



**National Auto Auction Association  
Confidential 2018 Auction Industry Survey**

**Please Provide All Contact Information should there be questions relative to the survey data provided.**

Unique Auction ID:		"NAAA Directory" Auction Name:	
Contact Name:		Phone:	
		Email:	

**I. UNIT SALES:** *(EACH SELLER TYPE CATEGORY SHOULD INCLUDE PASSENGER\*, SPECIALTY\*, AND SALVAGE\* VEHICLES)*  
**IMPORTANT DATA PLEASE PROVIDE AND VERIFY**

Year Ended December 31, 2018	BY SELLER TYPE	
Seller Type Categories: <i>(Each category should include Passenger*, Specialty*, &amp; Salvage*)</i>	UNITS ENTERED* <i>Units Entered include each time a single unit was entered until sold.</i>	UNITS SOLD*
Dealer Consignment*		
Finance & Fleet (Lease, fleet, repo)*		
Manufacturer (Factory)*		
Other*		
<b>TOTAL UNITS SOLD [A]</b>		

**REVENUE: IMPORTANT DATA PLEASE PROVIDE AND VERIFY**

Gross value of all vehicles sold (Report in U.S. Dollars) [B]	\$
Reasonableness Test: Average value of vehicles sold [B/A]	\$

**Please verify that the above reasonableness test fairly represents the average value of vehicles sold.**

**II. UNITS SOLD\* BY VEHICLE TYPE (Total All Vehicle Types Sold Should Agree With [A] above)**

VEHICLE TYPES:	By Vehicle Type TOTAL UNITS SOLD*
Passenger*	
Specialty*	
Salvage*	
<b>Total All Vehicle Types Sold</b>	<b>← Total All Vehicle Types Sold Should Agree With TOTAL UNITS SOLD [A] above.</b>

**III. INTERNET AUCTIONS:**

Online Categories:	Number of Units Sold [C] <i>(included in numbers reported in Section I. - Total Units Sold [A] above)</i>	Gross Value of Units Sold [D] <i>(U. S. Dollars)</i>	Reasonableness Test: Average value of online vehicles sold [D/C] <i>(U. S. Dollars)</i>
Online (excluding Simulcasting)*		\$	\$
Simulcasting*		\$	\$
<b>TOTALS</b>		\$	\$

**Please verify that the above reasonableness test fairly represents the average value of online vehicles sold.**

**IV. PAYROLL & CONTRACTED SERVICES:**

Total 2018 Payroll:* (Report in U.S. Dollars)	\$
Total 2018 Contracted Services:* (Report in U.S. Dollars)	\$

**V. SUPPLEMENTAL INFORMATION:**

Average (sub-contract) auctioneer pay per day (Report in U.S. Dollars):	\$
Average percentage increase (decrease) of <i>Liability insurance</i> over past year:	%
Average percentage increase (decrease) of <i>Healthcare insurance</i> over past year:	%
Average percentage increase (decrease) of <i>Workers Comp</i> insurance over past year:	%
Charitable contributions paid in 2018 (Report in U.S. Dollars):	\$