

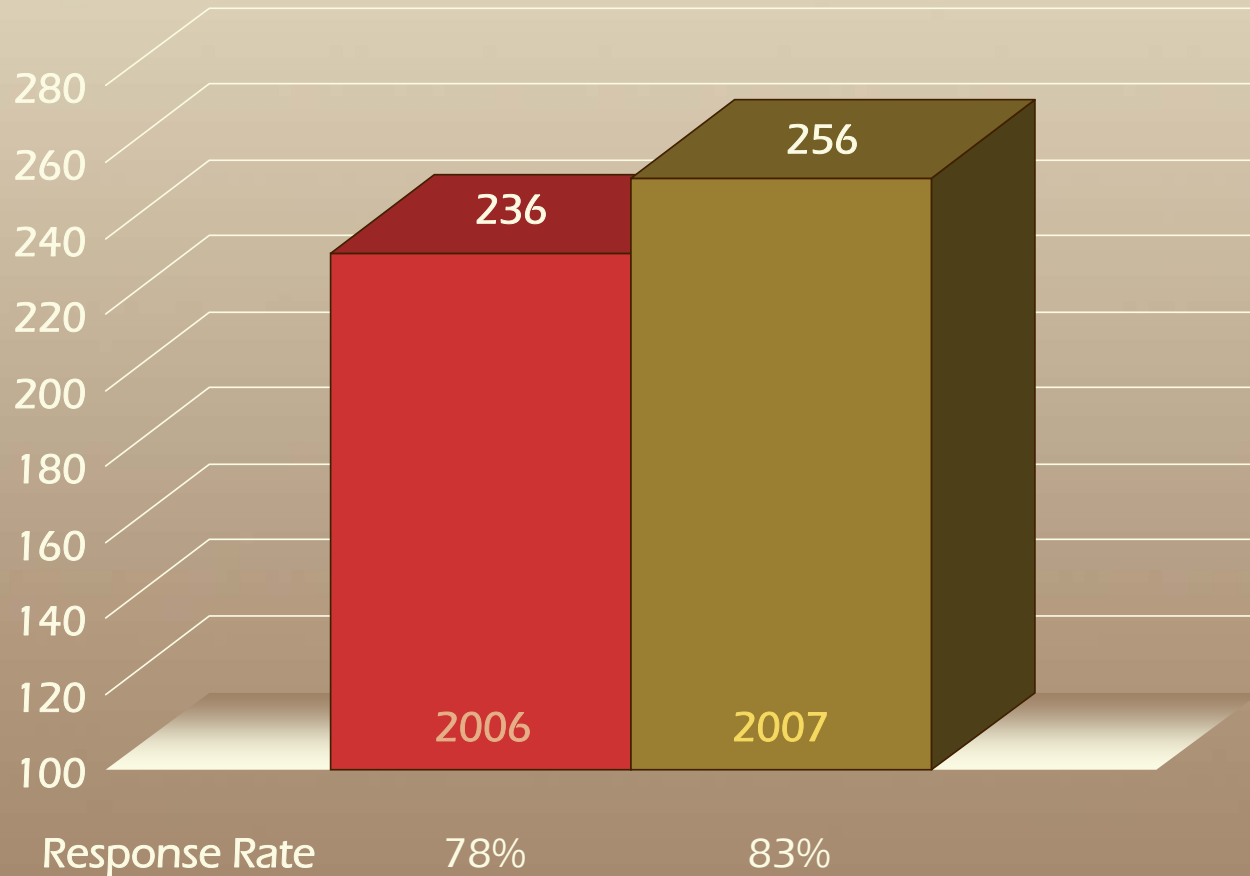
Auction Industry Survey

For the Year Ended December 31, 2007



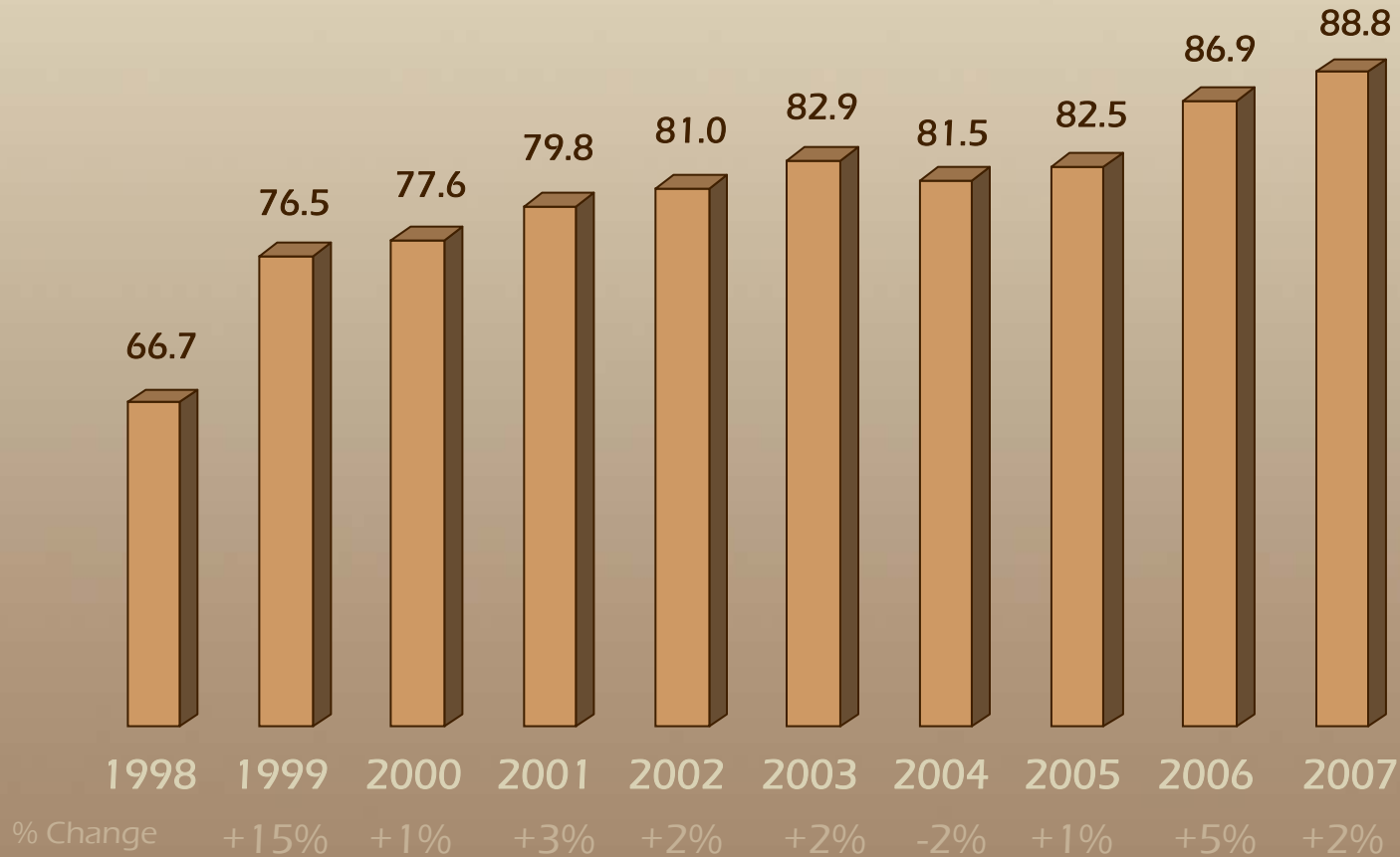
Compiled by: LarsonAllen for the National Auto Auction Association

2007 Auction Industry Participation



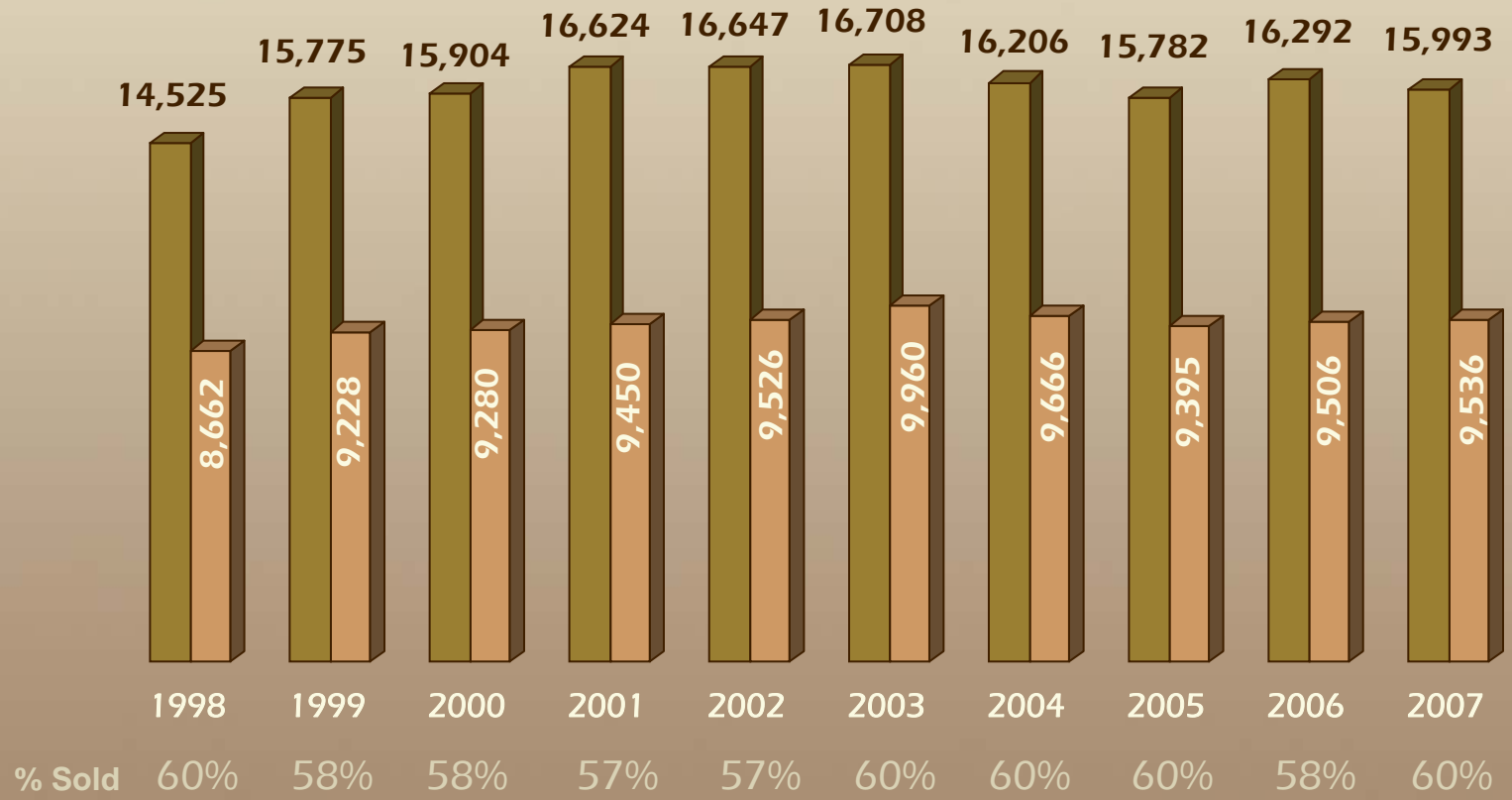
2007 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



2007 Auction Industry Survey

Projected Units Entered and Sold (000)



Projected
 Sold

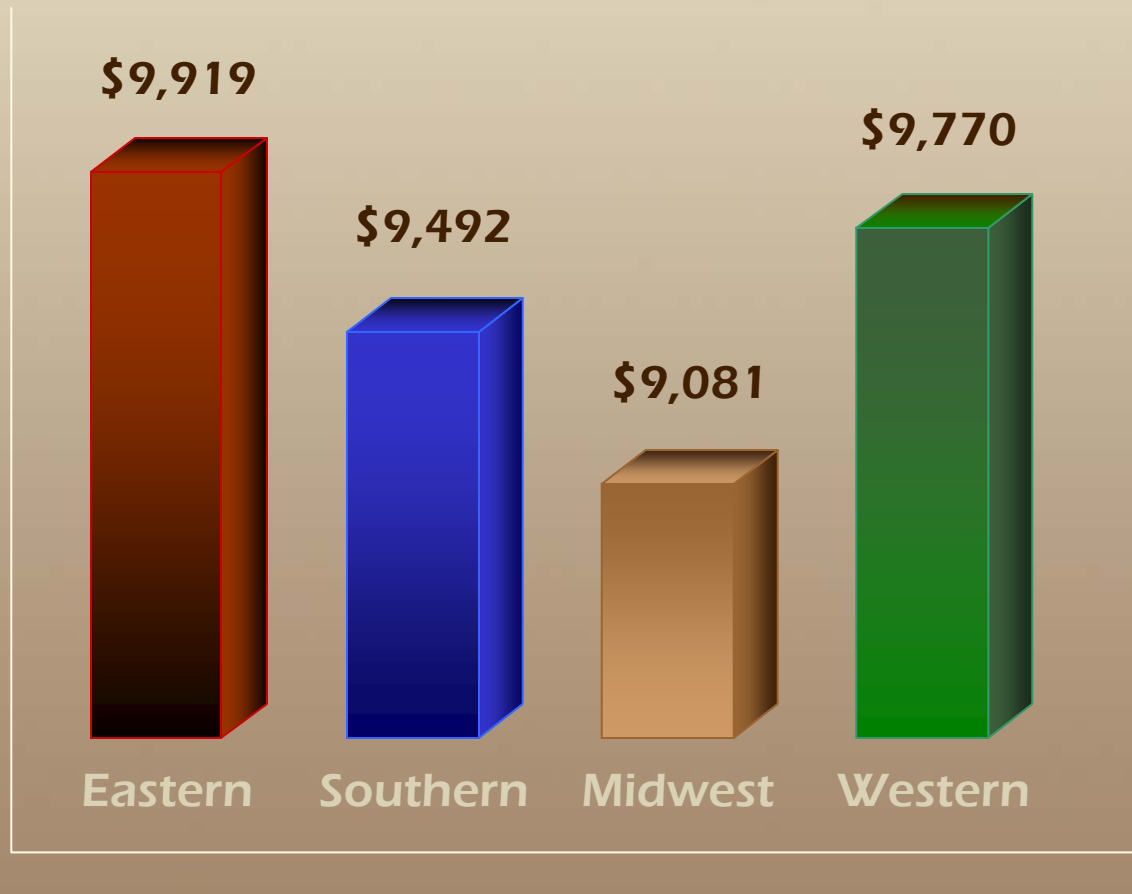
2007 Auction Industry Survey

Projected Average Price Per Unit



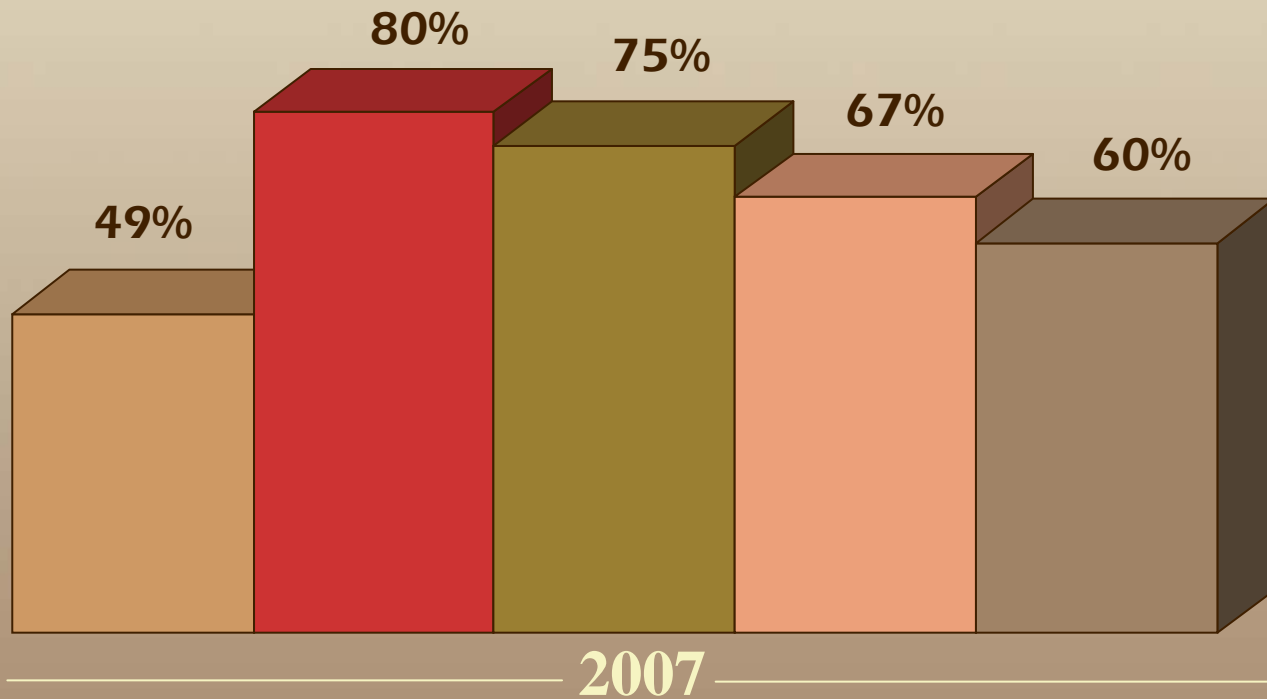
2007 Auction Industry Survey

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