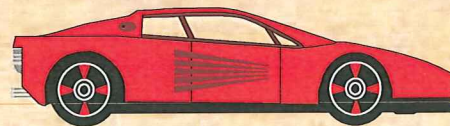


Auction Industry Survey

For the Year Ended December 31, 2011

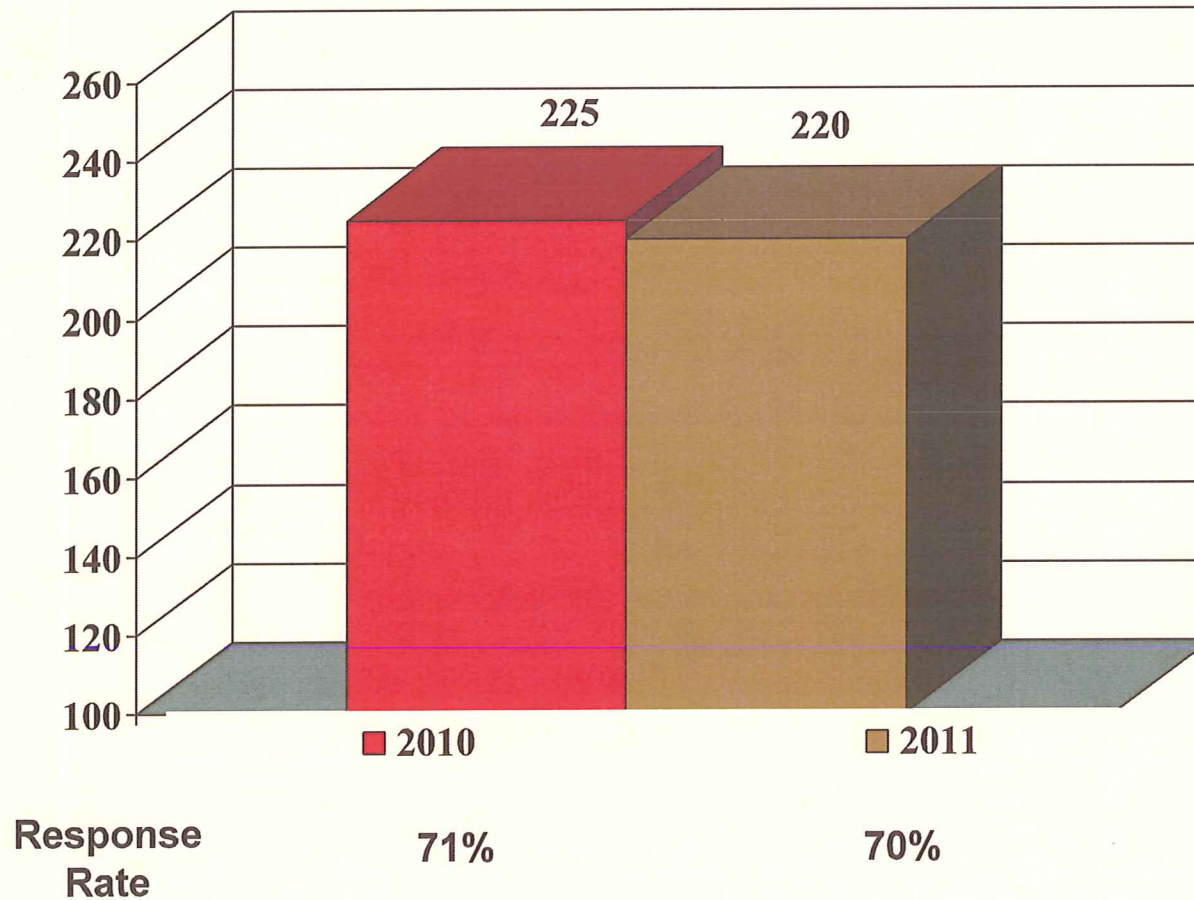


Compiled by:

CliftonLarsonAllen LLP

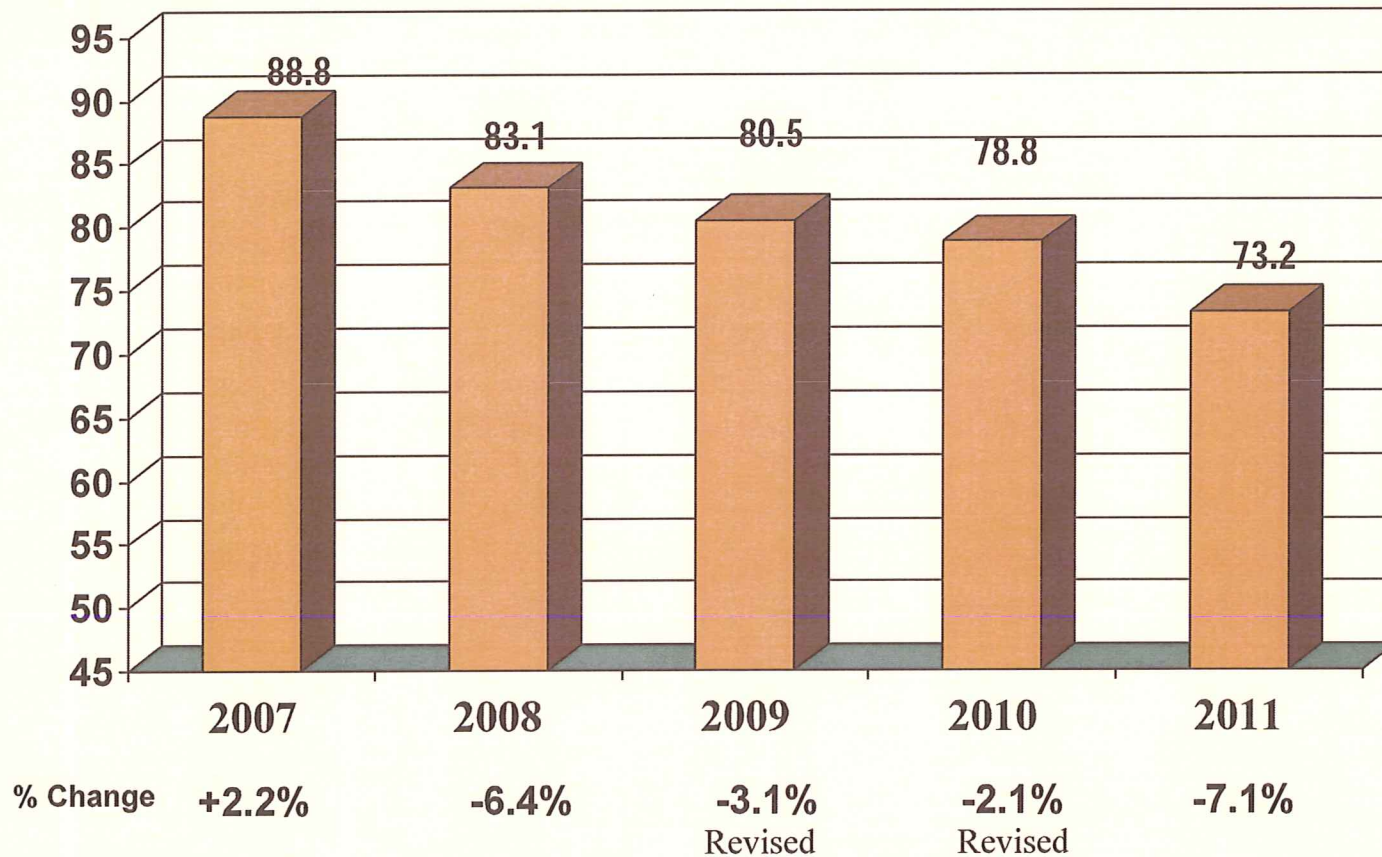
for the National Auto Auction Association

2011 Auction Industry Survey Participation



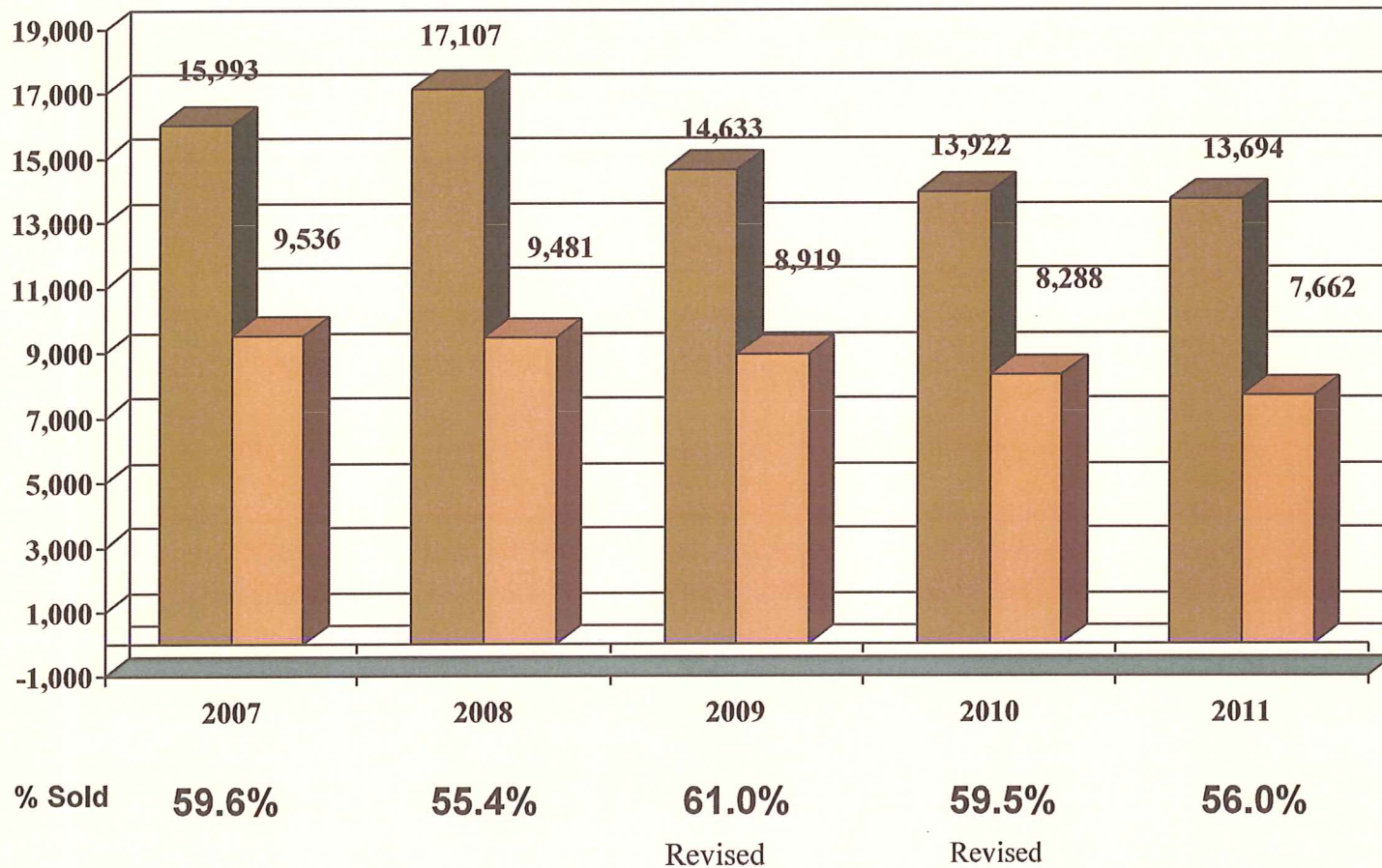
2011 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



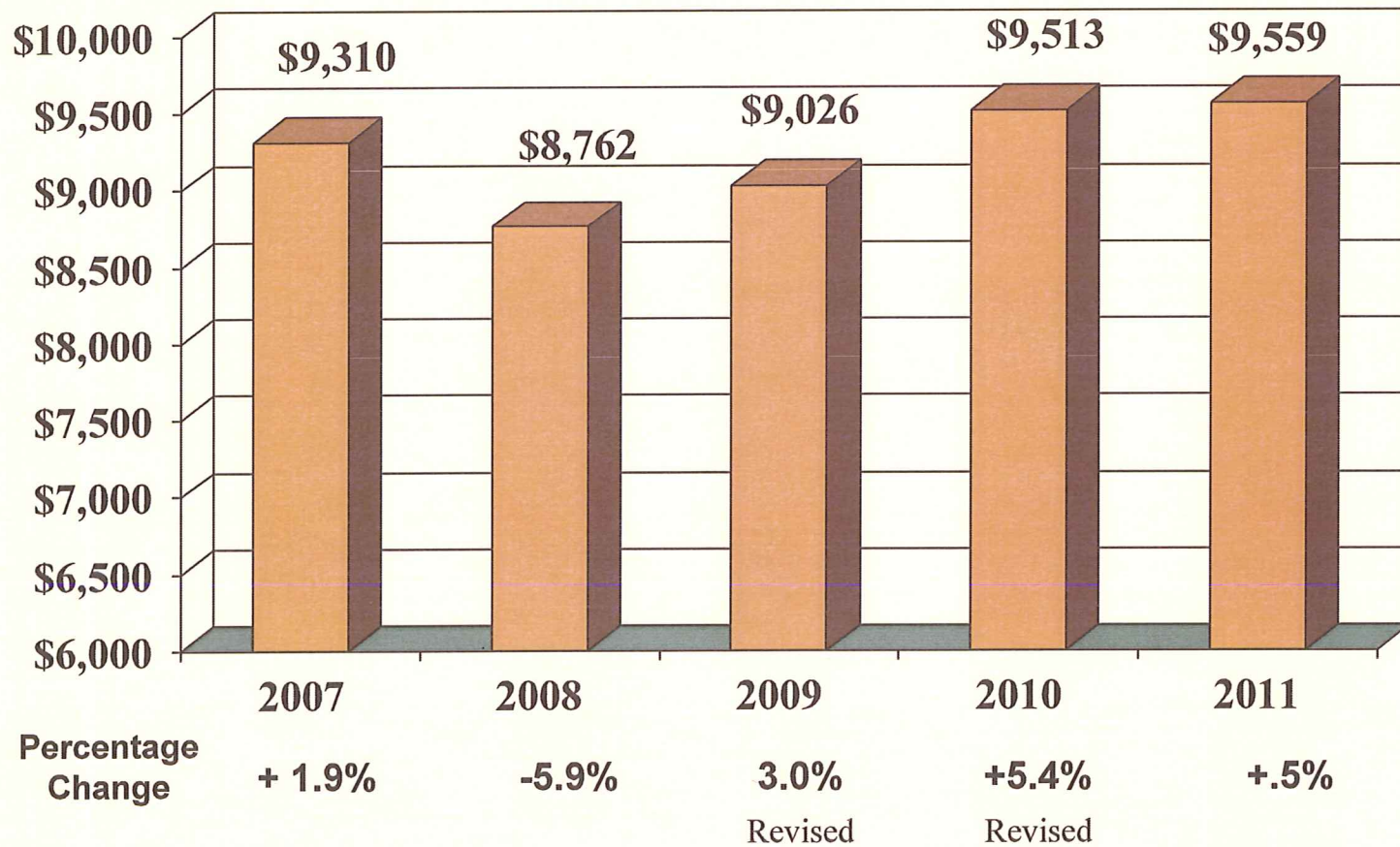
2011 Auction Industry Survey

Projected Units Entered and Sold (000)



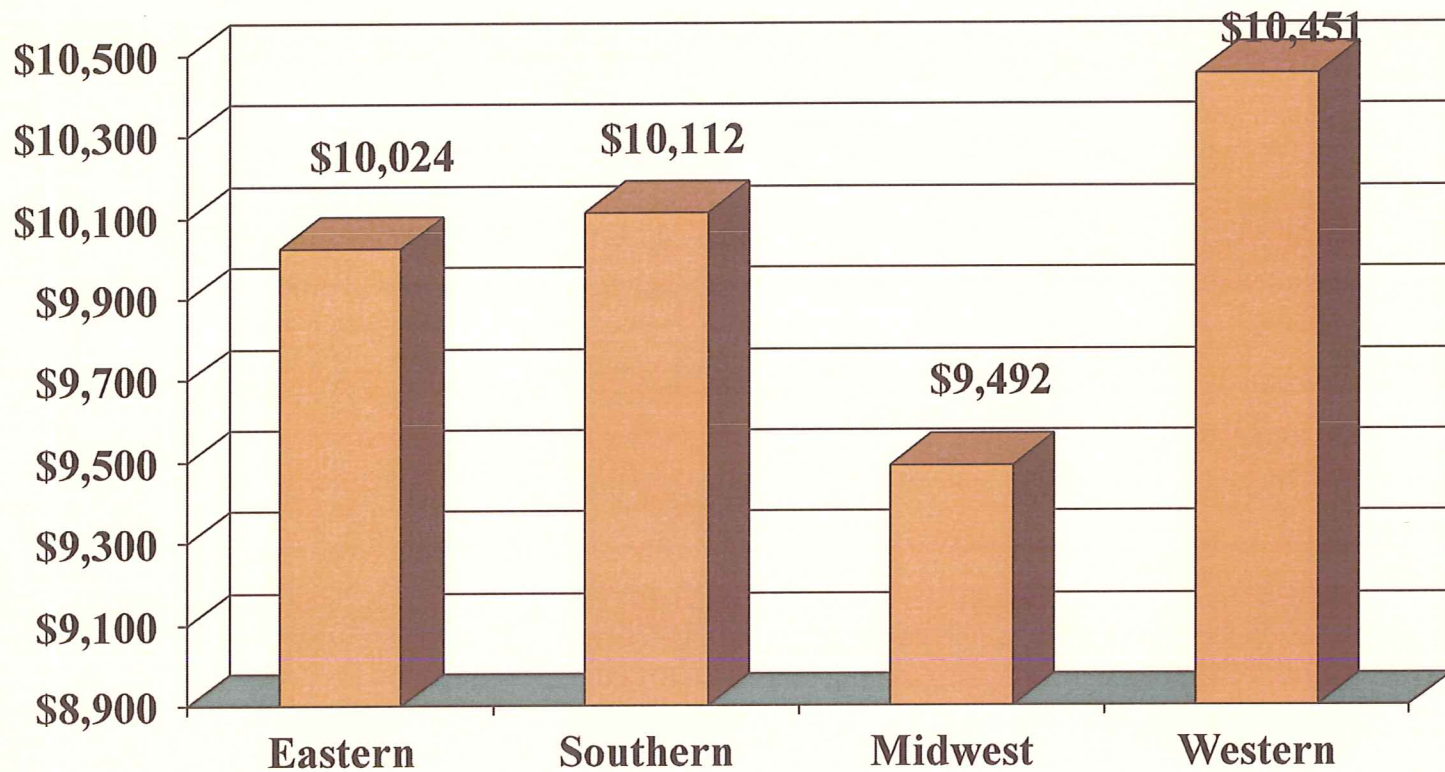
2011 Auction Industry Survey

Projected Average Price Per Unit



2011 Auction Industry Survey

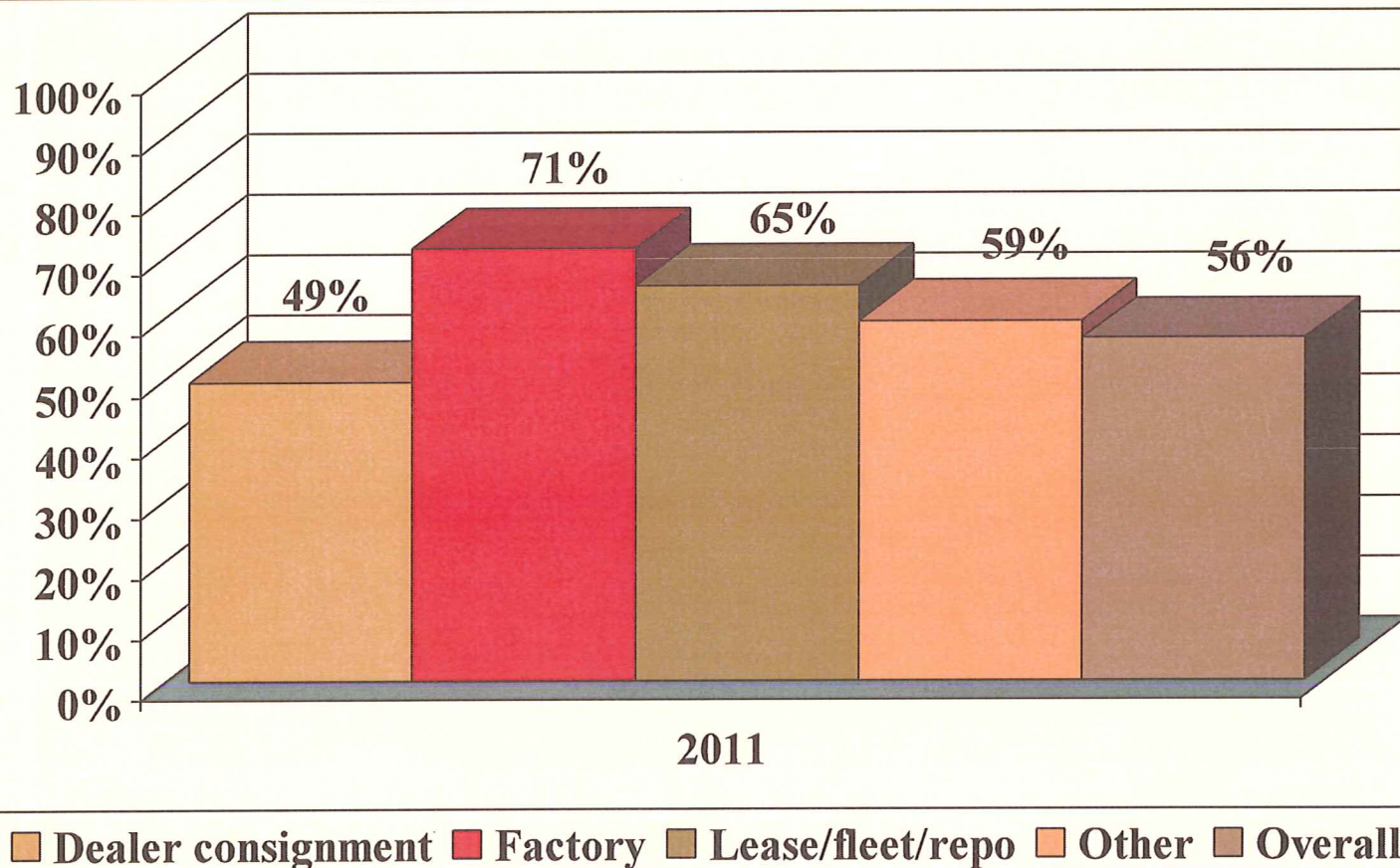
Average Price Per Unit By Chapter



Based on Actual Data Received











2011 Auction Industry Survey

Percentage of Units Sold to Entered



2011 Auction Industry Survey

Supplemental Data

 Average Vehicle Price per Internet Sale:		
- Bulletin Board		\$16,854
- On Line Only Auctions		\$16,601
- Simulcasting		\$14,826
 Average Auctioneer Pay		\$675
 Average Increase in Liability Insurance		5%
 Average Increase in Healthcare Insurance		15%
 Average Increase in Workers Comp		19%
 Average charitable contribution per auction		\$35,284
 Median charitable contribution per auction		\$9,434
 Any user/special taxes/impact fees pending	8-yes	134-no
 Mobile, dealer, offsite auctions conducted	70-yes	146-no
 Dealer consignment volumes affect 2012:		
	Increase	119
	Decrease	4
	No change	18