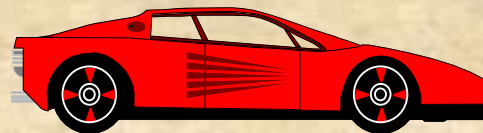


Auction Industry Survey

For the Year Ended December 31, 2013

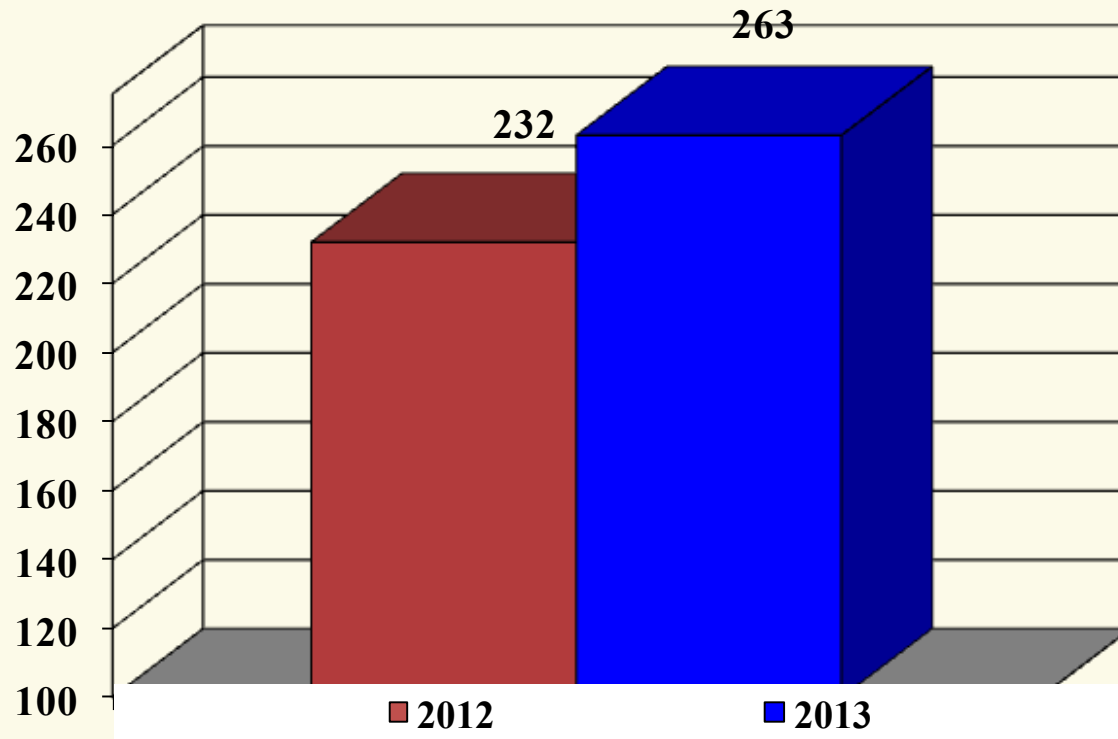


Compiled by:

CliftonLarsonAllen LLP

for the National Auto Auction Association

2013 Auction Industry Survey Participation



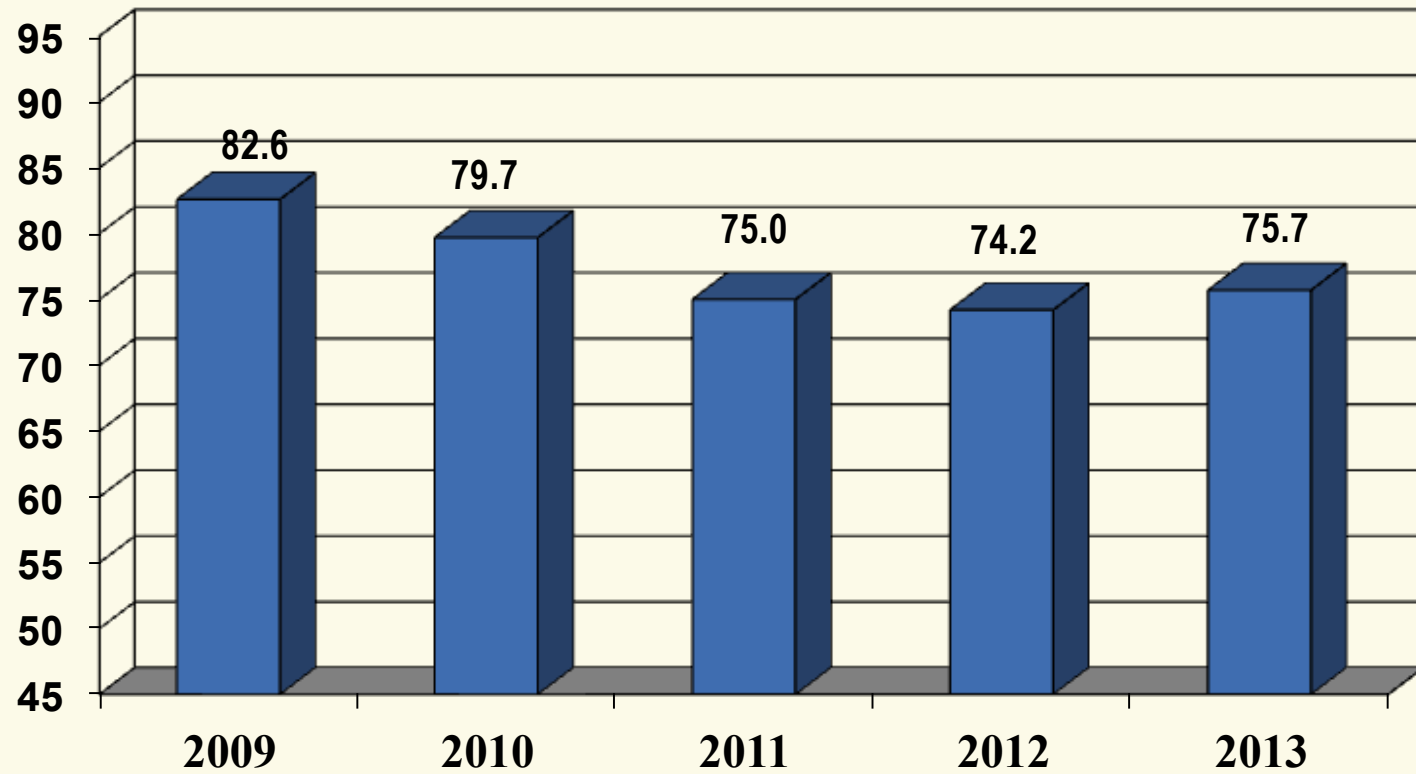
**Response
Rate**

74%

81%

2013 Auction Industry Survey

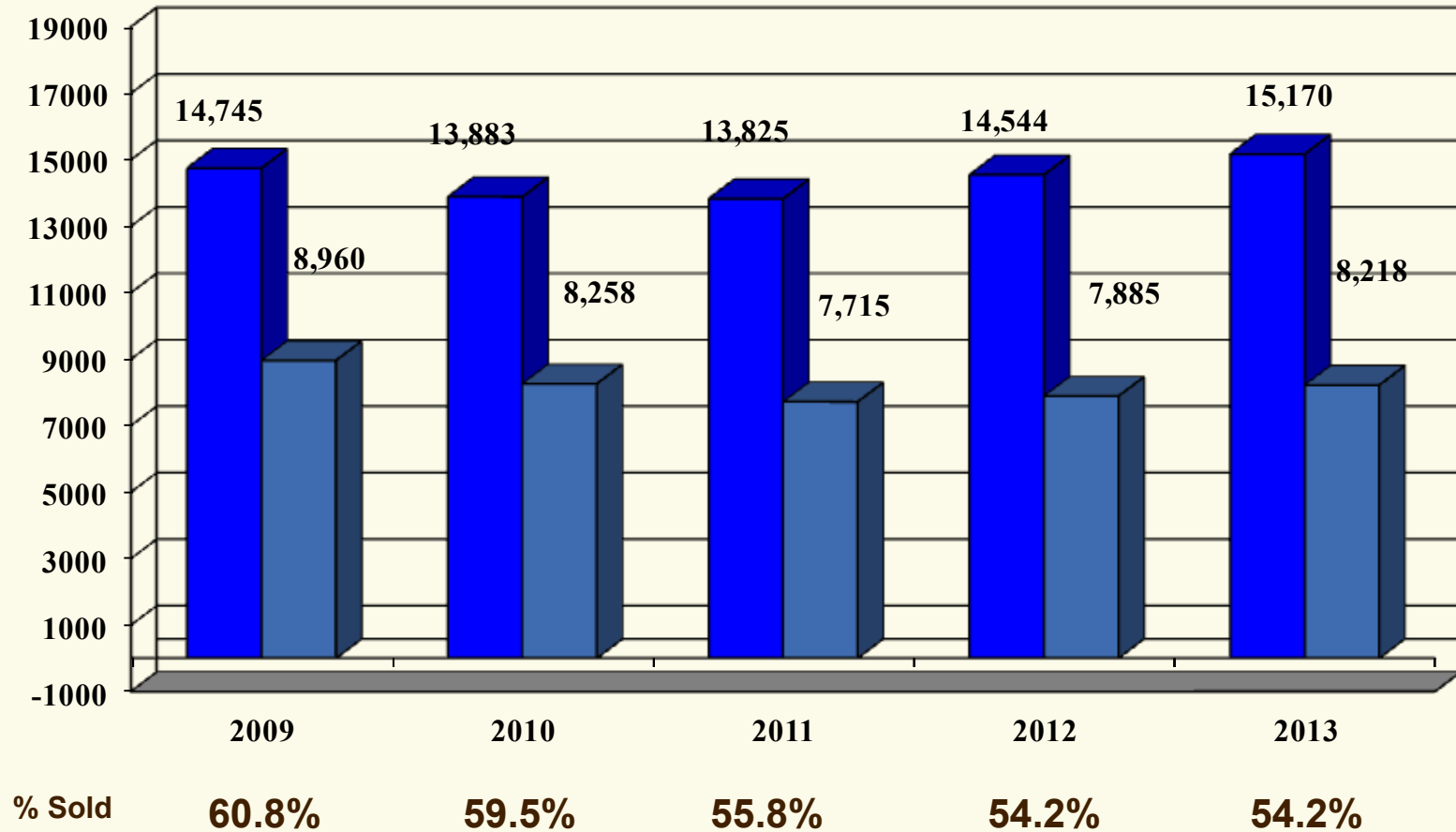
Projected Gross Value of Units Sold (Billions)



% Change	2009	2010	2011	2012	2013
	-2.4%	-3.5%	-5.9%	-1.0%	1.9%

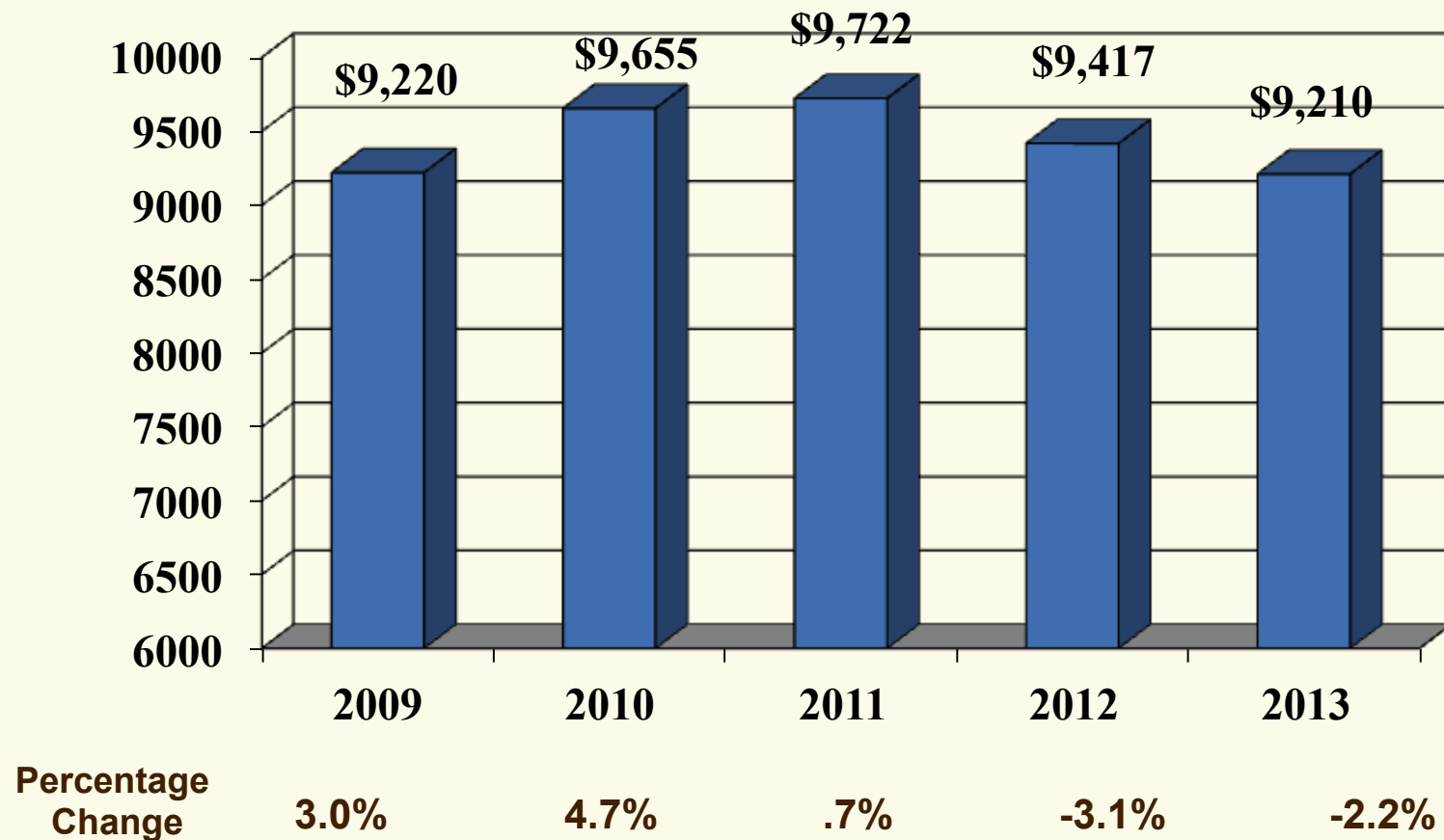
2013 Auction Industry Survey

Projected Units Entered and Sold (000)



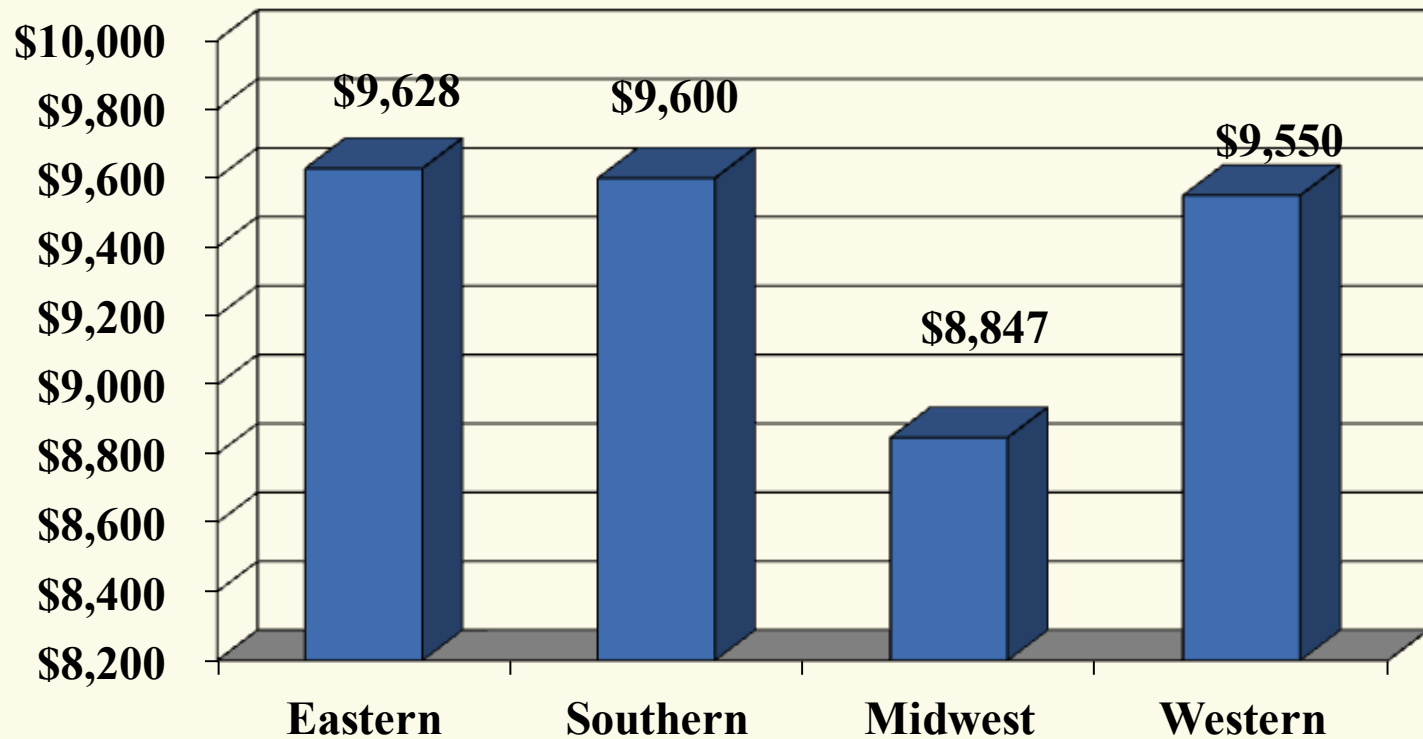
2013 Auction Industry Survey

Projected Average Price Per Unit



2013 Auction Industry Survey

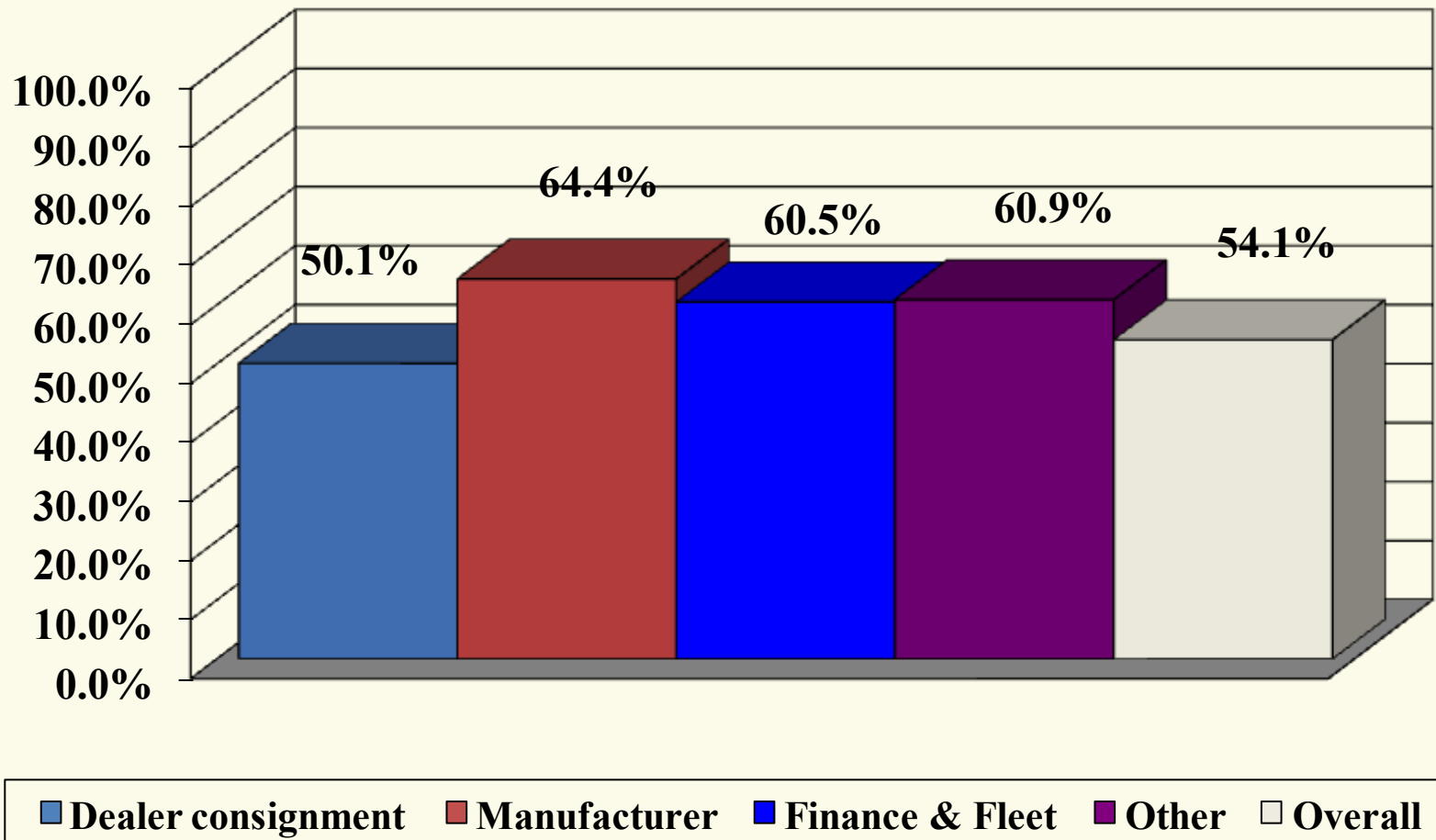
Average Price Per Unit By Chapter



Based on Actual Data Received

2013 Auction Industry Survey


Percentage of Units Sold to Entered



2013 Auction Industry Survey

Supplemental Data

✓ Average Vehicle Price per Internet Sale:	
– On Line Only Auctions	\$16,504
– Simulcasting	\$14,835
✓ Average Auctioneer Pay	\$635
✓ Average Increase in Liability Insurance	7%
✓ Average Increase in Healthcare Insurance	8%
✓ Average Increase in Workers Comp	2%
✓ Average charitable contribution per auction	\$16,023
✓ Median charitable contribution per auction	\$4,454

The image shows the cover of a spiral-bound notebook. The cover is a light tan or beige color with a subtle, repeating pattern of the word "Auction" in a small, light brown font. The notebook has a silver metal spiral binding on the left side. The text is centered on the cover.

Auction Industry Survey

For the Year Ended December 31, 2013

Compiled by:

CliftonLarsonAllen

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