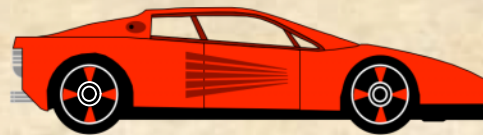


Auction Industry Survey

For the Year Ended December 31, 2008

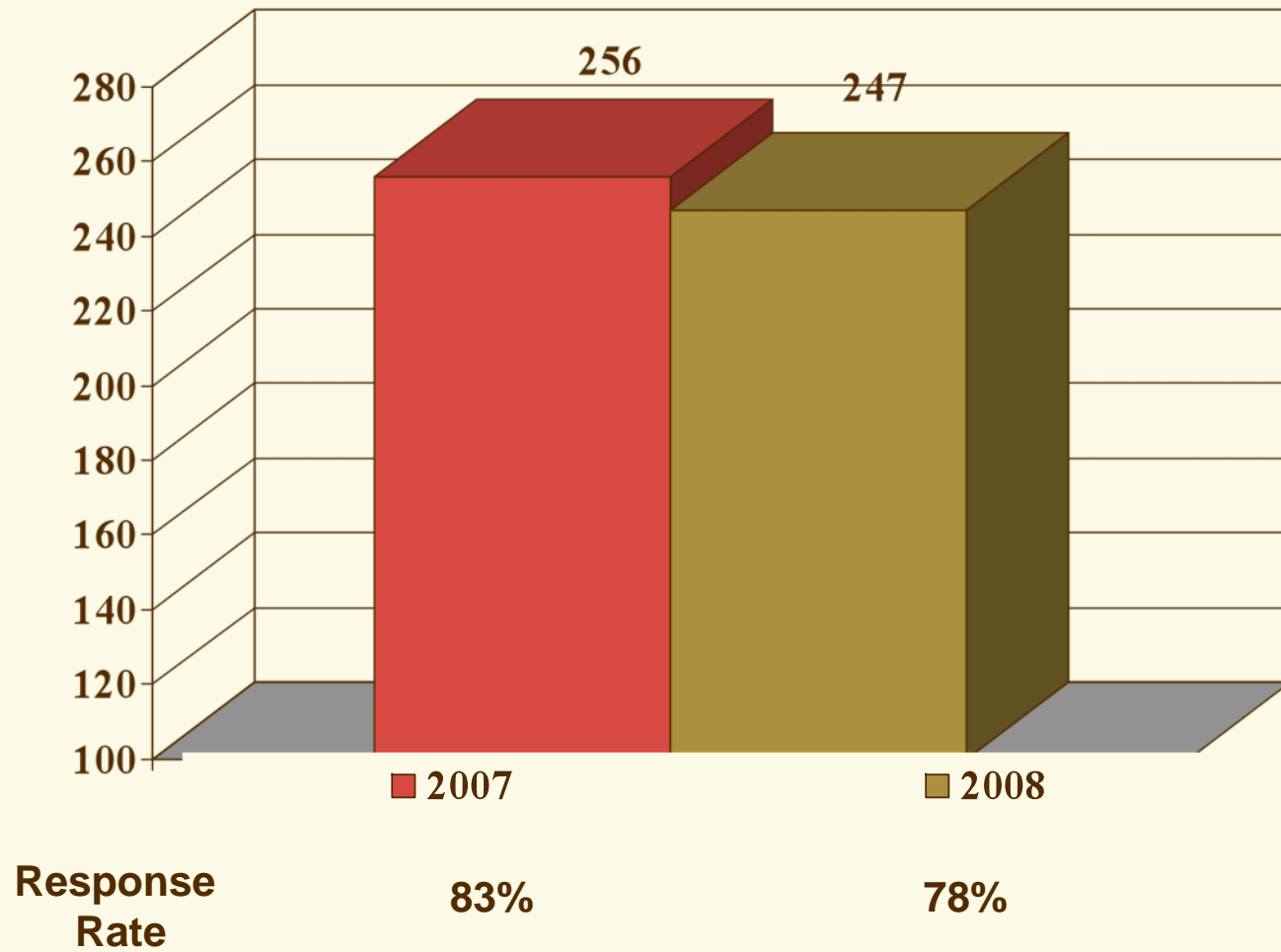


Compiled by:

LarsonAllen LLP

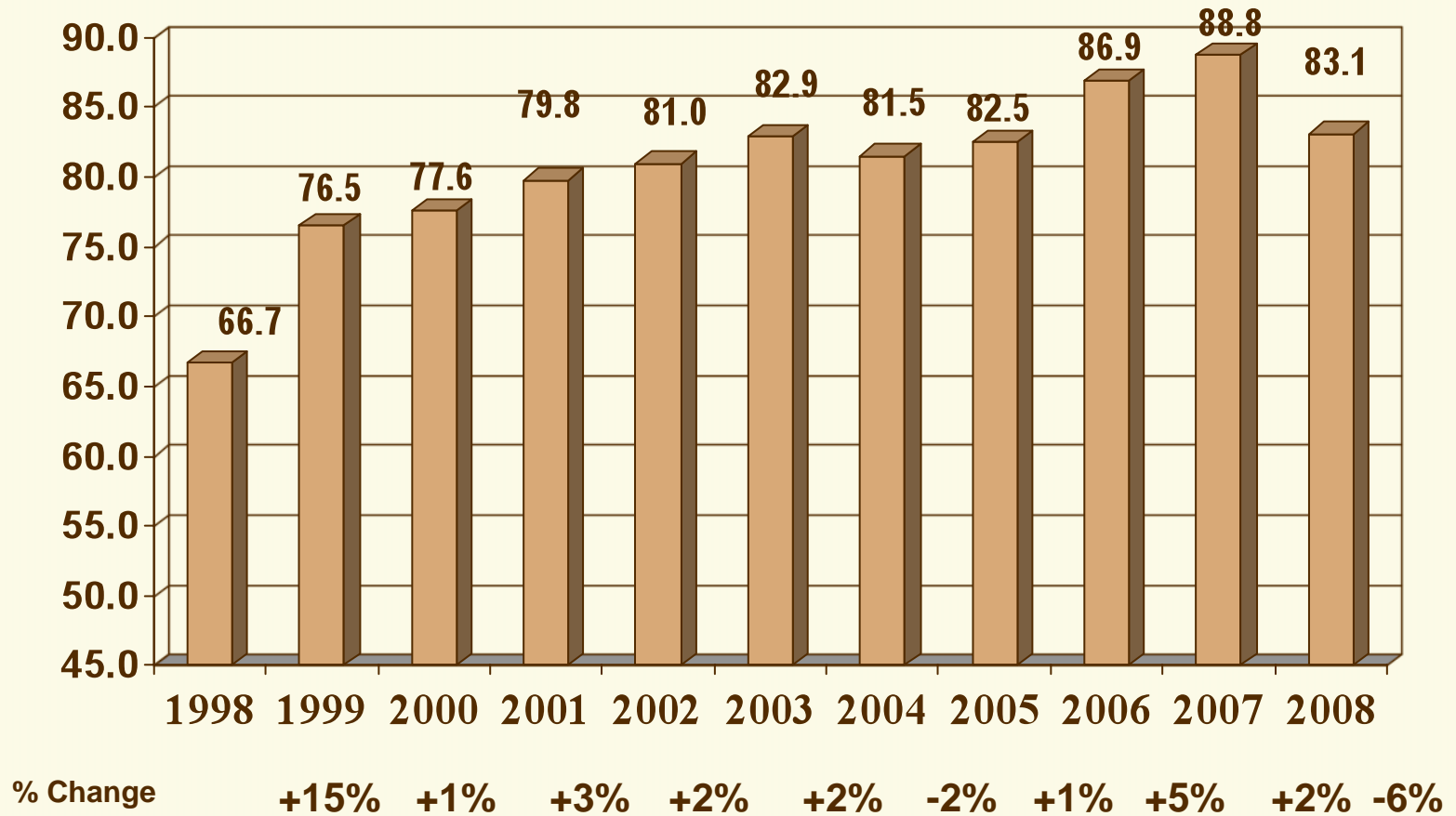
for the National Auto Auction Association

2008 Auction Industry Survey Participation



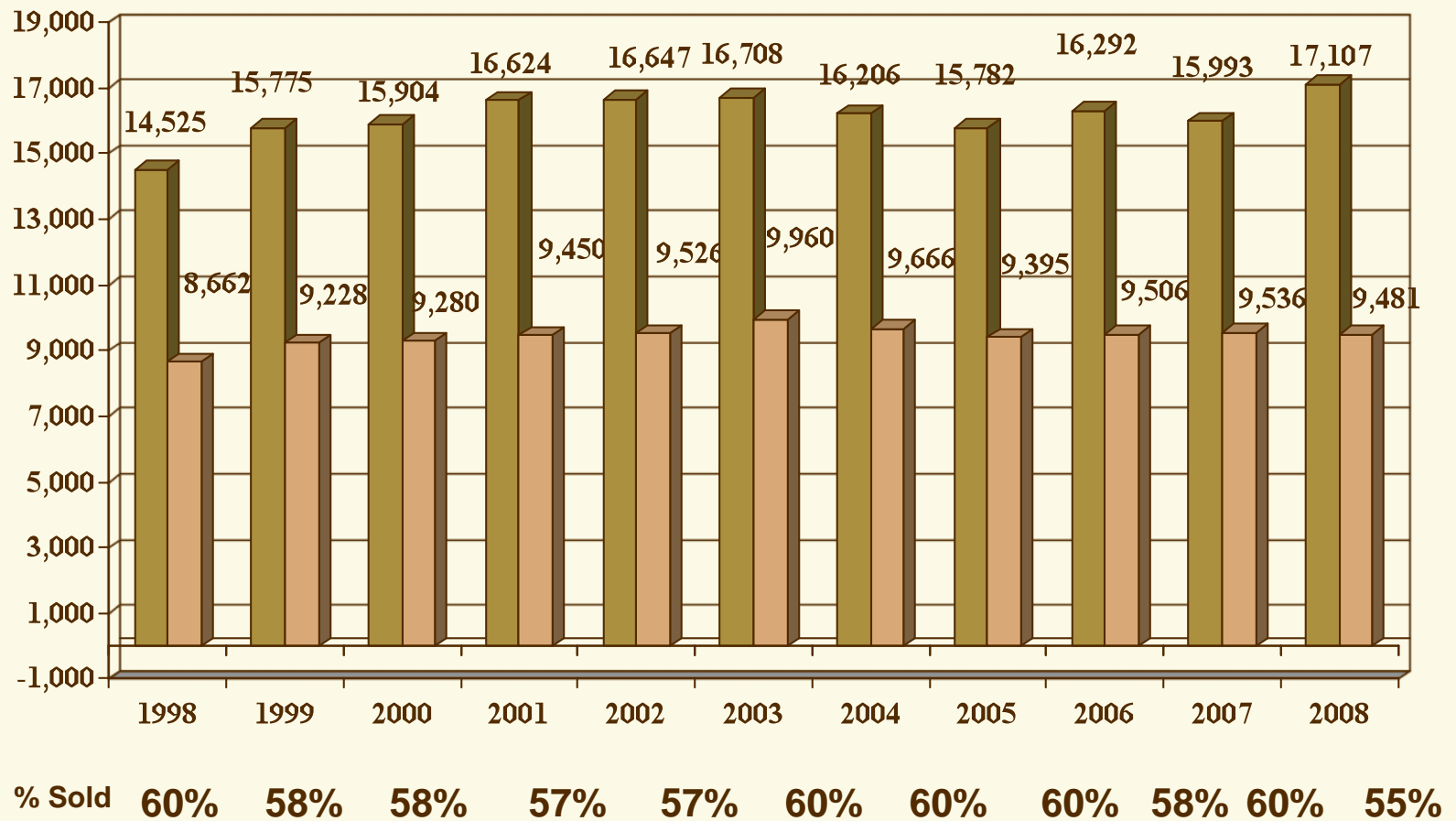
2008 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



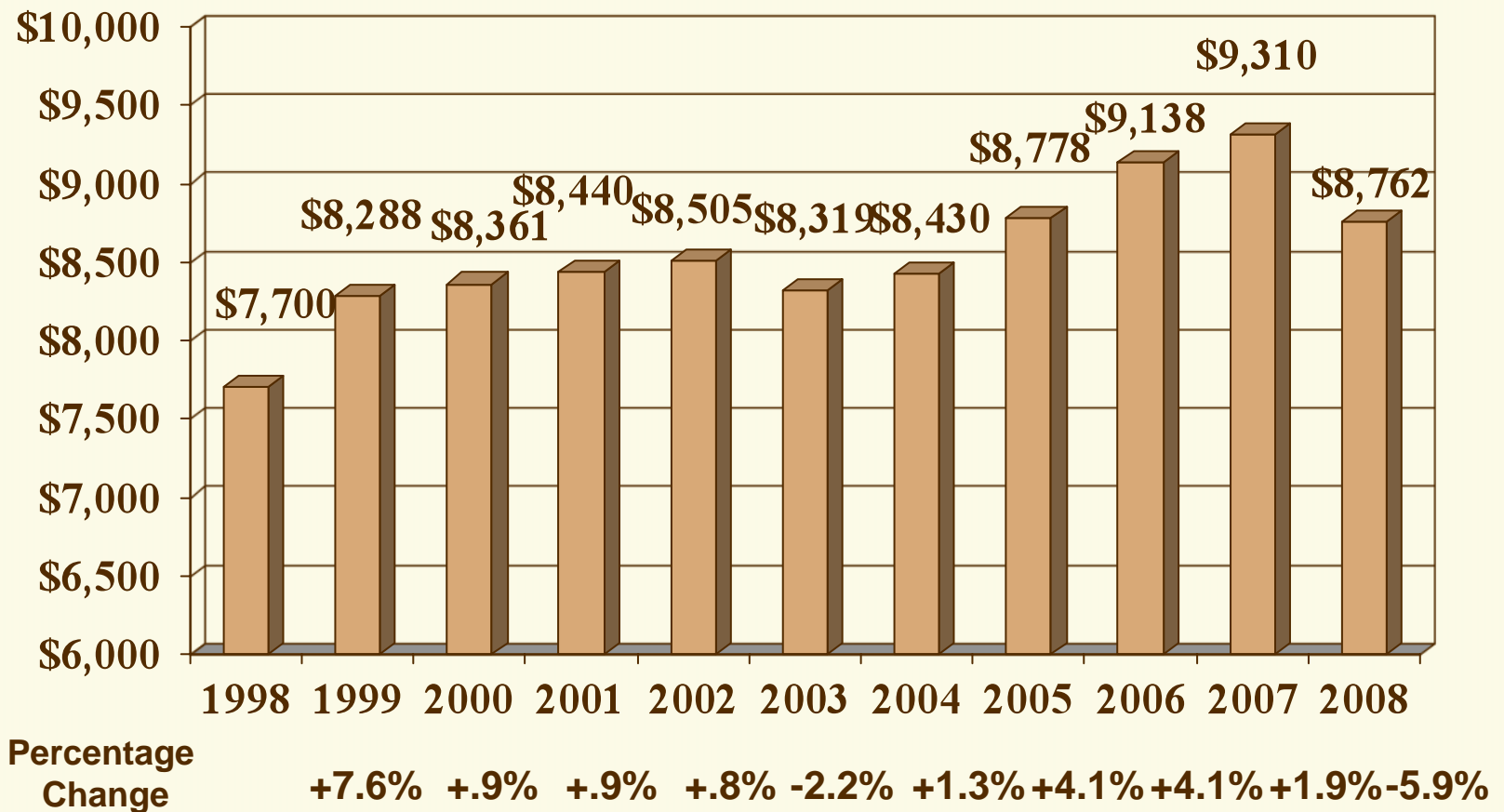
2008 Auction Industry Survey

Projected Units Entered and Sold (000)



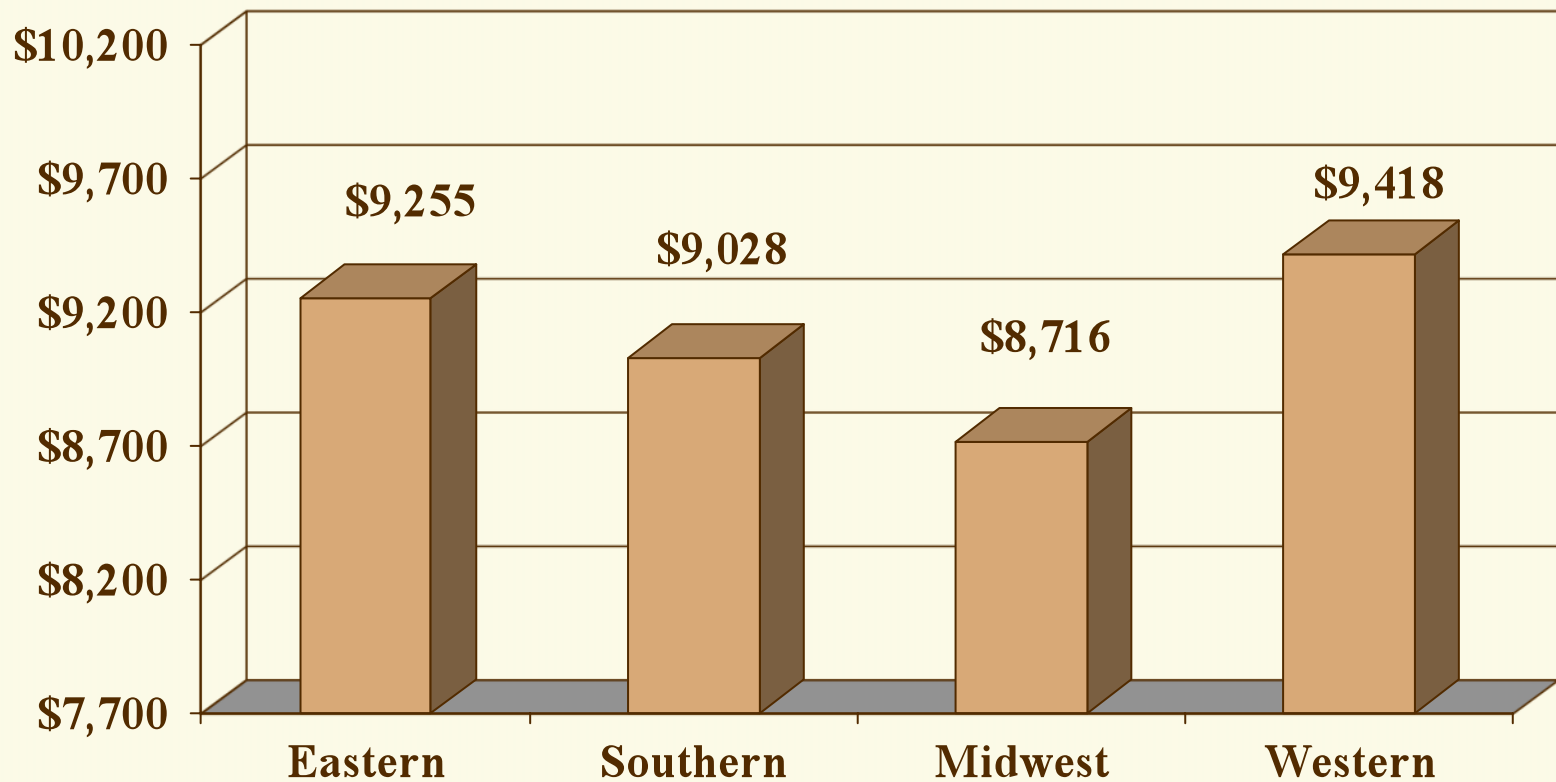
2008 Auction Industry Survey

Projected Average Price Per Unit



2008 Auction Industry Survey

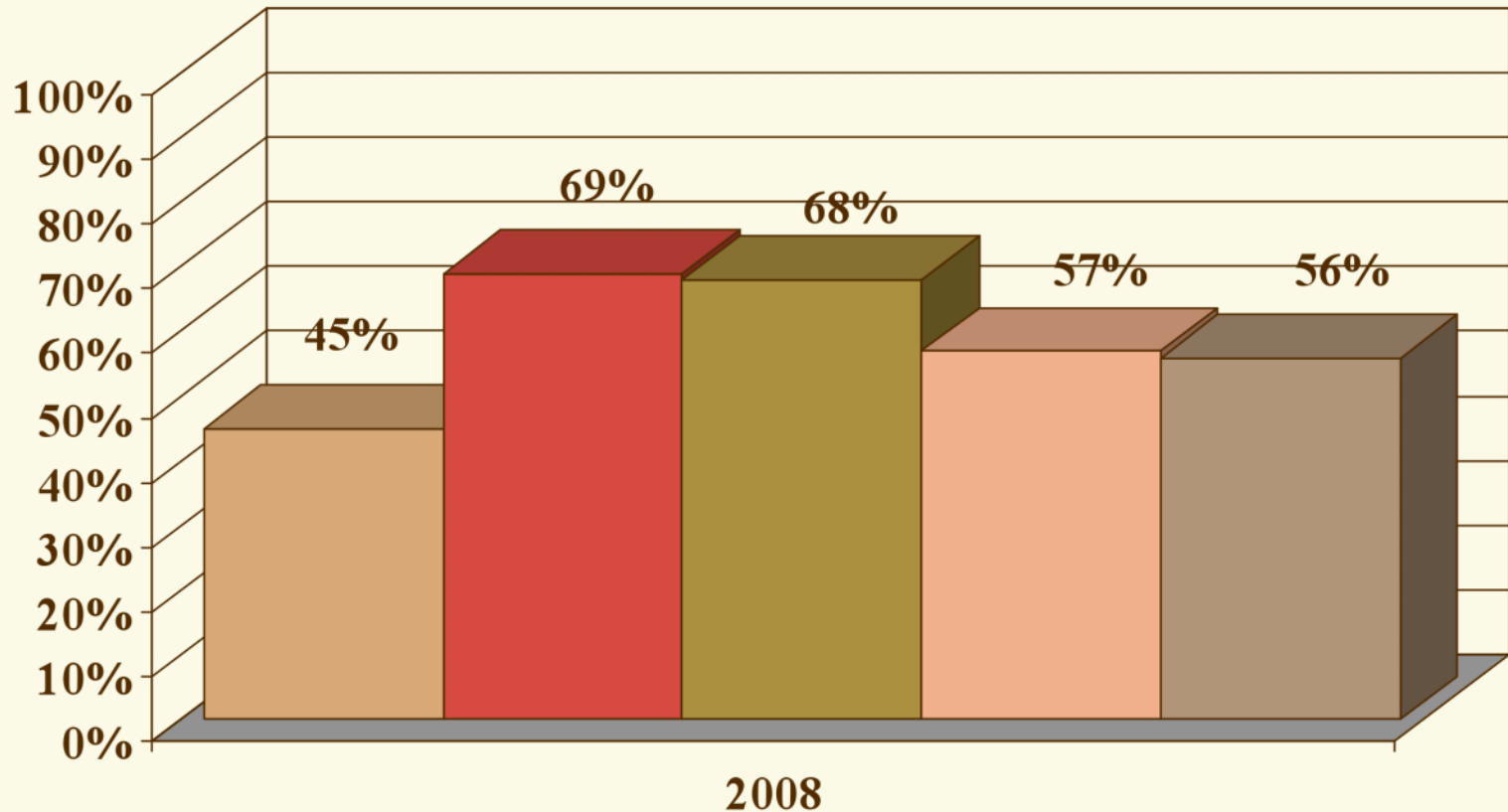
Average Price Per Unit By ZONE



Based on Actual Data Received

2008 Auction Industry Survey

Percentage of Units Sold to Entered




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

2008 Auction Industry Survey

Supplemental Data

✓ Average Vehicle Price per Internet Sale:		
– Cyber Lots		\$15,097
– Cyber Auctions		\$14,242
– Simulcasting		\$14,038
✓ Average Auctioneer Pay		\$628
✓ Average Increase in Liability Insurance		0%
✓ Average Increase in Healthcare Insurance		10%
✓ Average Increase in Workers Comp		5%
✓ Average charitable contribution per auction		\$26,757
✓ Median charitable contribution per auction		\$8,000
✓ Any user/special taxes/impact fees pending	16-yes	132-no
✓ Mobile, dealer, offsite auctions conducted	57-yes	97-no
✓ Fleet/lease consignment volumes affect 2009:		
	Increase	67
	Decrease	56
	No change	26

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, 2008

Compiled by:

LarsonAllen

for the National Auto Auction Association