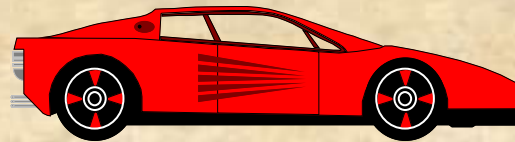


# Auction Industry Survey

For the Year Ended December 31, 2005

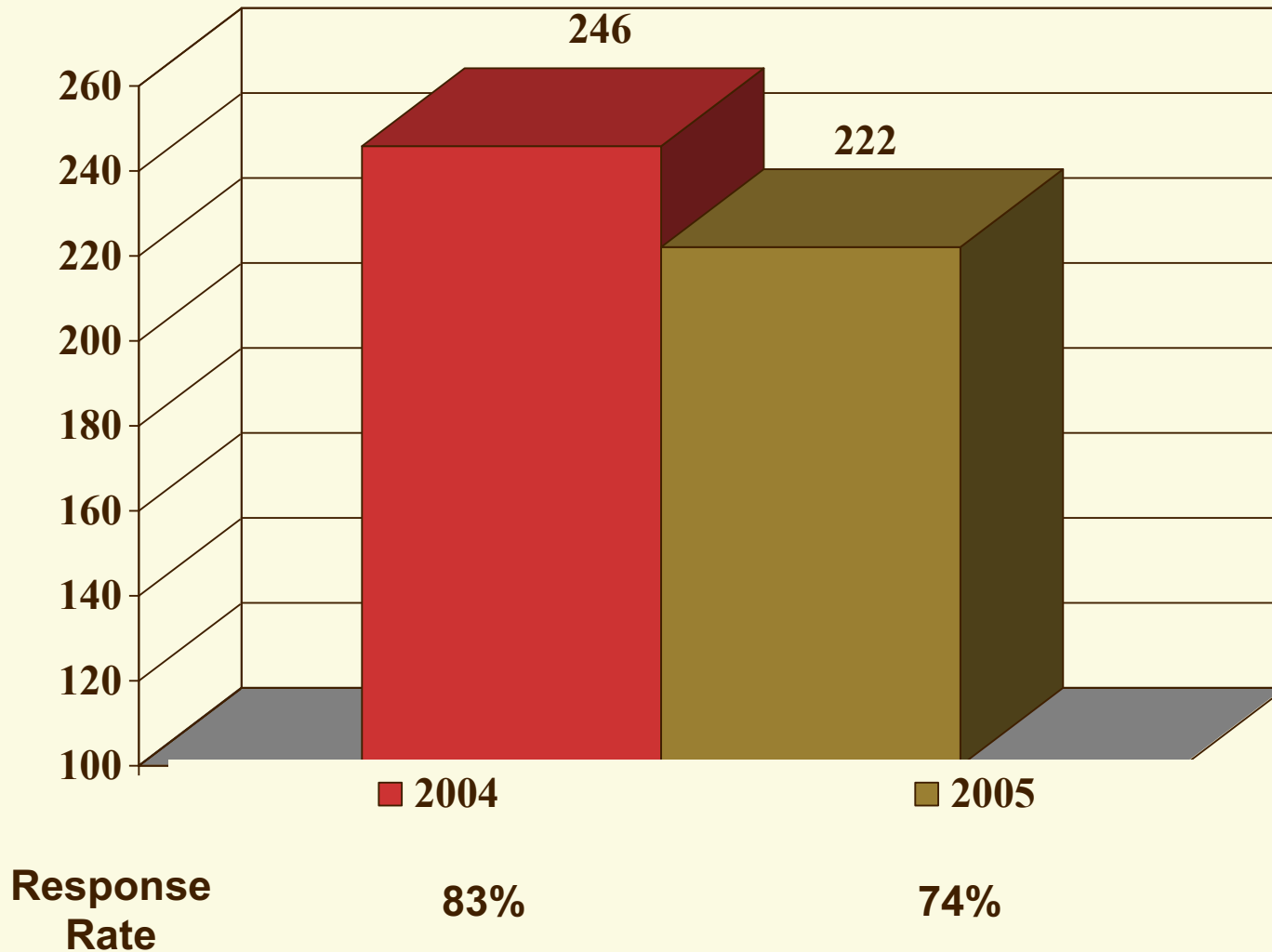


Compiled by:

Langan Associates, P.C.

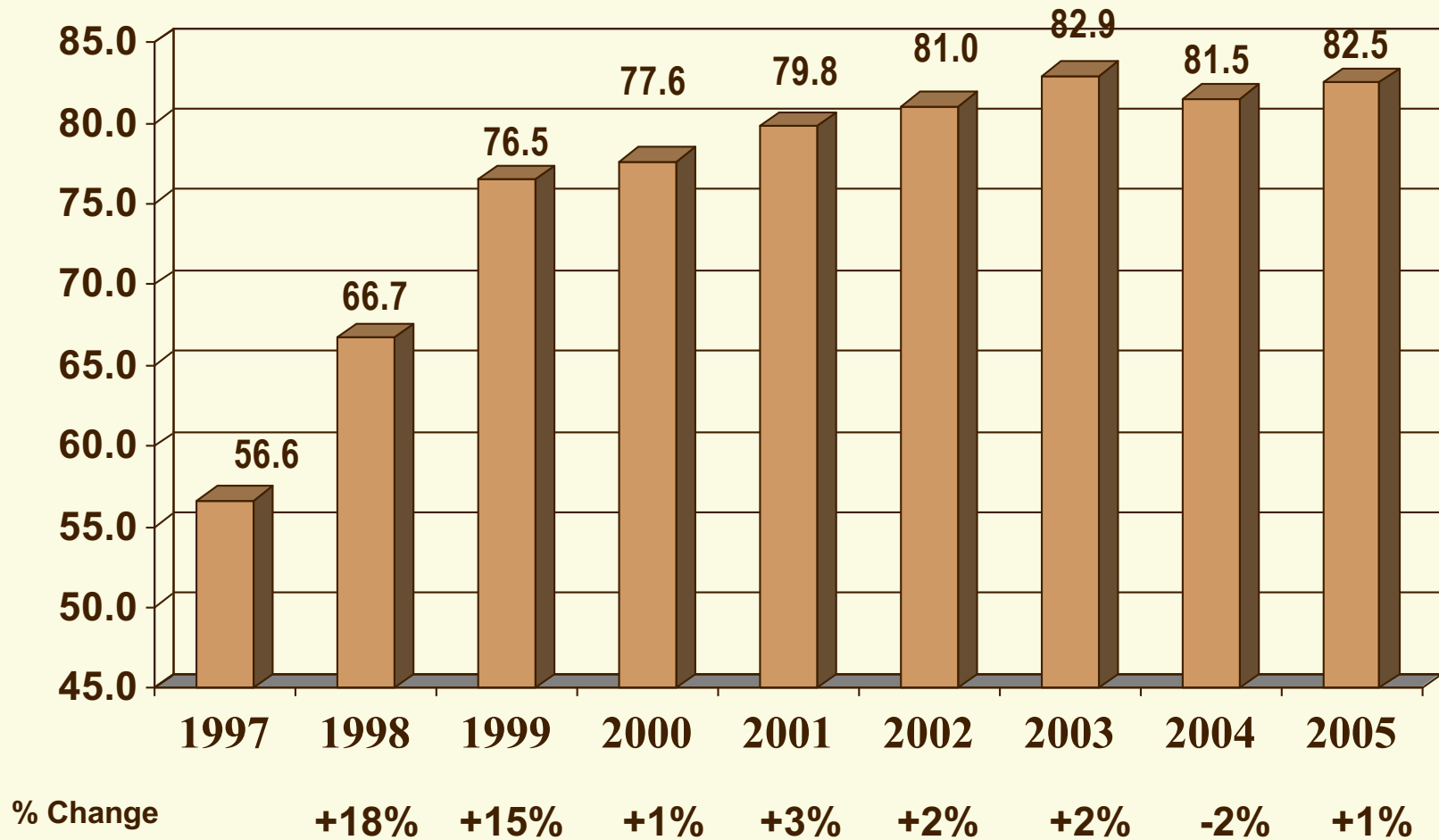
for the National Auto Auction Association

# 2005 Auction Industry Survey Participation



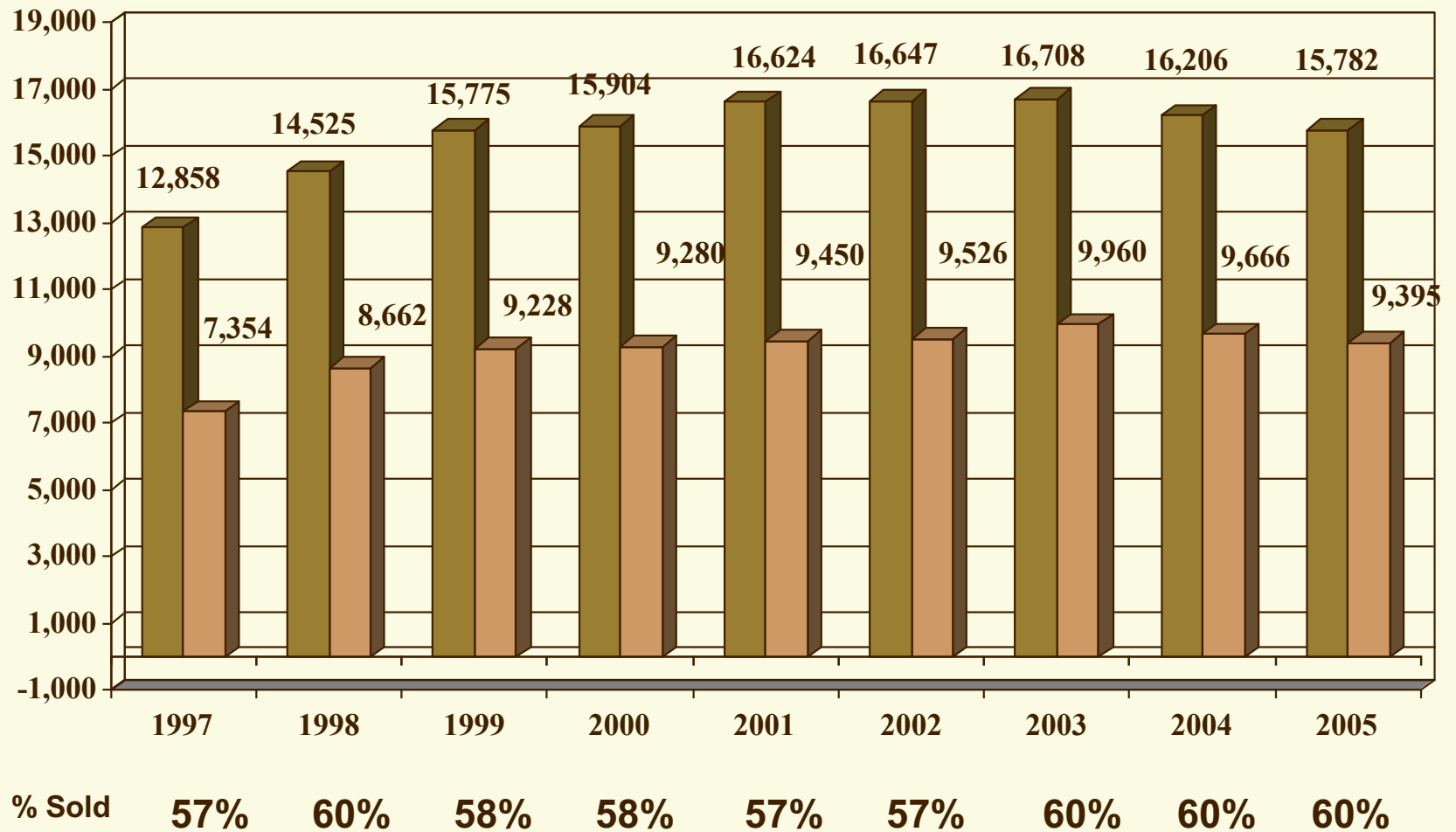
# 2005 Auction Industry Survey

## Projected Gross Value of Units Sold (Billions)



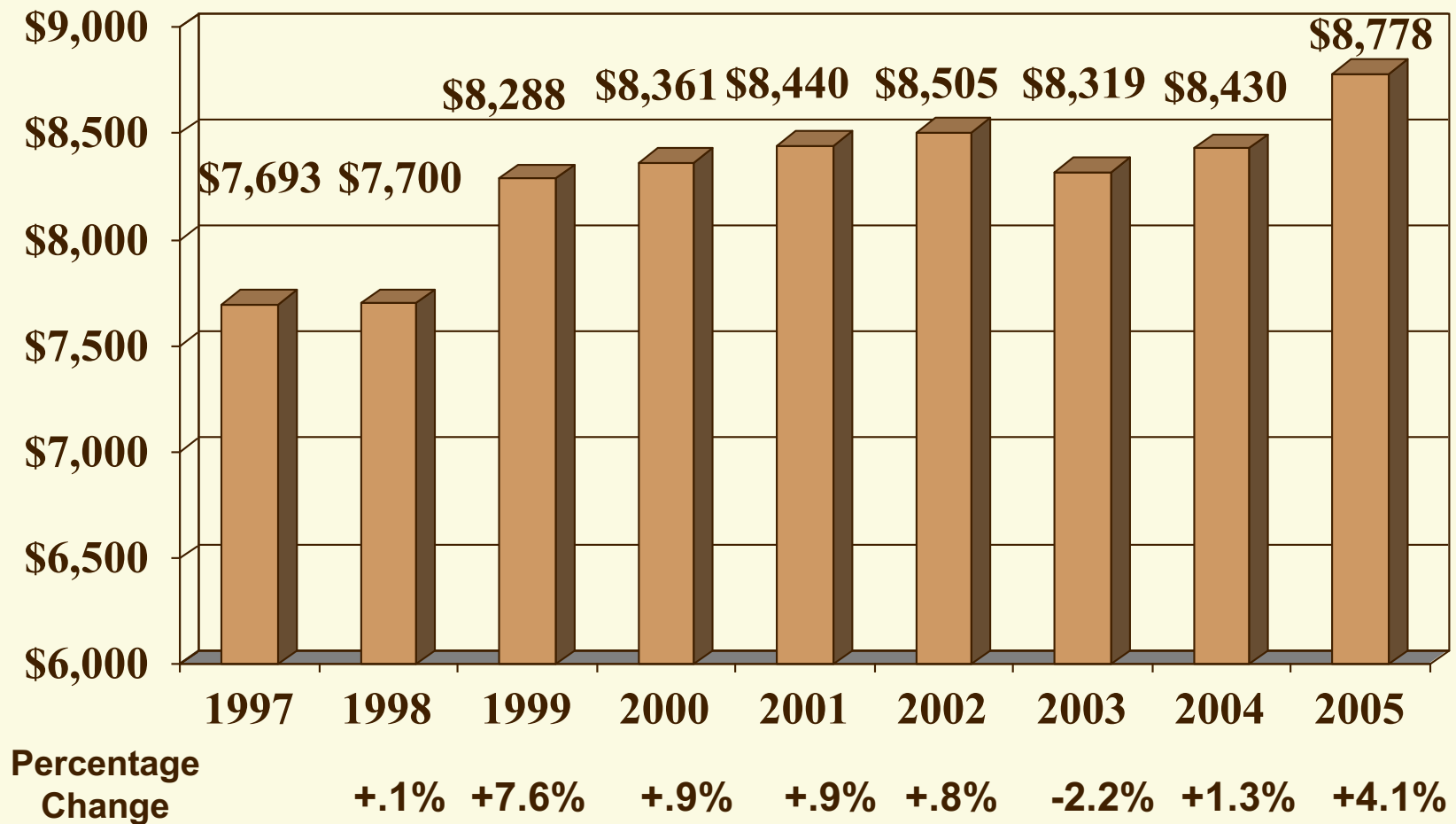
# 2005 Auction Industry Survey

## Projected Units Entered and Sold (000)



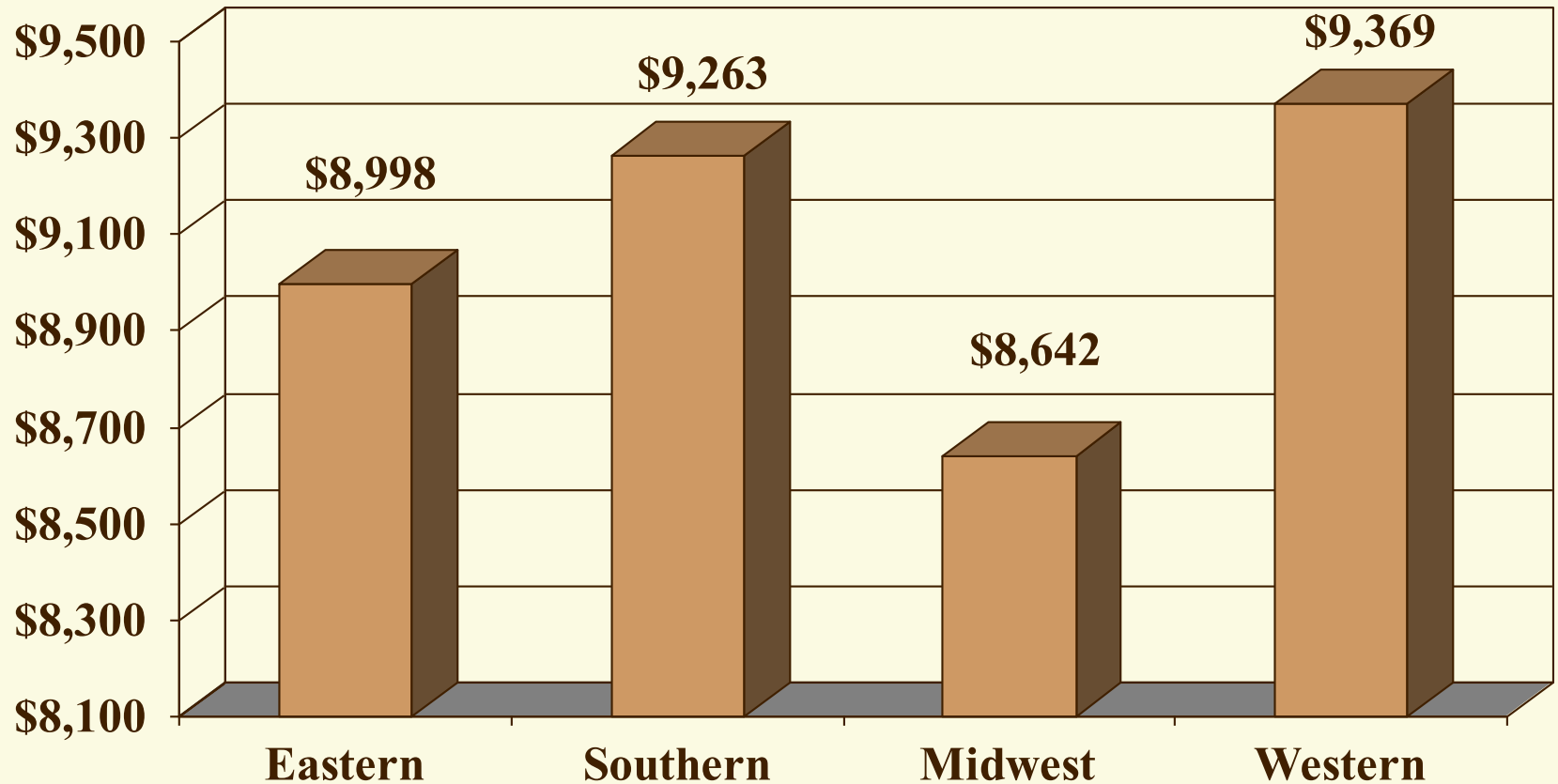
# 2005 Auction Industry Survey

## Projected Average Price Per Unit



# 2005 Auction Industry Survey

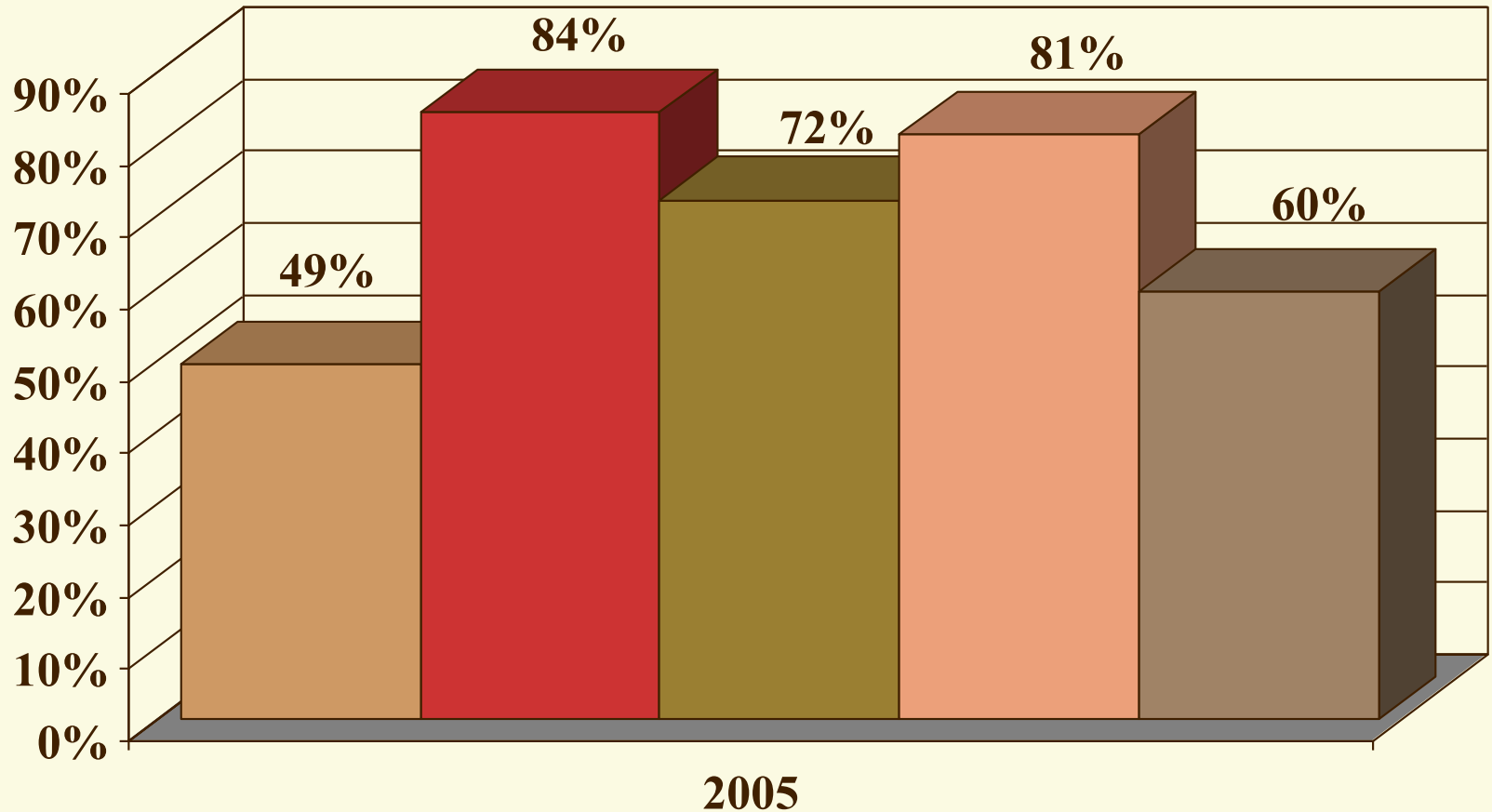
## Average Price Per Unit By ZONE



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

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





# Auction Industry Survey

For the Year Ended December 31, 2005

Compiled by:

Langan Associates, P.C.

for the National Auto Auction Association