

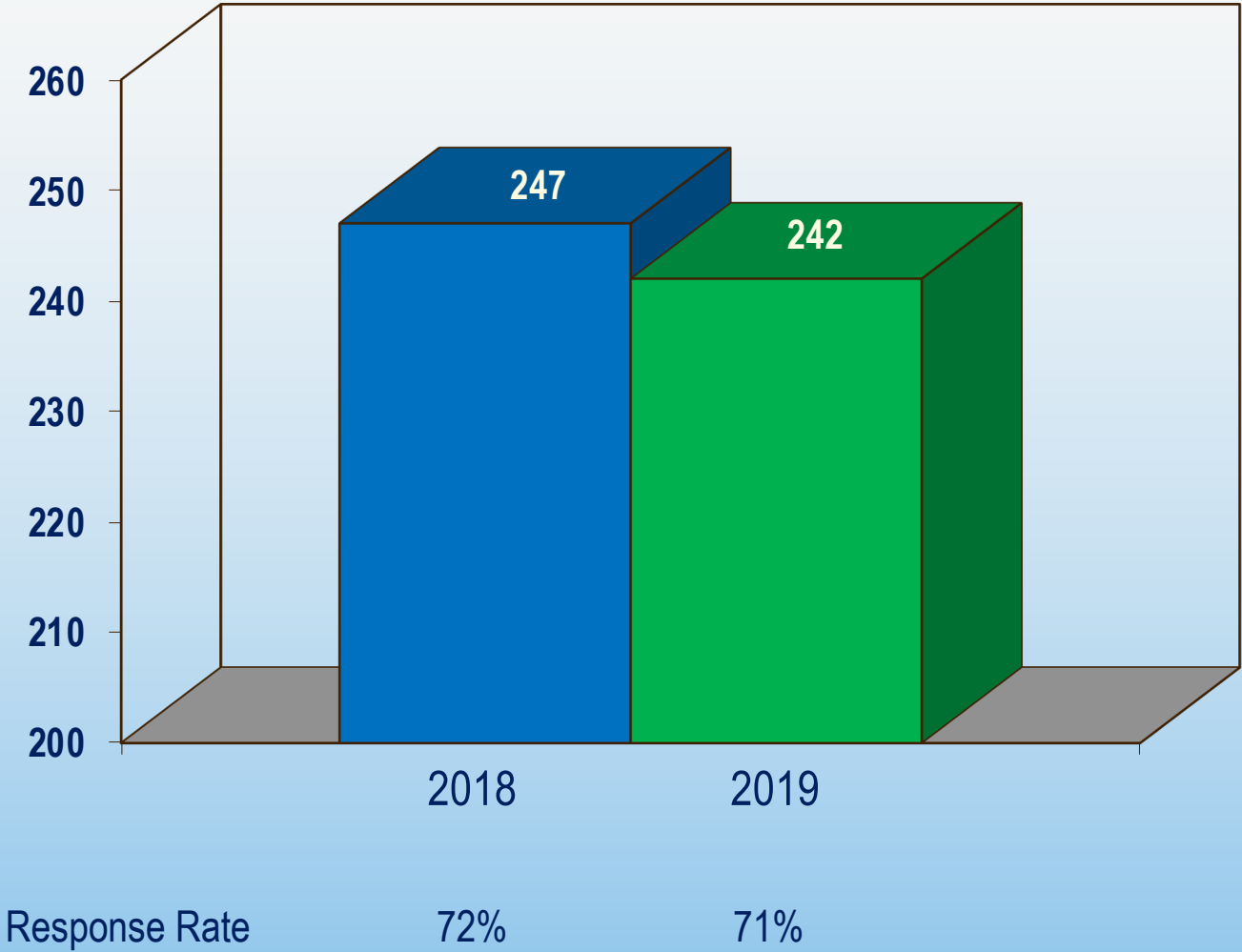
NATIONAL AUTO AUCTION ASSOCIATION

# Auction Industry Survey

FOR THE YEAR ENDED DECEMBER 31, 2019

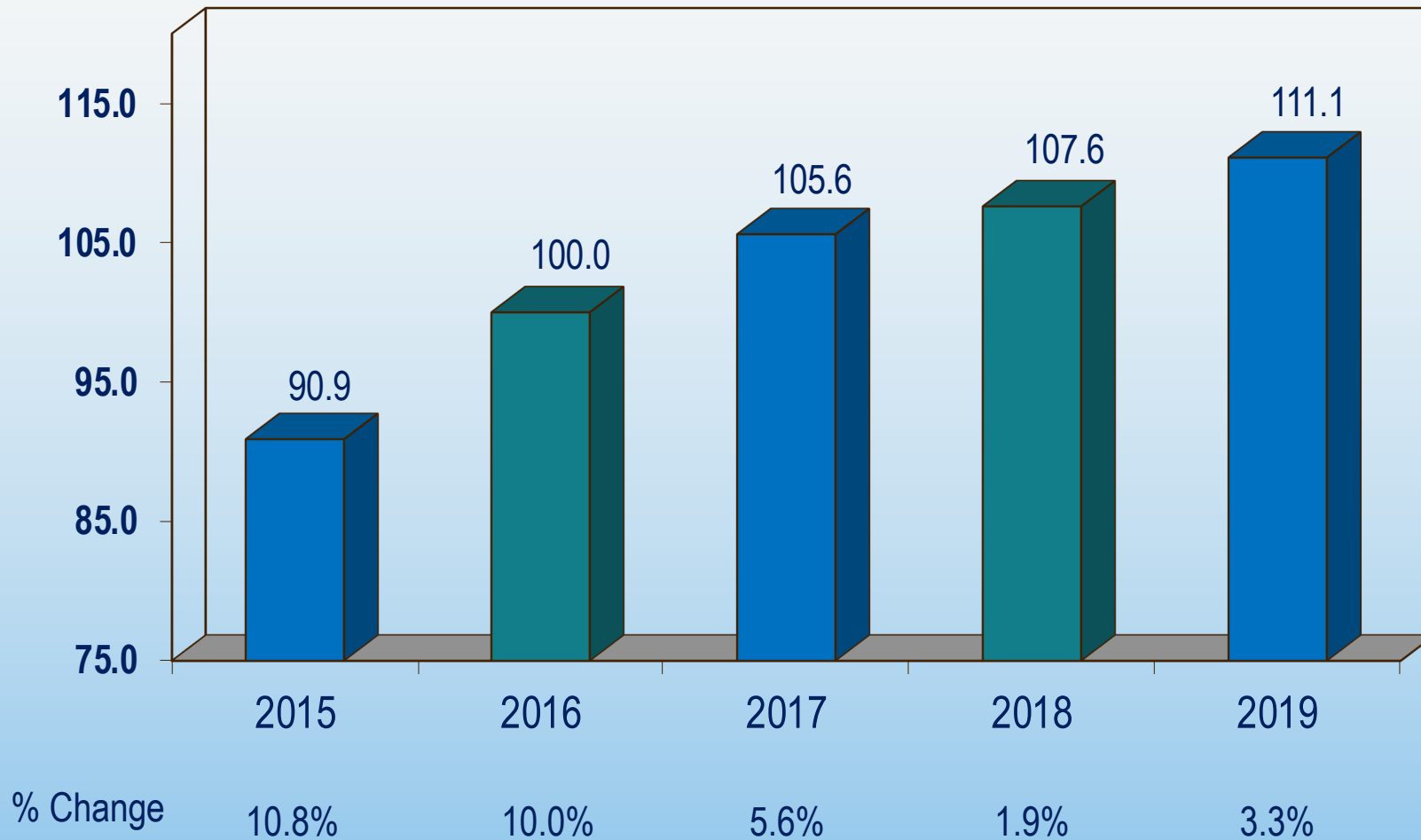


# 2019 Auction Industry Survey Participation



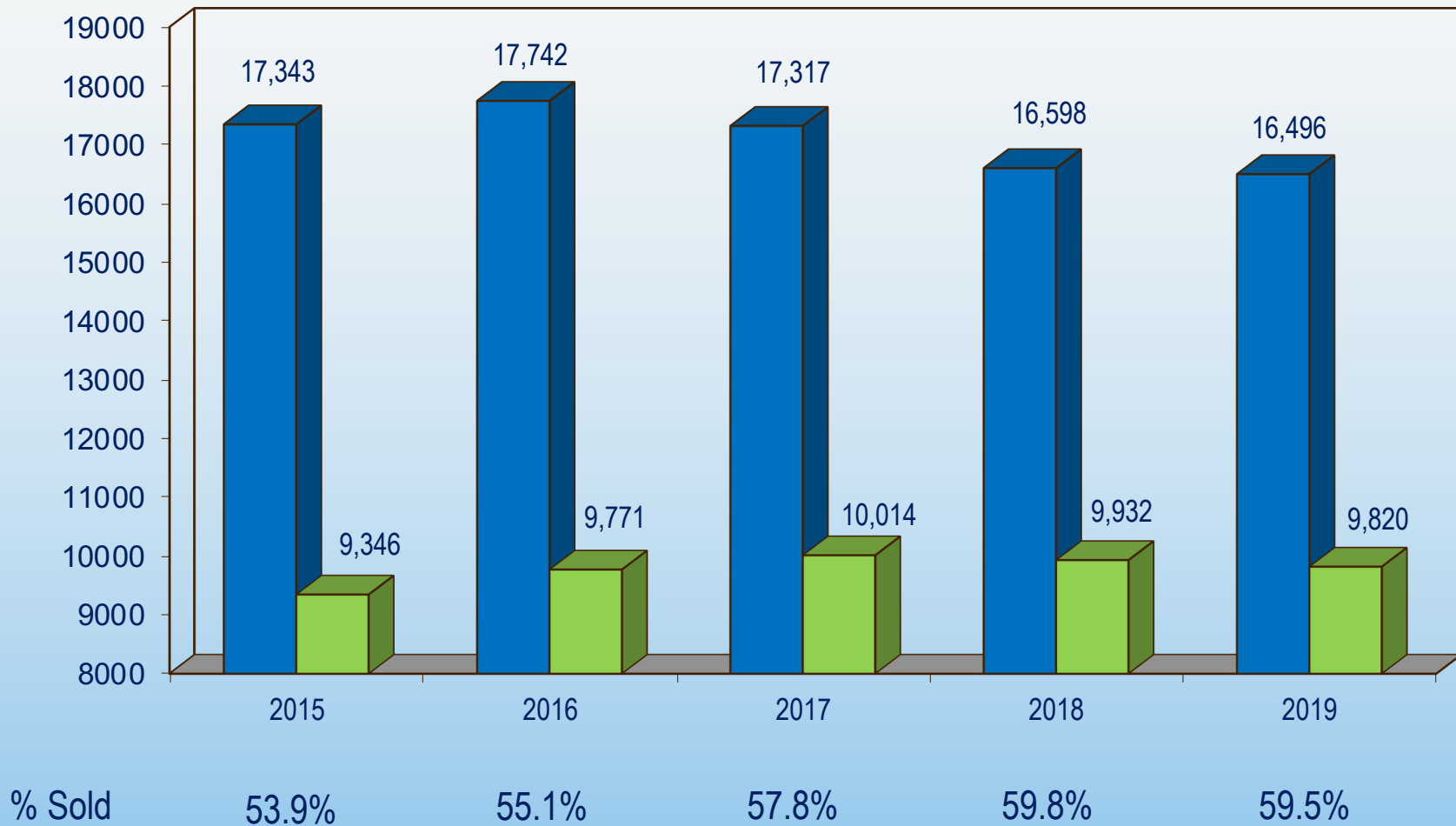
# 2019 Auction Industry Survey

## Projected Gross Value of Units Sold (Billions)

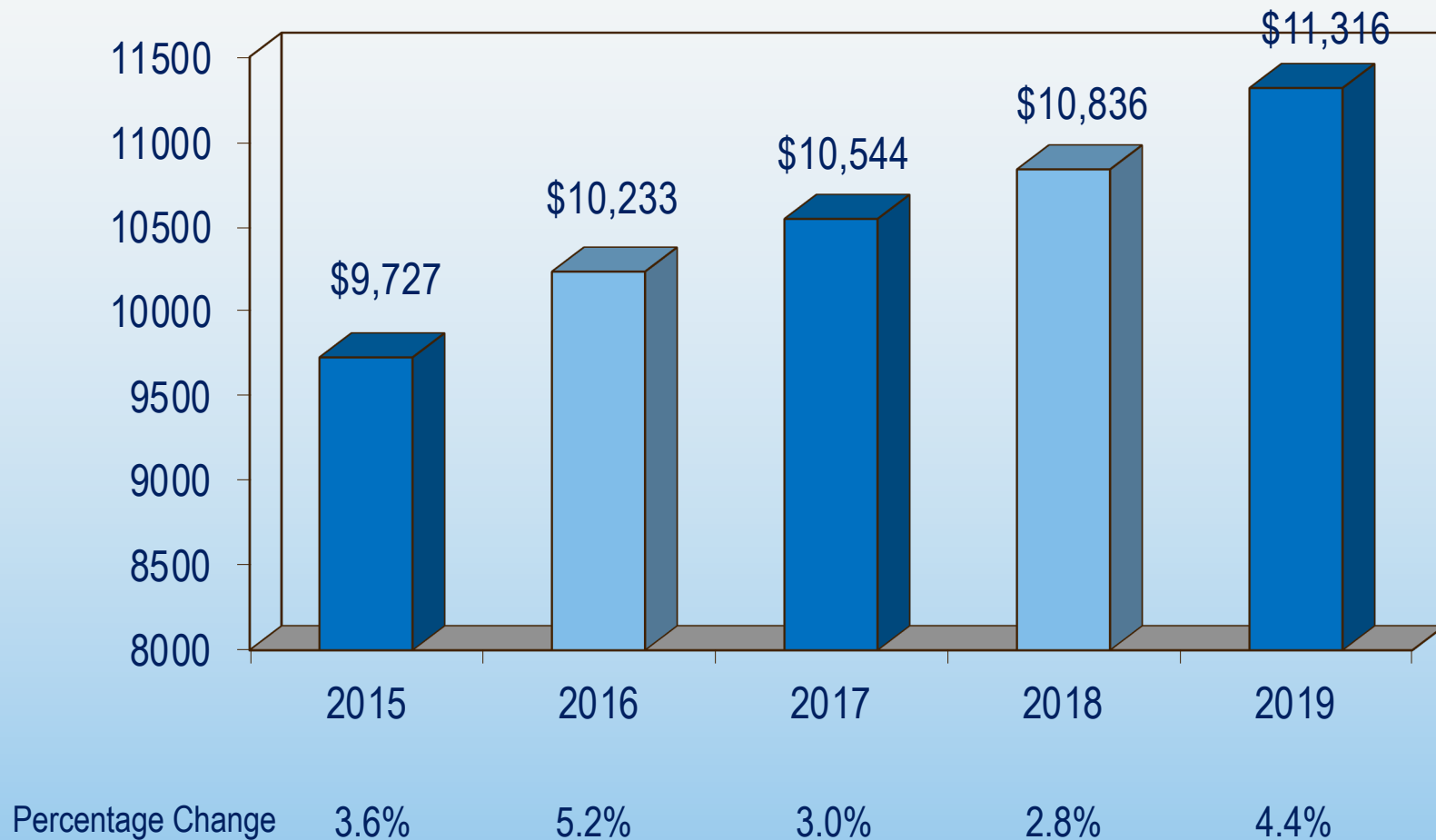


# 2019 Auction Industry Survey

## Projected Units Entered and Sold (000)

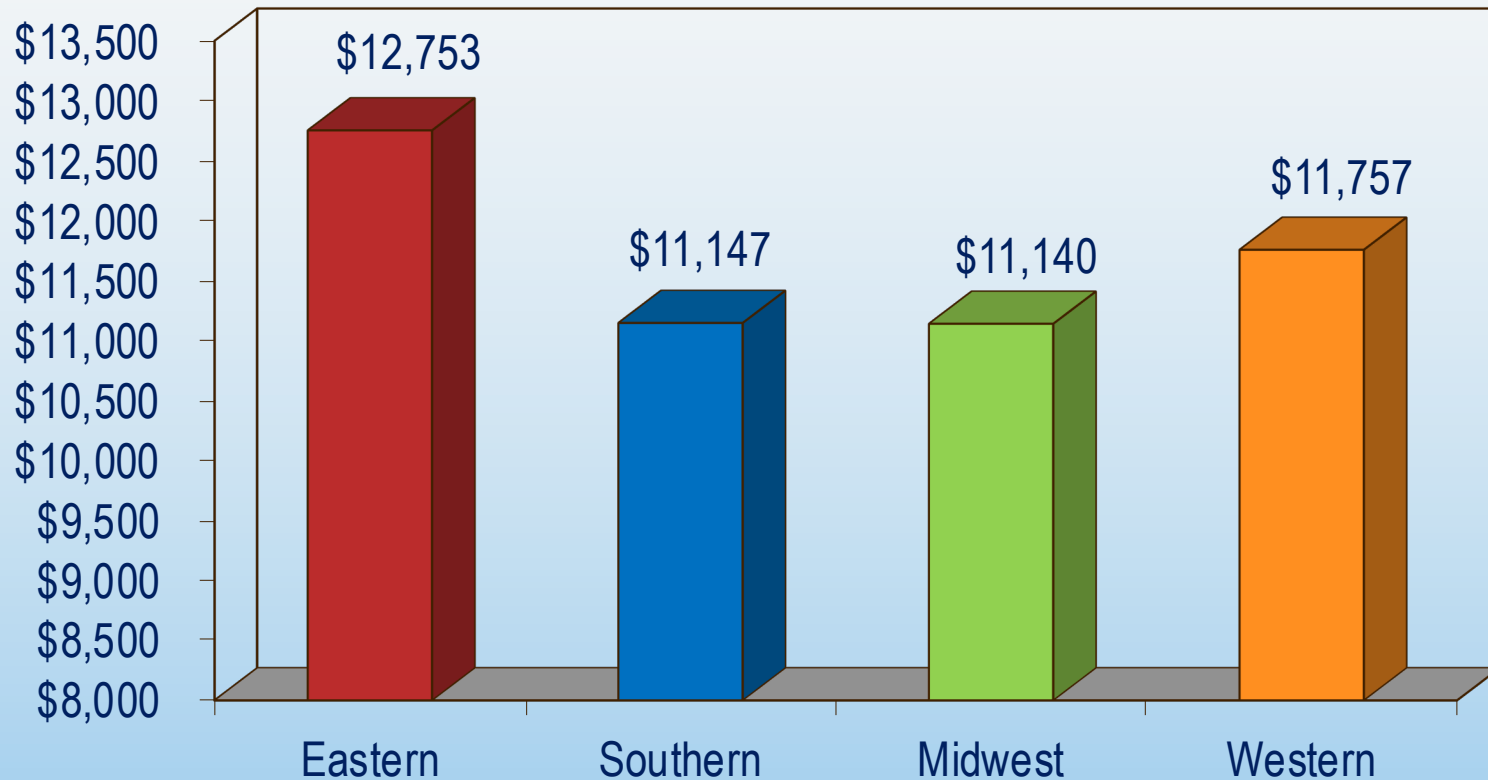


# 2019 Auction Industry Survey Projected Average Price Per Unit



# 2019 Auction Industry Survey

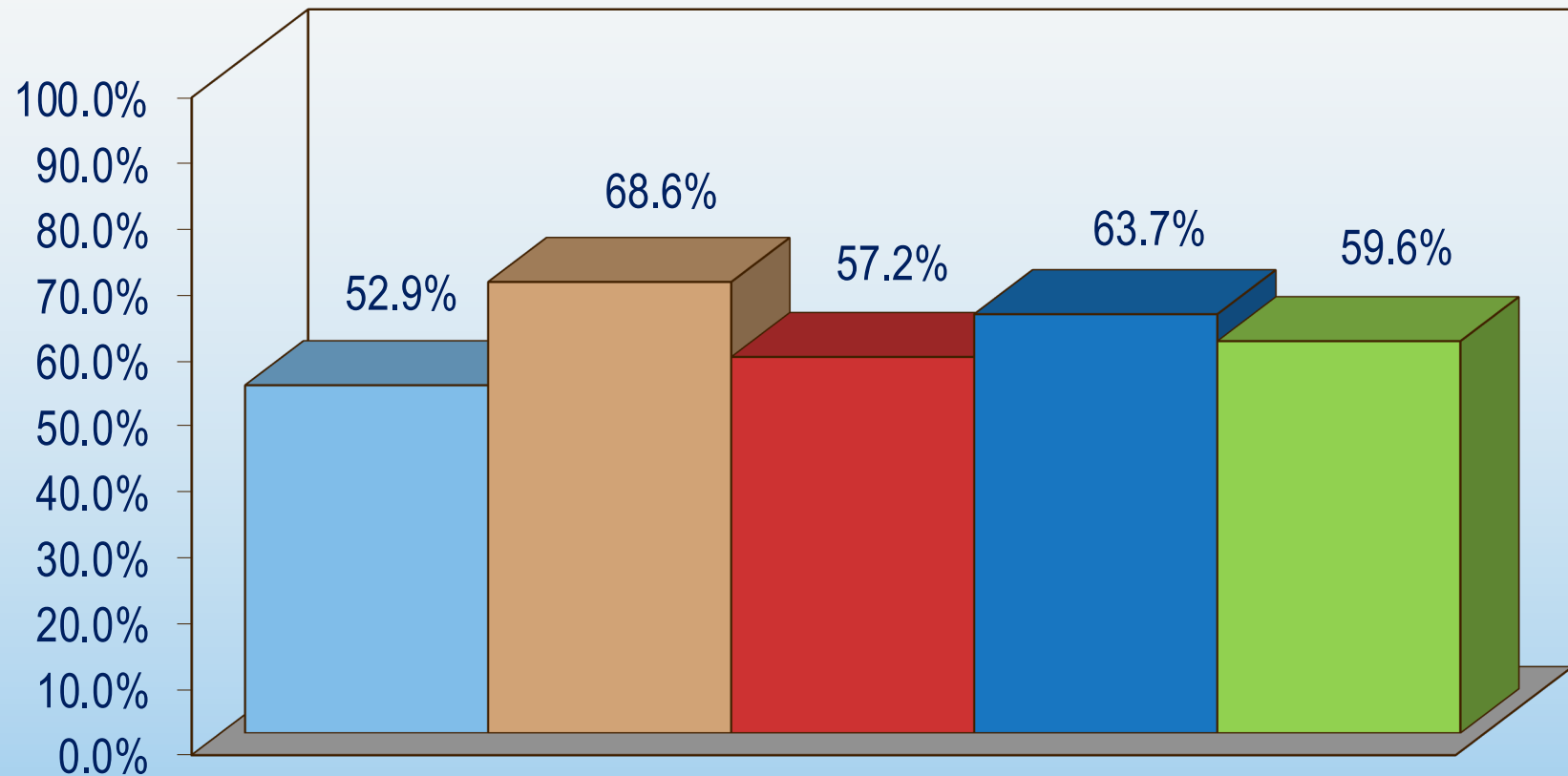
## Average Price Per Unit By Chapter



Based on Actual Data Received

# 2019 Auction Industry Survey

## Percentage of Units Sold to Entered



□ Dealer consignment

□ Finance & Fleet

□ Manufacturer

□ Other

□ Overall

# 2019 Auction Industry Survey Supplemental Data

✓ Average Vehicle Price per Internet Sale:	
– Online Only Auctions	\$18,559
– Simulcasting	\$15,033
✓ Average Auctioneer Pay	\$727
✓ Average Increase in Liability Insurance	7%
✓ Average Increase in Healthcare Insurance	6%
✓ Average Increase in Workers Comp	-1%
✓ Average charitable contribution per auction	\$13,878
✓ Median charitable contribution per auction	\$4,200