



**EMPOWERING REMARKETING SUPERHEROES**

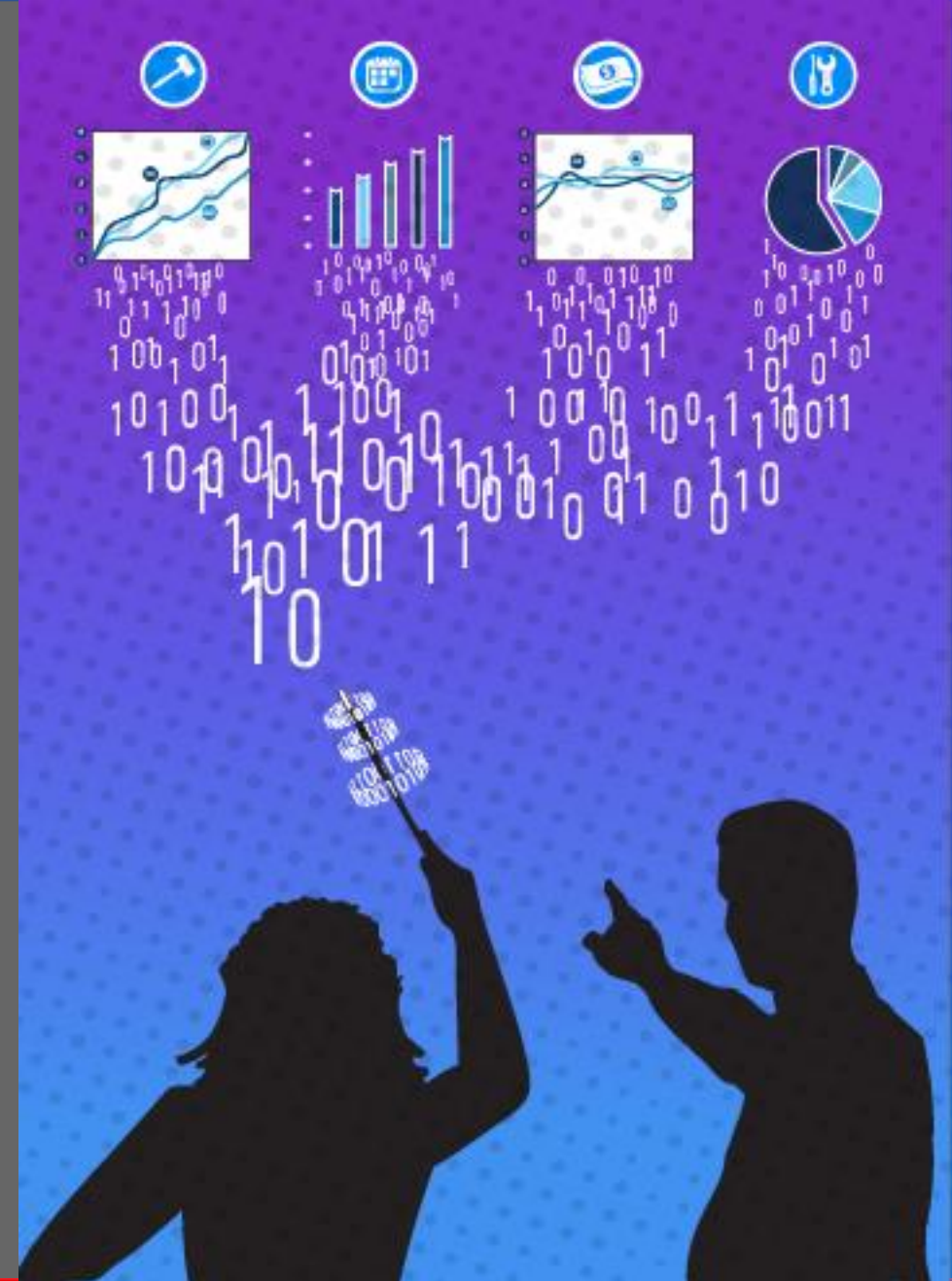
PARTNERSHIP

**autoims**  
Remarketing Technology



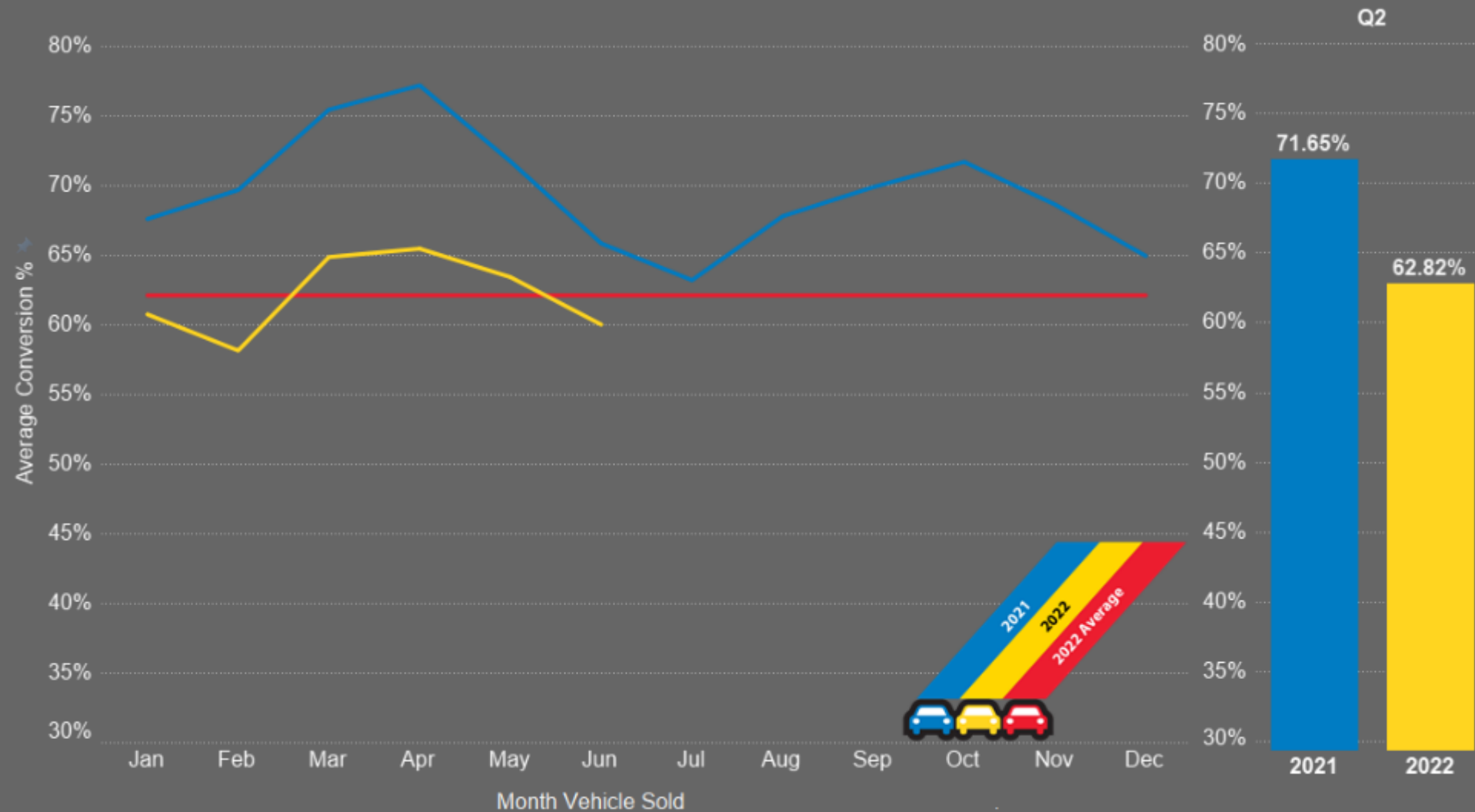
# About the AutoIMS Industry View

- **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.

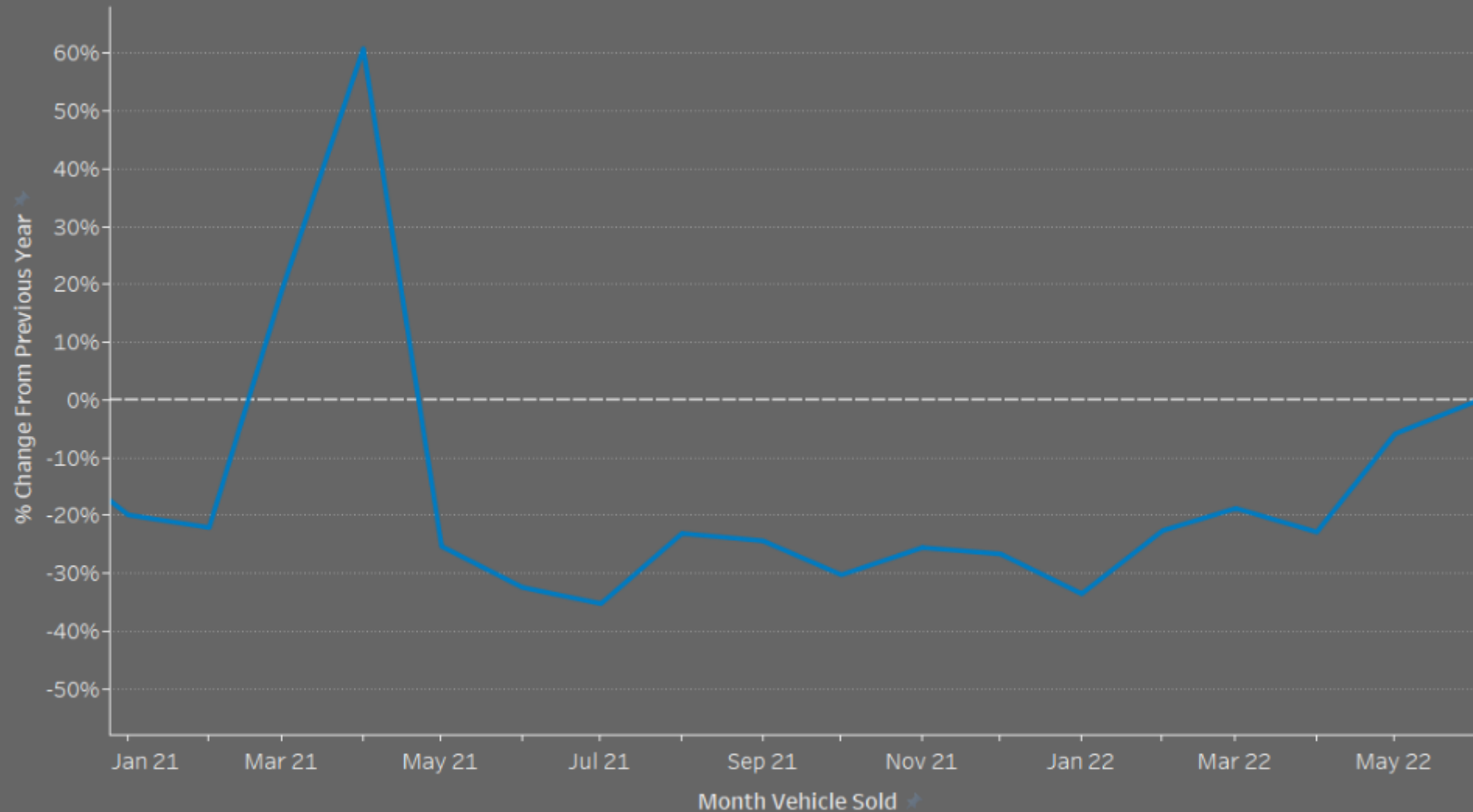


# Conversion Rate

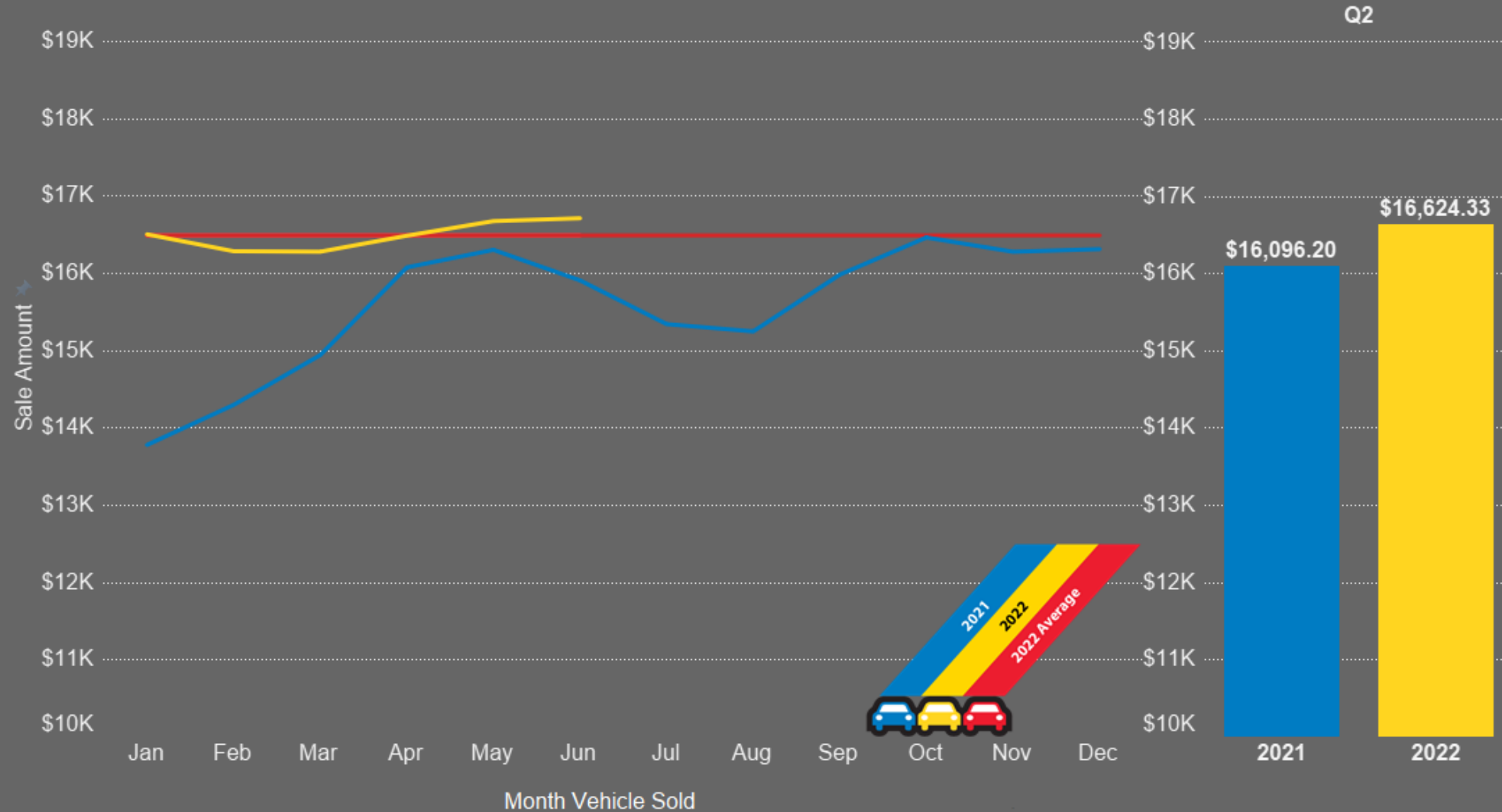
*The % of vehicles sold on a day in which they were offered*



# Vehicle Sales Volume % Change

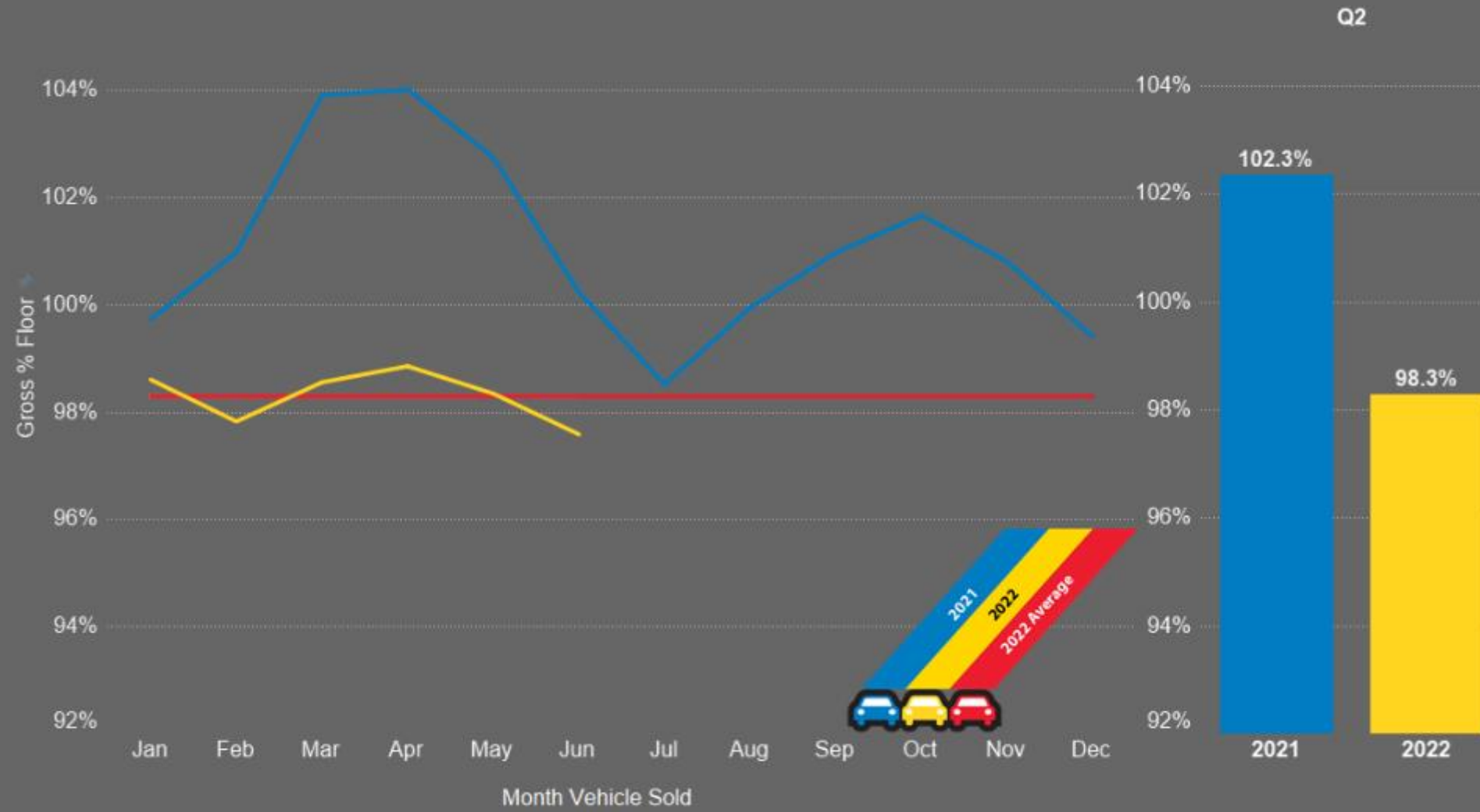


# Average Sale Price



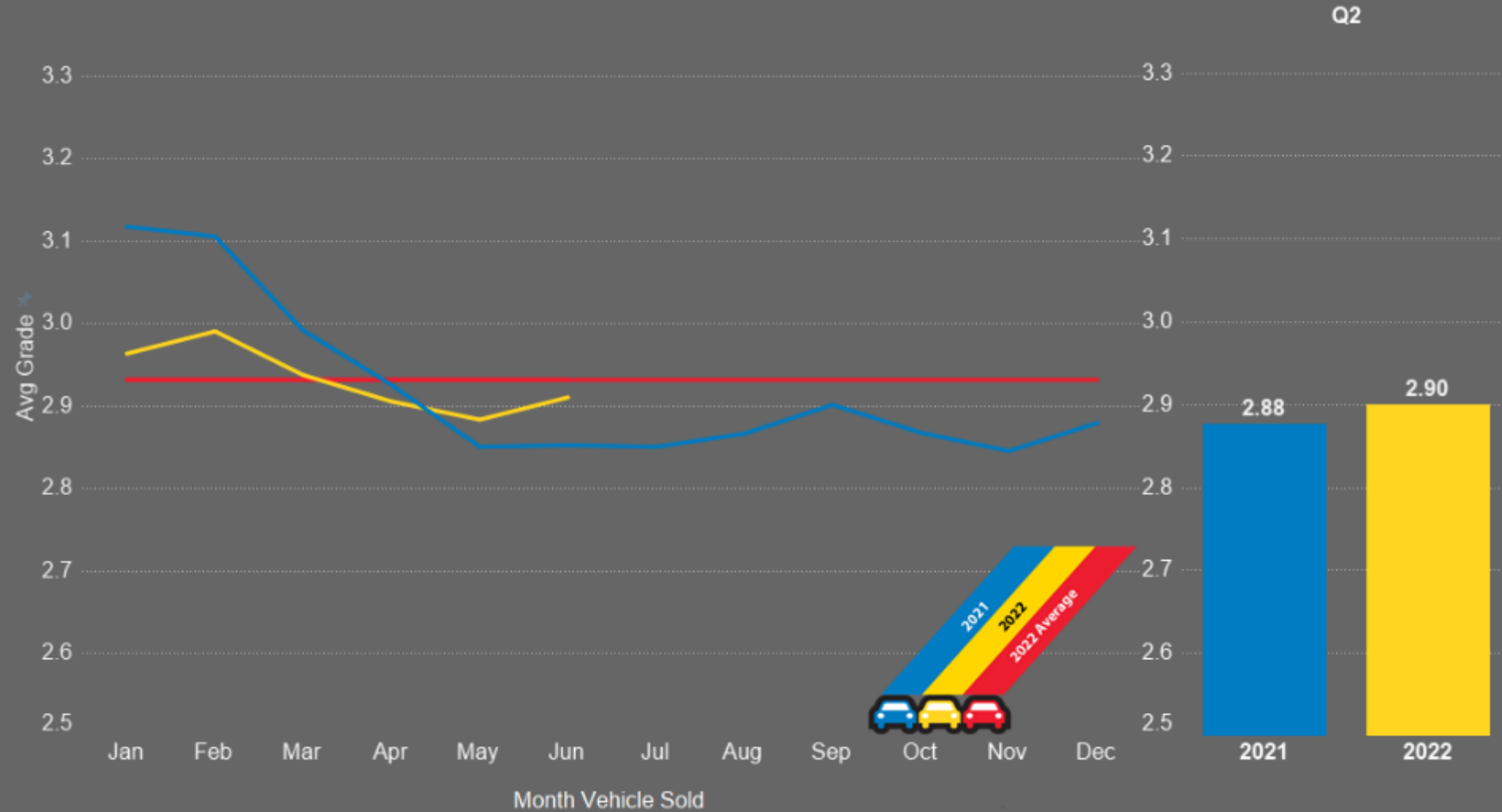
# Gross Sales Price as a % of Floor Price

*Only includes vehicles which had a Floor Price in AutoIMS*

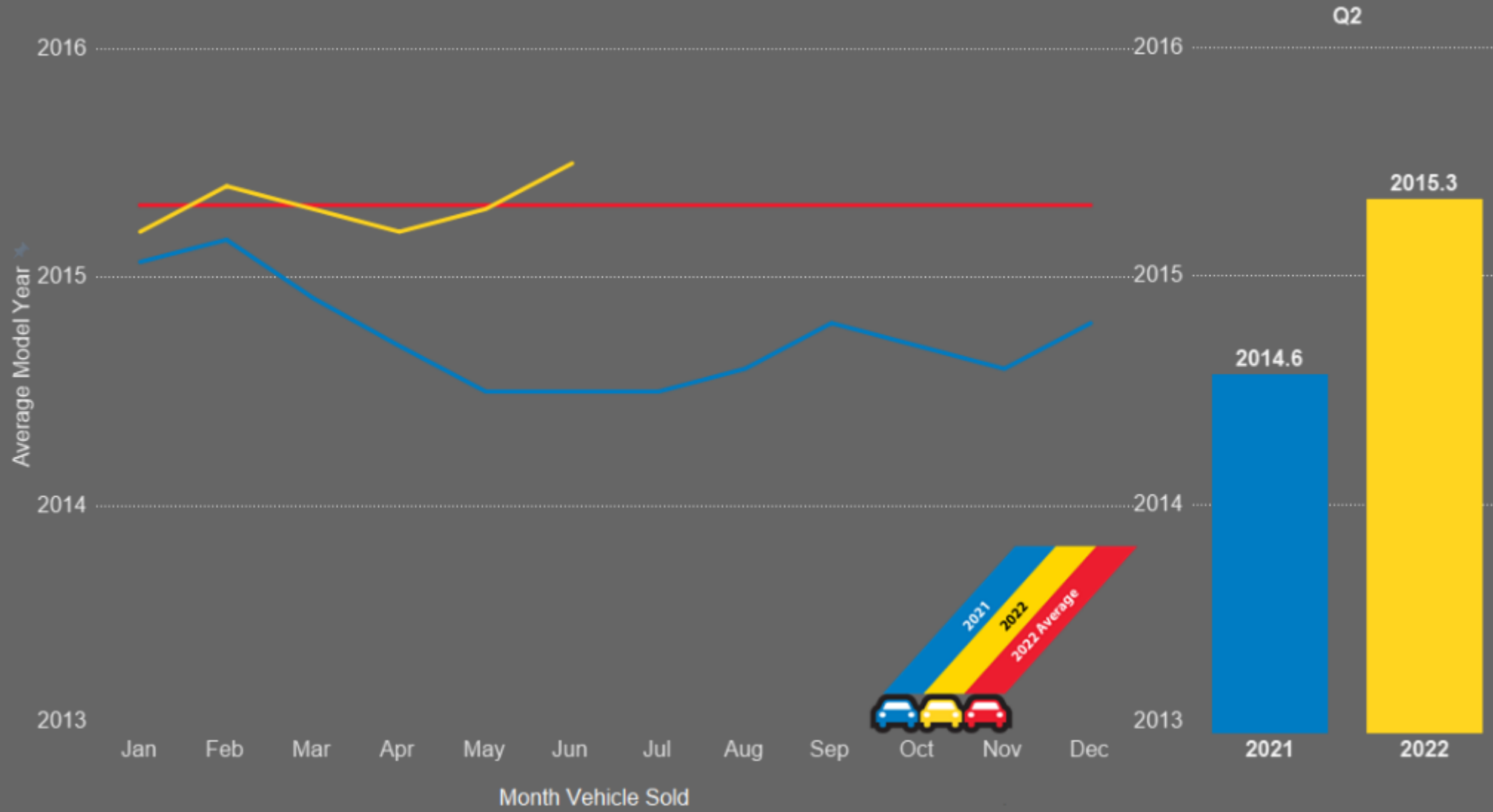


# Average Vehicle Grade

*Using the final CR grade at time of sale*

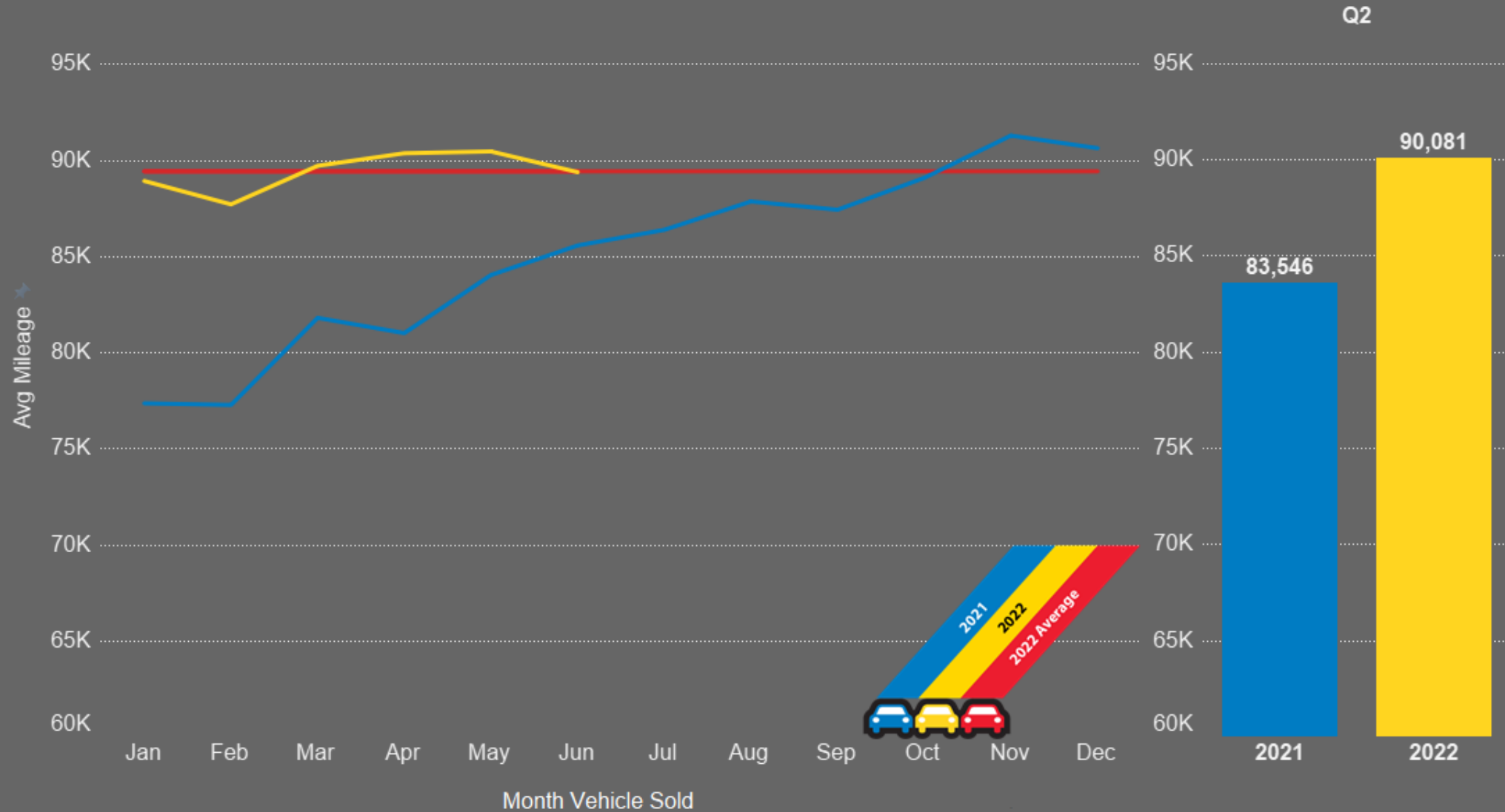


# Average Model Year



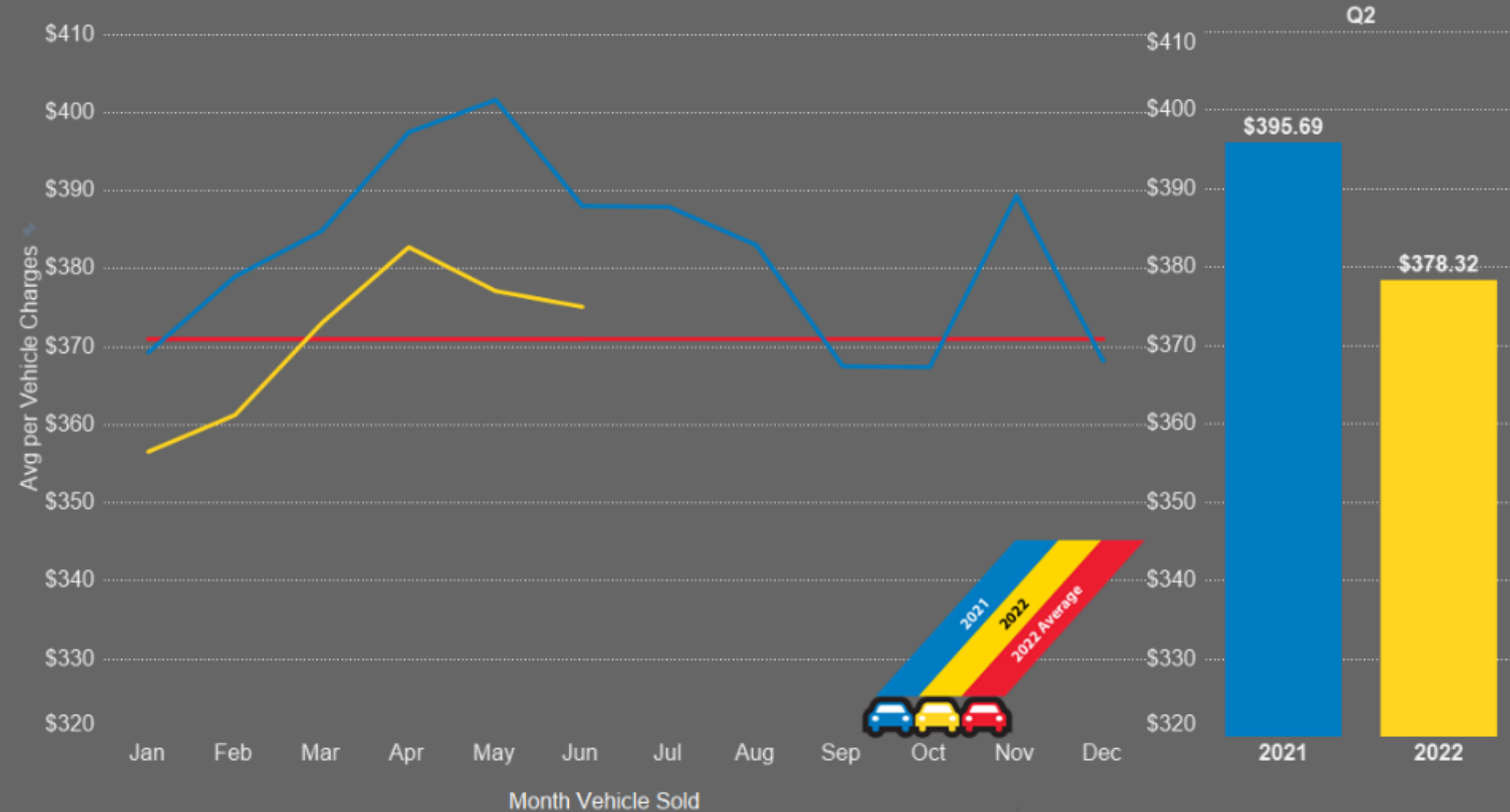


# Average Mileage



# Average Charge Total

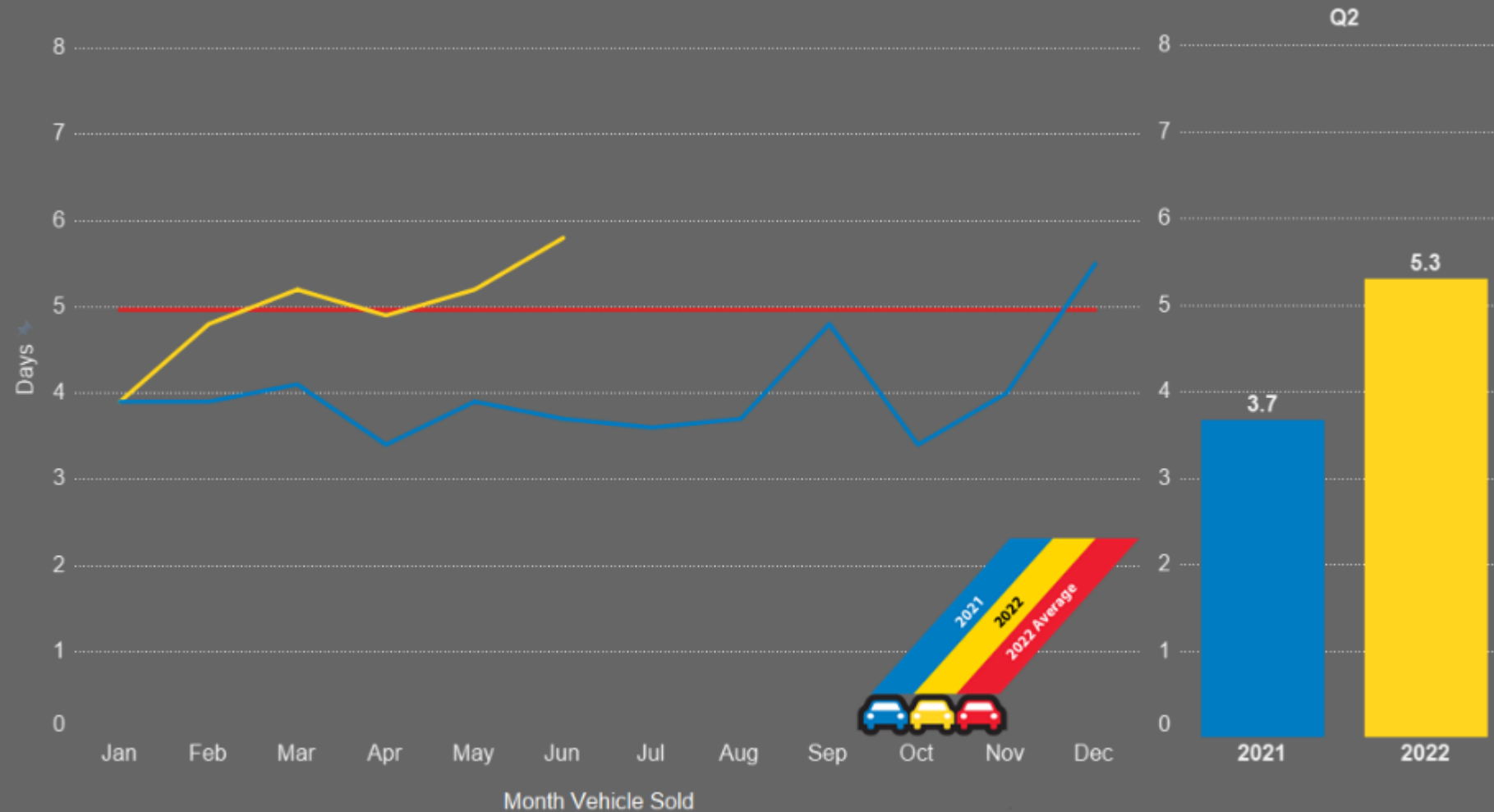
*Total auction fees typically deducted from proceeds at sale settlement*



# Average Days – Assigned to Secured

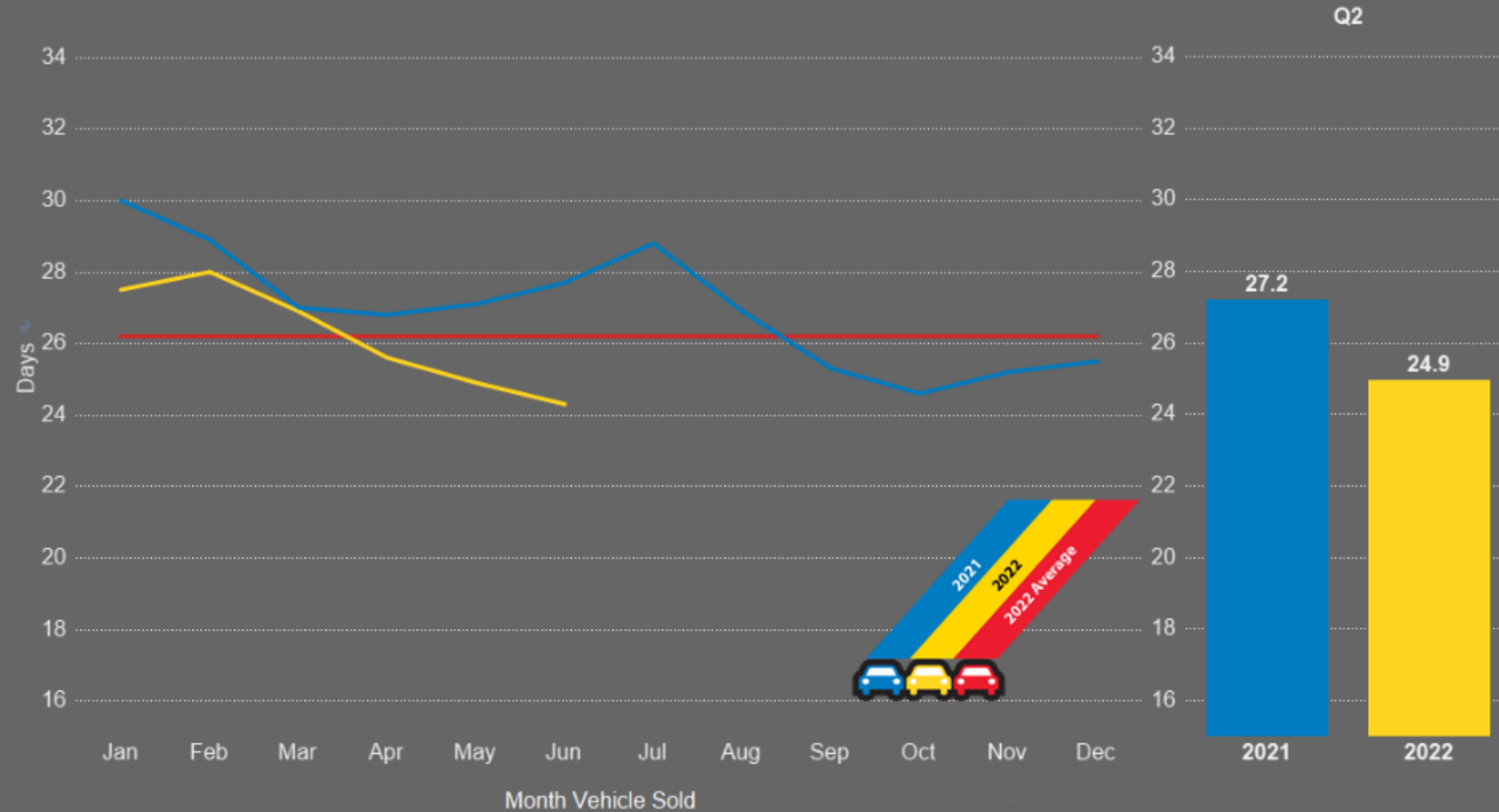
*Total timeline from auction arrival date to sale*

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



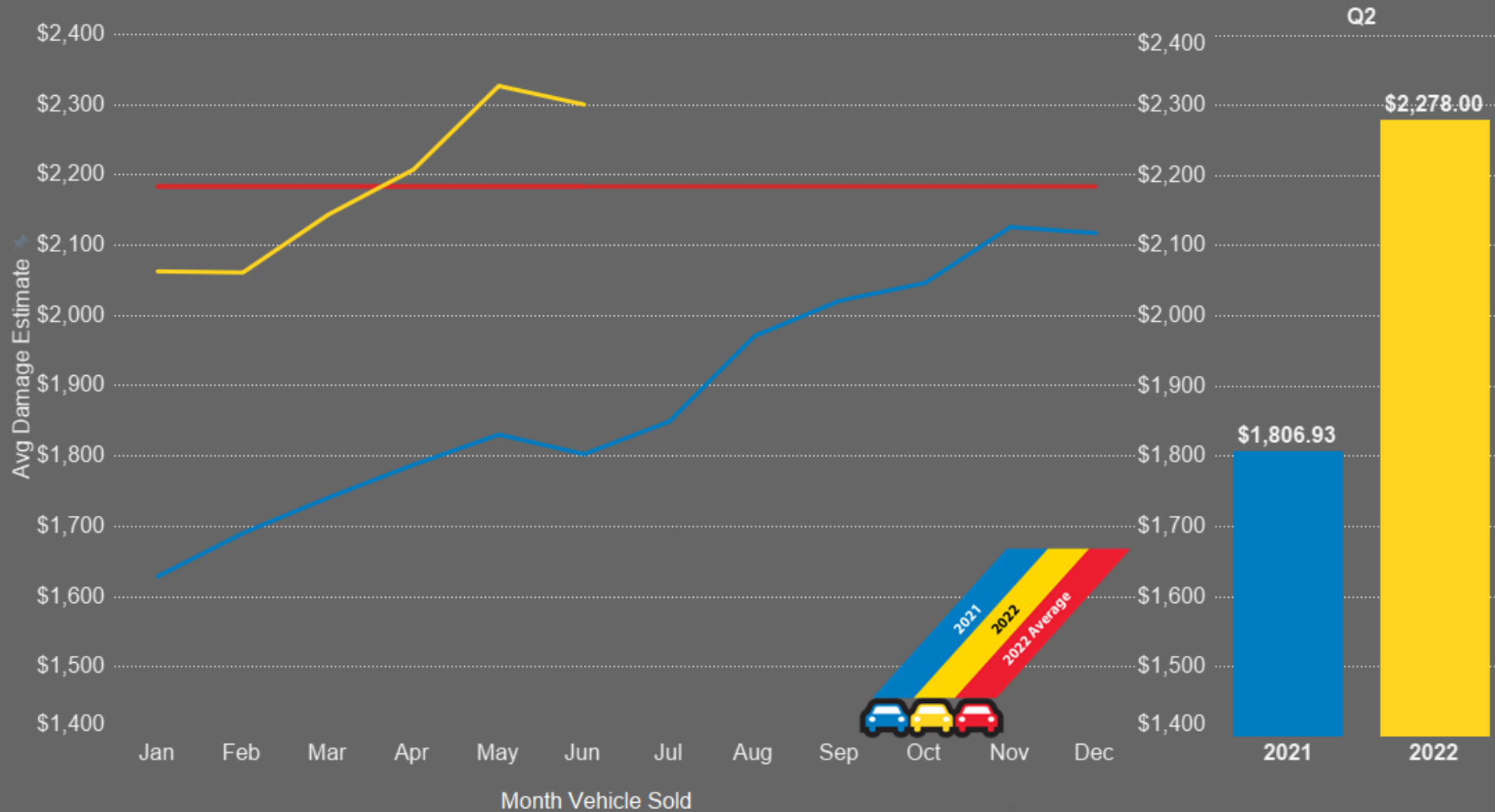
# Average Days – Secured to Sold

*Total timeline from auction arrival to sale*





# Average Damage Estimate



# Q2 2022 – Let Us Level with You

As our country's economy shifts into the difficult but needed mode of finding equilibrium after more than a dozen years of stimulus-fueled growth, the AutoIMS data shows some leveling off to this hot car market.

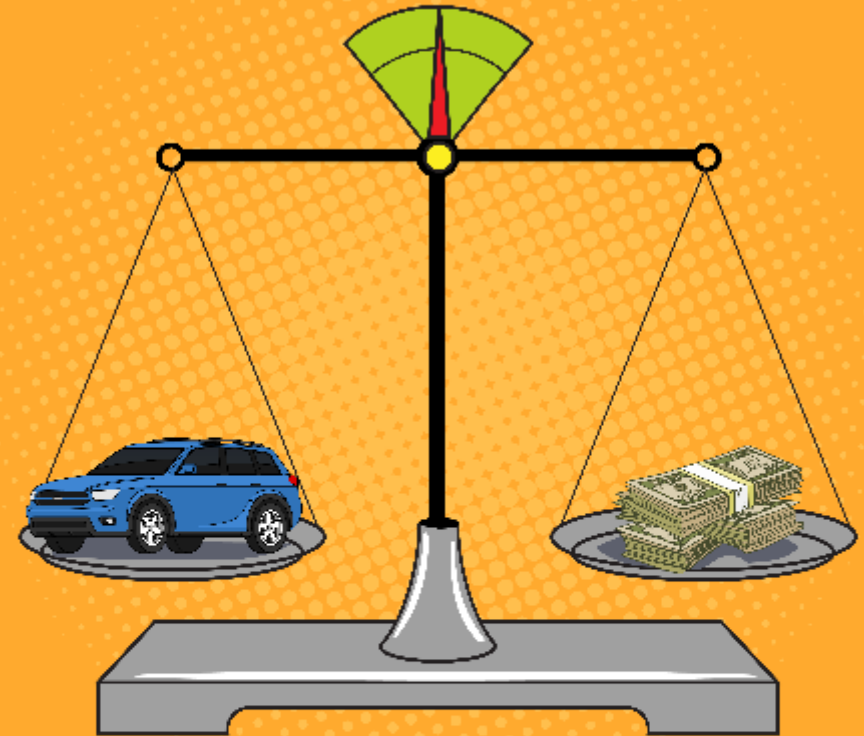
The average floor price ticked up, but conversion rate and sale price have moderated, suggesting that seller expectations are finally getting ahead of actual results.

In June we see the average mileage turning back down for the first time in a while, indicating better-condition vehicles are starting to make more of an appearance. Adding to this idea is a strong, Q2 uptick in the average model year, resulting in a more typical gap YoY of about one full year.

Auction charges appear about 4% lower than last year, but the gap may be even bigger when adjusting for inflation. Is increased recon spending right around the corner in this market?

## *Economics as a Service*

We hope to see you in Nashville at the IARA [Summer Roundtable](#) in August. Joe will moderate a discussion featuring the latest insight and analysis from our industry's economic luminaries: Tom Kontos, Alex Yurchenko, and Jonathan Smoke.



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



AutoIMS can help you be a  
superhero like Metrica



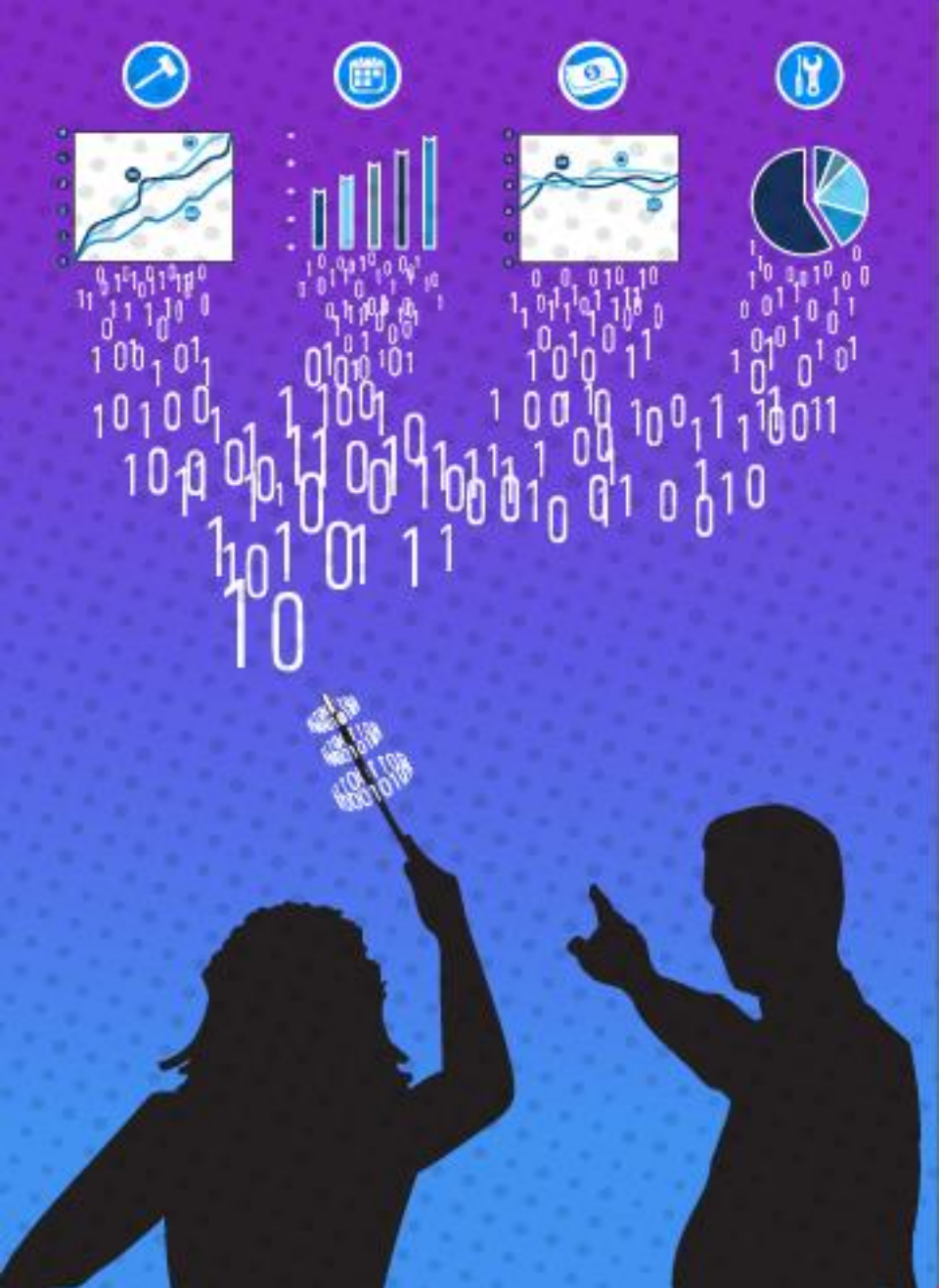
# Pull Your Data

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



*NEW! AutoIMS Learning Institute is here. Free, in-depth, self-paced, online training that empowers your AutoIMS users and harvests new value from your membership.*





# 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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