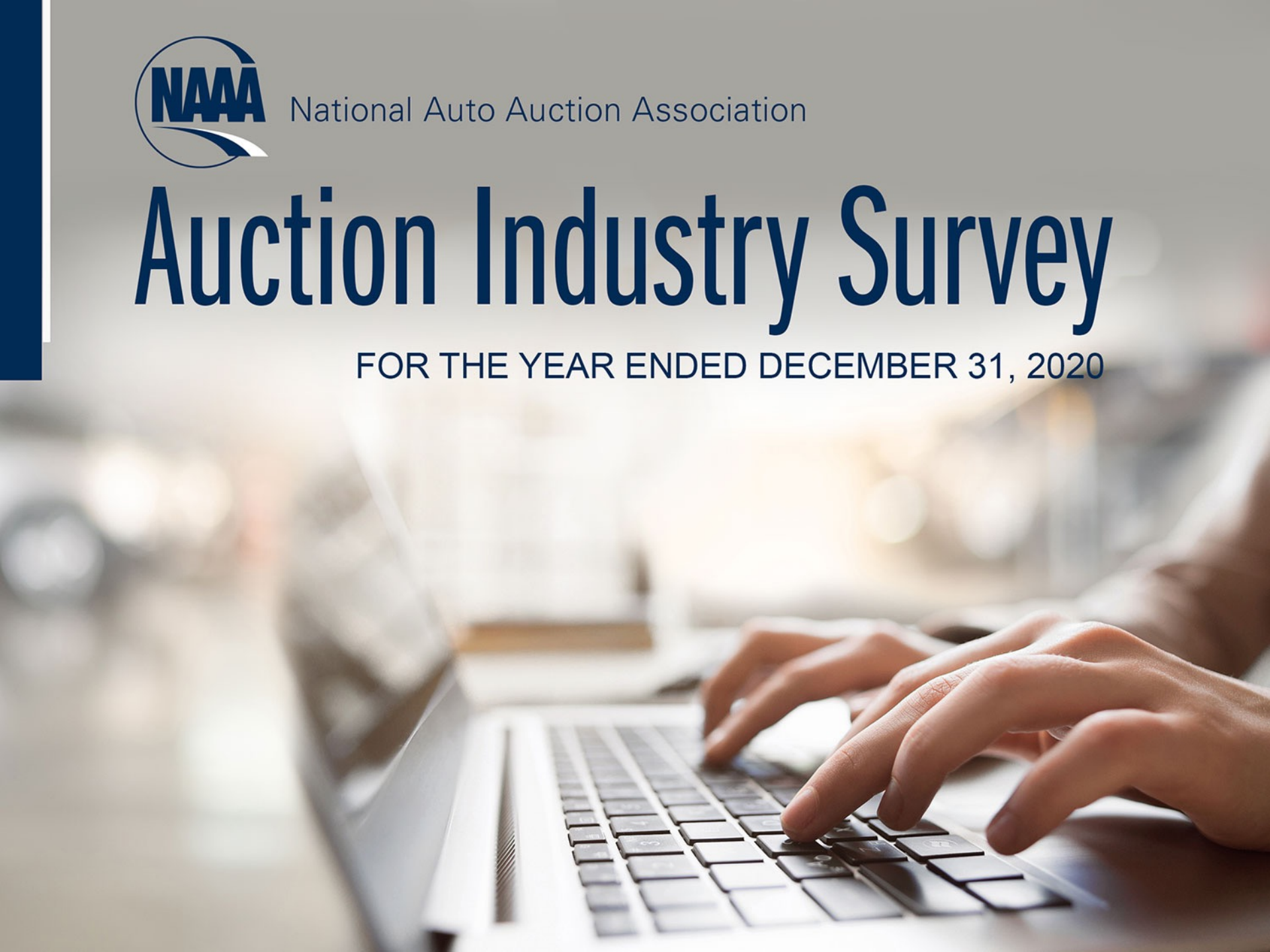




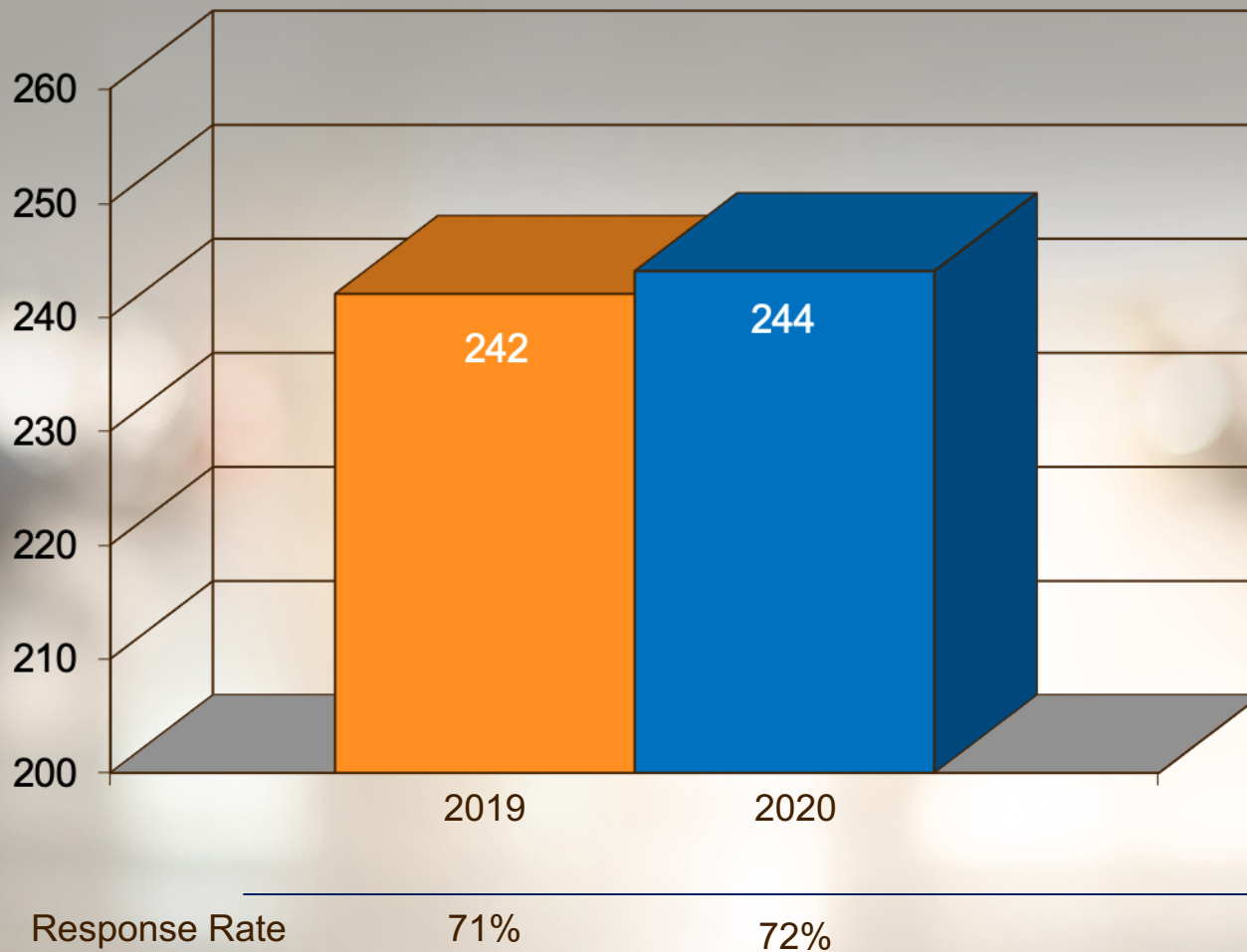
National Auto Auction Association

Auction Industry Survey

FOR THE YEAR ENDED DECEMBER 31, 2020

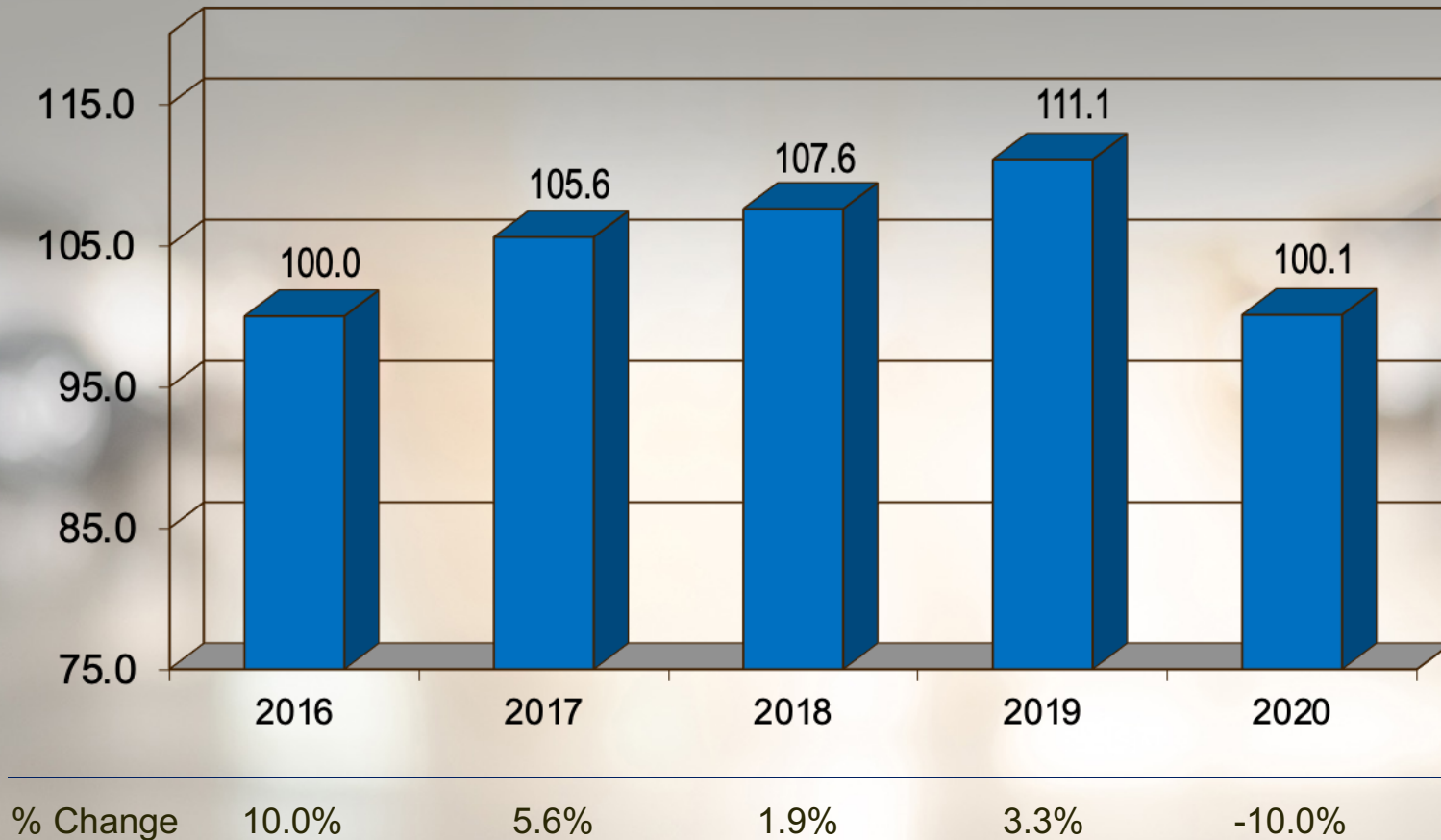


2020 Auction Industry Survey Participation



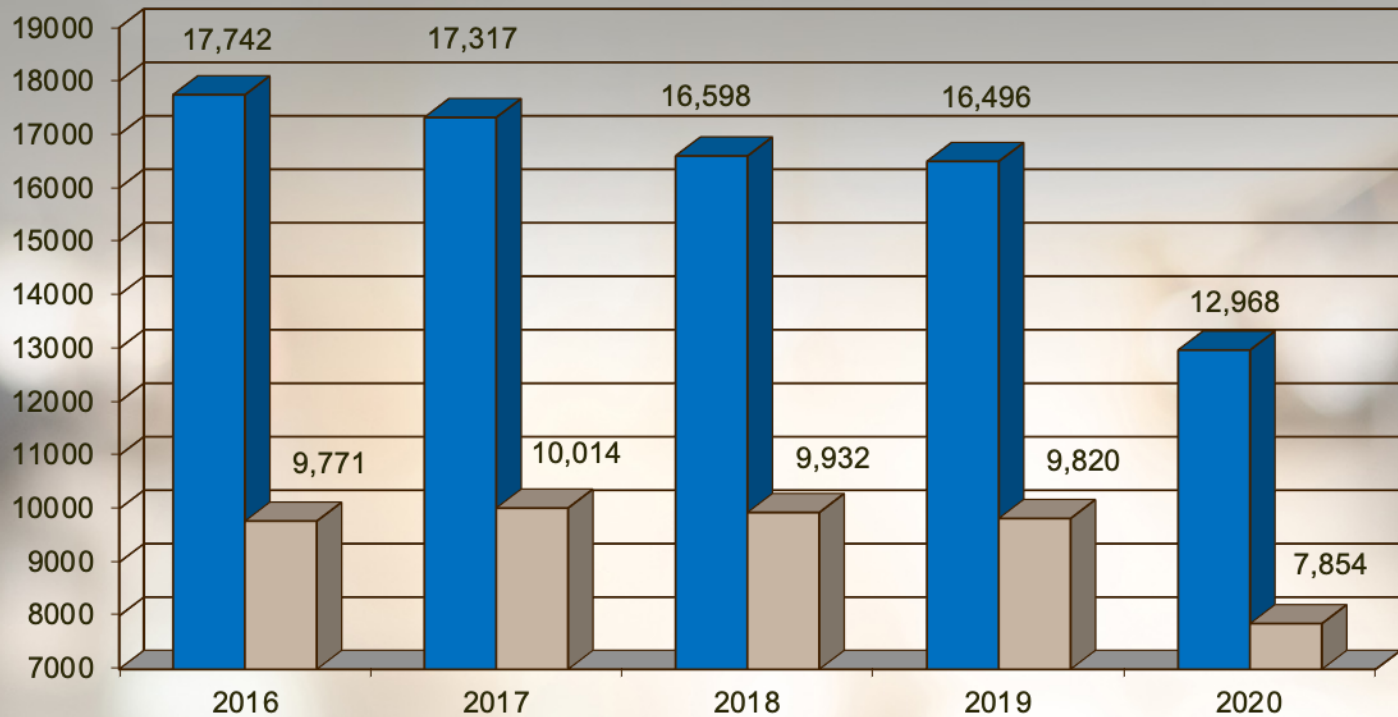
2020 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



2020 Auction Industry Survey

Project Units Entered and Sold (000)



% Sold

55.1%

57.8%

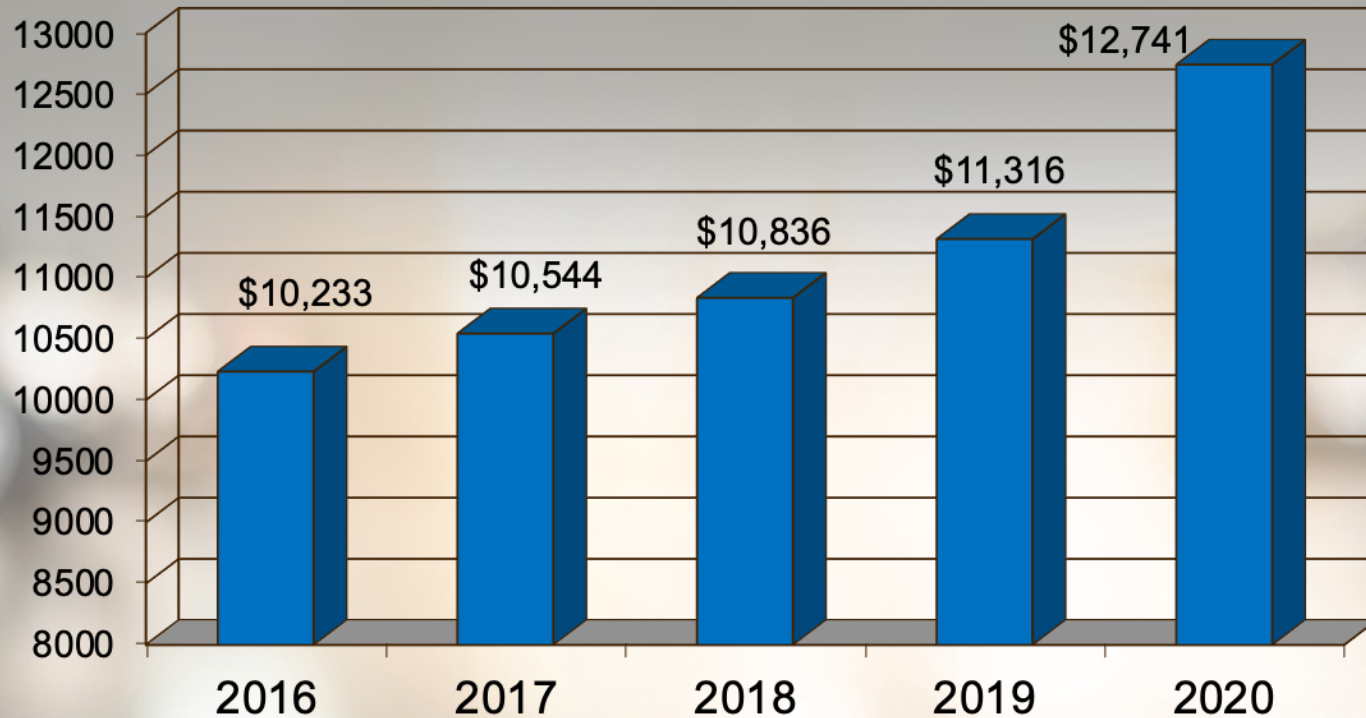
59.8%

59.5%

60.6%

2020 Auction Industry Survey

Projected Average Price Per Unit



Percentage
Change

5.2%

3.0%

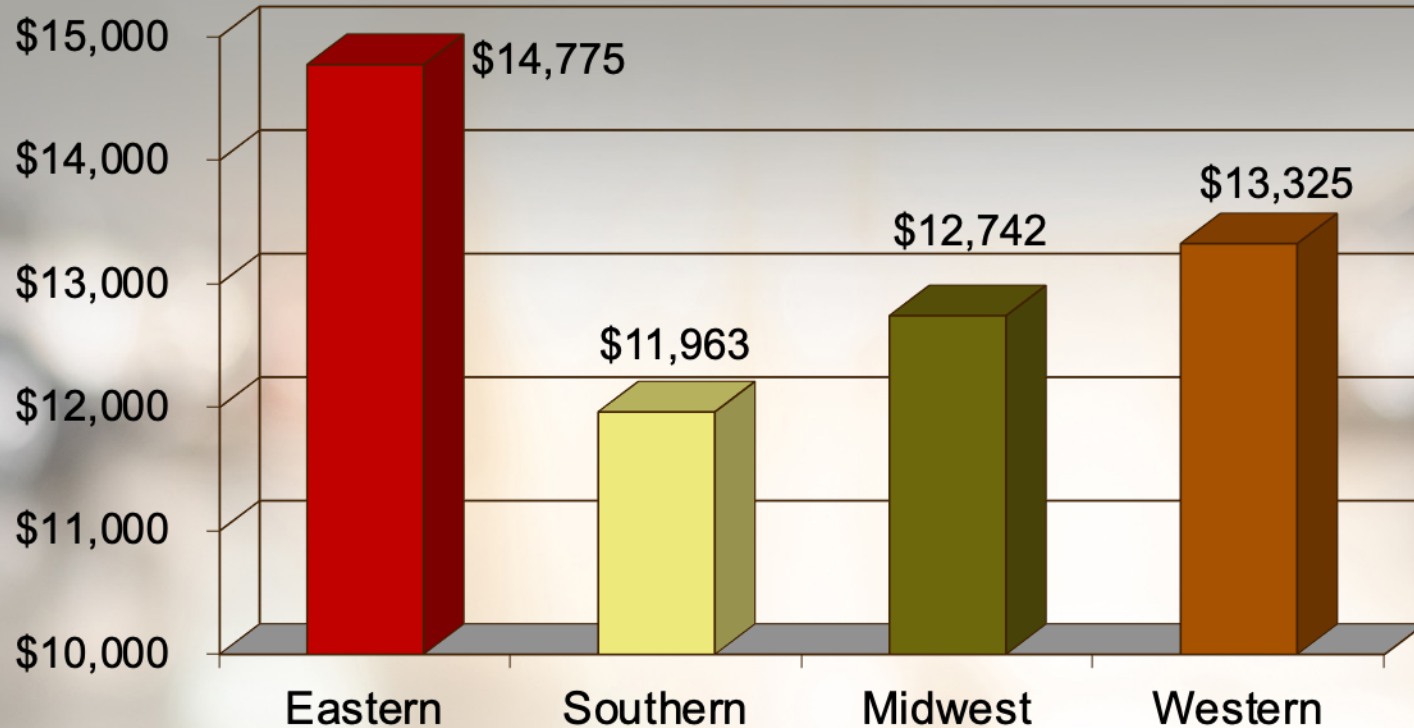
2.8%

4.4%

12.6%

2020 Auction Industry Survey

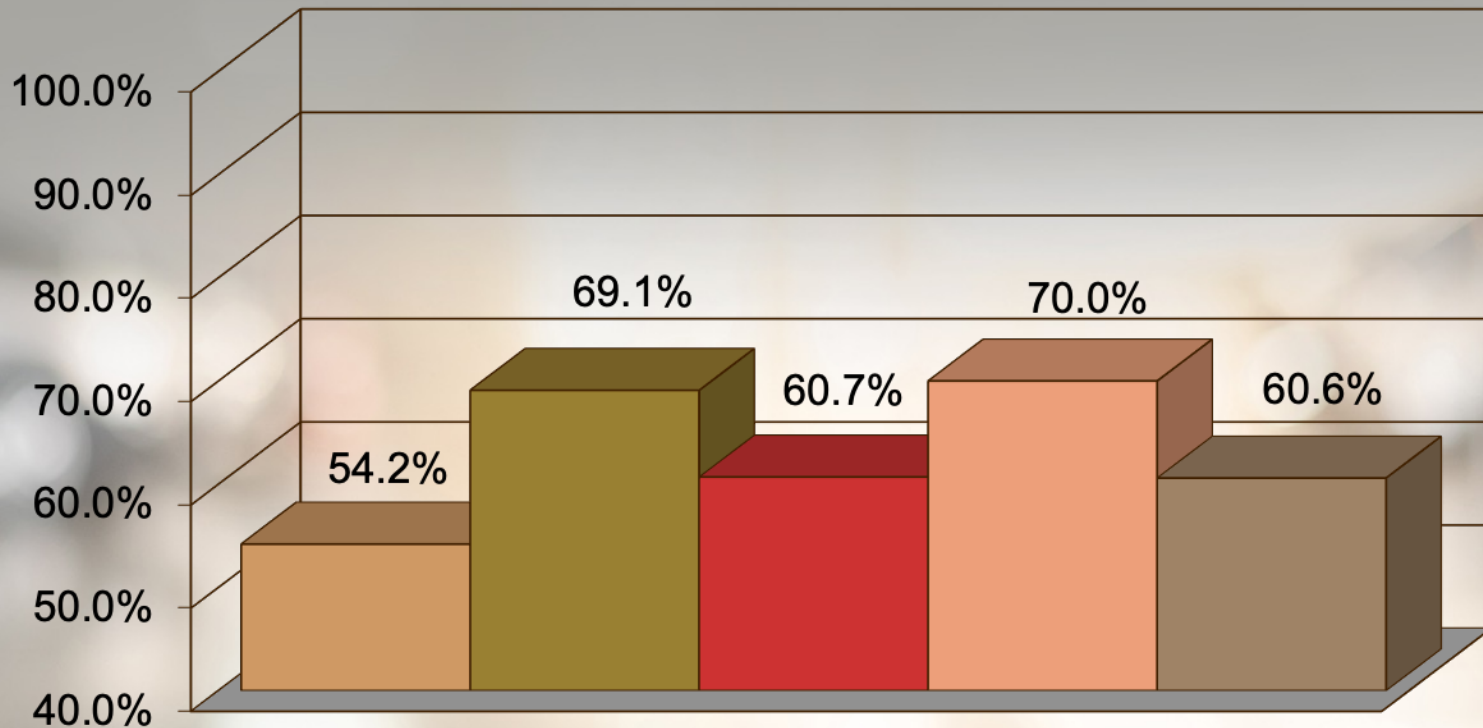
Average Price Per Unit By Chapter



Based on Actual Data Received

2020 Auction Industry Survey

Percentage of Units Sold to Entered



■ Dealer consignment ■ Finance & Fleet ■ Manufacturer ■ Other ■ Overall

2020 Auction Industry Survey Supplemental Data

✓ Average Vehicle Price per Internet Sale:	
– On Line Only Auctions	\$15,777
– Simulcasting	\$12,921
✓ Average Auctioneer Pay	\$791
✓ Average Increase in Liability Insurance	6%
✓ Average Increase in Healthcare Insurance	0%
✓ Average Increase in Workers Comp	0%
✓ Average charitable contribution per auction	\$14,980
✓ Median charitable contribution per auction	\$1,651