



EMPOWERING REMARKETING SUPERHEROES

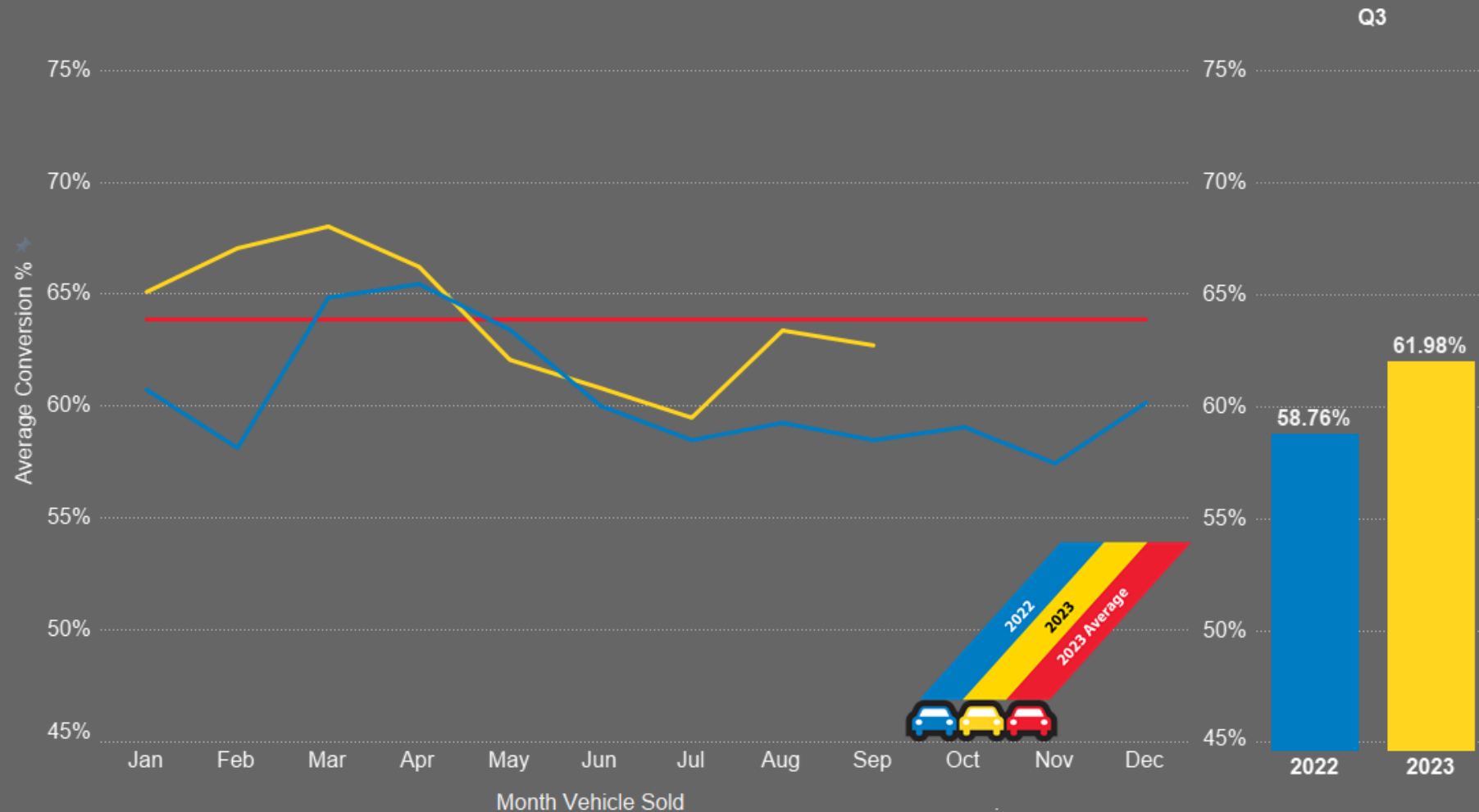
About the AutoIMS Industry View

- **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.

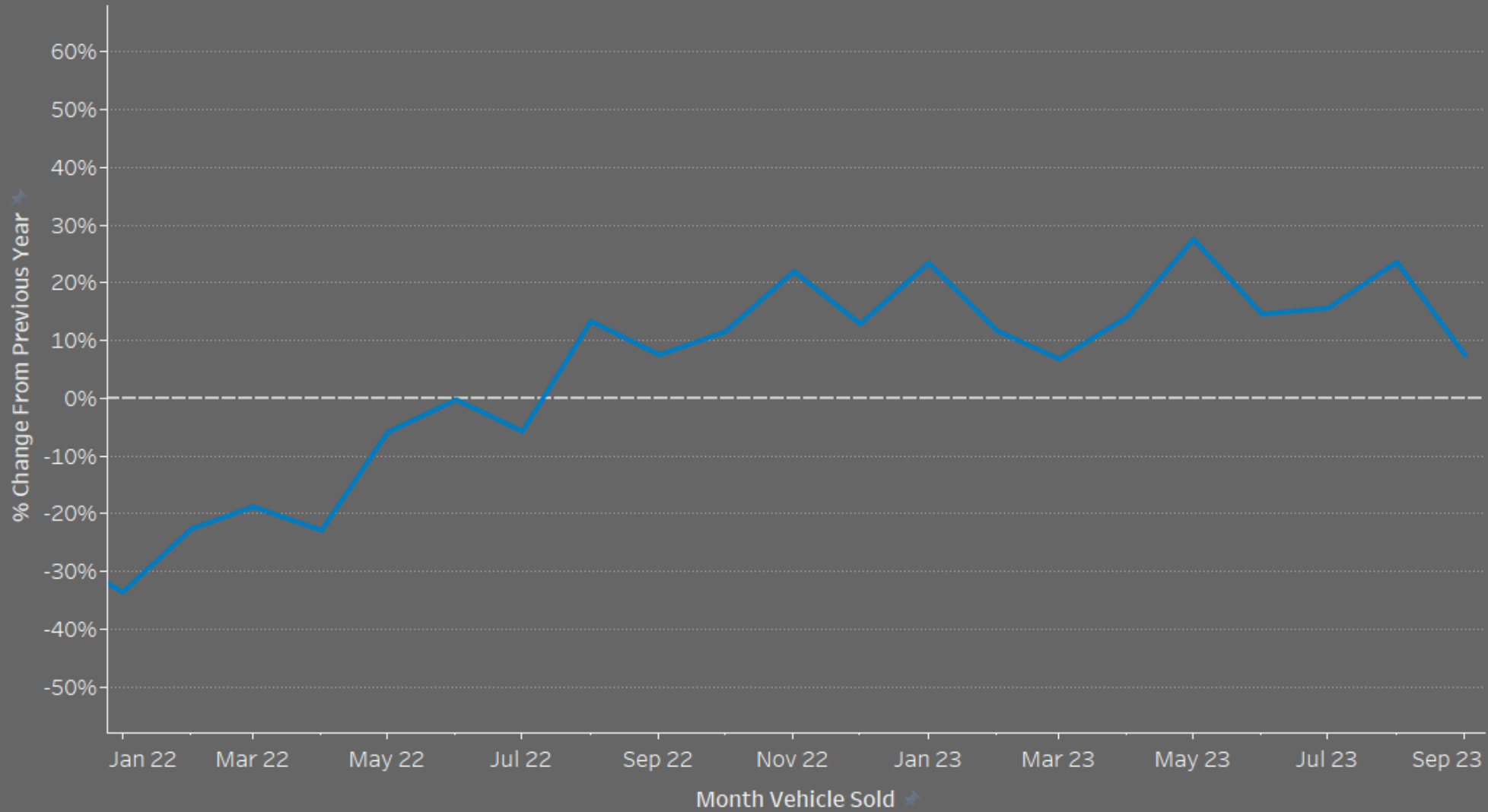


Conversion Rate

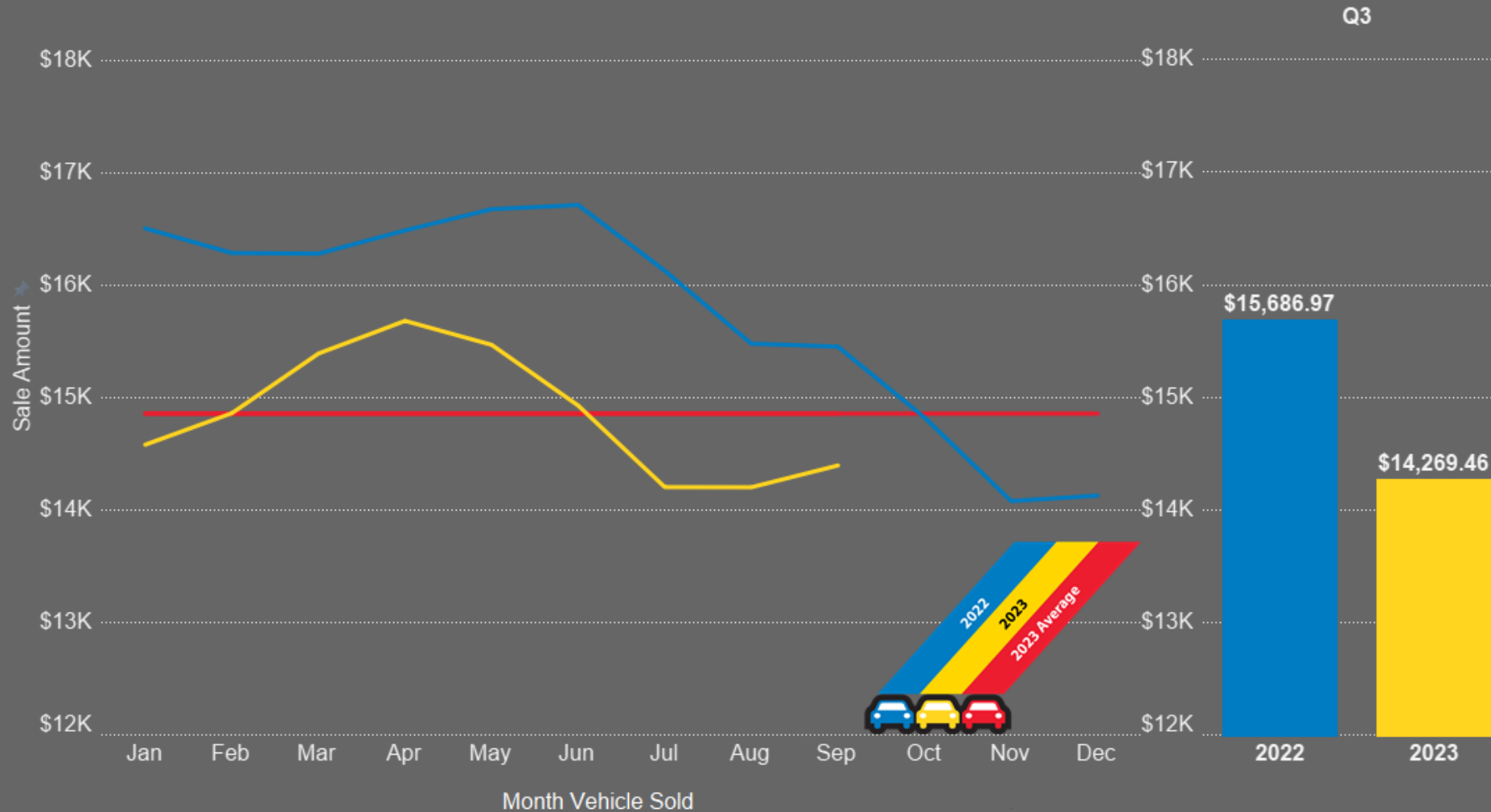
The % of vehicles sold on a day in which they were offered



Vehicle Sales Volume % Change

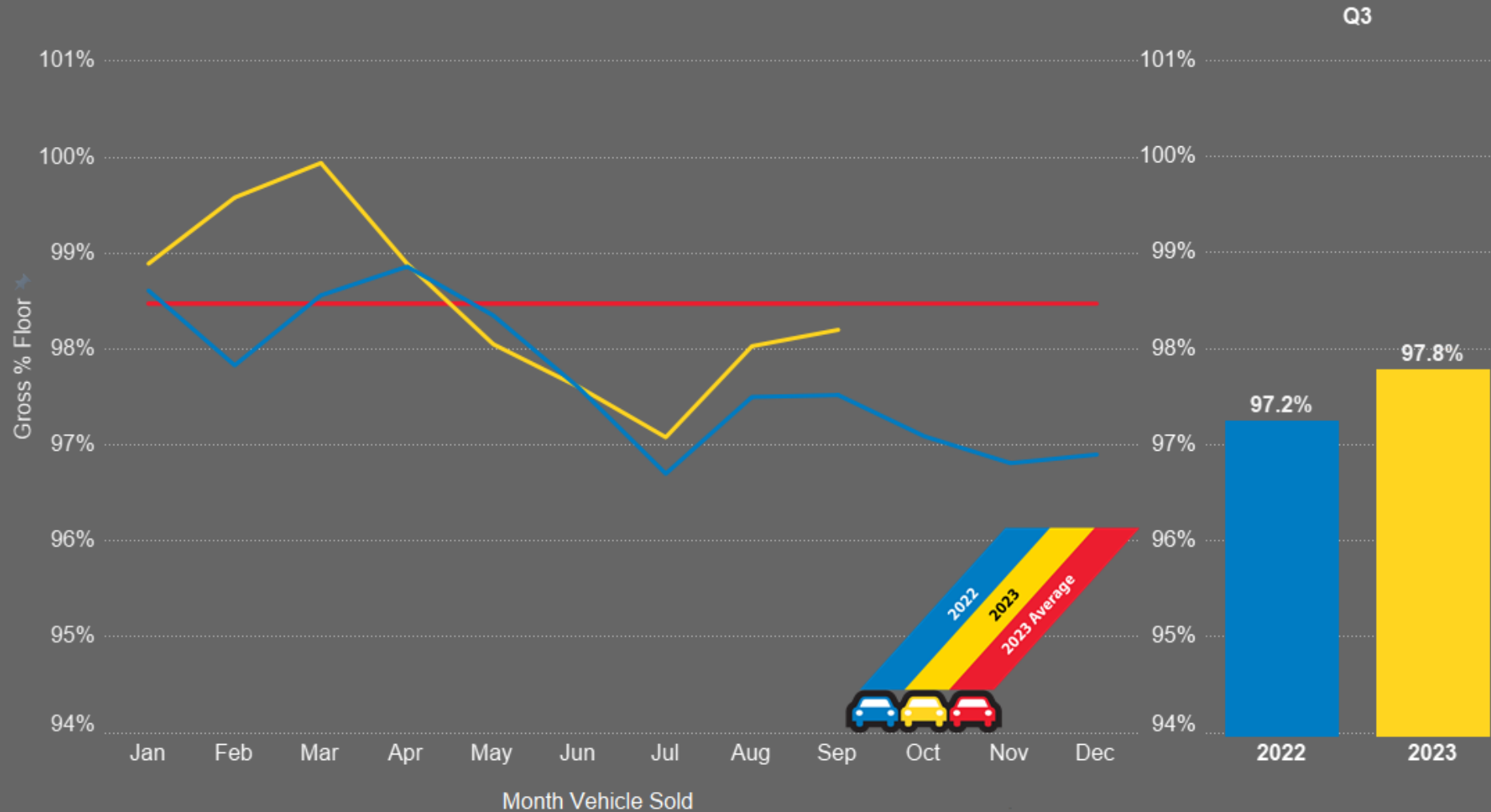


Average Sale Price



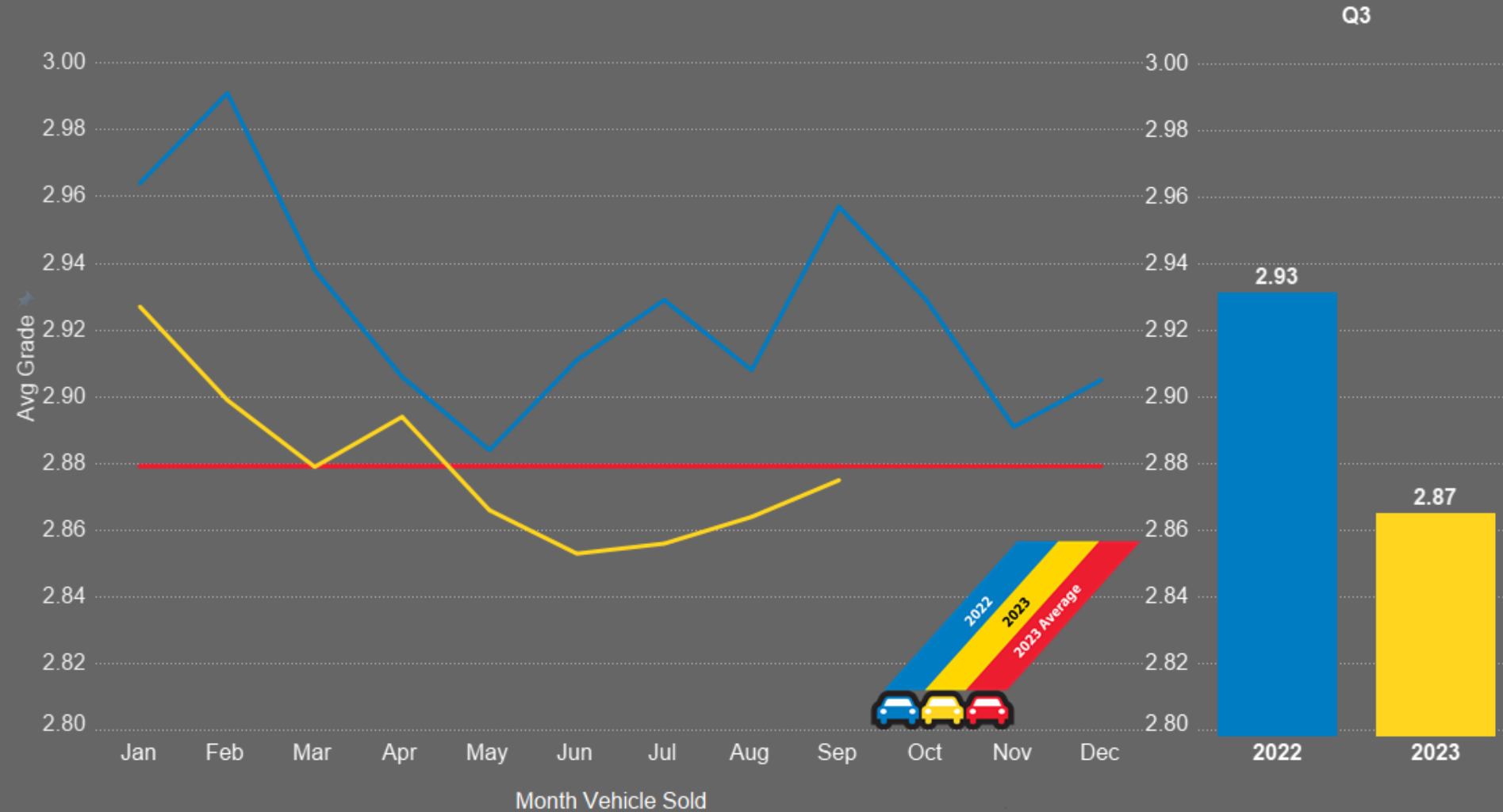
Gross Sales Price as a % of Floor Price

Only includes vehicles which had a Floor Price in AutoIMS

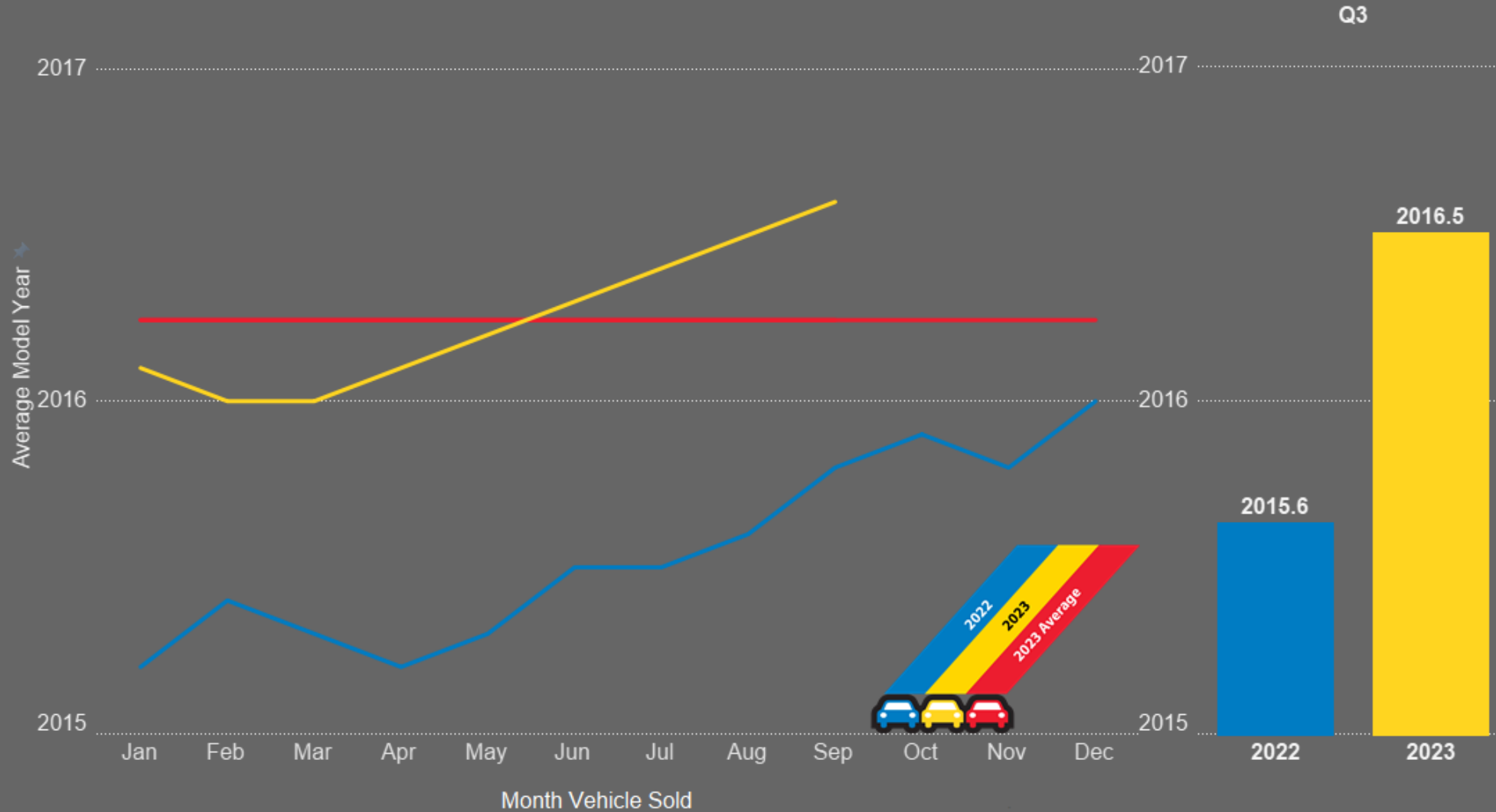


Average Vehicle Grade

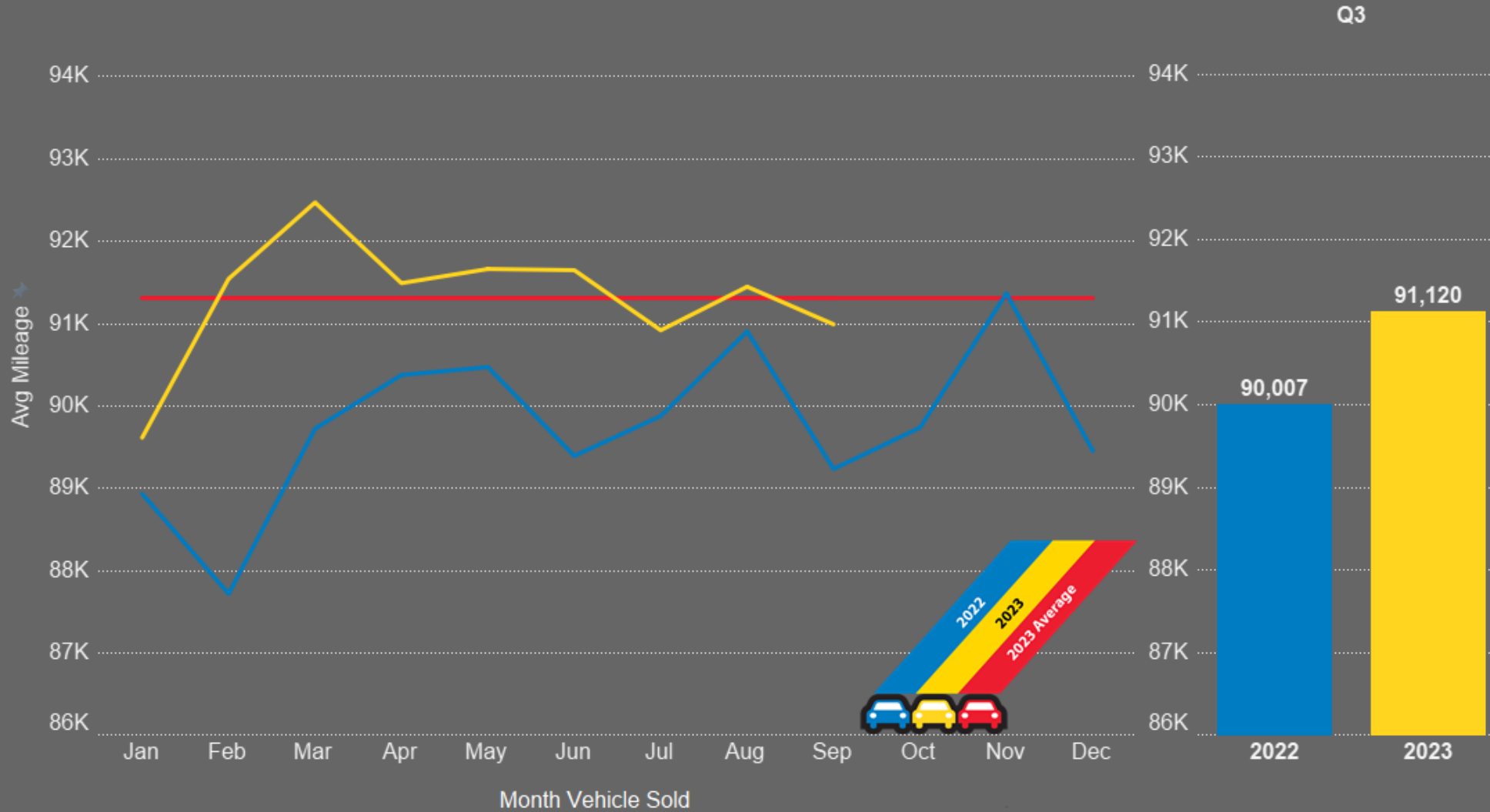
Using the final CR grade at time of sale



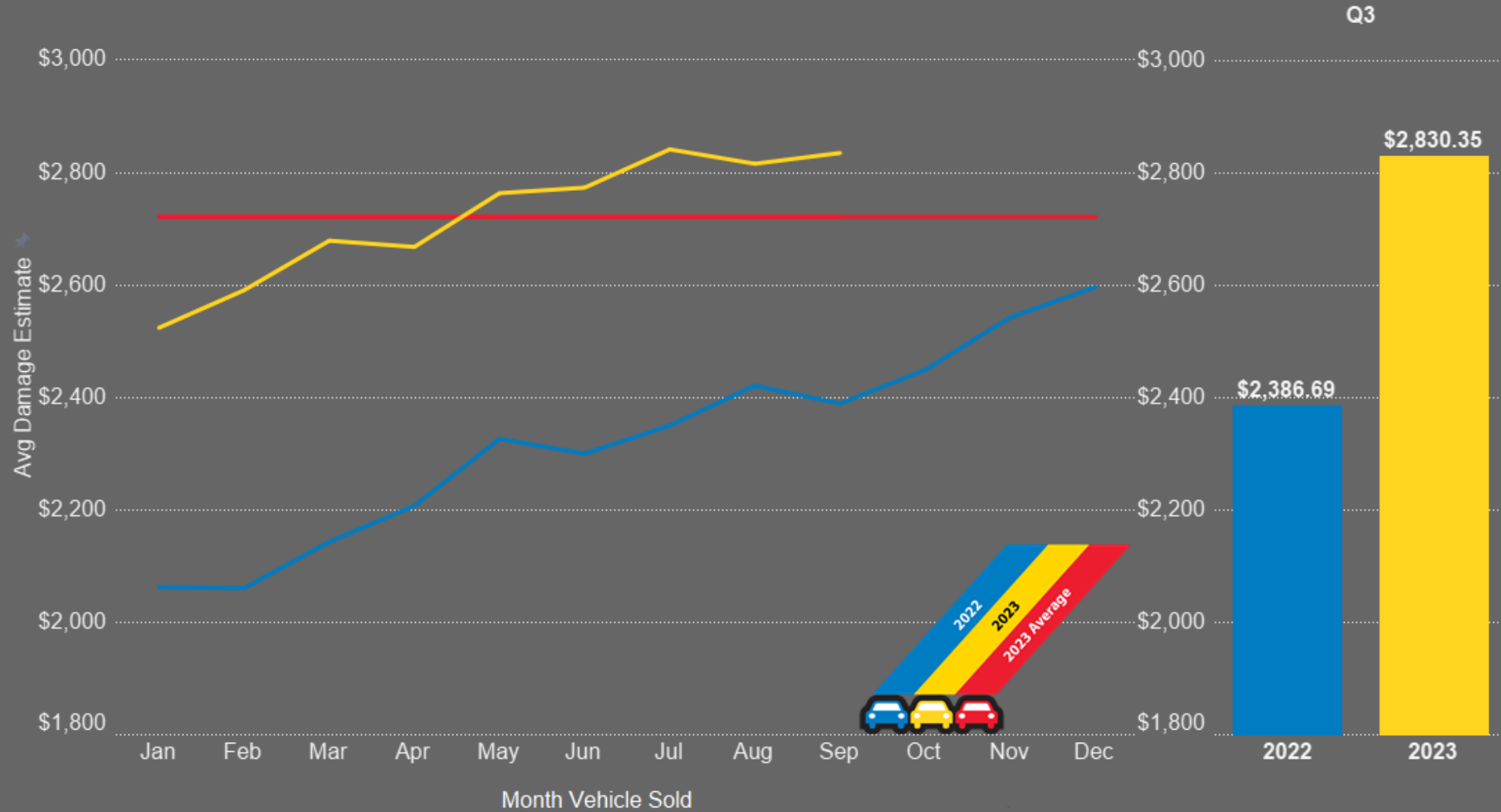
Average Model Year



Average Mileage

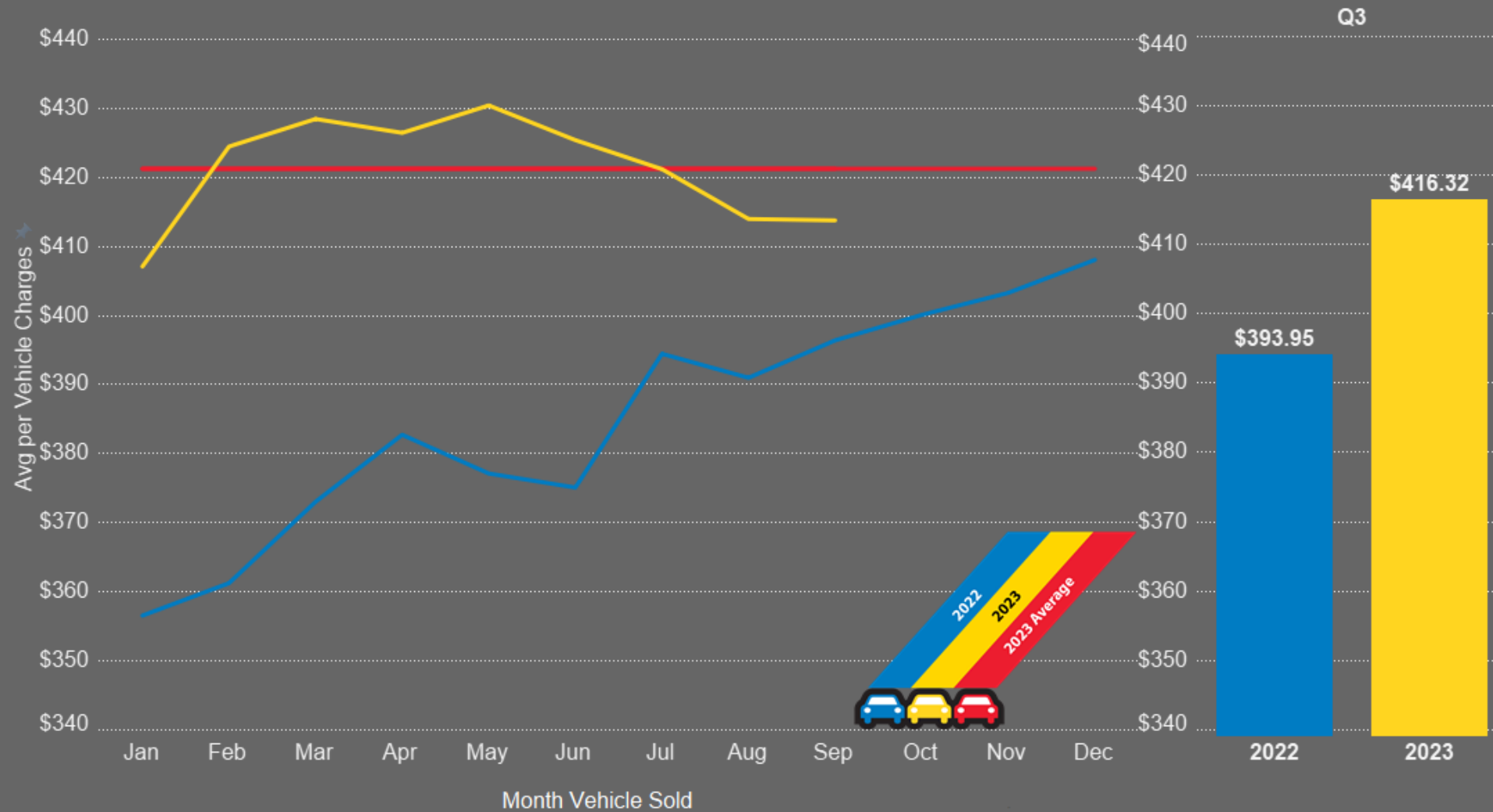


Average Damage Estimate



Average Charge Total

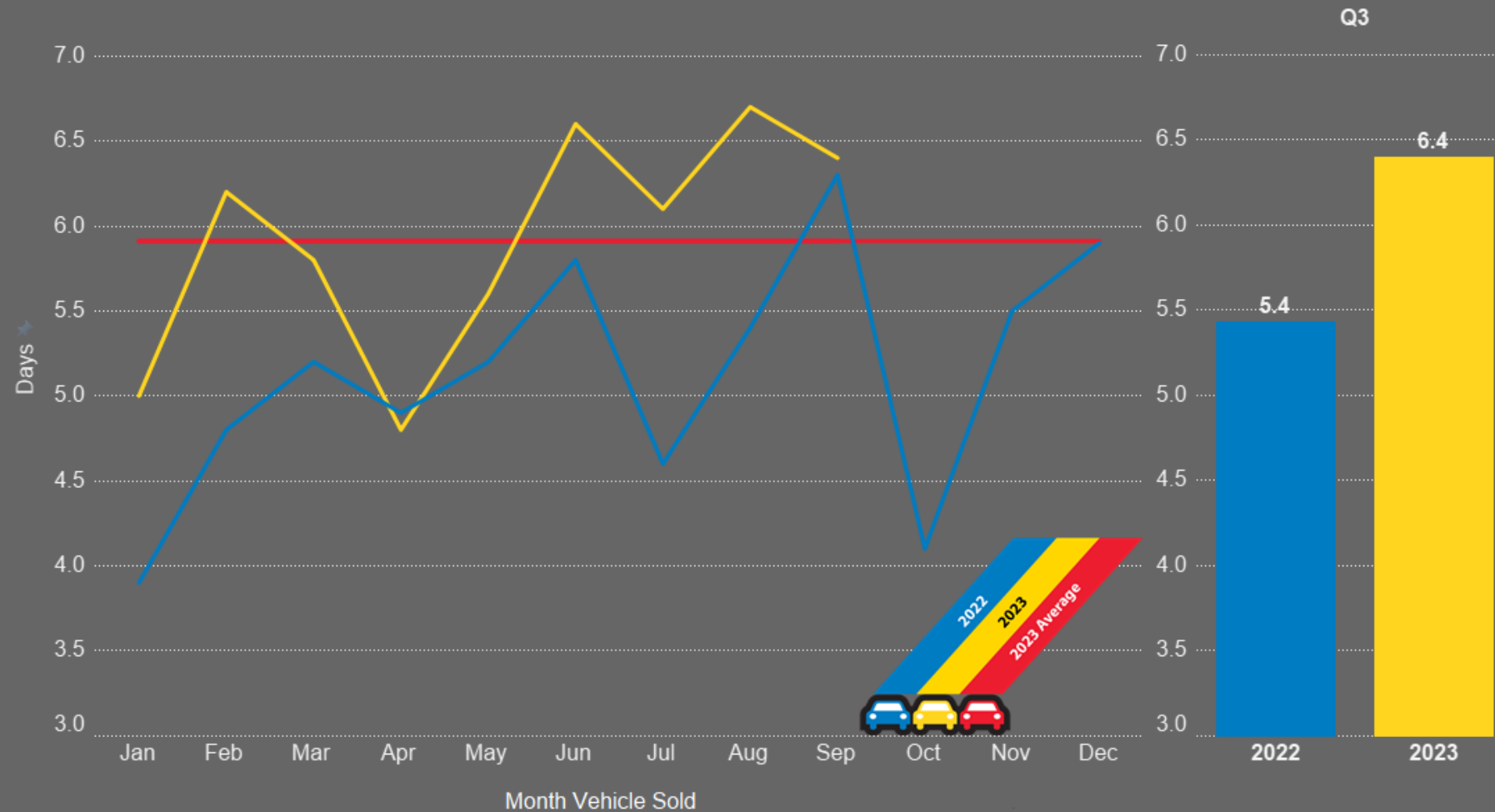
Total auction fees typically deducted from proceeds at sale settlement



Average Days – Assigned to Secured

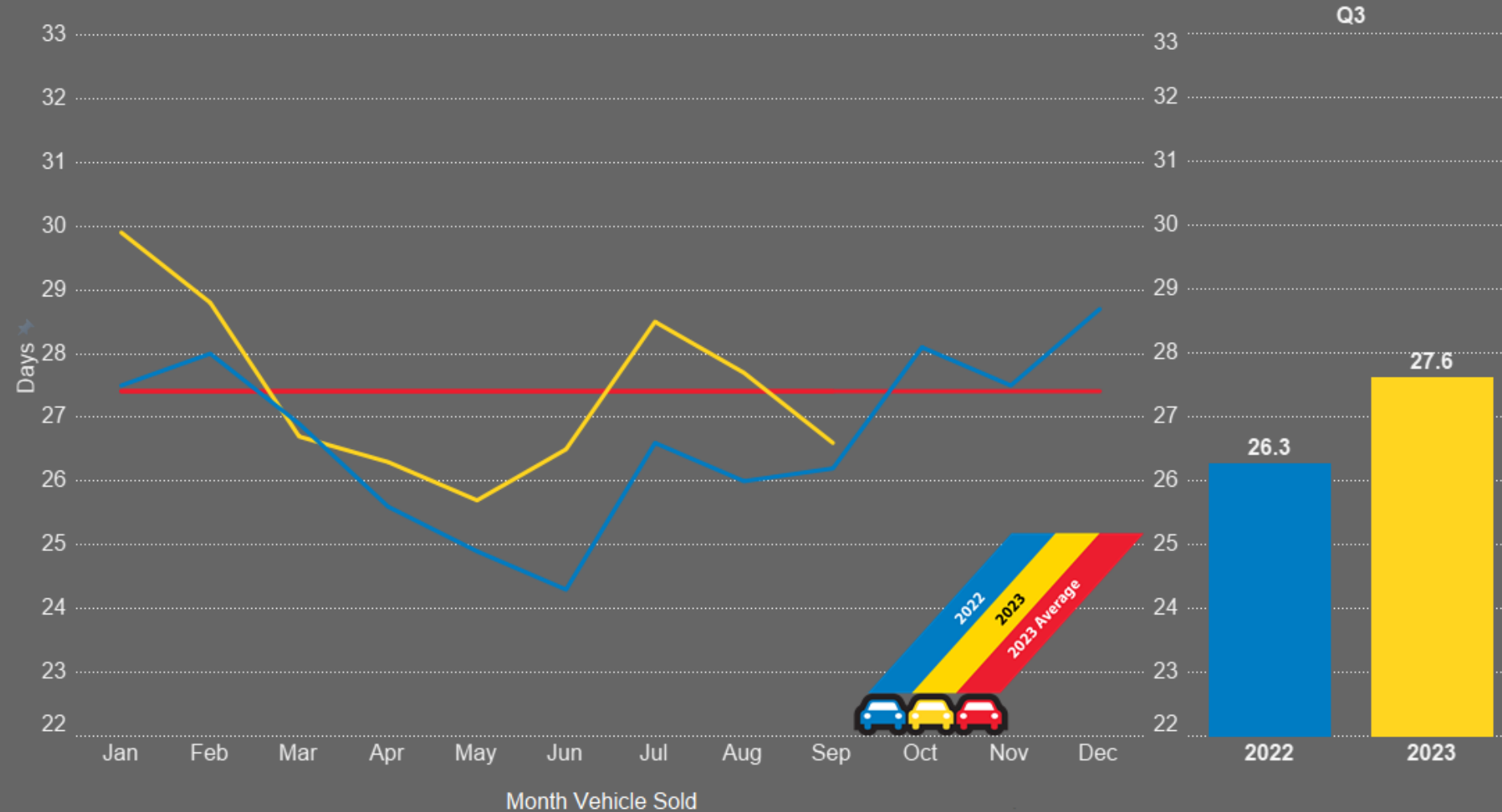
Total timeline from date of auction assignment to check in

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



Q3 2023 – A Sense of Balance in the Used Vehicle Market: Insight from Q3 AutoIMS Data Amidst Inflation and Auto Workers Strike

In examining the Q3 AutoIMS data, we observe a balancing act in the used vehicle market. Auction charges have slightly risen but appear to have stabilized. The average duration from assignment to secured now aligns with last year's data, suggesting a market returning to its pre-pandemic rhythm. But does this indicate a long-term trend or a temporary stabilization? Notably, damage estimates are on a slow climb, likely a reflection of the persistent inflation. This begs the question: how will ongoing economic factors continue to shape these trends?

As 2023 nears its end, there's a looming question: could the impact of the United Auto Workers Strike introduce a new variable that disrupts this balance?

As we decelerate into the holiday season, it's a period for both reflection and forward-thinking. How will the lessons learned this year inform our strategies in the upcoming one? We eagerly look forward to reconvening with everyone in the New Year.



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



AutoIMS can help you be a
superhero like Metrica

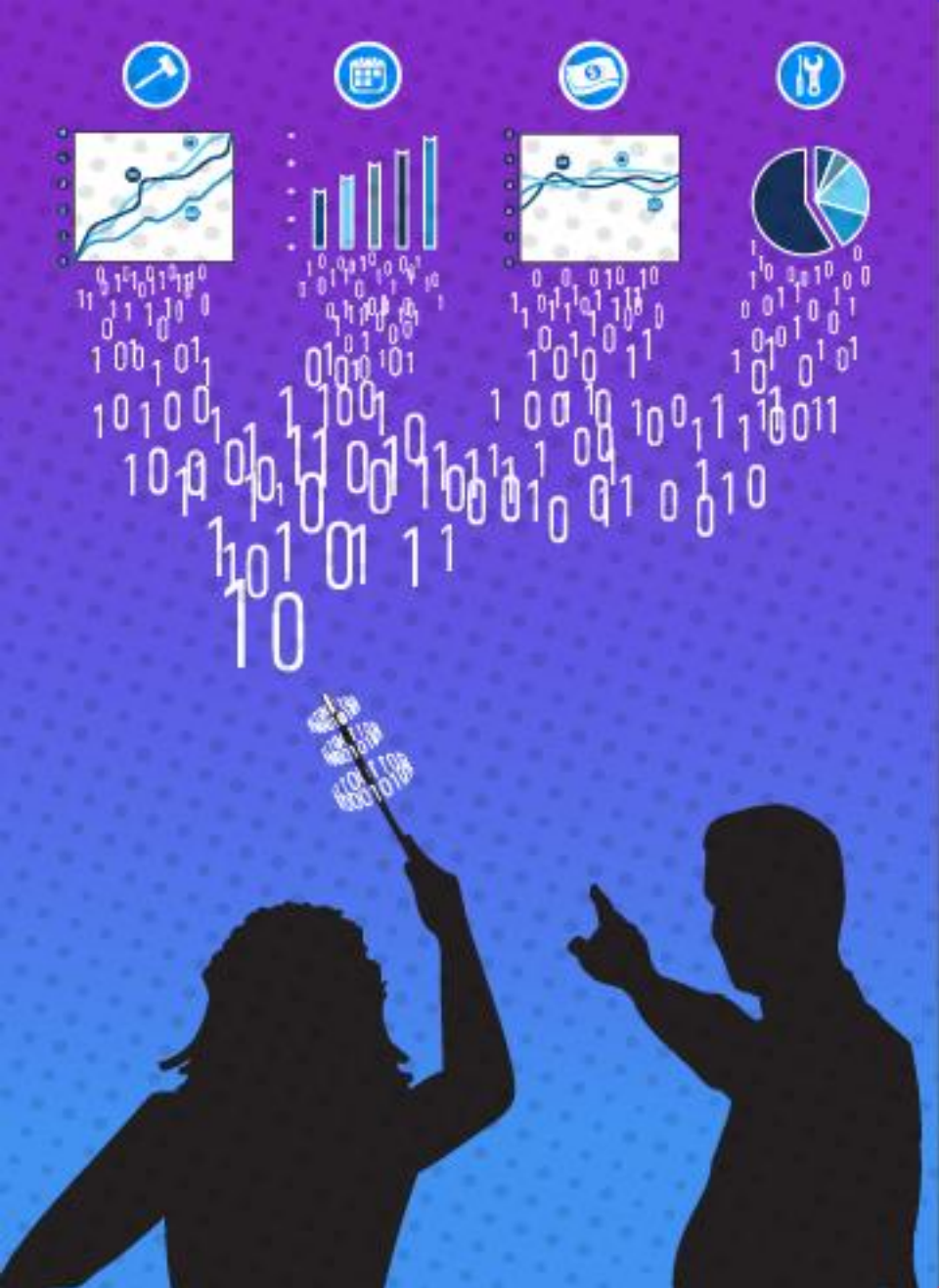


Pull Your Data

- 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



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:

clientsupport@autoims.com

solutions@autoims.com

888-683-2272

Media Inquiries:

jmiller@autoims.com or 678-464-0544