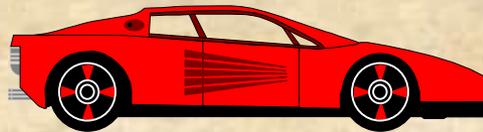


Auction Industry Survey

For the Year Ended December 31, 2014

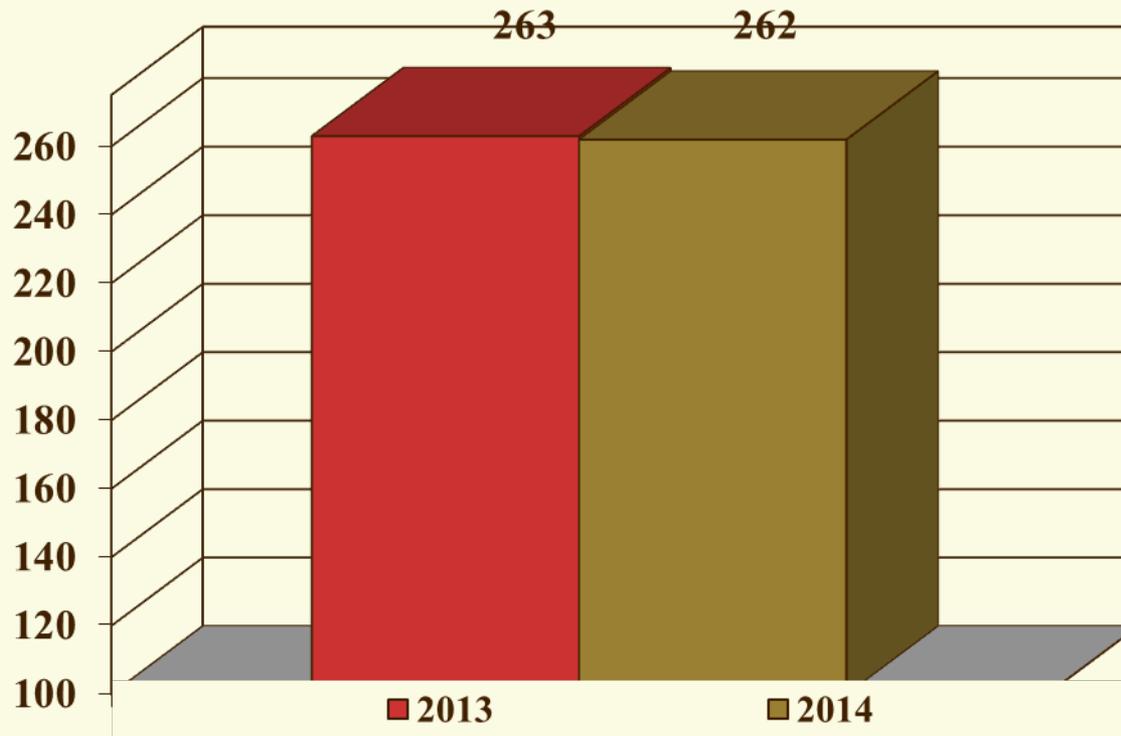


Compiled by:

CliftonLarsonAllen LLP

for the National Auto Auction Association

2014 Auction Industry Survey Participation



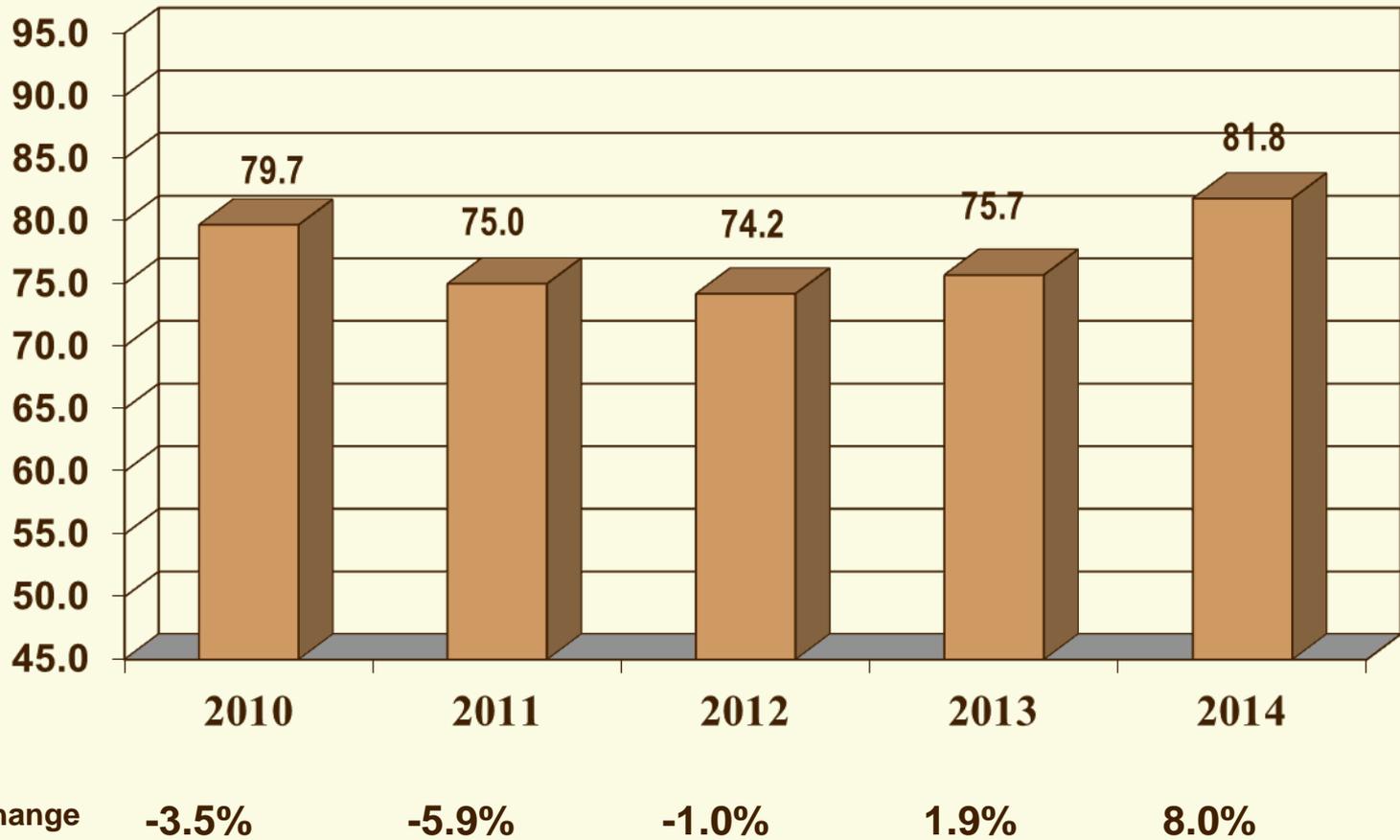
**Response
Rate**

81%

80%

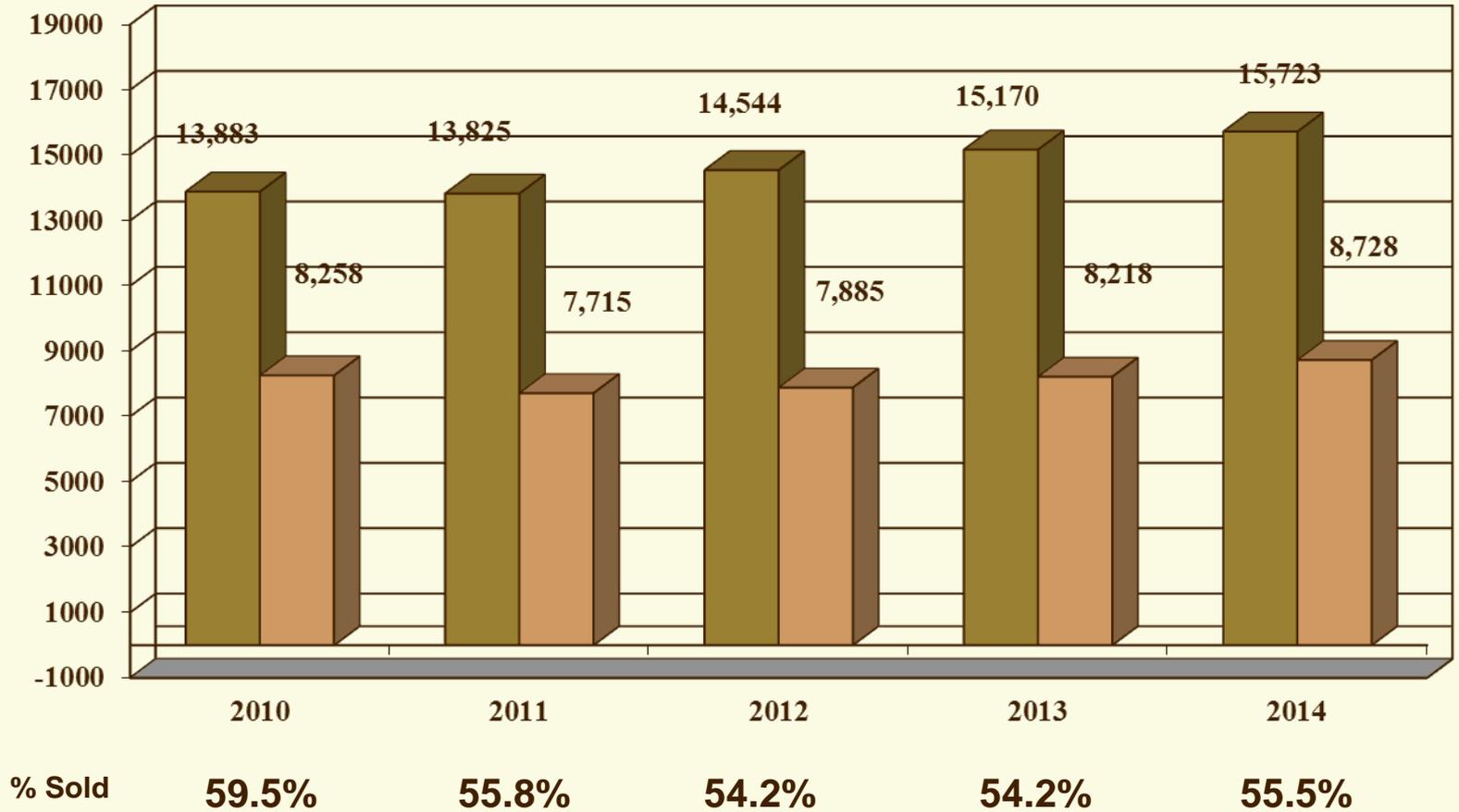
2014 Auction Industry Survey

Projected Gross Value of Units Sold (Billions)



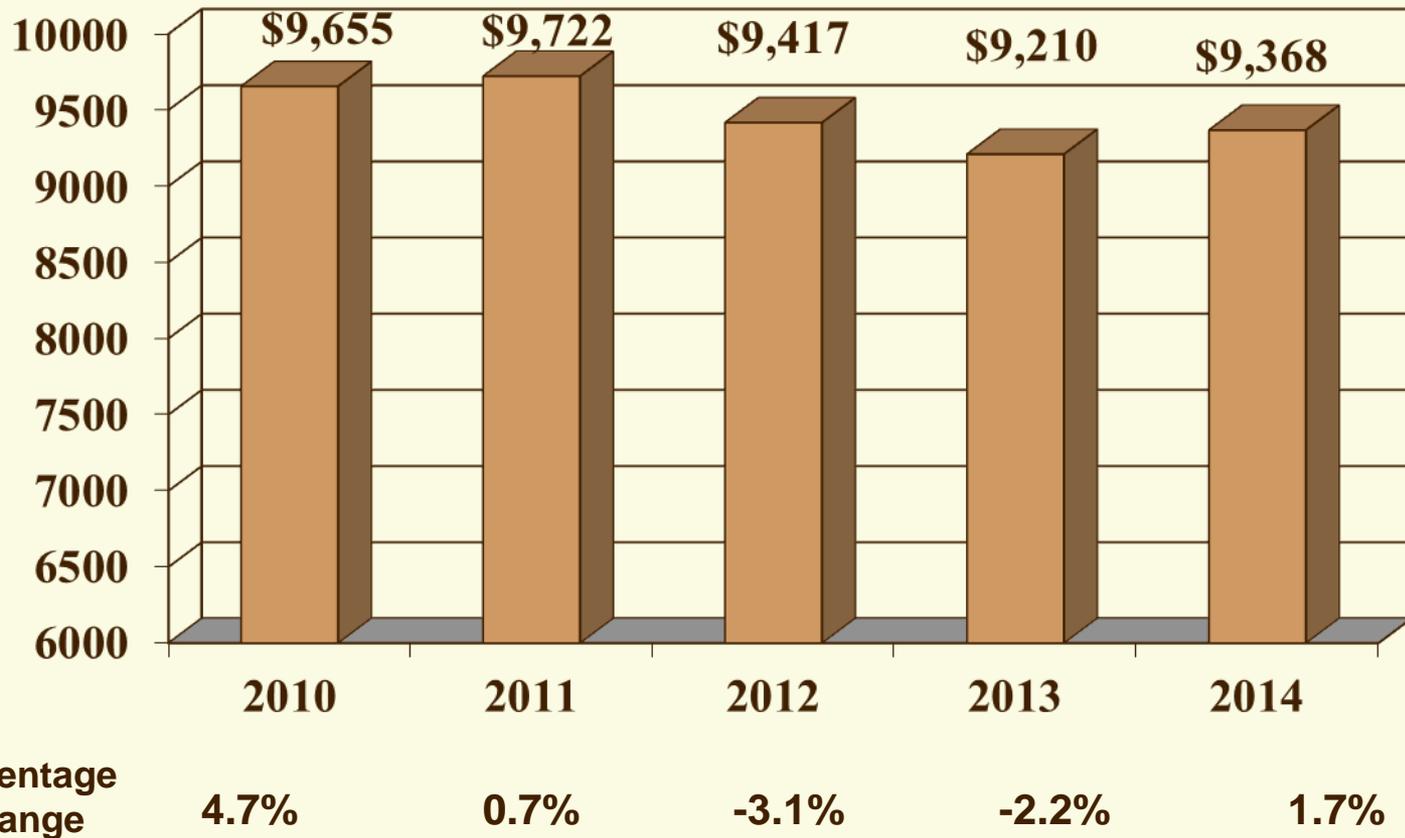
2014 Auction Industry Survey

Projected Units Entered and Sold (000)



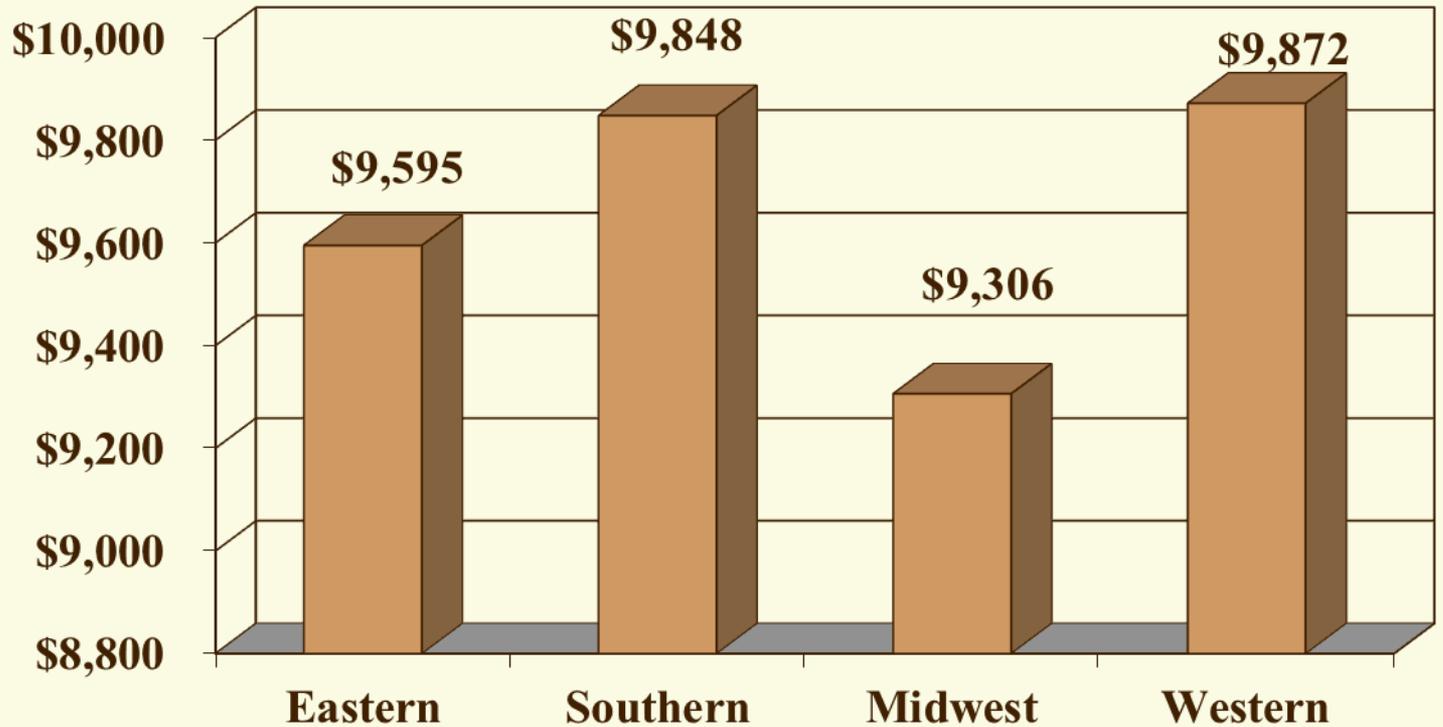
2014 Auction Industry Survey

Projected Average Price Per Unit



2014 Auction Industry Survey

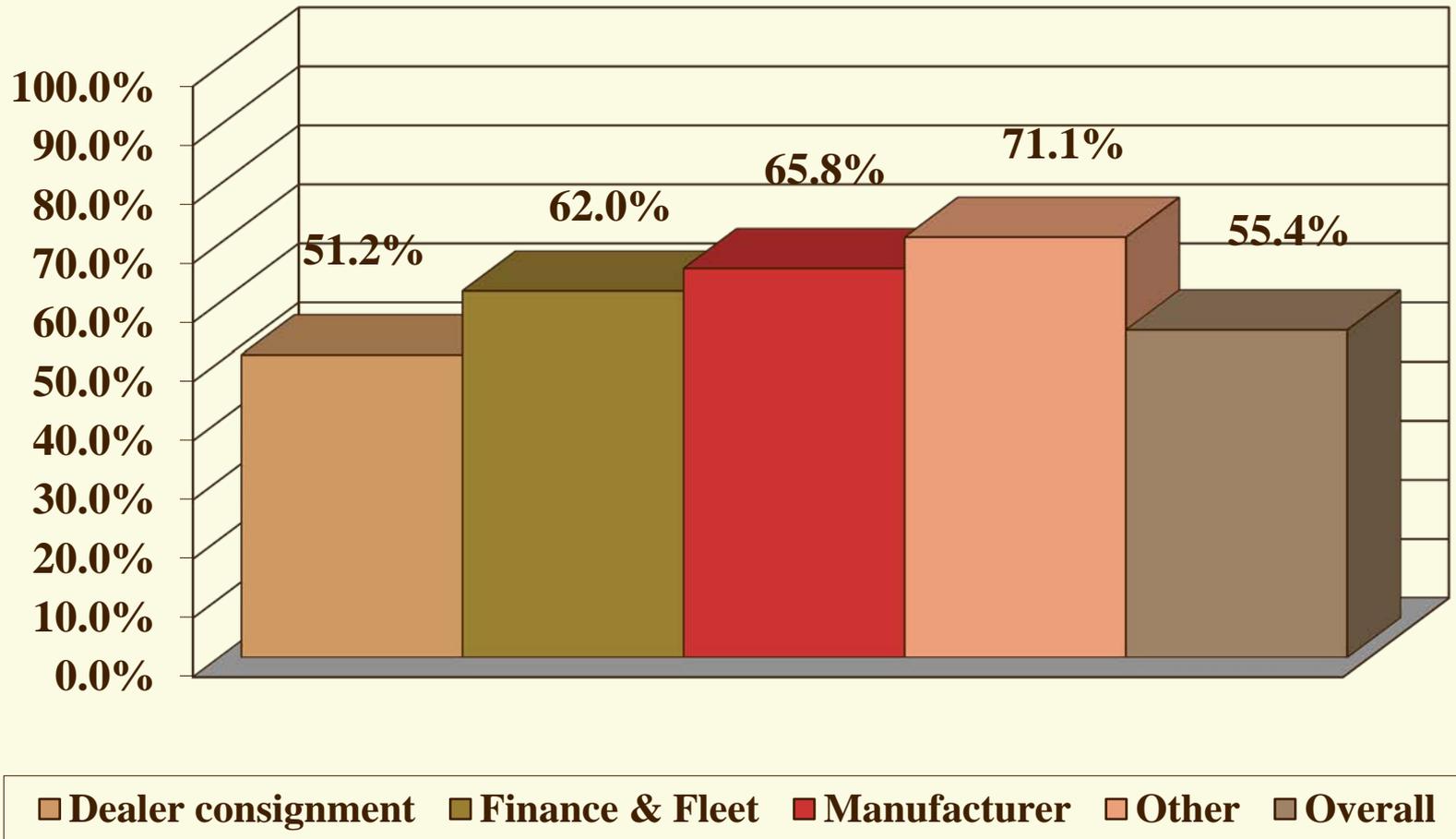
Average Price Per Unit By Chapter



Based on Actual Data Received

2014 Auction Industry Survey

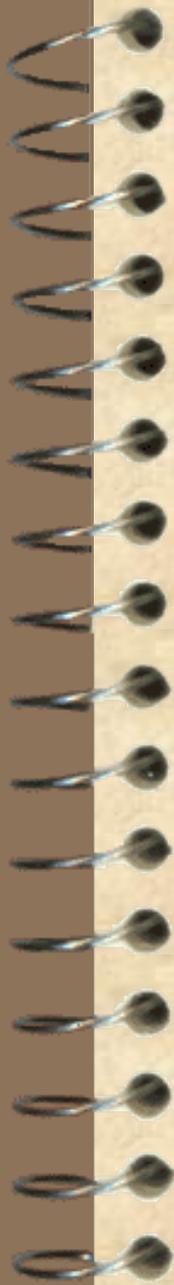
Percentage of Units Sold to Entered



2014 Auction Industry Survey

Supplemental Data

 Average Vehicle Price per Internet Sale:	
– On Line Only Auctions	\$17,549
– Simulcasting	\$14,896
 Average Auctioneer Pay	\$636
 Average Increase in Liability Insurance	7%
 Average Increase in Healthcare Insurance	6%
 Average Increase in Workers Comp	4%
 Average charitable contribution per auction	\$7,461
 Median charitable contribution per auction	\$1,784



Auction Industry Survey

For the Year Ended December 31, 2014

Compiled by:

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for the National Auto Auction Association