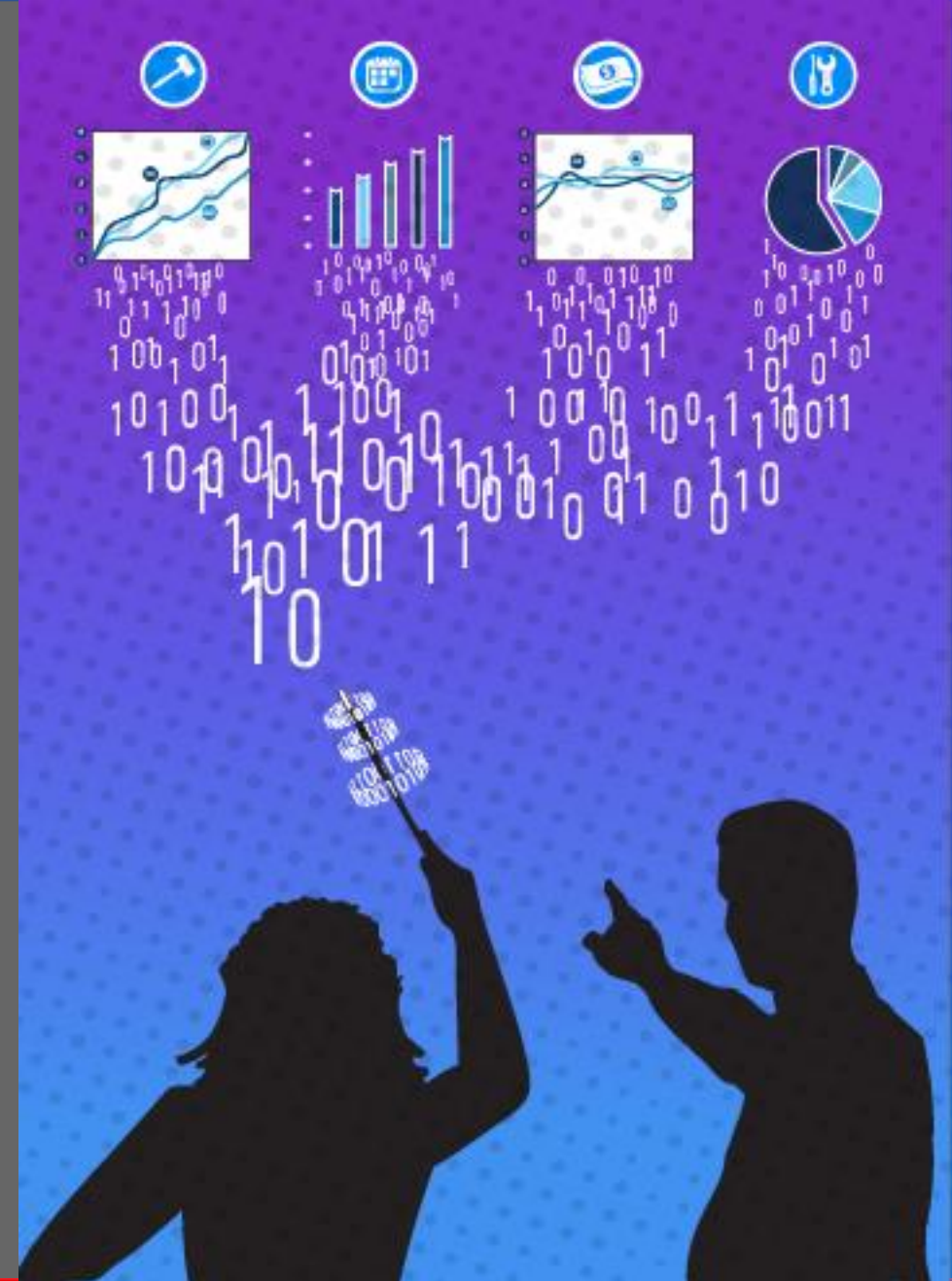




EMPOWERING REMARKETING SUPERHEROES

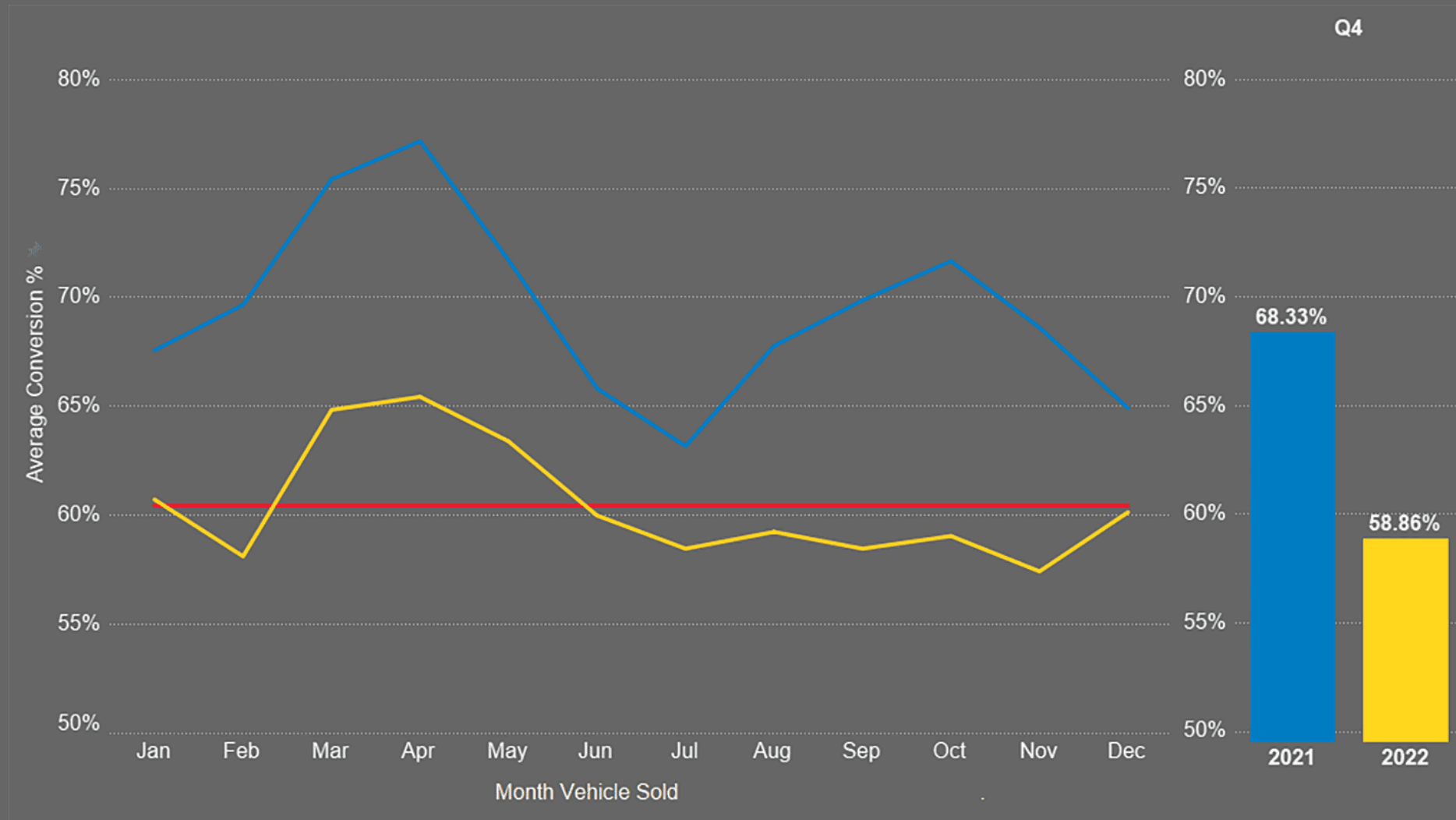
About the AutoIMS Industry View

- **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.

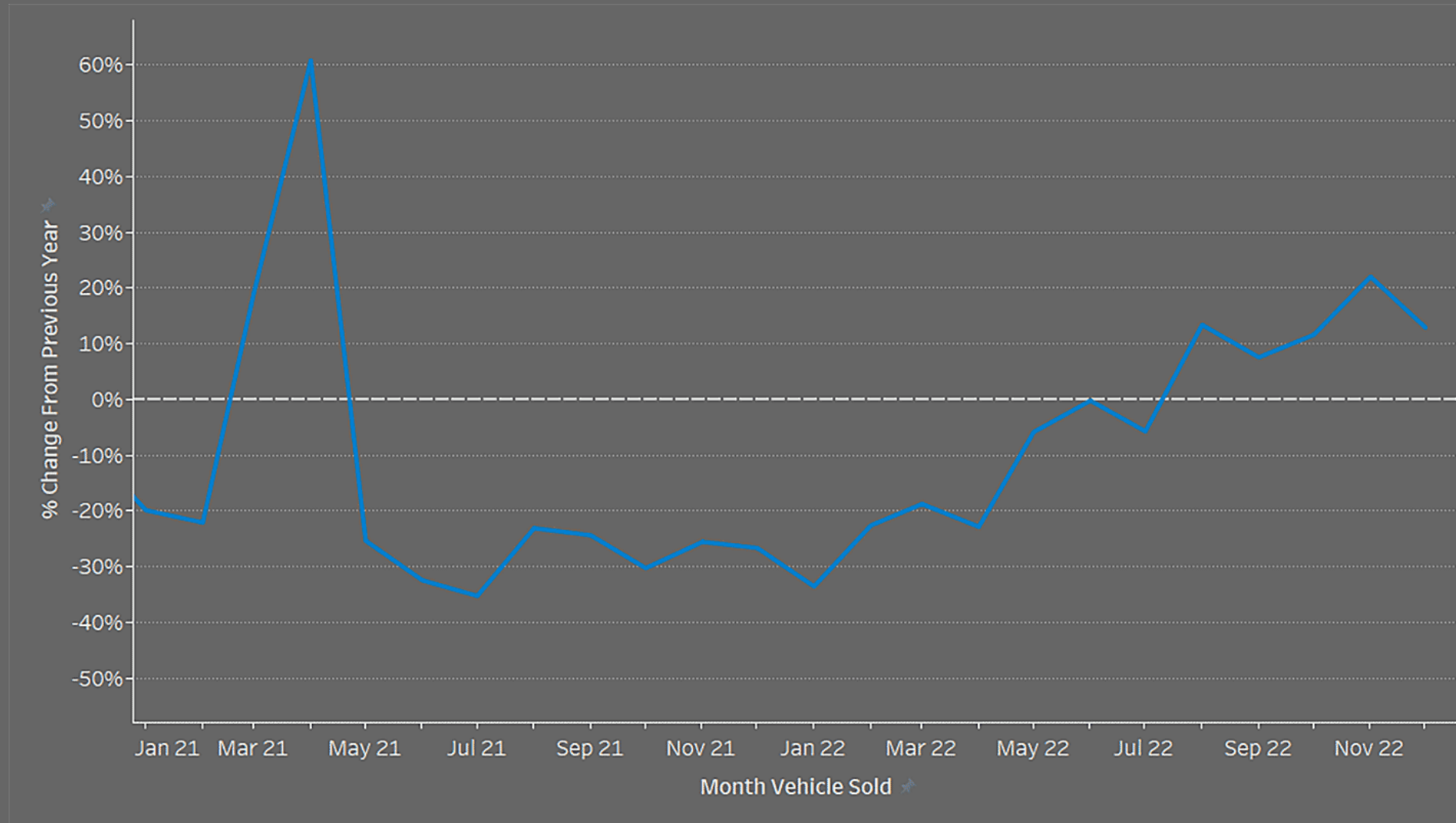


Conversion Rate

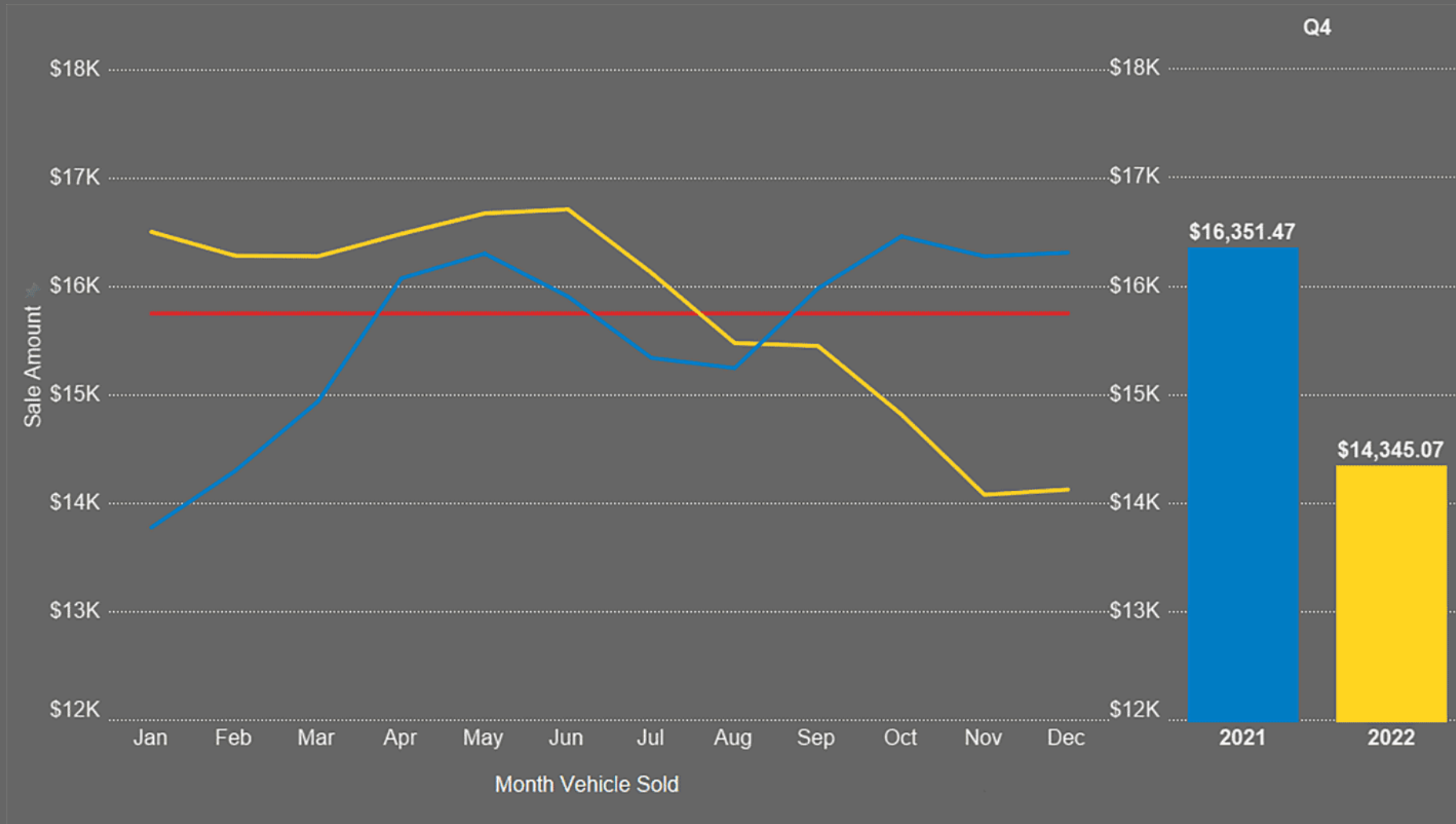
The % of vehicles sold on a day in which they were offered



Vehicle Sales Volume % Change

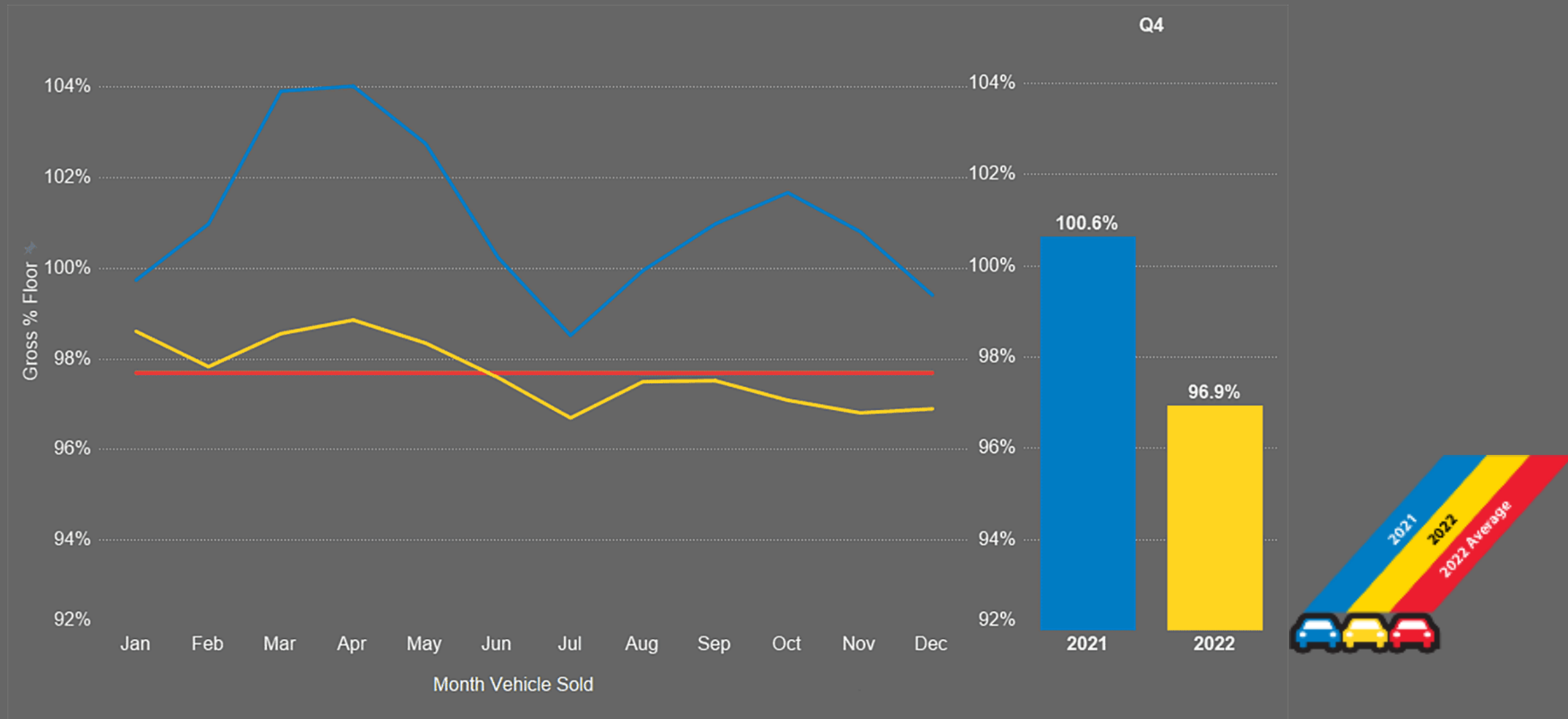


Average Sale Price



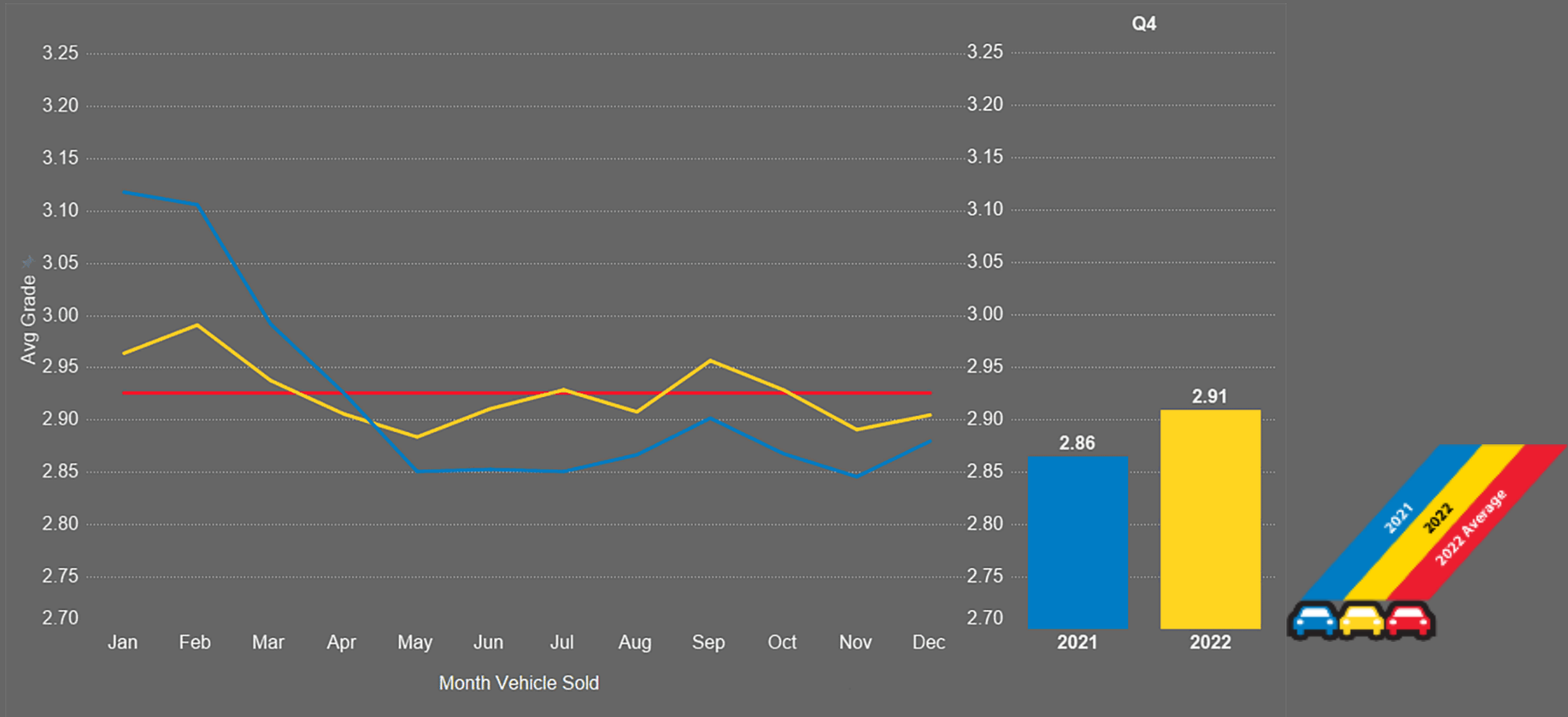
Gross Sales Price as a % of Floor Price

Only includes vehicles which had a Floor Price in AutoIMS

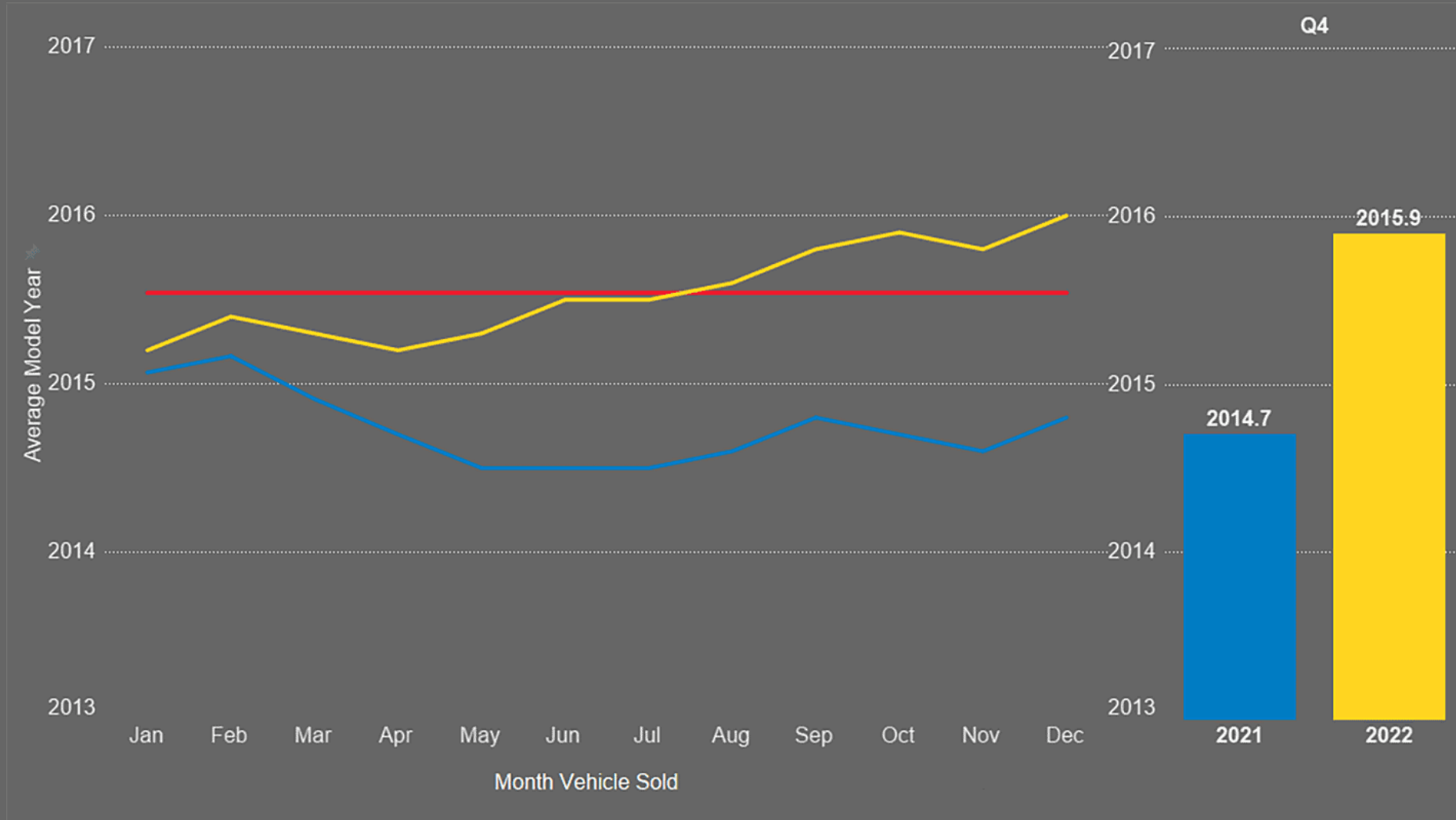


Average Vehicle Grade

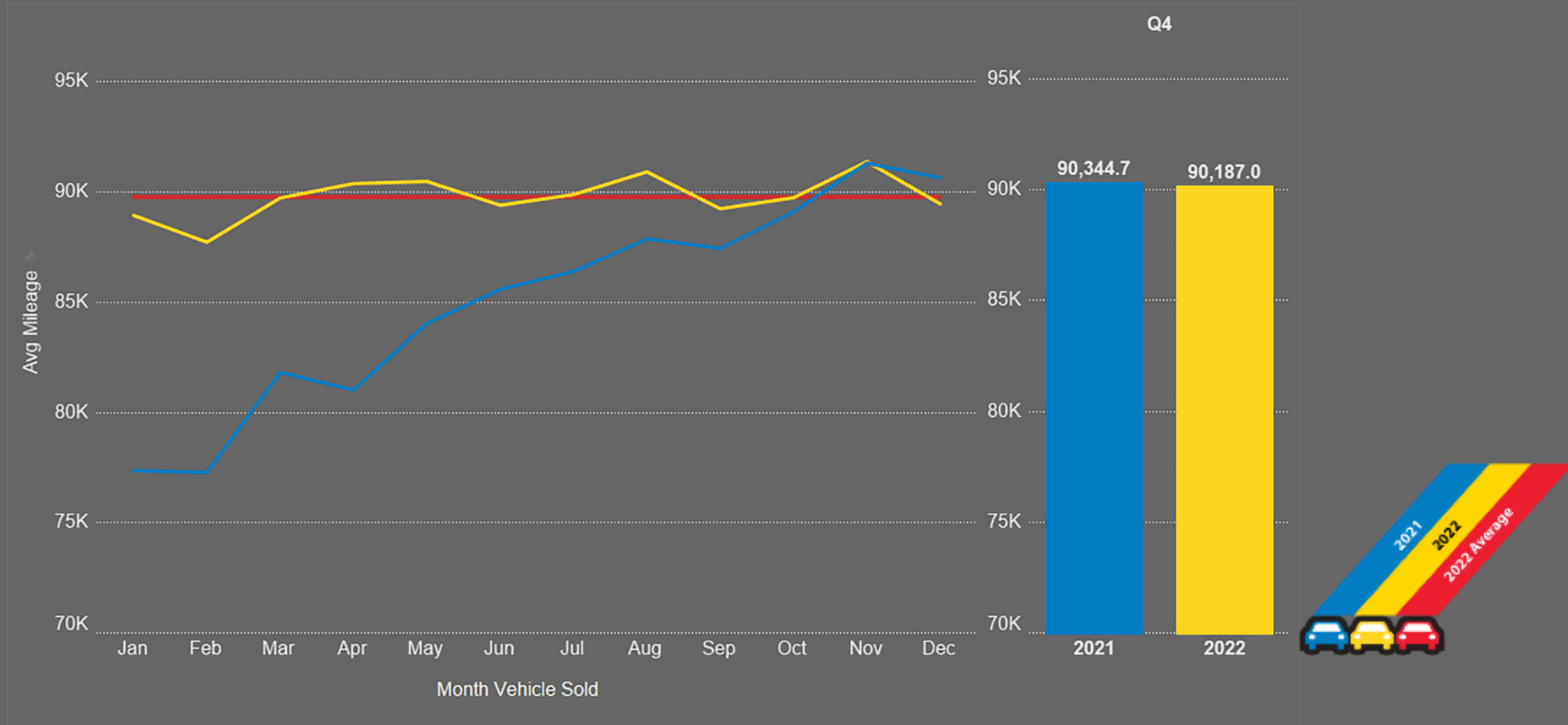
Using the final CR grade at time of sale



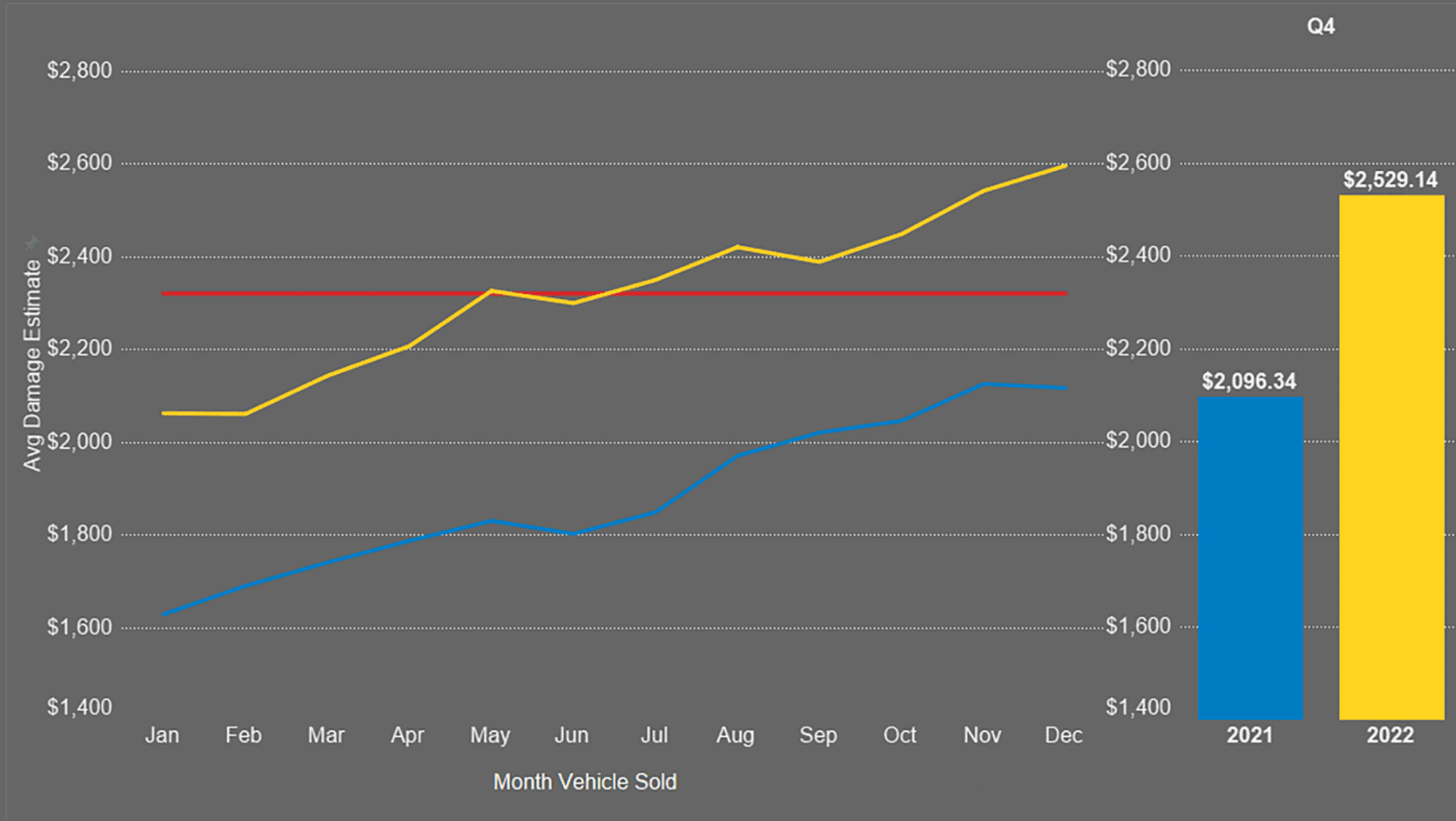
Average Model Year



Average Mileage



Average Damage Estimate



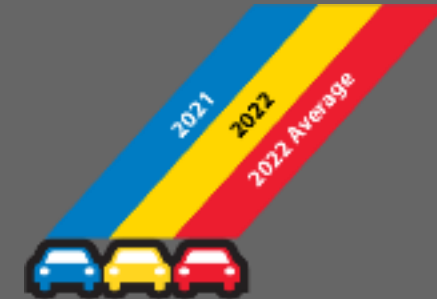
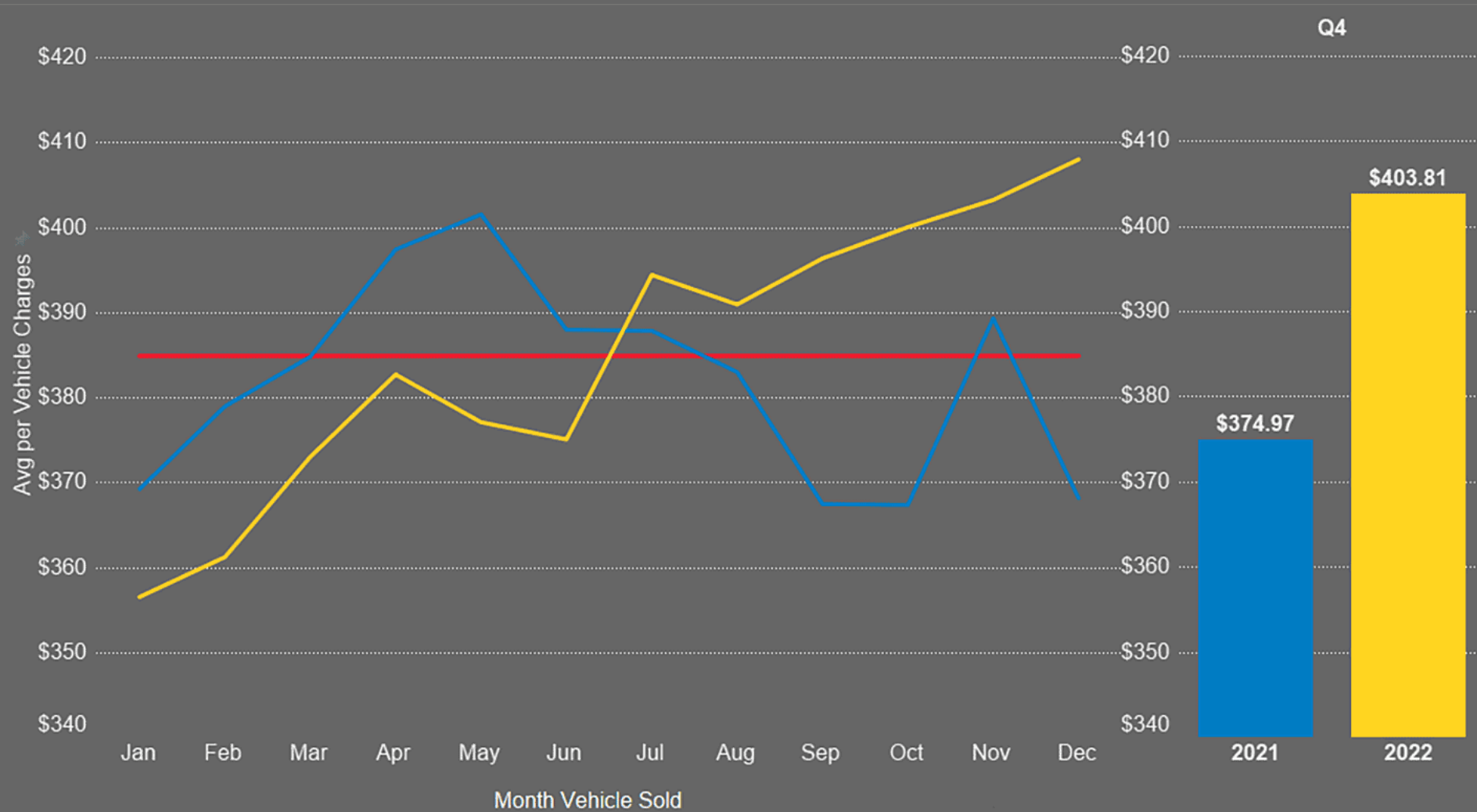
\$2,096.34

\$2,529.14



Average Charge Total

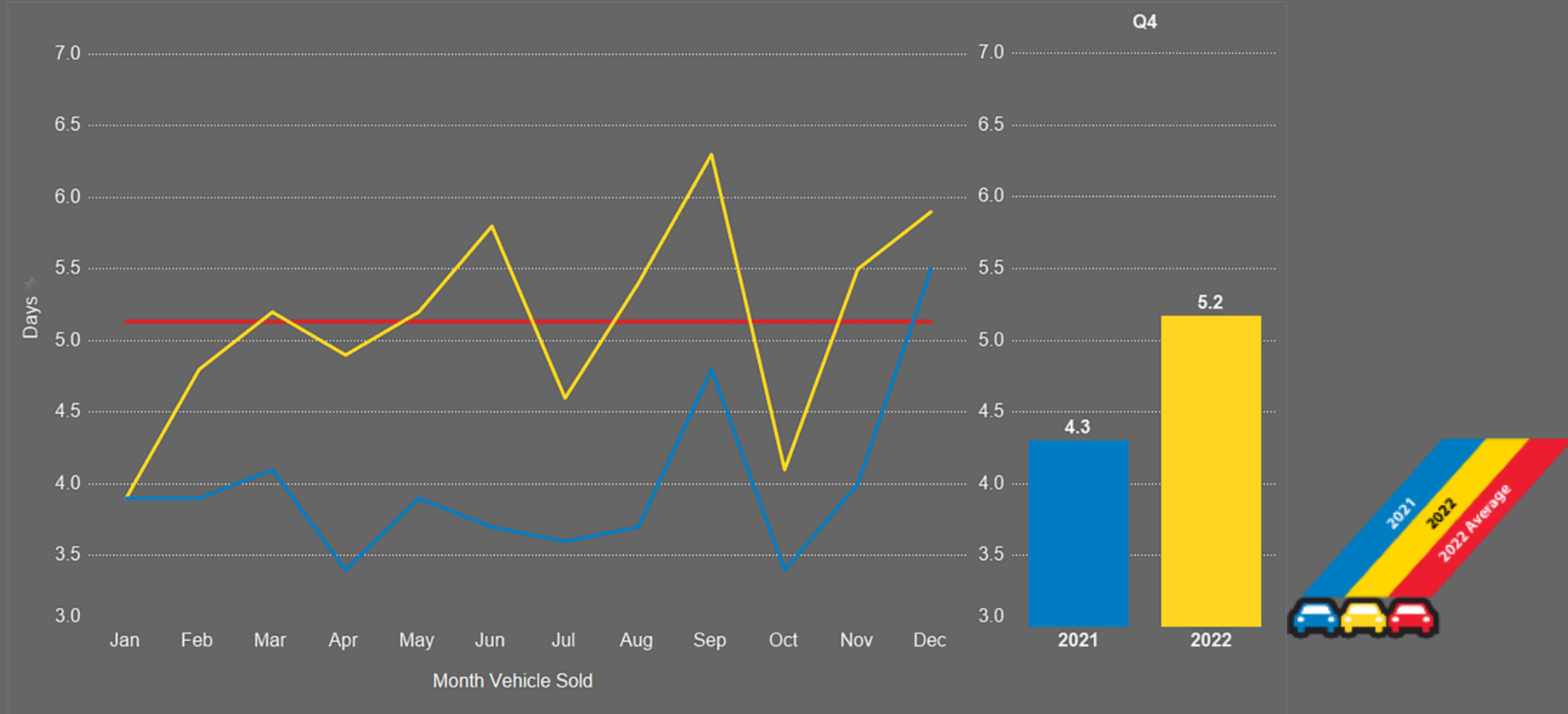
Total auction fees typically deducted from proceeds at sale settlement



Average Days – Assigned to Secured

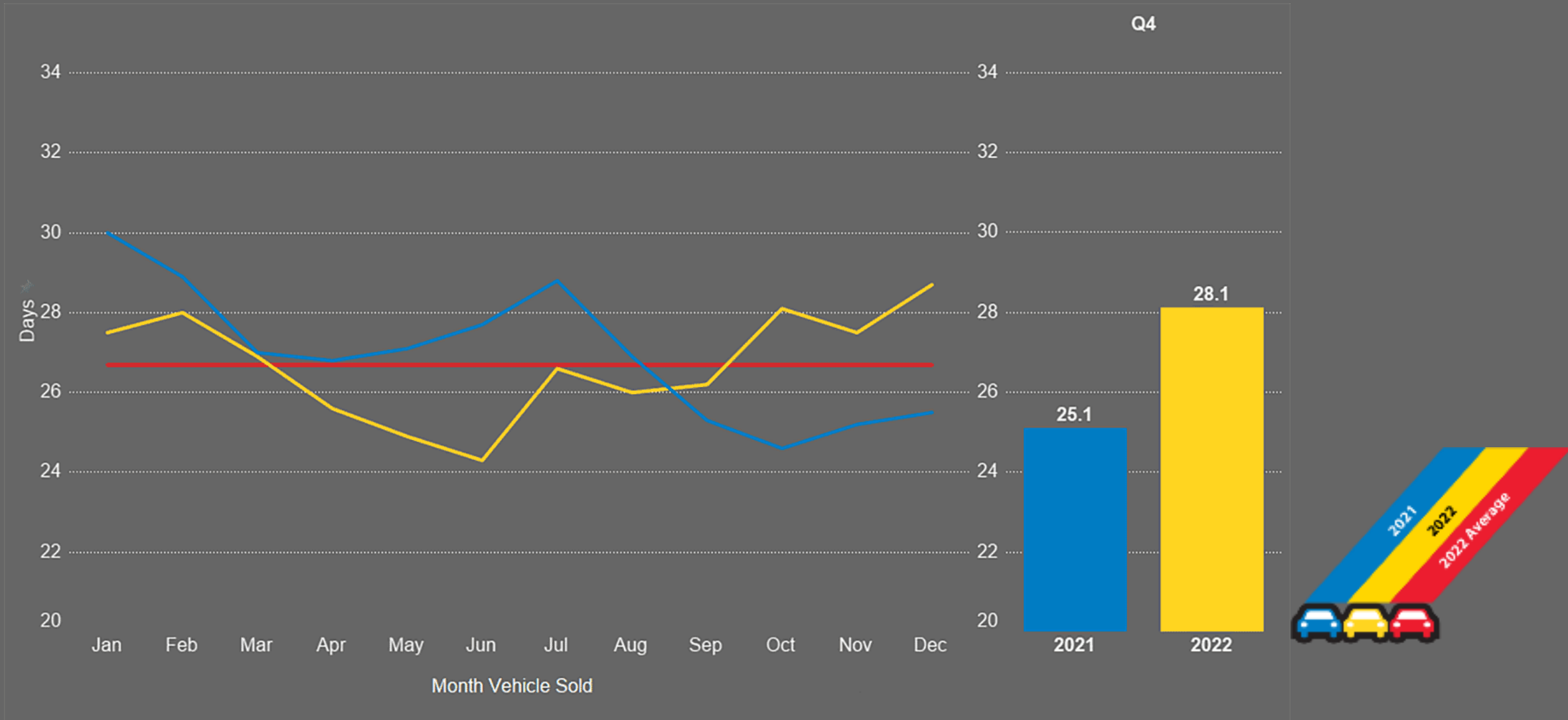
Total timeline from auction arrival date to sale

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



Q4 2022 – Time is of the Essence

2022 is a wrap, and so are many of the previous trends we saw unfolding the last two years. Conversion rate came in nearly 10 points behind 2021 as commercial consignment to auction increased in the second half of the year.

The drop in Average Sale Price was significant in Q4. Cooling inflation, higher car payments, increased delinquencies – perhaps a return to earth in terms of supply and demand. Economists likely aren't surprised, but what about remarketers?

Floor prices were consistently on the high (hopeful) side during 2022 and consignors are re-thinking their predictive analytics and priorities of selling for speed vs. price during this economic pendulum swing. Good news is the vehicle demographics (grade, year, mileage, etc.) continue to level out.

Time is of the essence. 2022 brought a 3-day increase in Days to Sell. Higher volumes, fewer staff, high retention expectations, and more are all driving cycle times.

For our part, we've partnered with Experian to offer a free trial of AutoCheck history data through the end of March. One way to ensure you're priced right and won't be surprised in the lane is to know the vehicle history. Contact clientsupport@autoims.com to take advantage of the trial.

Happy New Year and Happy Selling!



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



AutoIMS can help you be a
superhero like Metrica

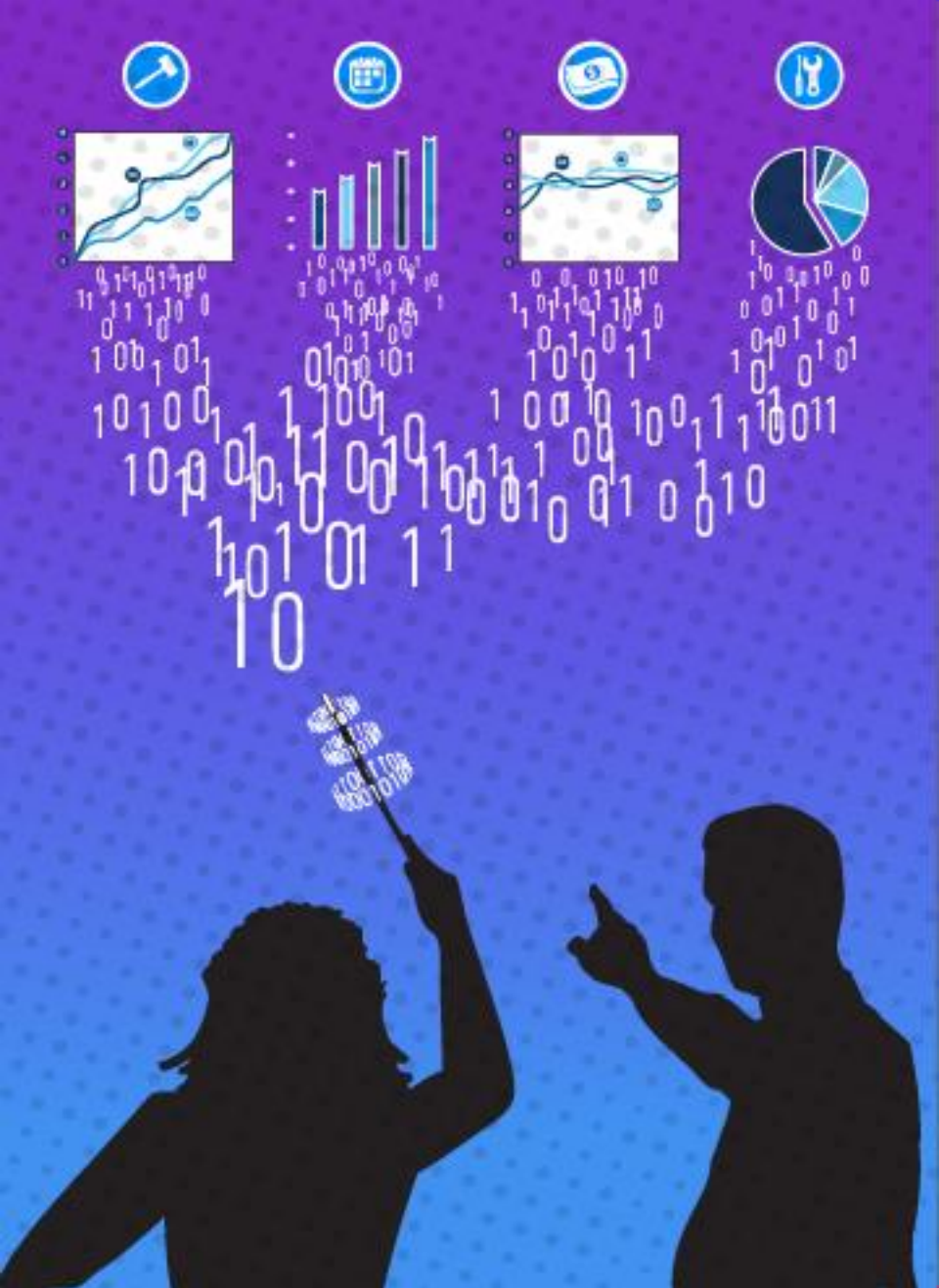


Pull Your Data

- 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:

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