)



Projected Sold

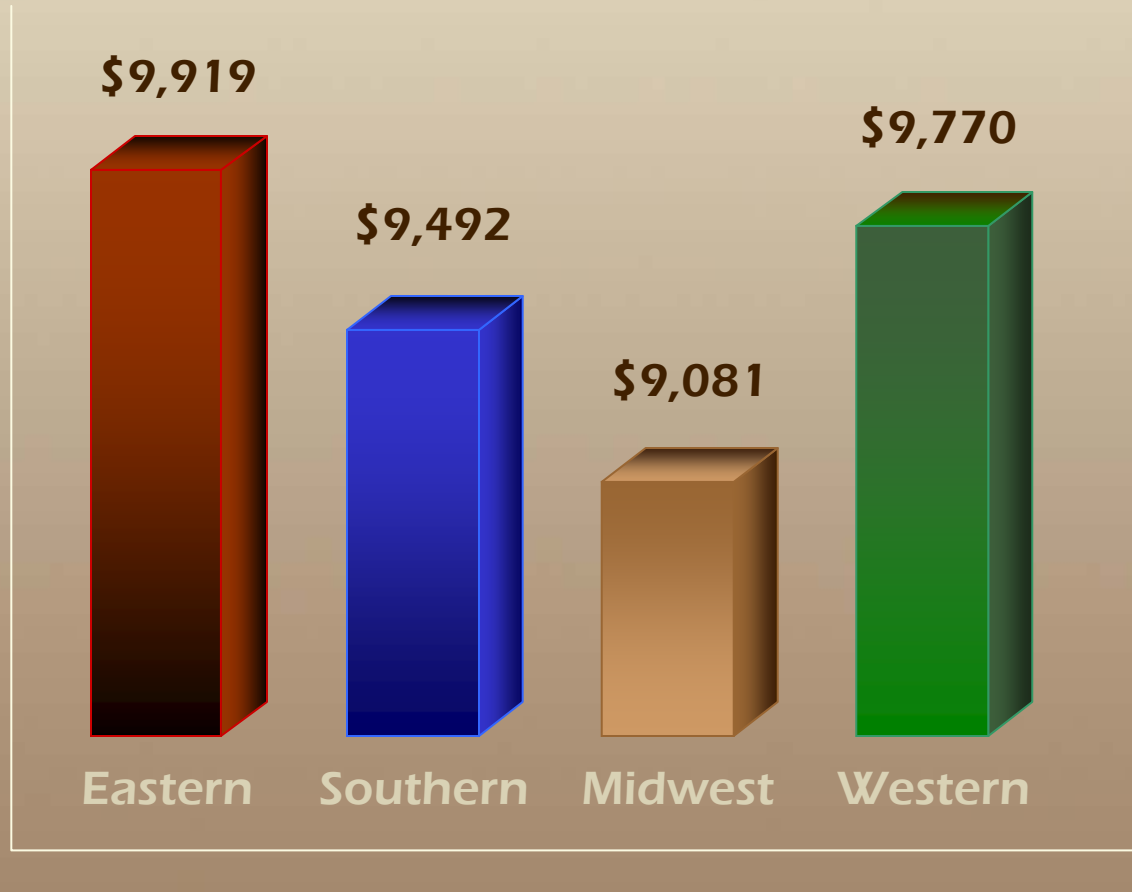
# 2007 Auction Industry Survey

## Projected Average Price Per Unit



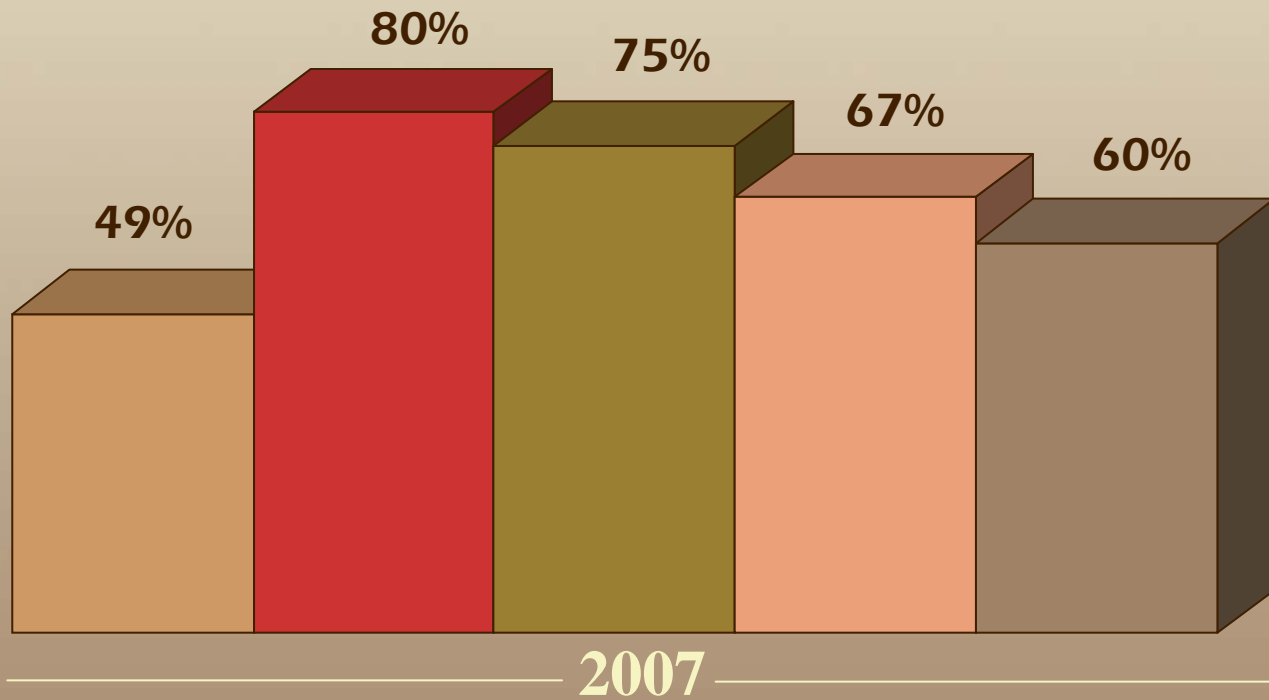
# 2007 Auction Industry Survey

Average Price Per Unit By Zone



# 2007 Auction Industry Survey

Percentage of Units Sold to Entered



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



# 2007 Auction Industry Survey

## Supplemental Data

• Average Vehicle Price Per Internet Sale:		
- Cyber Lots		\$14,785
- Cyber Auctions		\$13,686
- Simulcasting		\$15,131
• Average Auctioneer Pay		\$601
• Average Increase in Liability Insurance	8%	
• Average Increase in Healthcare Insurance		14%
• Average Increase in Workers Comp		9%
• Average Charitable Contribution Per Auction		\$17,826
• Median Charitable Contribution Per Auction		\$5,000
• Any User/Special Taxes/Impact Fees Pending	13-yes	150-no
• Mobile, Dealer, Offsite Auctions Conducted	66-yes	97-no
• Fleet/Lease Consignment Volumes Affect 2008:		
	Increase	115
	Decrease	20
	No change	25

