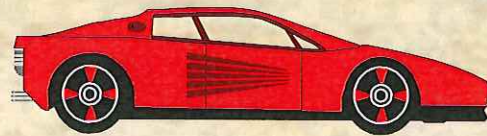


# Auction Industry Survey

For the Year Ended December 31, 2015

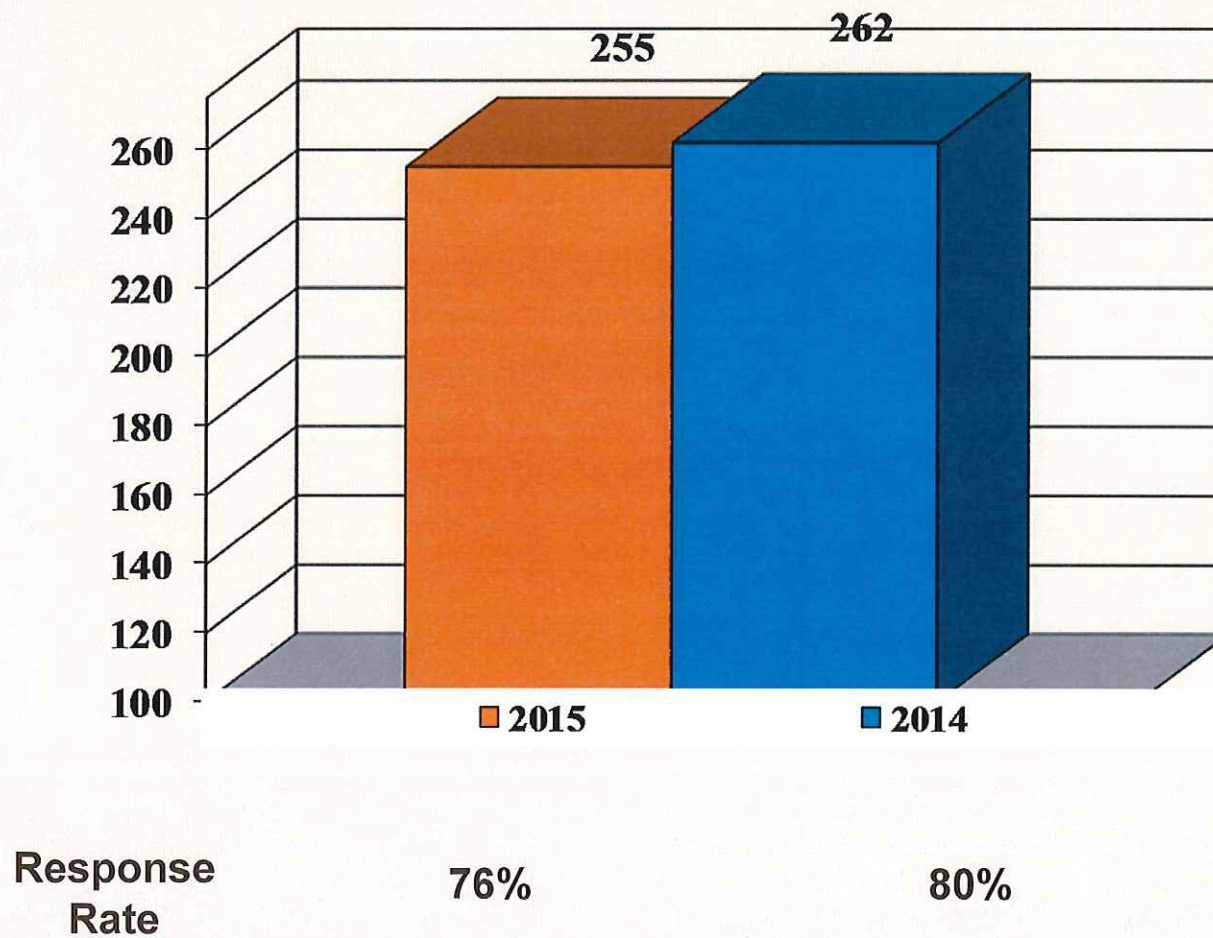


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CliftonLarsonAllen LLP

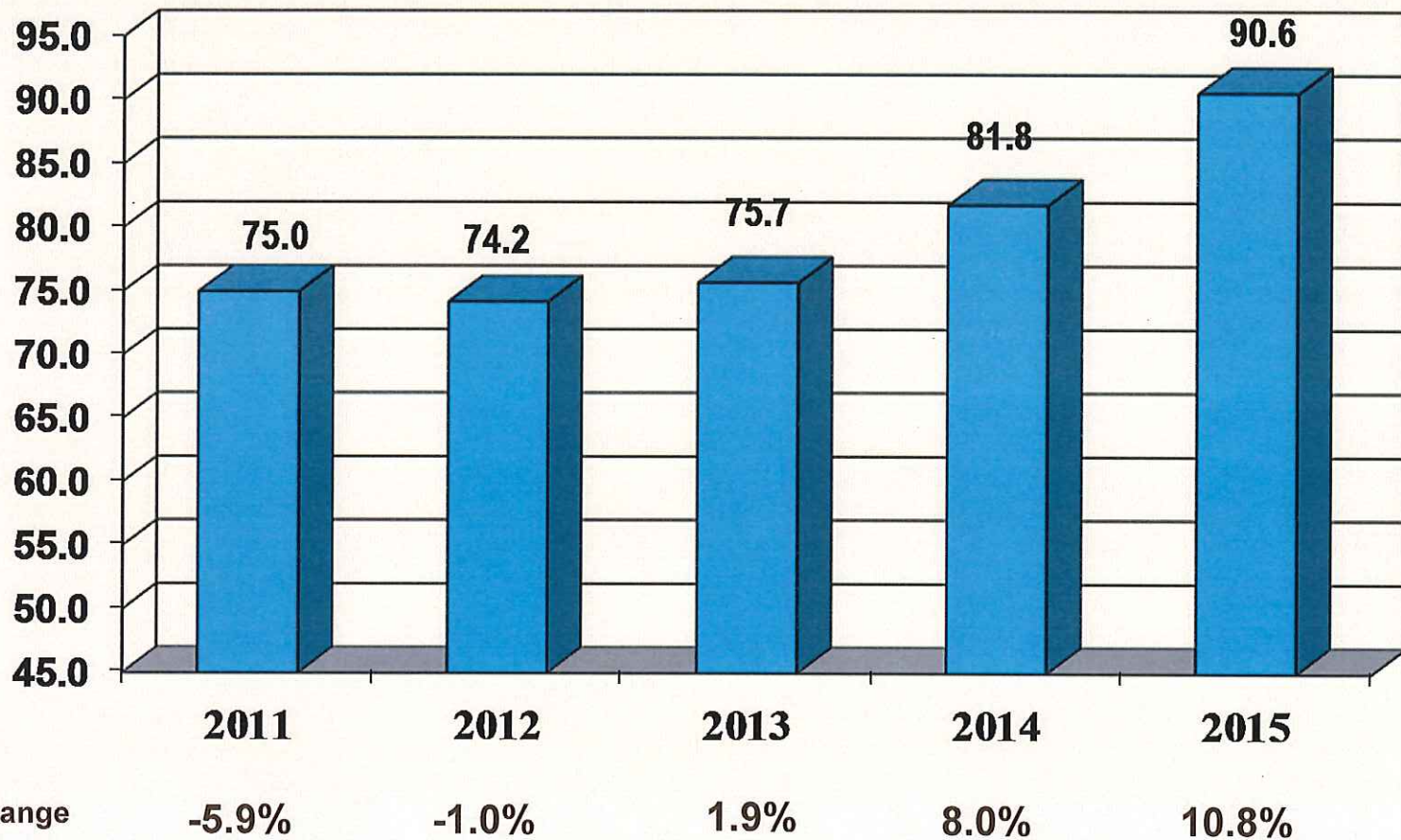
for the National Auto Auction Association

# 2015 Auction Industry Survey Participation



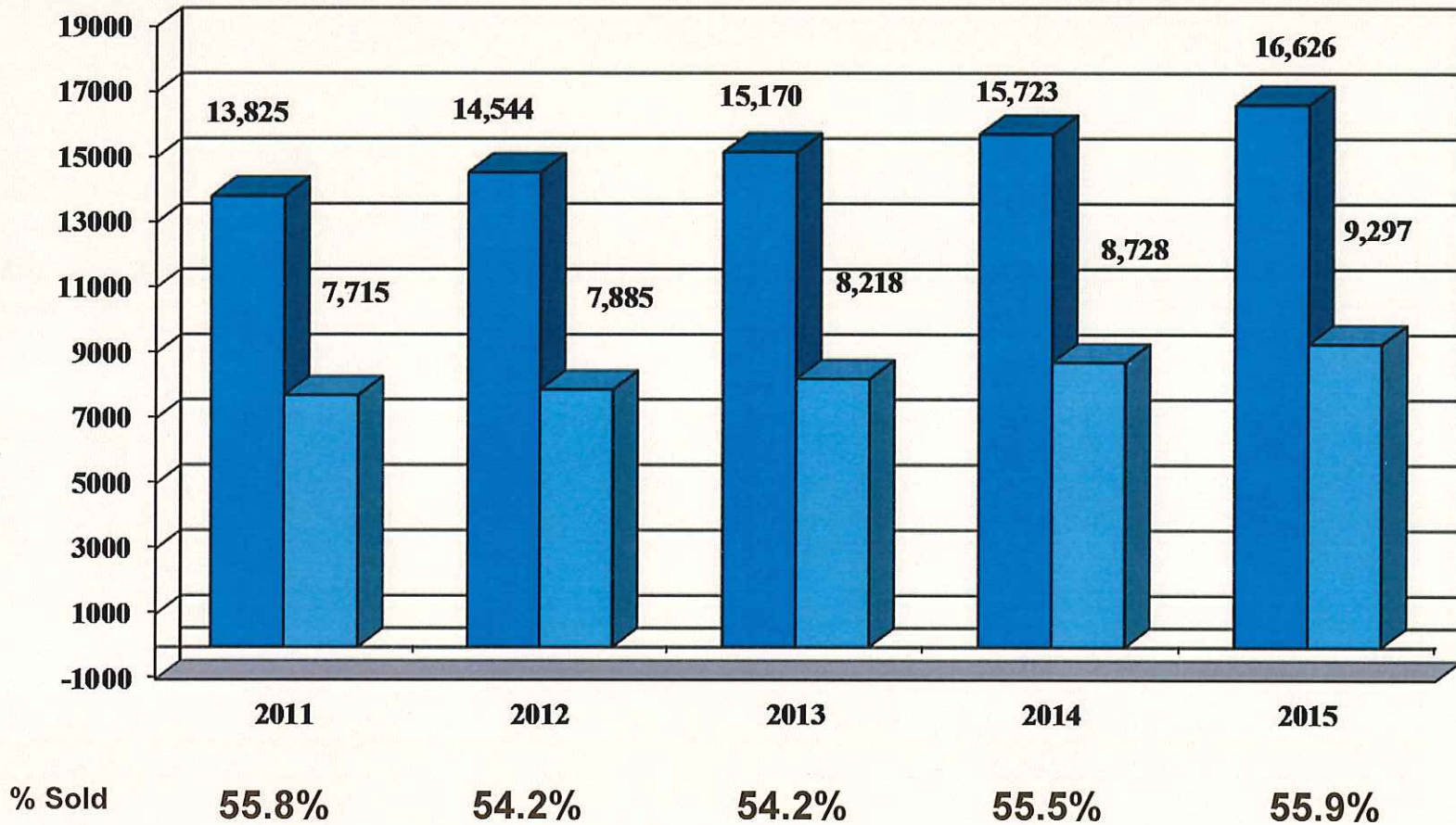
# 2015 Auction Industry Survey

## Projected Gross Value of Units Sold (Billions)



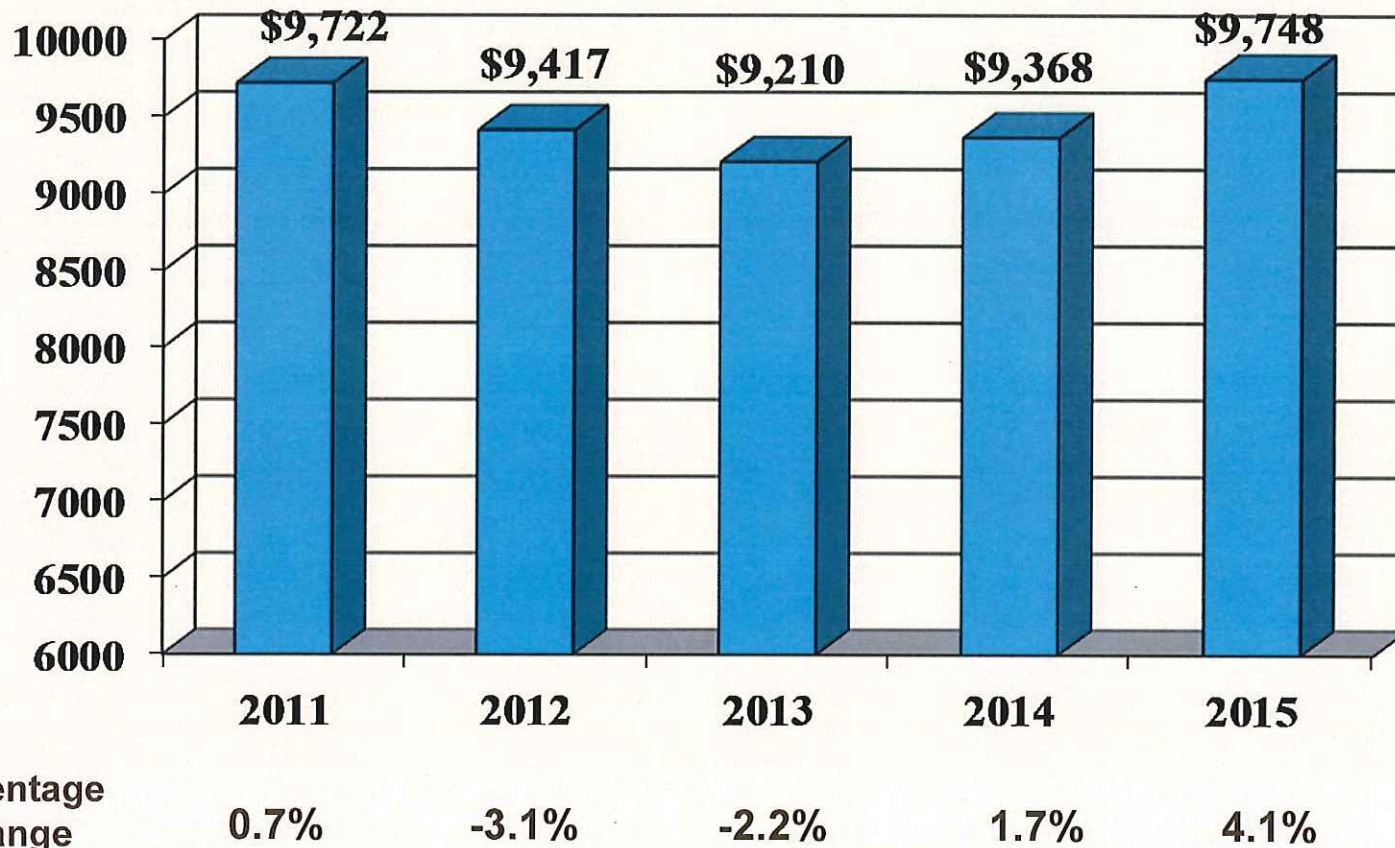
# 2015 Auction Industry Survey

## Projected Units Entered and Sold (000)



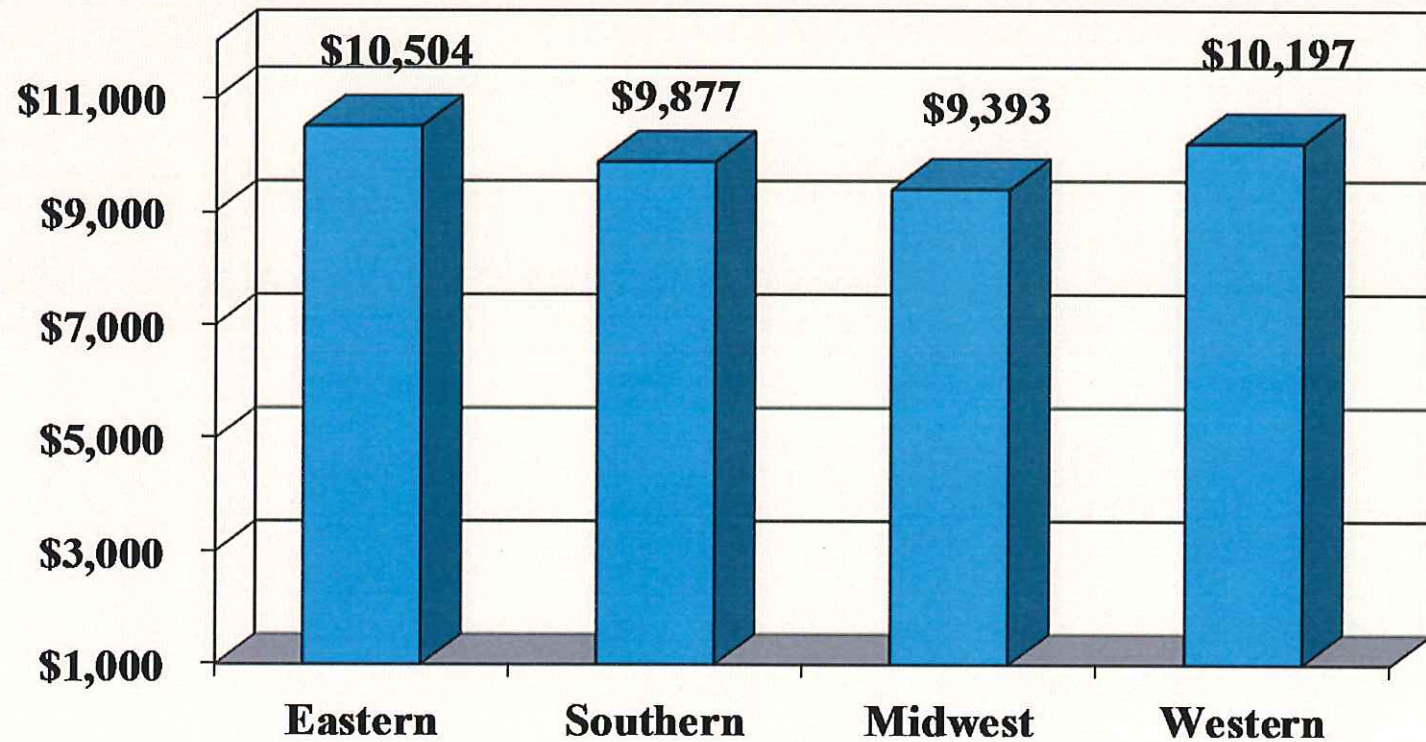
# 2015 Auction Industry Survey

## Projected Average Price Per Unit



# 2015 Auction Industry Survey

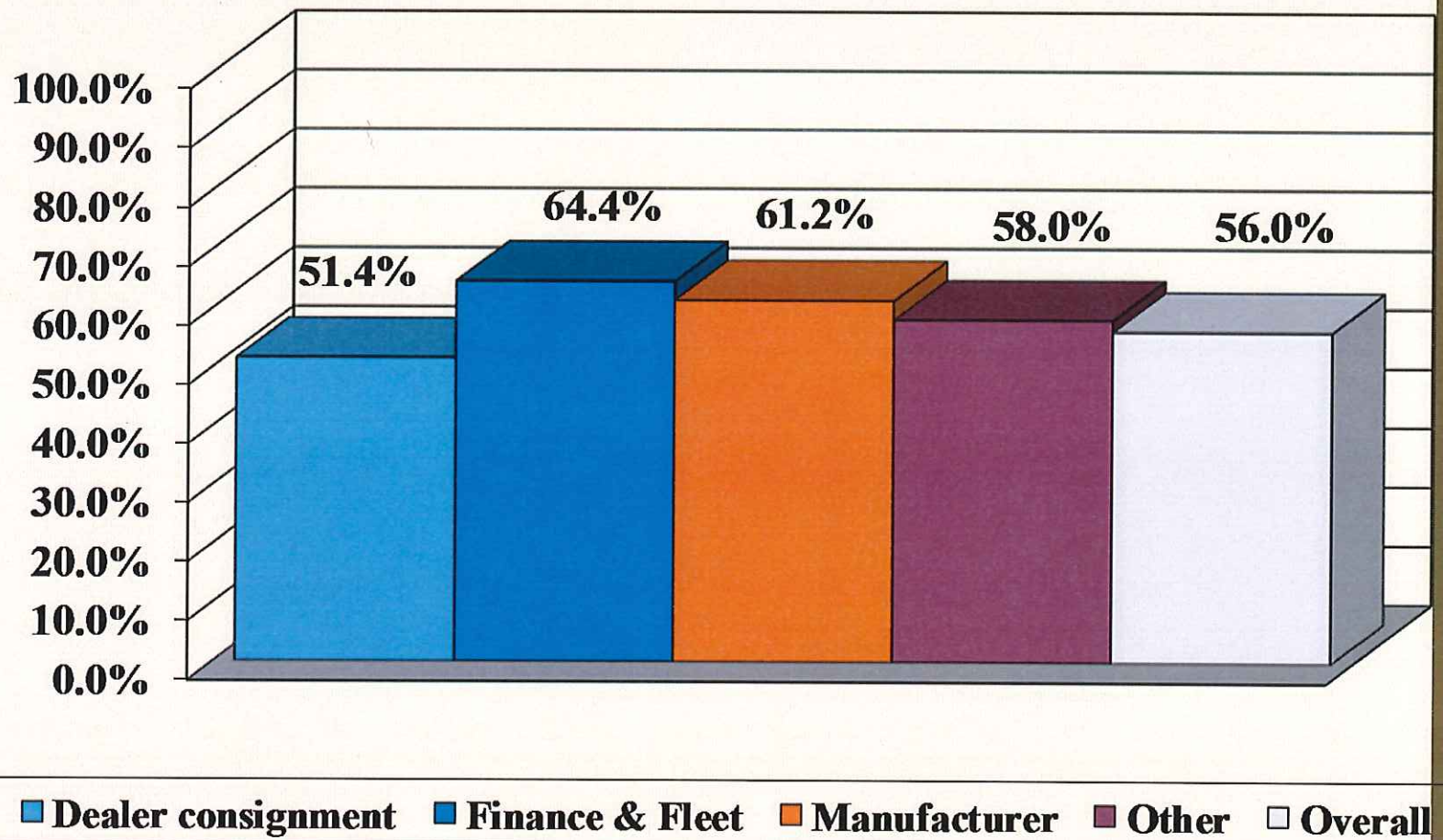
## Average Price Per Unit By Chapter



Based on Actual Data Received

# 2015 Auction Industry Survey








## Percentage of Units Sold to Entered



# 2015 Auction Industry Survey

## Supplemental Data

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 <b>Average Vehicle Price per Internet Sale:</b>	
– On Line Only Auctions	<b>\$17,243</b>
– Simulcasting	<b>\$14,937</b>
 <b>Average Auctioneer Pay</b>	<b>\$673</b>
 <b>Average Increase in Liability Insurance</b>	<b>22%</b>
 <b>Average Increase in Healthcare Insurance</b>	<b>8%</b>
 <b>Average Increase in Workers Comp</b>	<b>9%</b>
 <b>Average charitable contribution per auction</b>	<b>\$17,181</b>
 <b>Median charitable contribution per auction</b>	<b>\$5,922</b>



The image shows the cover of a spiral-bound notebook. The cover is a light beige or cream color with a subtle, mottled texture. A dark brown border frames the entire page. On the left side, a silver metal spiral binding is visible, consisting of several loops. The text is centered on the page in a dark brown, serif font. The main title is 'Auction Industry Survey', followed by the subtitle 'For the Year Ended December 31, 2015'. Below that, it says 'Compiled by: CliftonLarsonAllen' and 'for the National Auto Auction Association'.

# Auction Industry Survey

For the Year Ended December 31, 2015

Compiled by:

CliftonLarsonAllen

for the National Auto Auction Association