



**EMPOWERING REMARKETING SUPERHEROES**



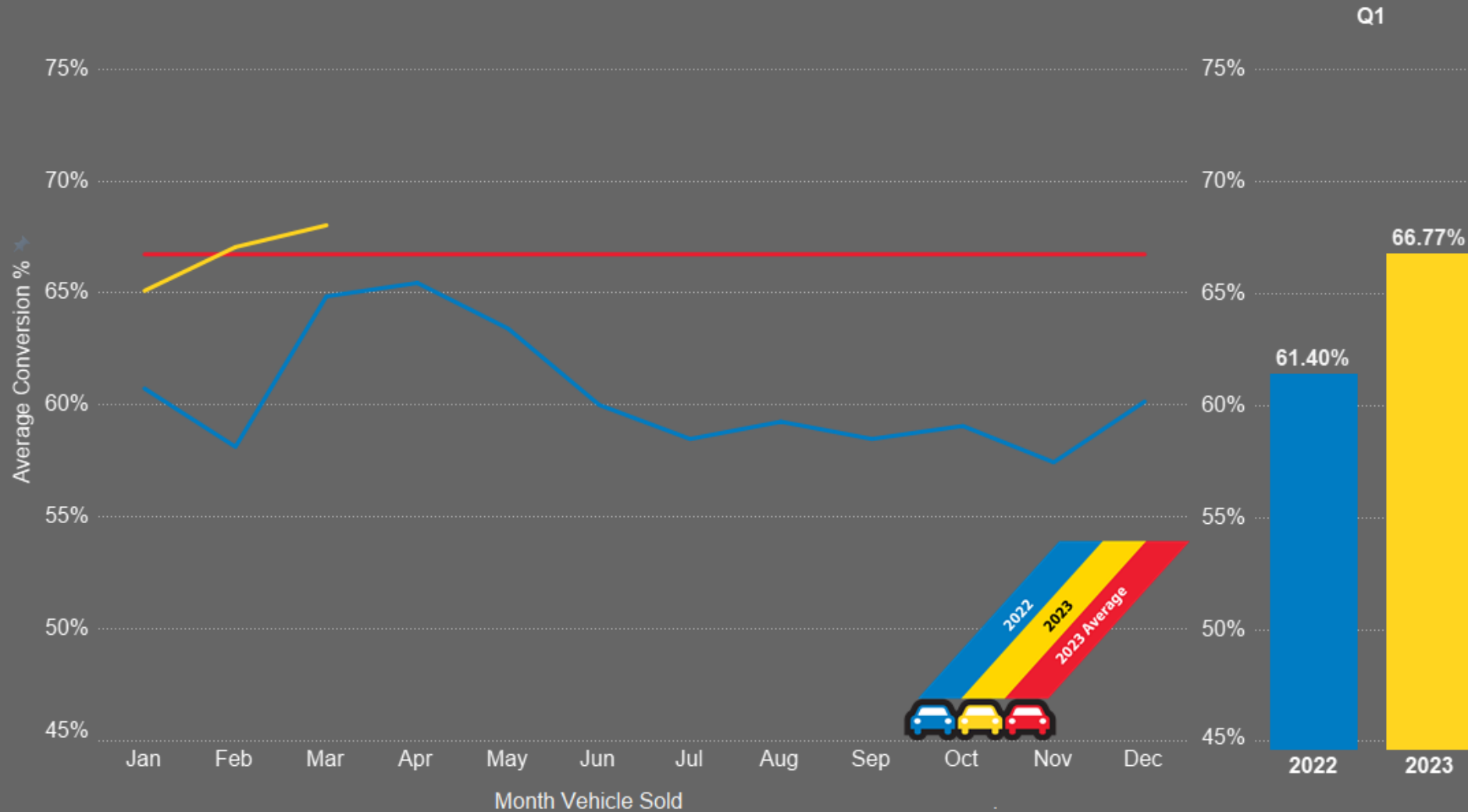
# About the AutoIMS Industry View

- **What:** A compendium of metrics featured in the AutoIMS Sales Scorecard that reflects the AutoIMS database (with few needed exclusions)—a vast majority of the commercial sales volume at wholesale auto auctions in North America.
- **Why:** To offer a starting point for meaningful benchmark comparisons, adding further value to the AutoIMS Sales Scorecard.
- **How:** The AutoIMS Analytics team taps our database and uses advanced visualization tools to produce a useful readout for the current period and comparisons to previous years.
- **Who:** To be shared with AutoIMS clients, industry partners, and press.
- **When:** Published quarterly.

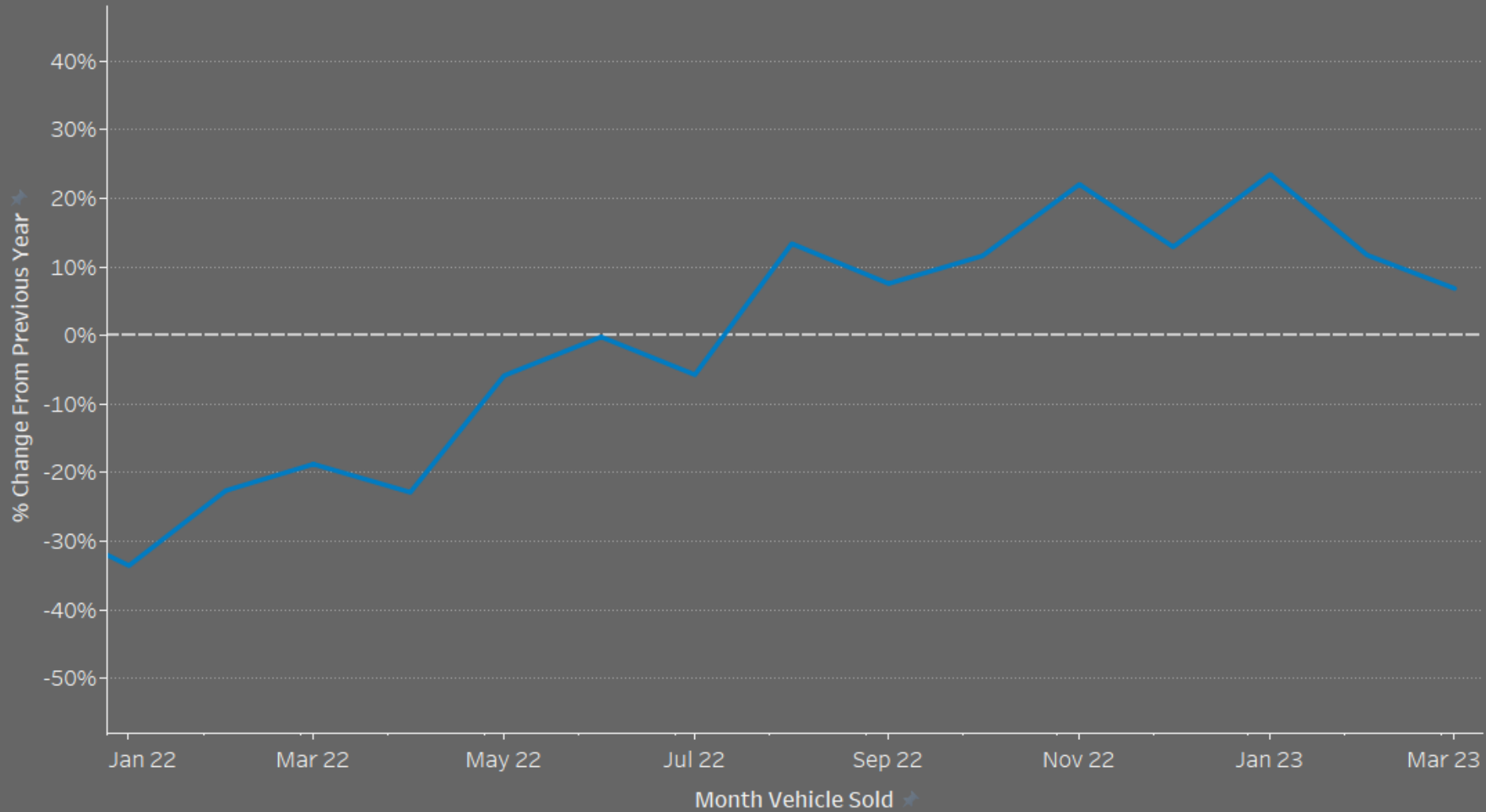


# Conversion Rate

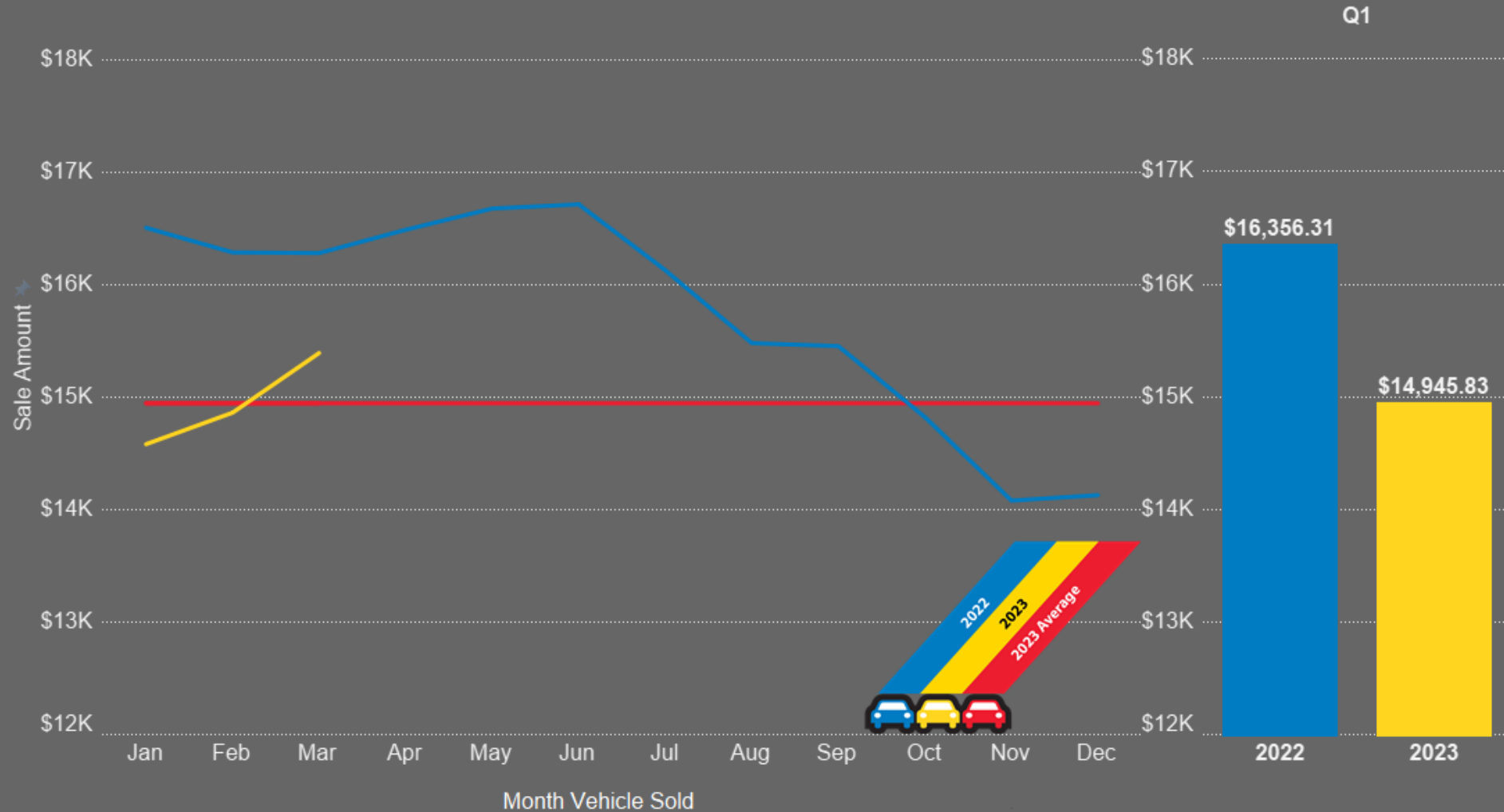
The % of vehicles sold on a day in which they were offered



# Vehicle Sales Volume % Change

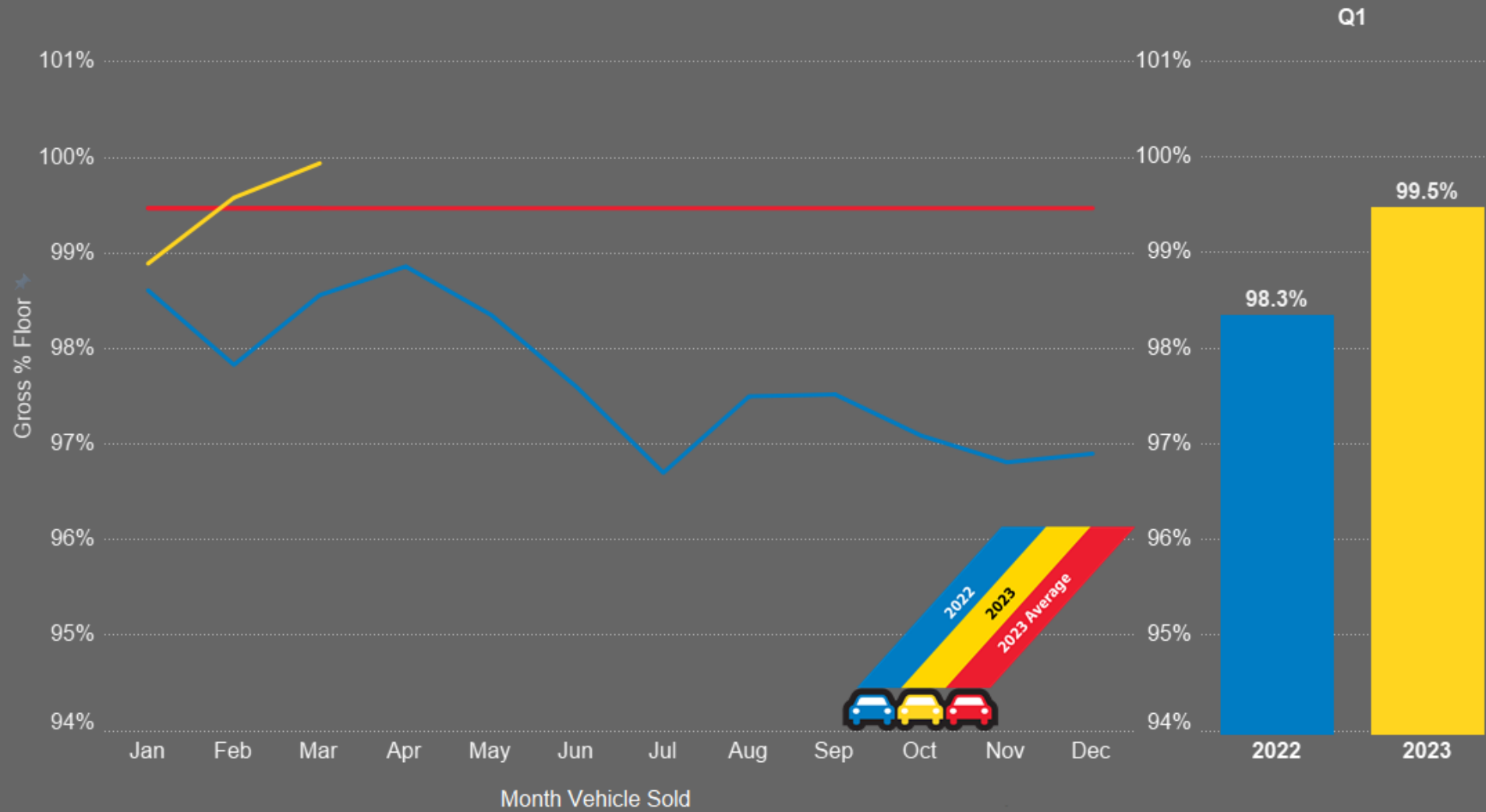


# Average Sale Price



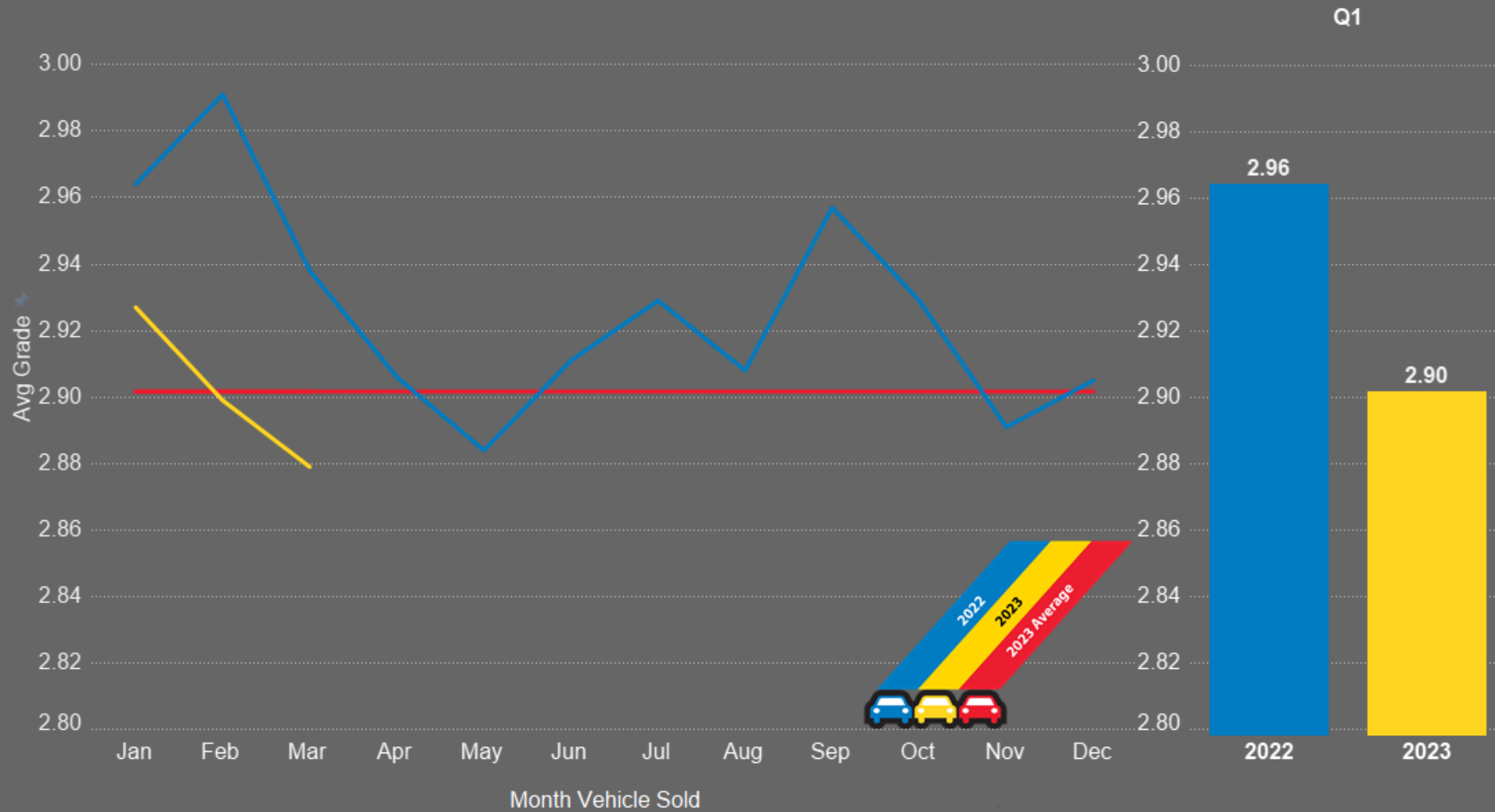
# Gross Sales Price as a % of Floor Price

Only includes vehicles which had a Floor Price in AutoIMS



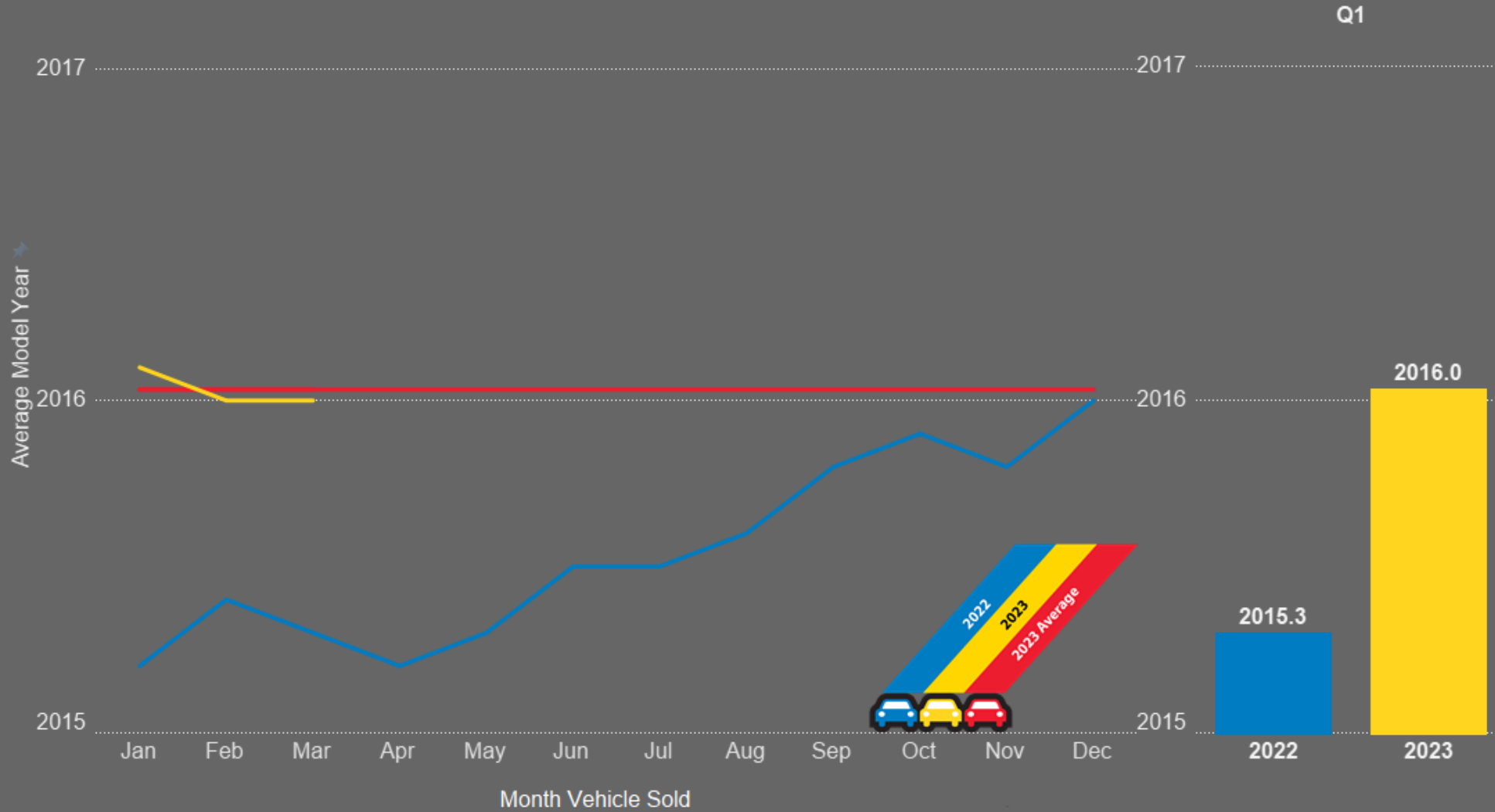
# Average Vehicle Grade

Using the final CR grade at time of sale



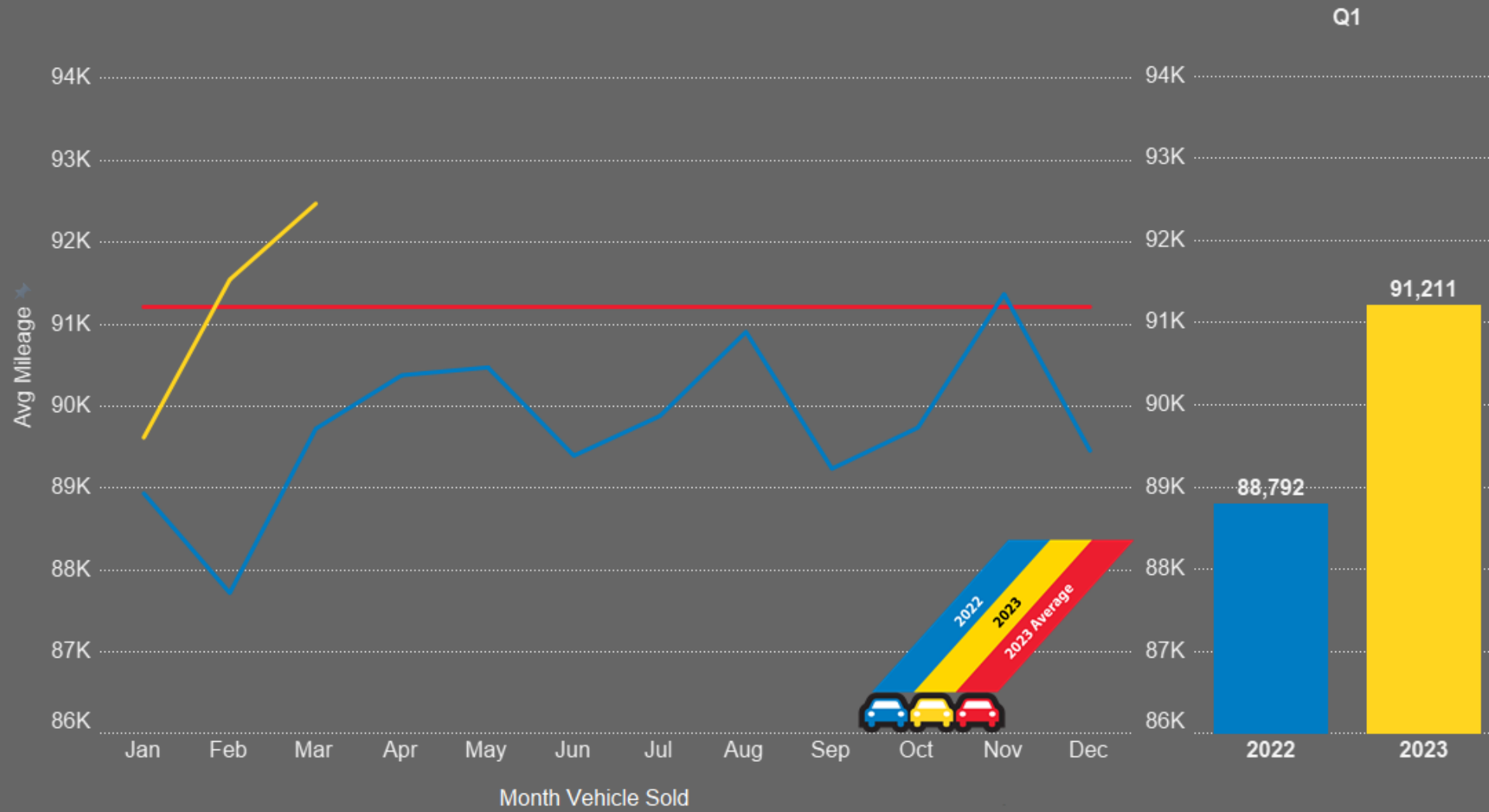


# Average Model Year

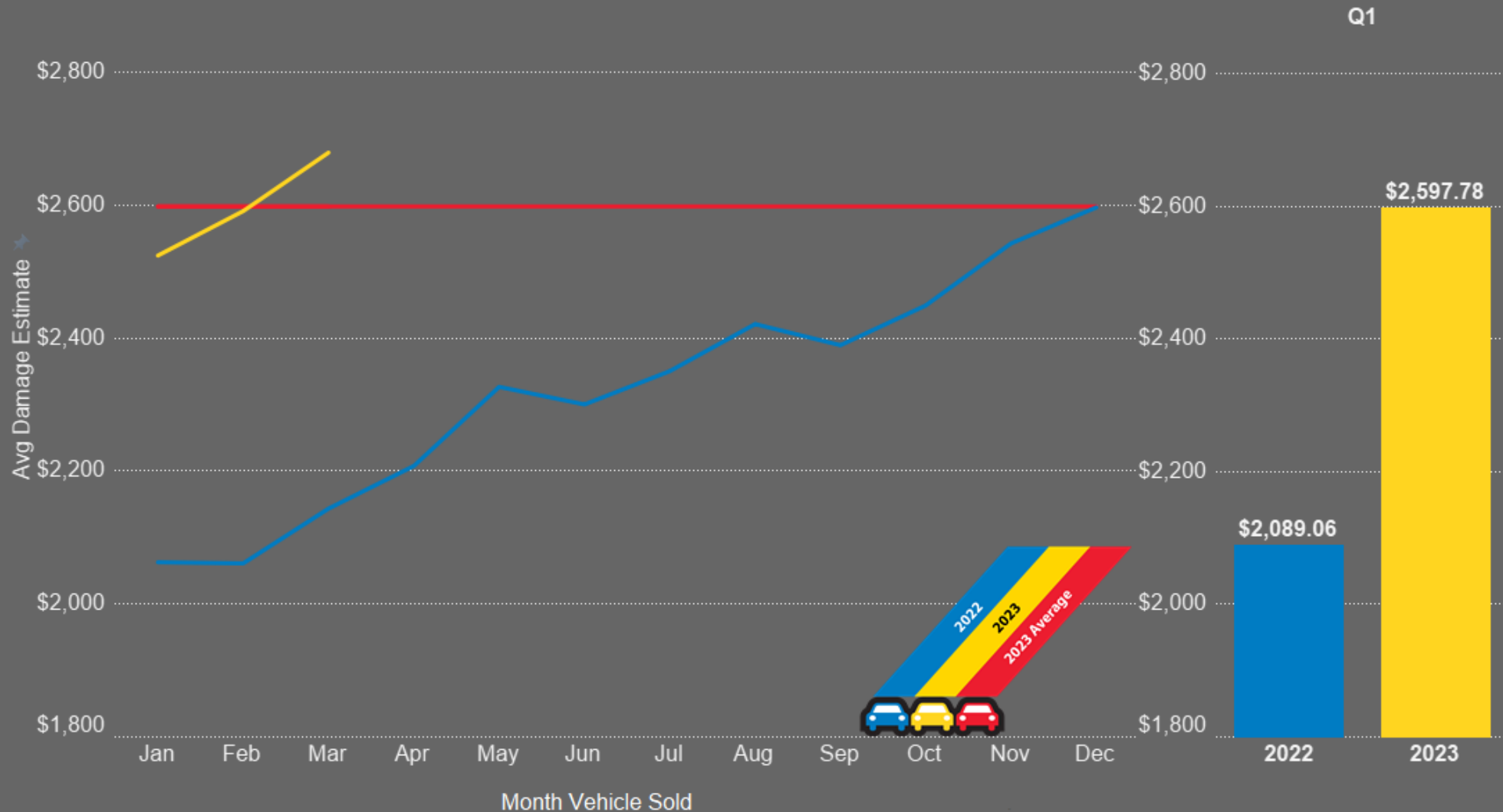




# Average Mileage

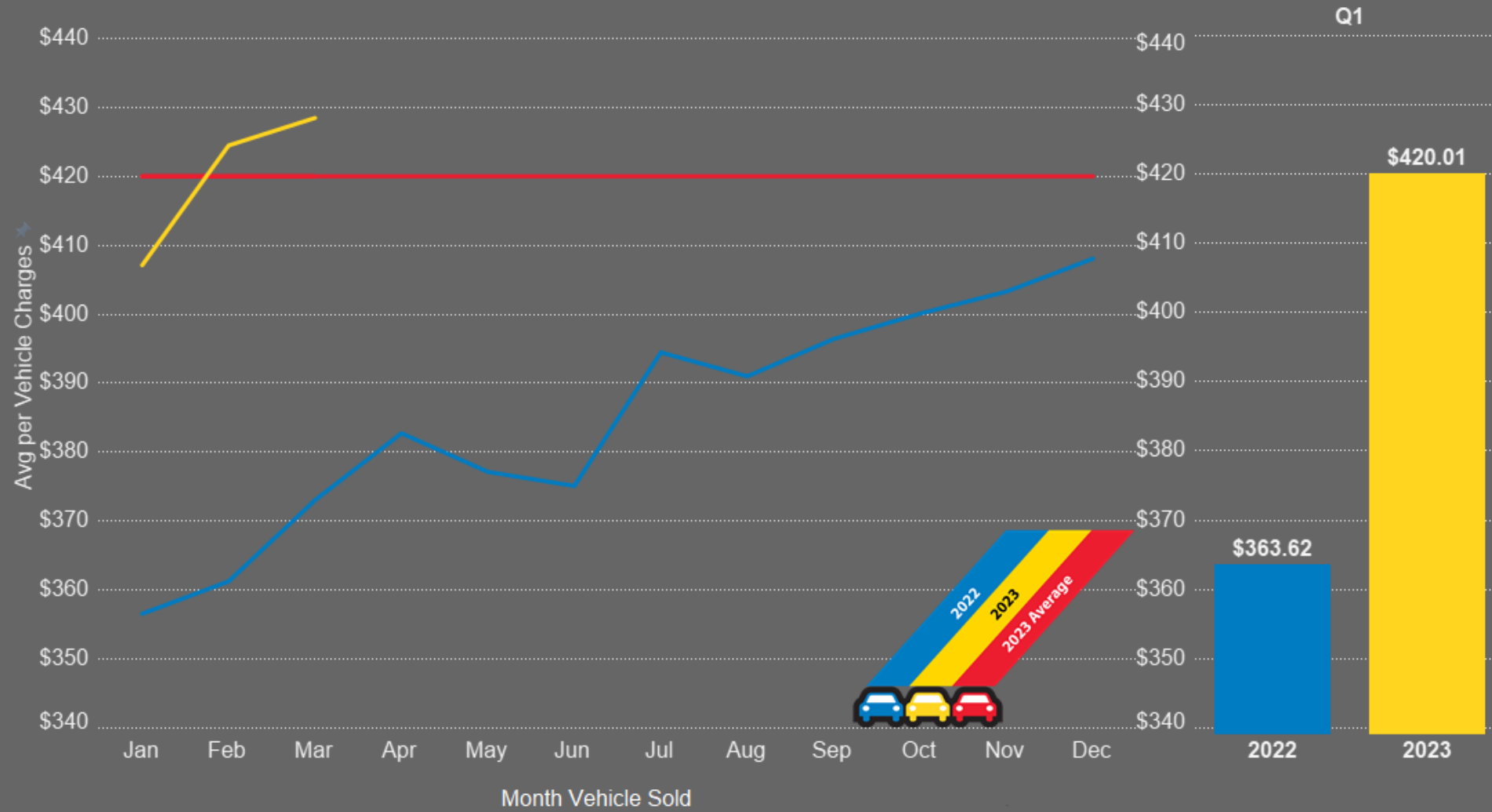


# Average Damage Estimate



# Average Charge Total

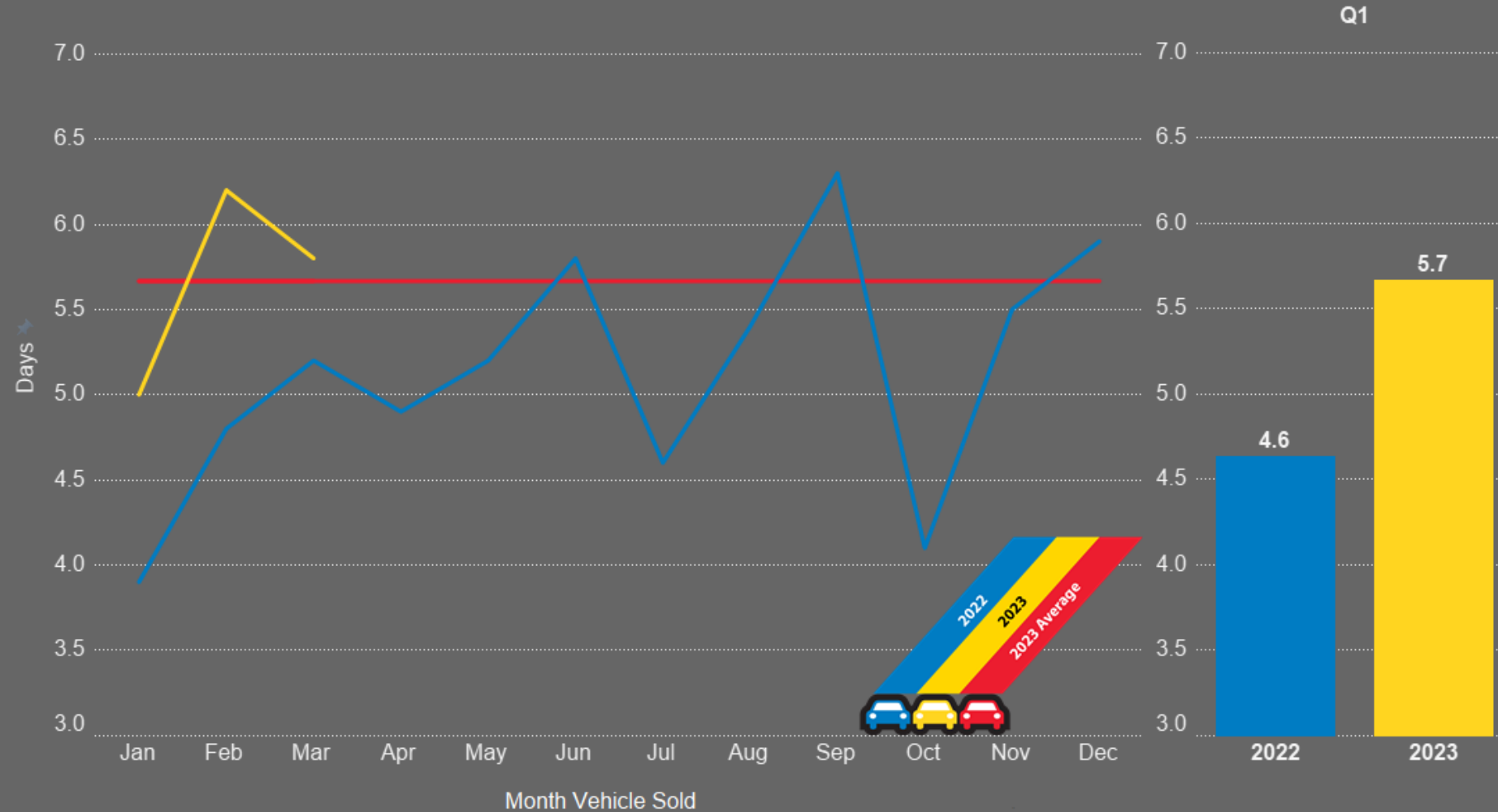
Total auction fees typically deducted from proceeds at sale settlement



# Average Days – Assigned to Secured

Total timeline from date of auction assignment to check in

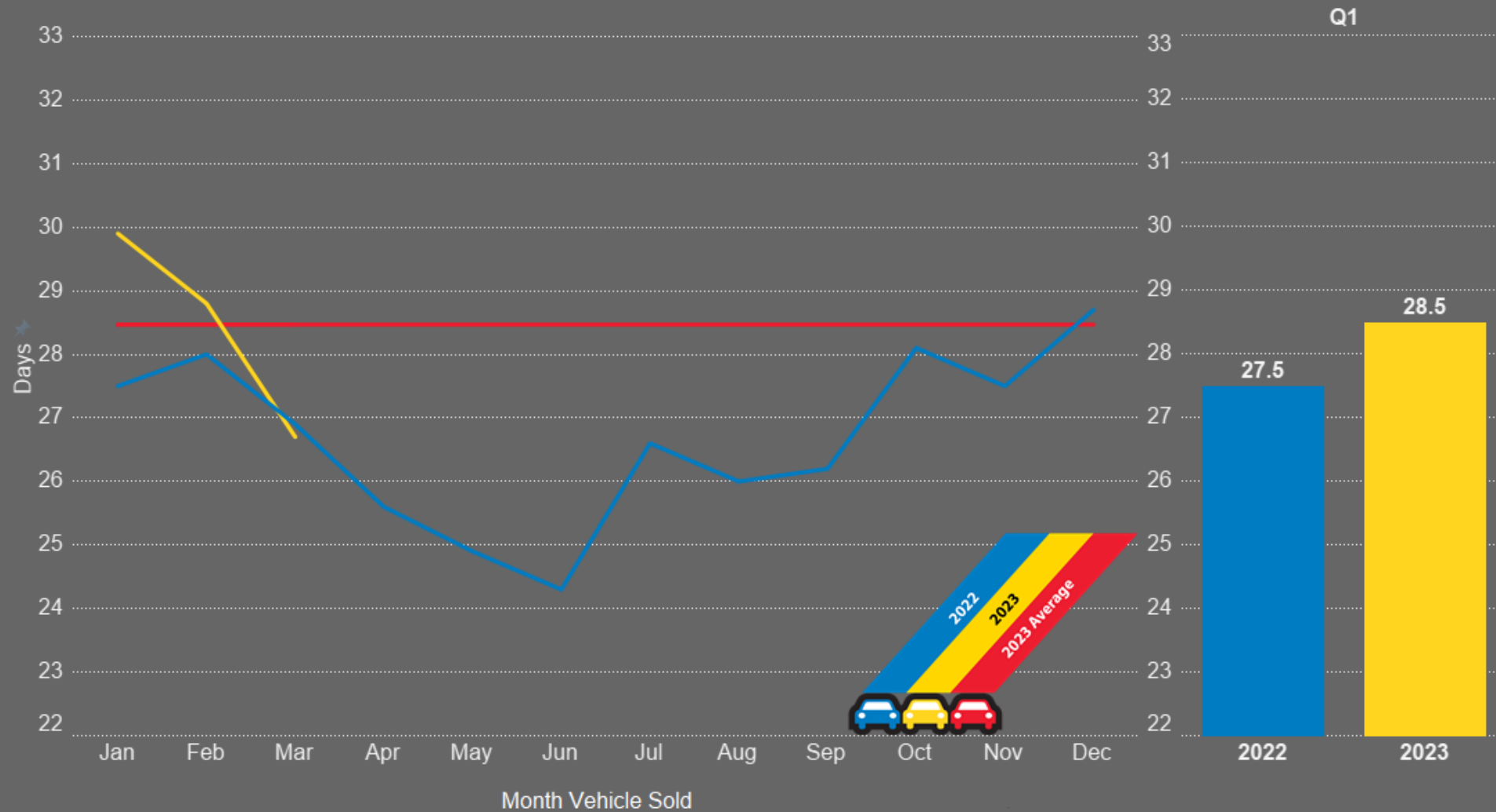
Note: Only includes vehicles with a Pick Up or Drop Off assignment date





# Average Days – Secured to Sold

Total timeline from auction arrival to sale



# Q1 2023 – Back on Track?

Vehicle sales kicked off stronger than expected in the first quarter of 2023. Sale prices rose, albeit slowly. On average, vehicles had more mileage, more damage, and a slightly lower grade, perhaps because of an increase in repossessions. Auction charges were up, which may partially be an effect of inflation. We know from industry reports that fleet activity is up, EV sales are gathering speed, and new vehicle sales are showing surprising strength. But will this upside market last?

Early in the quarter, vehicles took a bit longer to sell after getting to auction, but that trend has reversed. Vehicles do appear to be taking longer to reach the auction after being assigned.

Are you getting your vehicles assigned and transported to auction efficiently? AutoIMS has teamed up with independent transport companies as well as transport management software providers through our newly integrated Transport API. Feel free to contact us to see which transporters we are connected to and how we might be able to help get your vehicles into the lane faster.





YOU MAY BE WONDERING  
WHAT YOU CAN DO WITH  
ALL THIS FABULOUS DATA...



AutoIMS can help you be a  
superhero like Metrica



# Pull Your Data

- Free tools are available to get your own insights:
  - Sales Scorecard
  - LiveAnalytics
  - LiveReports
  - ...and more



*REMEMBER! AutoIMS Learning Institute is here. Free, in-depth, self-paced, online training Get the most from your membership. Contact: [alisupport@autoims.com](mailto:alisupport@autoims.com)*





# Put Your Data to Work

AutoIMS Solutions & Support Teams are standing by to help you solve pressing issues, brainstorm new ideas, and guide you through these tools:

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