



**EMPOWERING REMARKETING SUPERHEROES**

PARTNERSHIP

**autoims**  
Remarketing Technology



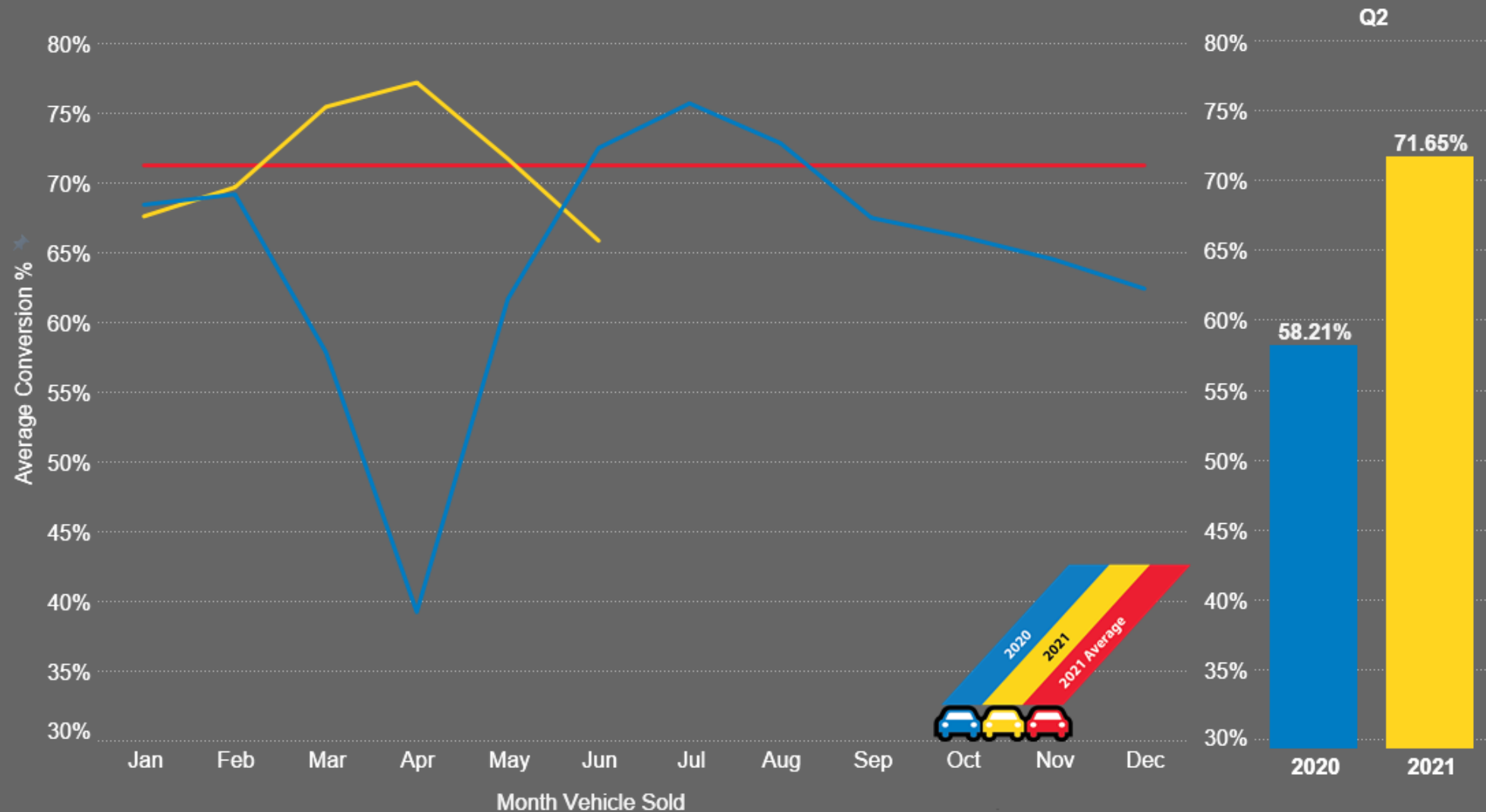
# About the AutoIMS Industry View

- **What**: A compendium of metrics featured in the AutoIMS Sales Scorecard that reflects the entire AutoIMS database—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.

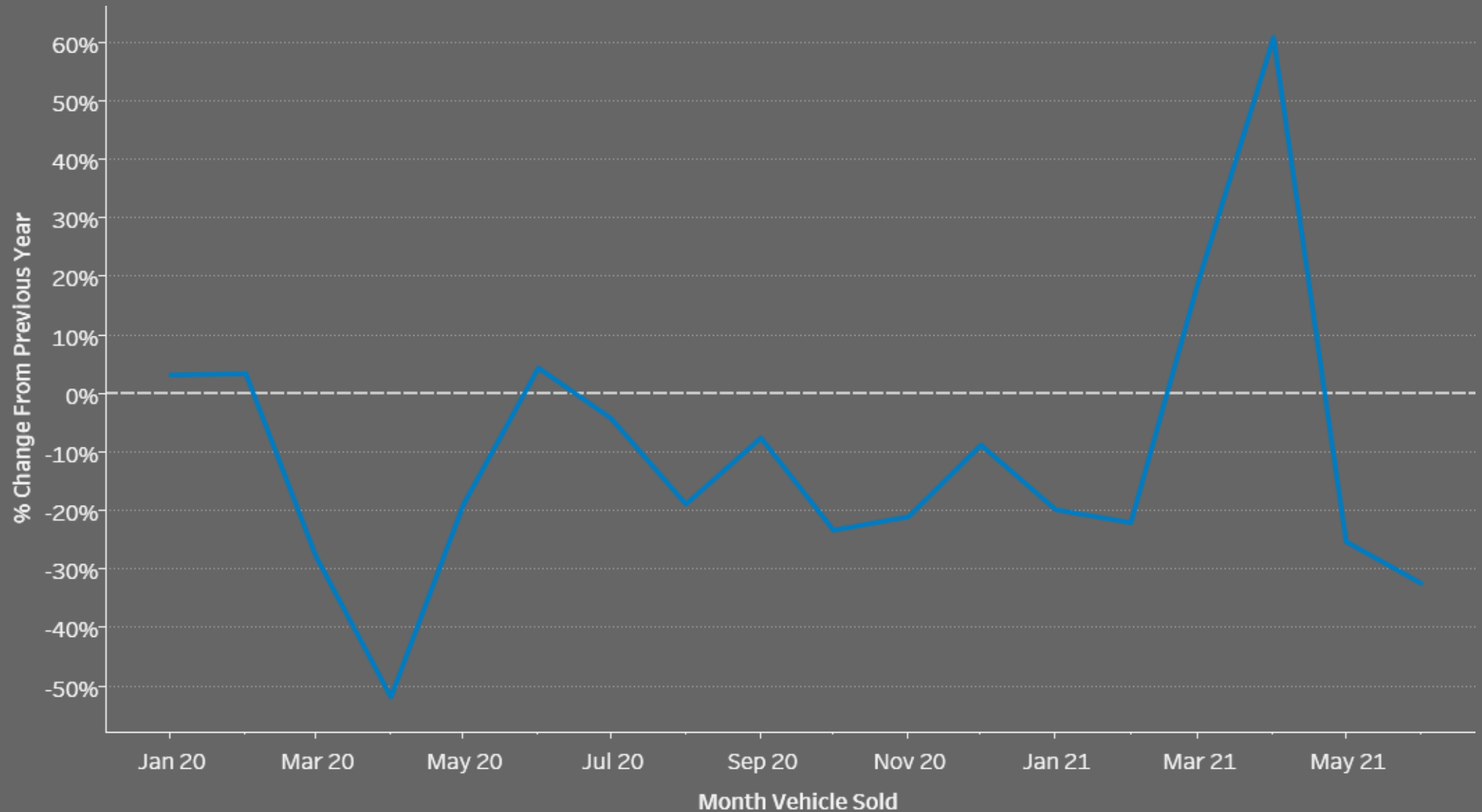


# Conversion Rate

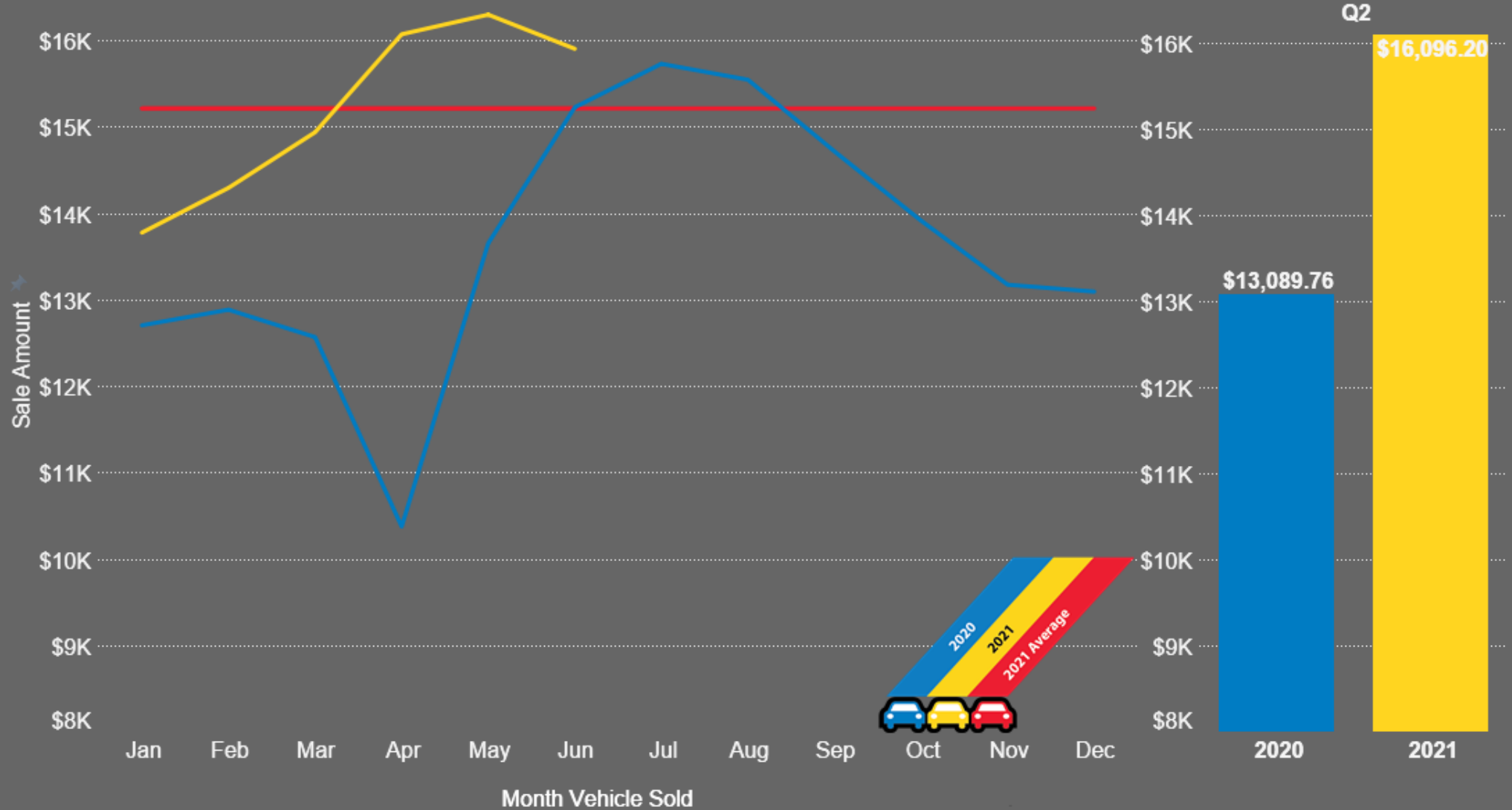
*The % of vehicles sold on a day in which they were offered*



# Vehicle Sales Volume % Change

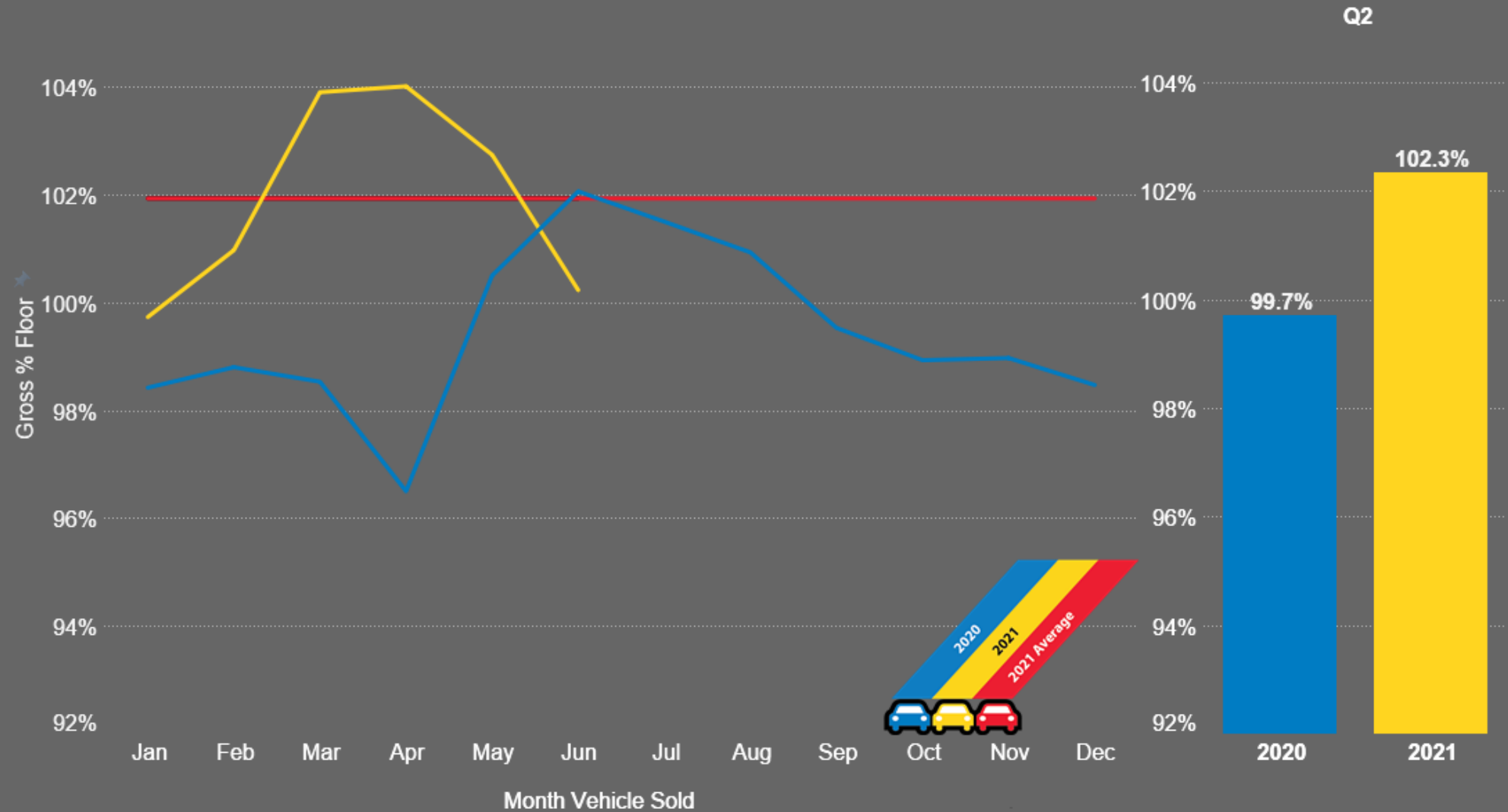


# Average Sale Price



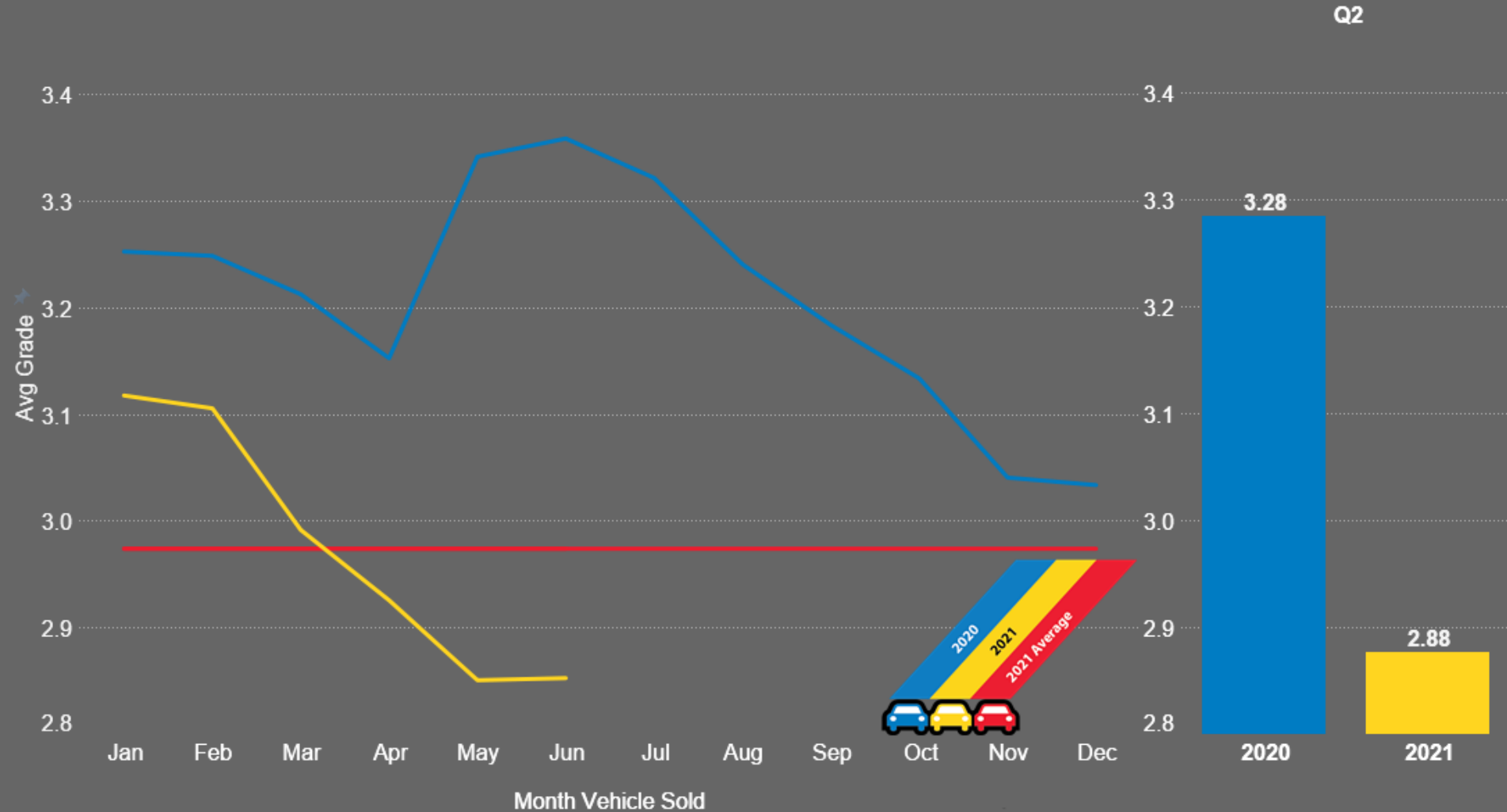
# Gross Sales Price as a % of Floor Price

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



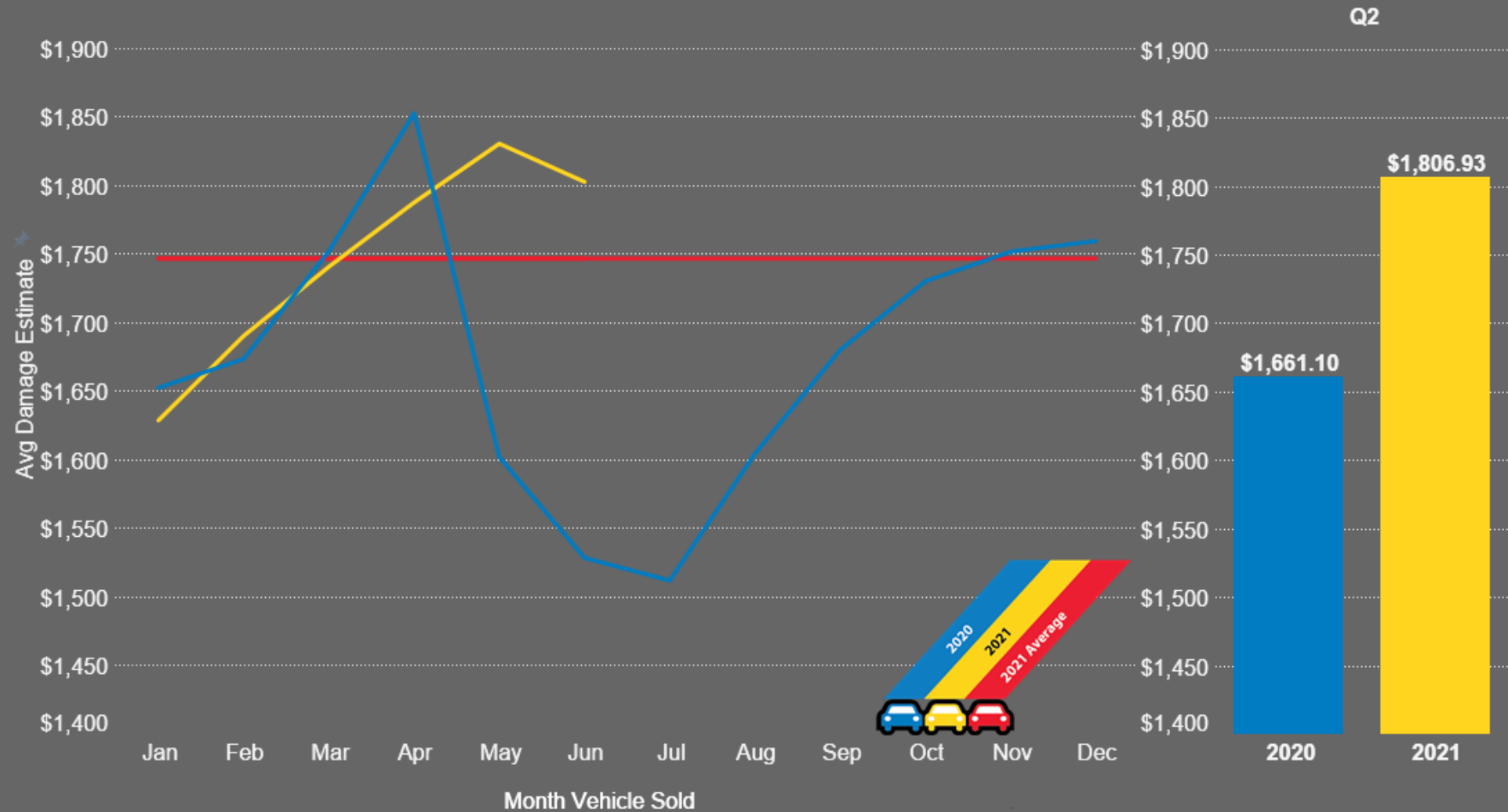
# Average Vehicle Grade

*Using the final CR grade at time of sale*



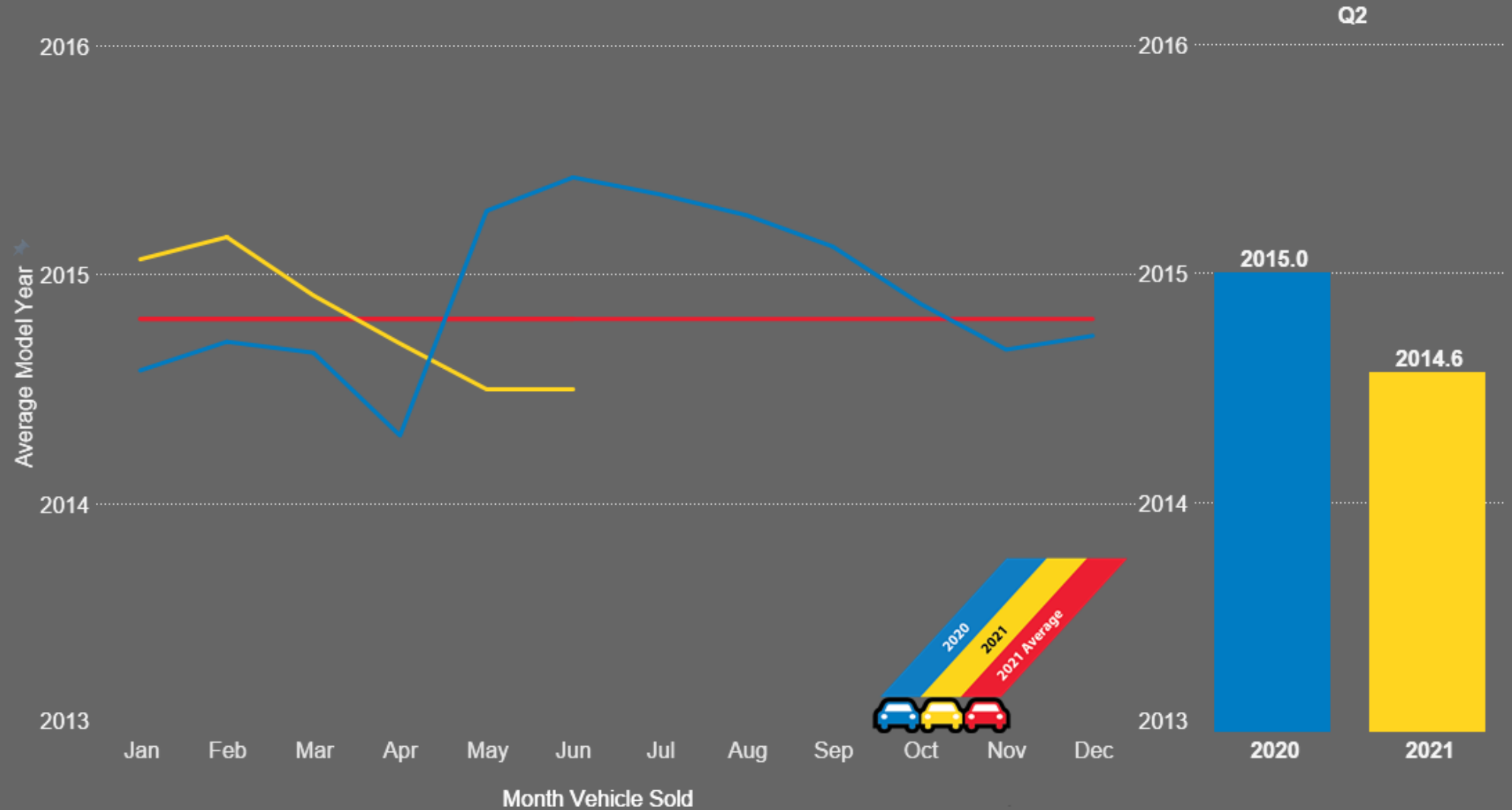
# Average Damage Estimate

Sourced from the final CR at time of sale

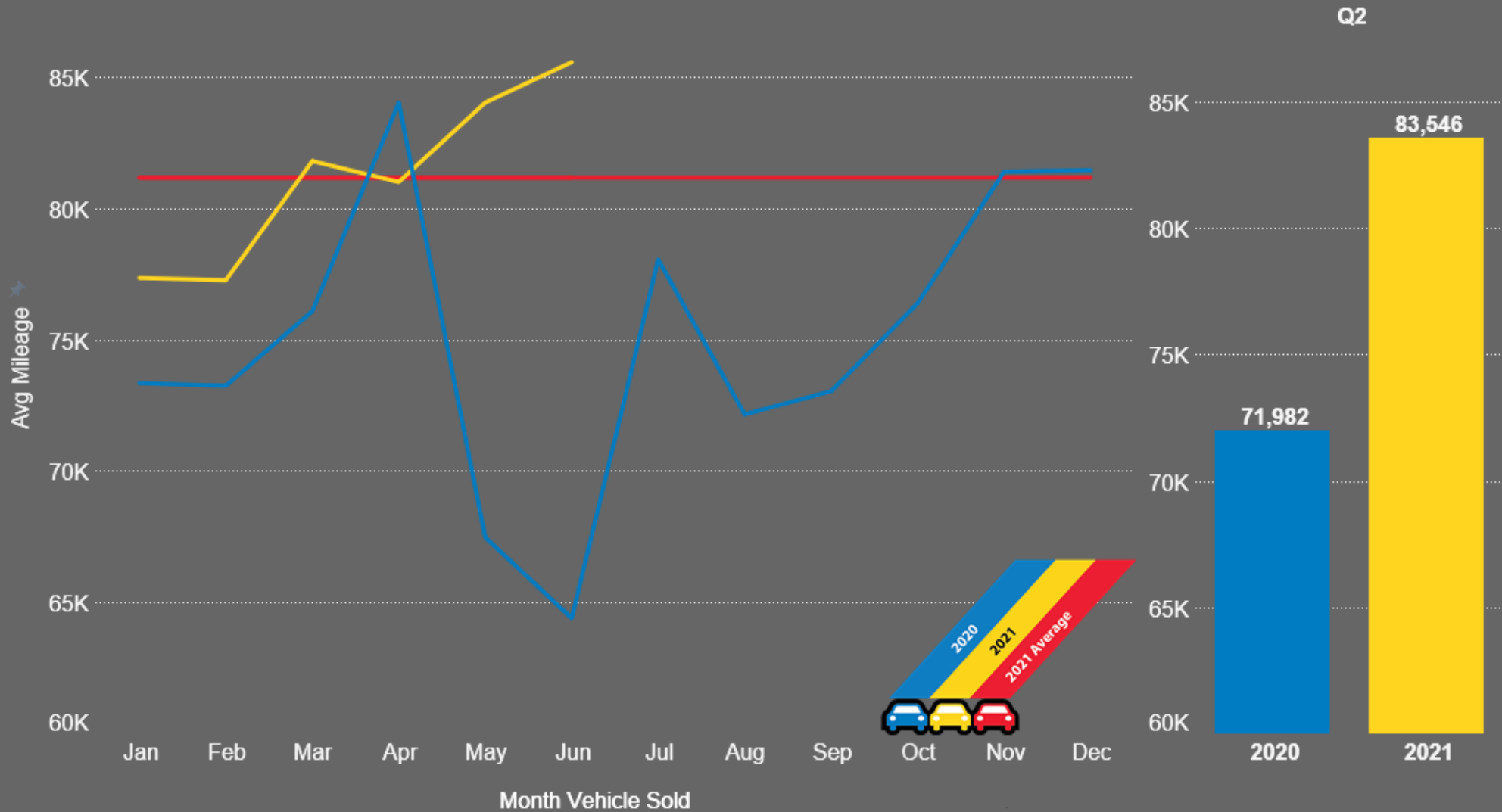




# Average Model Year

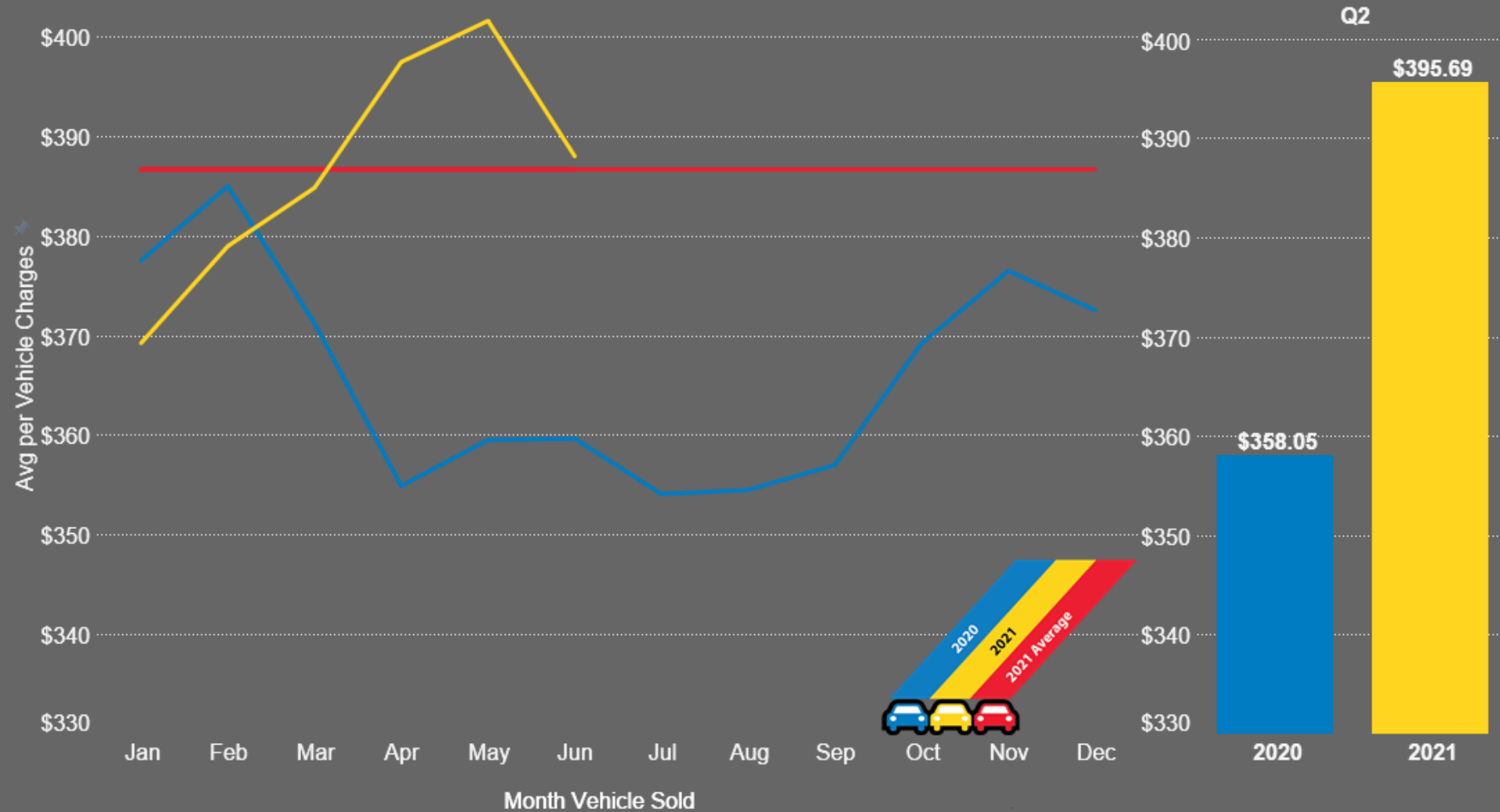


# Average Mileage

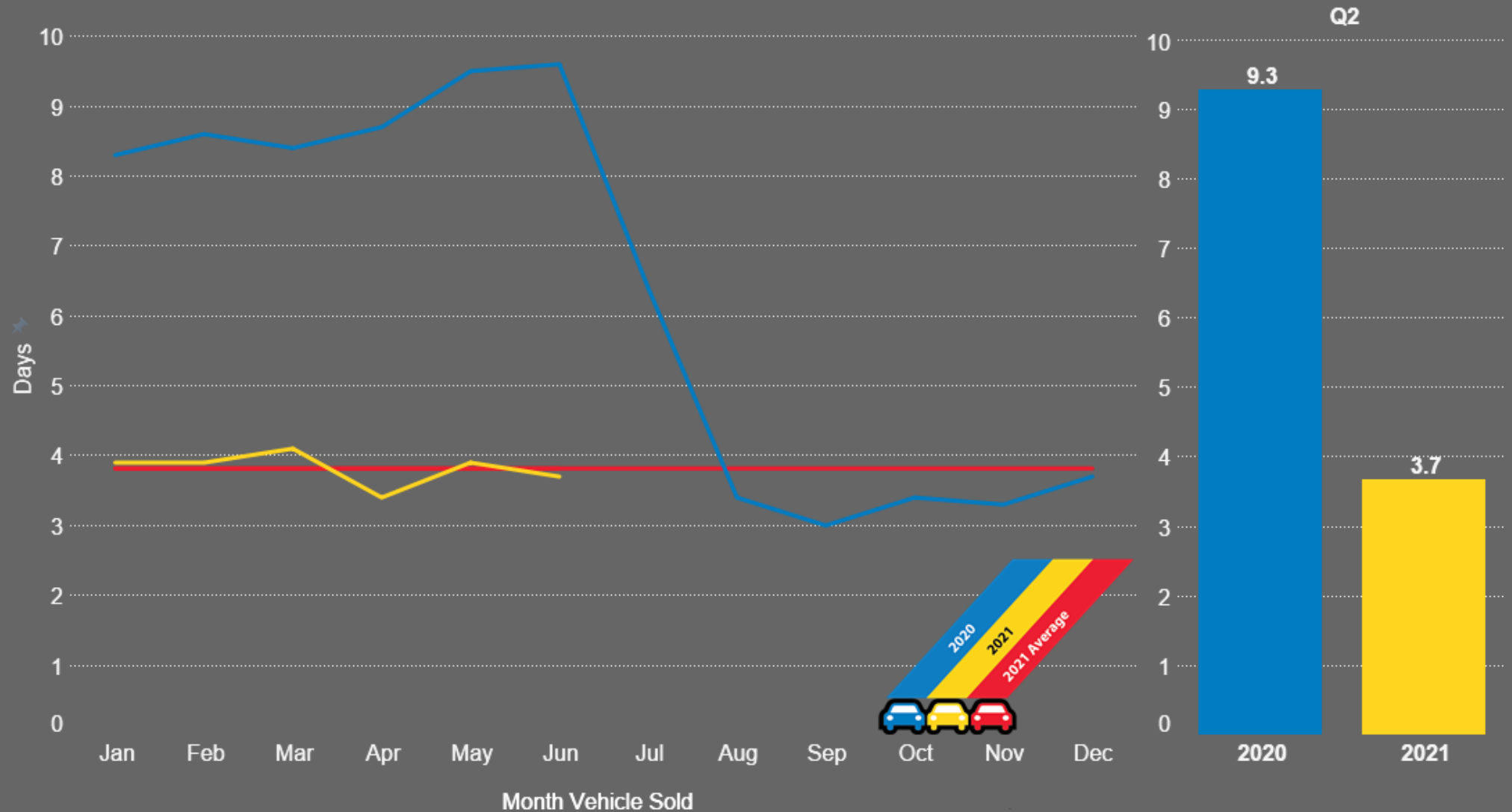


# Average Charge Total

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



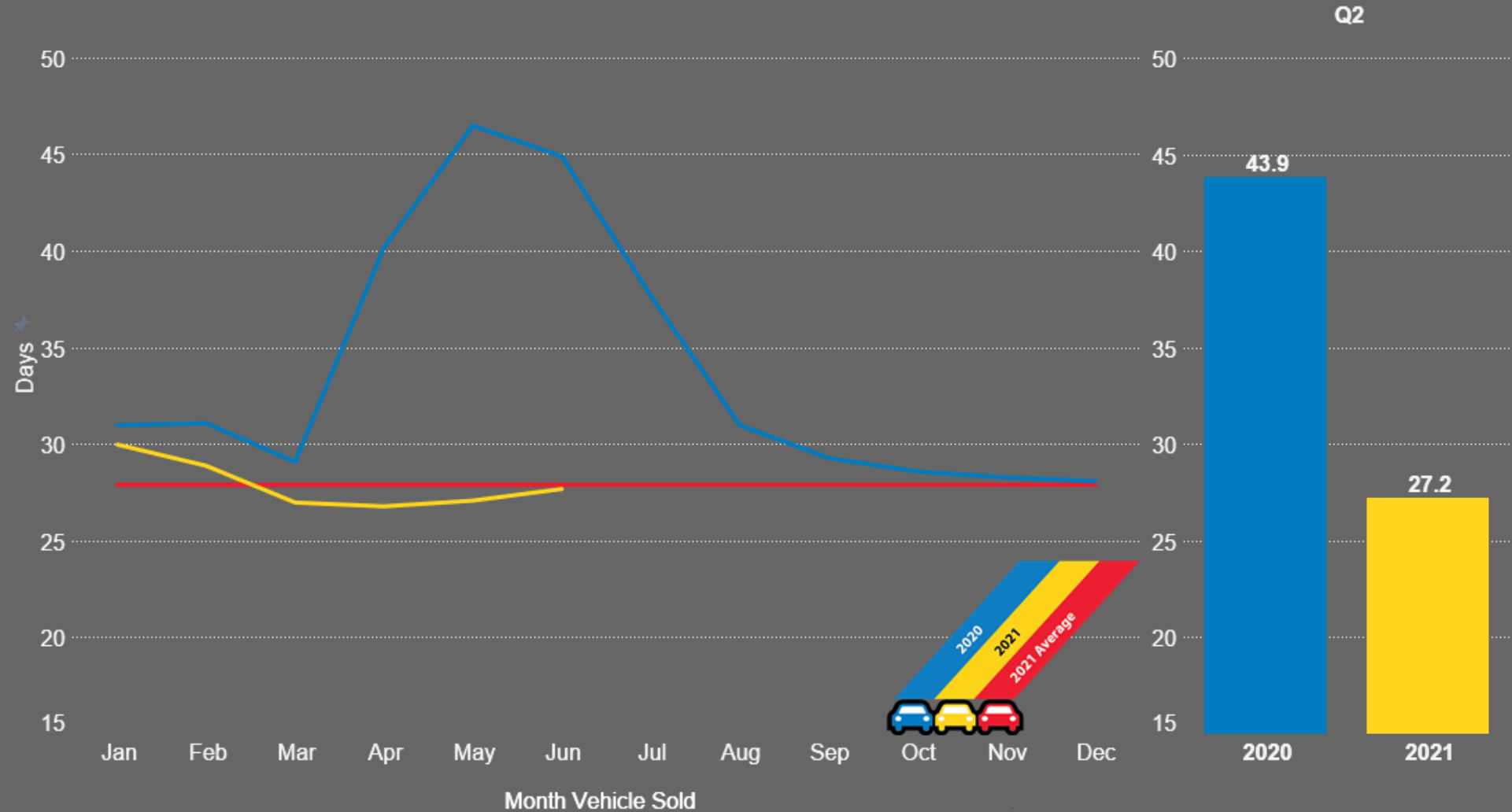
# Average Days – Assigned to Secured





# Average Days – Secured to Sold

Total timeline from auction arrival to sale



# The Volume Knob Must be Broken

- We hope you have enjoyed the second edition of the AutoIMS Industry View! Now with 2 quarters of data under our belts, we are gaining some new clarity as an industry about what appears will be **low volume for the foreseeable future**.
- Major YoY differences are beginning to appear, reflecting the **unique supply chain challenges** faced by the industry alongside the continuing economic recovery.
- AutoIMS user activity leveled off after peaking in March 2021, though June saw the biggest number of new users entering the system this year. **How is the labor market affecting your business?**
- Key clients continue to use this time of lower volume to focus on projects including workflow enhancements, integration updates, scorecard revisions, system conversions, and more, **laying the groundwork for more efficiency** when volumes bounce back.

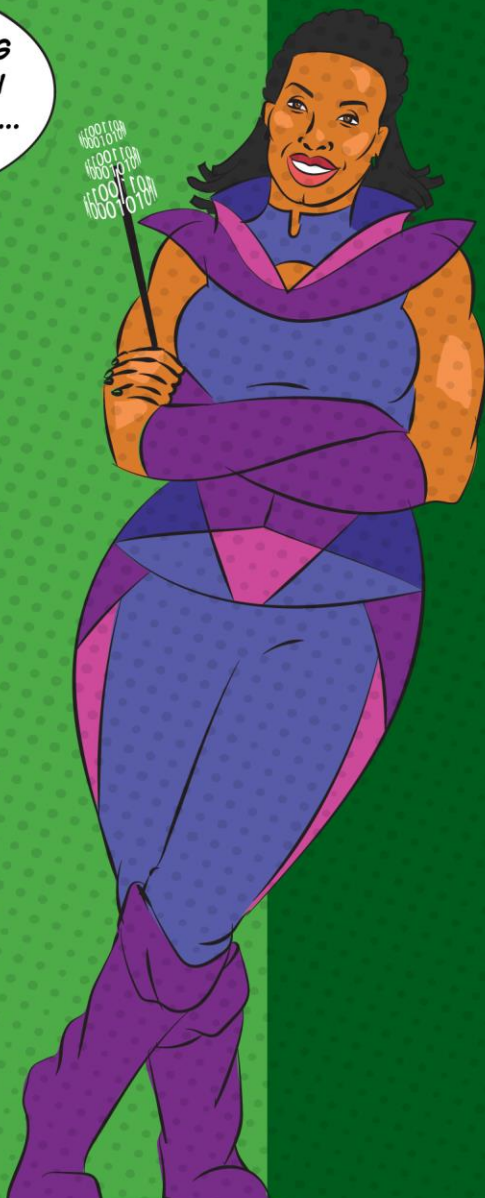
# Some Insight on the Repossession World

*Using the Sales Scorecard, we analyzed a cross-section of large auto lenders, focusing on the limited repossession volume we saw in the 1<sup>st</sup> half of the year. Here are some key findings from that market segment with comparisons to the entire database (all segments, as captured in the remainder of the Industry View):*

- **Average Sale Price: \$9,185** *Almost \$6,000 less than the overall average*
- **Average Mileage: 104,705** *Over 20,000 miles higher than the overall average*
- **Average Model Year: 2013.9** *A full year older than the full sample*
- **Average Auction Charges: \$366** *Approx. \$22 less spent per unit than the overall*
- **Average Days to Sell: 43.7** *16.5 days longer sale cycle than the overall average*
- **Damage Estimate (non-salvage volume): \$2,768** *58% higher than the overall average*
- **Average Vehicle Grade (non-salvage volume): 2.6**
- **Conversion Rate: 79.8%** *Higher than the overall average by nearly 8 points.*

If conversion rate is any indication, demand is high for the older, less-expensive repo segment. It stands to reason that with more involved CRs, fewer of these cars are selling in online-only channels, leading to a longer stay at auction.

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



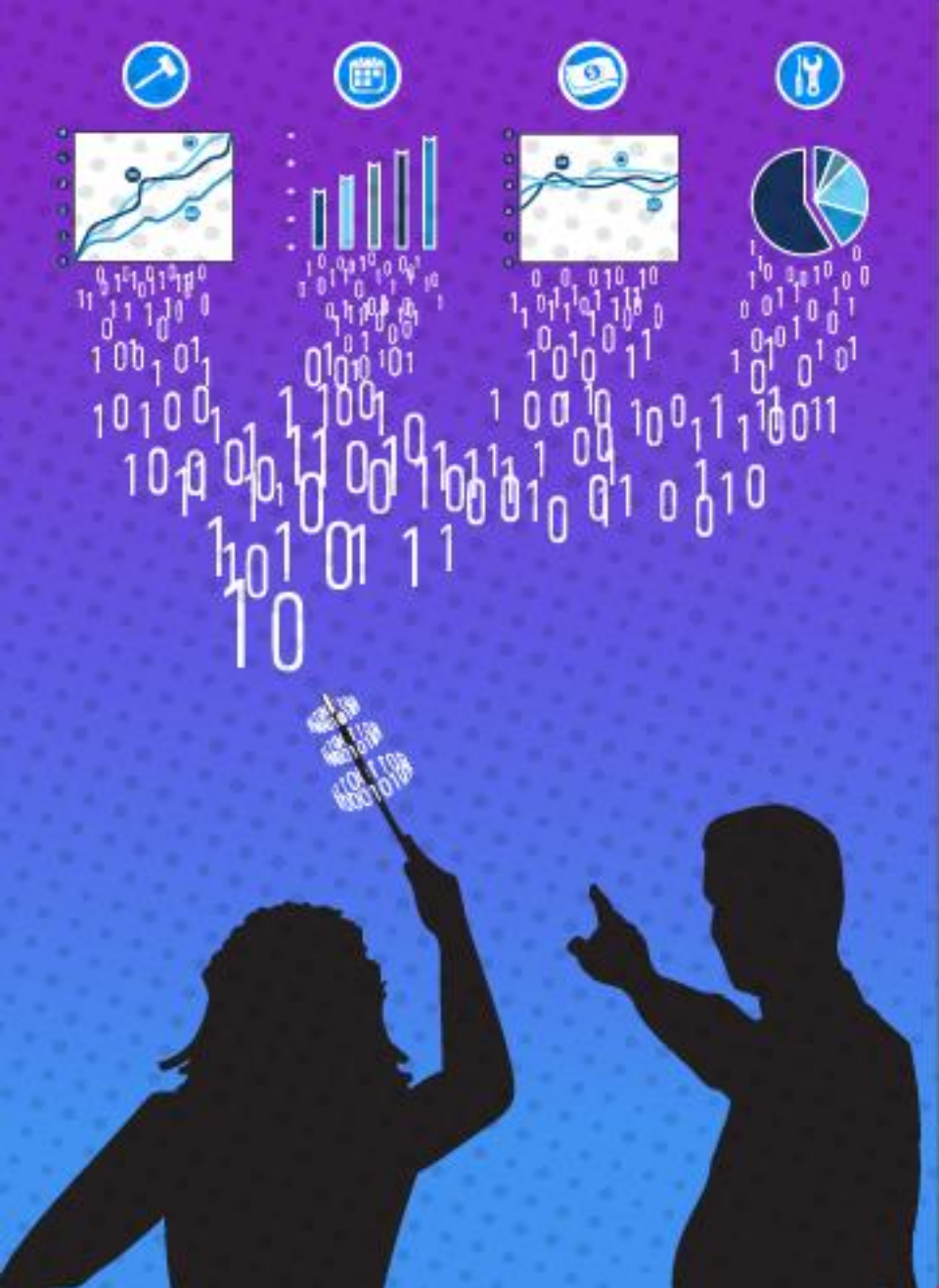
AutoIMS can help you be a  
superhero like Metrica





# Pull Your Data

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



# 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](mailto:clientsupport@autoims.com)

[solutions@autoims.com](mailto:solutions@autoims.com)

888-683-2272

Media Inquiries:

[jmiller@autoims.com](mailto:jmiller@autoims.com) or 678-464-0544