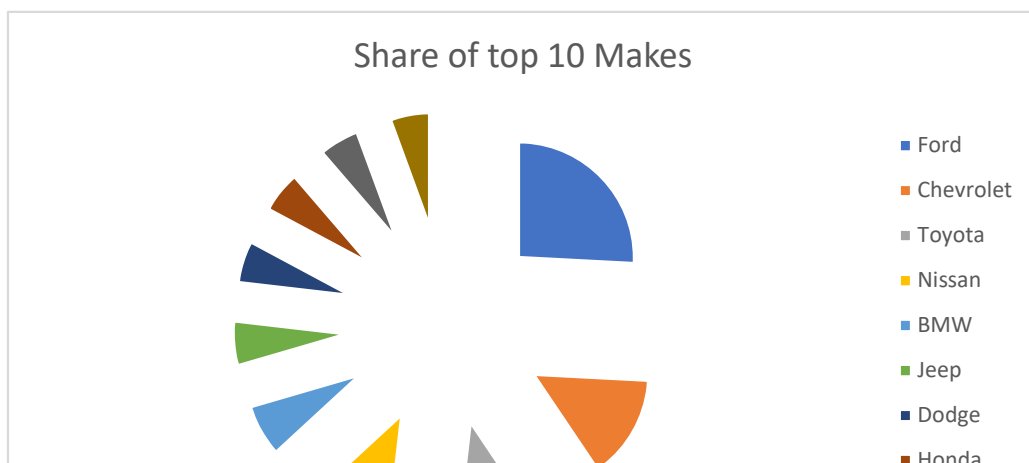
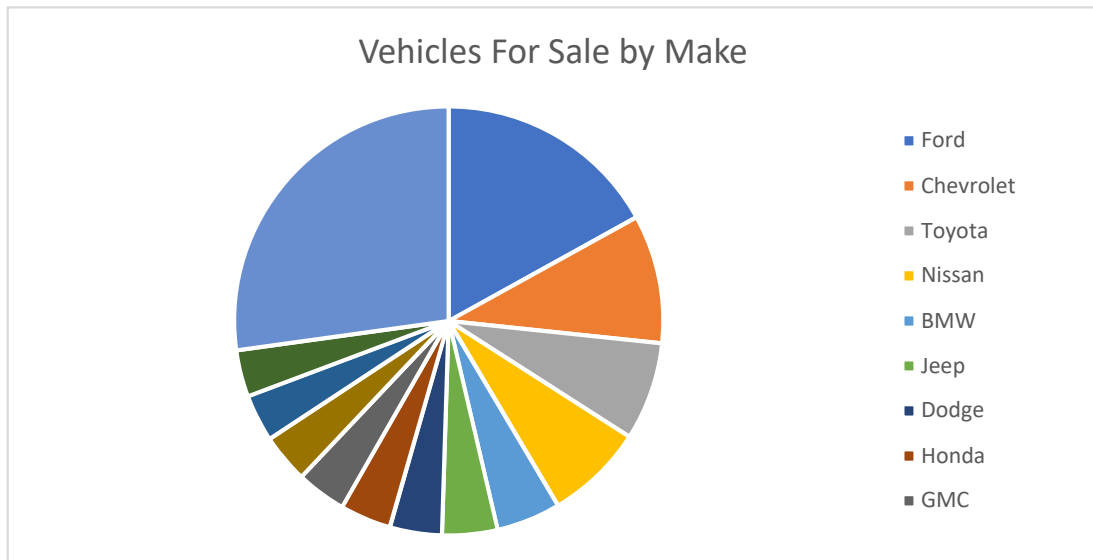


Make	Number of Cars For Sale	Percentage
Ford	26,875	16.97%
Chevrolet	15,377	9.71%
Toyota	11,754	7.42%
Nissan	11,729	7.41%
BMW	7,663	4.84%
Jeep	6,597	4.17%
Dodge	6,231	3.94%
Honda	6,114	3.86%
GMC	5,948	3.76%
Hyundai	5,835	3.69%
Mercedes-Benz	5,623	3.55%
Kia	5,593	3.53%
Lexus	4,123	2.60%
Ram	3,537	2.23%
Volkswagen	3,189	2.01%
Chrysler	3,091	1.95%
Infiniti	2,678	1.69%
Mazda	2,639	1.67%
Cadillac	2,465	1.56%
Audi	2,139	1.35%
Subaru	1,962	1.24%
Lincoln	1,764	1.11%
Land Rover	1,649	1.04%
Buick	1,632	1.03%
Acura	1,558	0.98%
Volvo	1,534	0.97%
Porsche	1,120	0.71%
Mitsubishi	894	0.56%
MINI	803	0.51%
Jaguar	639	0.40%
Pontiac	492	0.31%
Scion	445	0.28%
Maserati	348	0.22%
Saturn	320	0.20%
International	284	0.18%
Mercury	271	0.17%
Fiat	266	0.17%
Harley-Davidson	260	0.16%
Hummer	241	0.15%
Bentley	193	0.12%
Ferrari	190	0.12%
Freightliner	147	0.09%
Tesla	146	0.09%
Suzuki	136	0.09%
Isuzu	107	0.07%

Lamborghini	102	0.06%
Saab	84	0.05%
Rolls-Royce	83	0.05%
Smart	71	0.04%
Alfa Romeo	66	0.04%
Keystone	65	0.04%
Oldsmobile	65	0.04%
Aston Martin	53	0.03%
Genesis	47	0.03%
Other	1,179	
	158,416	

Make	Number of Cars For Sale	Percentage
1 Ford	26,875	16.97%
2 Chevrolet	15,377	9.71%
3 Toyota	11,754	7.42%
4 Nissan	11,729	7.41%
5 BMW	7,663	4.84%
6 Jeep	6,597	4.17%
7 Dodge	6,231	3.94%
8 Honda	6,114	3.86%
9 GMC	5,948	3.76%
10 Hyundai	5,835	3.69%
11 Mercedes-Benz	5,623	3.55%
12 Kia	5,593	3.53%
Others	43,077	27.19%
	158,416	





■ Honda

■ GMC

Vehicle Types

Car	73,819	46.72%
SUV	53,629	33.94%
Truck	23,052	14.59%
Van	6,626	4.19%
Motorcycle	447	0.28%
RV	441	0.28%
Car	73,819	46.72%
Truck/SUV/Van	83,307	52.72%
Recreational	888	0.56%

Vehicle Colors

Black	20.08%	11541
White	18.95%	10894
Silver	14.61%	8396
Gray	13.53%	7777
Red	9.10%	5232
Blue	8.34%	4791
Other	8.30%	4772
Brown	1.54%	884
Gold	1.53%	882
Green	1.33%	767
Beige	1.21%	693
Purple	0.67%	385
Orange	0.42%	244
Yellow	0.38%	220

Vehicle Inventory Sources

Captive Finance / Off Lease	31.86%	18,312
Dealer Consigned / Trade-In	21.62%	12,429
Wholesale Units / Repo	14.42%	8,290
Non-captive Finance / Off Lease	13.16%	7,566
Fleet / Demo Vehicles	8.55%	4,917
Manufacturer / Corporate	5.30%	3,045
Retired Rental Cars	4.84%	2,780
Other	0.24%	139

Vehicles by Model Year

2015 Model Year	34,147	21.65%
2017 Model Year	24,459	15.51%
2016 Model Year	19,034	12.07%
2014 Model Year	10,989	6.97%
2018 Model Year	9,162	5.81%
2013 Model Year	8,038	5.10%
2012 Model Year	7,082	4.49%
2011 Model Year	6,383	4.05%
2008 Model Year	5,920	3.75%
2007 Model Year	5,554	3.52%
2010 Model Year	4,955	3.14%
2006 Model Year	4,401	2.79%
2009 Model Year	3,975	2.52%
2005 Model Year	3,585	2.27%
2004 Model Year	2,744	1.74%
2003 Model Year	2,040	1.29%
2002 Model Year	1,503	0.95%
2001 Model Year	1,033	0.66%
2000 Model Year	799	0.51%
1999 Model Year	564	0.36%
1998 Model Year	345	0.22%
1997 Model Year	235	0.15%
1996 Model Year	175	0.11%
1995 Model Year	153	0.10%
1994 Model Year	131	0.08%
1991 Model Year	78	0.05%
1993 Model Year	77	0.05%
1992 Model Year	57	0.04%
1990 Model Year	50	0.03%
2019 Model Year	28	0.02%

Other Statistics

All Vehicles	158,416	
Under \$20,000	101,388	64.00%
Manual Transmission	4,698	2.97%
Diesel Powered	5,109	3.23%
Electric Vehicle	408	0.26%
With Cloth Seats	66,678	42.09%

List 1 A

Auction Vehicle Inventory Sorted by State (Alphabetical)

State Percentage

Alabama	AL	1.95%
Alaska	AK	0.00%
Arizona	AZ	3.25%
Arkansas	AR	0.24%
California	CA	15.45%
Colorado	CO	0.43%
Connecticut	CT	0.48%
Delaware	DE	0.10%
District of Columbia	DC	0.00%
Florida	FL	6.98%
Georgia	GA	2.40%
Hawaii	HI	0.05%
Idaho	ID	0.26%
Illinois	IL	1.95%
Indiana	IN	4.45%
Iowa	IA	1.31%
Kansas	KS	0.08%
Kentucky	KY	1.38%
Louisiana	LA	0.52%
Maine	ME	0.07%
Maryland	MD	0.74%
Massachusetts	MA	4.16%
Michigan	MI	8.11%
Minnesota	MN	1.10%
Mississippi	MS	1.80%
Missouri	MO	3.23%
Montana	MT	0.01%
Nebraska	NE	0.07%
Nevada	NV	1.07%
New Hampshire	NH	0.08%
New Jersey	NJ	3.49%
New Mexico	NM	0.08%
New York	NY	5.57%
North Carolina	NC	1.97%
North Dakota	ND	0.10%
Ohio	OH	5.05%
Oklahoma	OK	0.54%
Oregon	OR	1.10%
Pennsylvania	PA	3.50%
Rhode Island	RI	0.11%
South Carolina	SC	0.61%
South Dakota	SD	0.26%
Tennessee	TN	2.25%
Texas	TX	7.21%

Utah	UT	1.37%
Vermont	VT	0.11%
Virginia	VA	2.68%
Washington	WA	1.38%
West Virginia	WV	0.21%
Wisconsin	WI	0.66%
Wyoming	WY	0.00%
		100.00%

State Percentage

California	CA	15.45%
Michigan	MI	8.11%
Texas	TX	7.21%
Florida	FL	6.98%
New York	NY	5.57%
Ohio	OH	5.05%
Indiana	IN	4.45%
Massachusetts	MA	4.16%
Pennsylvania	PA	3.50%
New Jersey	NJ	3.49%
Arizona	AZ	3.25%
Missouri	MO	3.23%
Virginia	VA	2.68%
Georgia	GA	2.40%
Tennessee	TN	2.25%
North Carolina	NC	1.97%
Alabama	AL	1.95%
Illinois	IL	1.95%
Mississippi	MS	1.80%
Kentucky	KY	1.38%
Washington	WA	1.38%
Utah	UT	1.37%
Iowa	IA	1.31%
Minnesota	MN	1.10%
Oregon	OR	1.10%
Nevada	NV	1.07%
Maryland	MD	0.74%
Wisconsin	WI	0.66%
South Carolina	SC	0.61%
Oklahoma	OK	0.54%
Louisiana	LA	0.52%
Connecticut	CT	0.48%
Colorado	CO	0.43%
Idaho	ID	0.26%
South Dakota	SD	0.26%
Arkansas	AR	0.24%
West Virginia	WV	0.21%
Vermont	VT	0.11%
Rhode Island	RI	0.11%
North Dakota	ND	0.10%
Delaware	DE	0.10%
Kansas	KS	0.08%
New Mexico	NM	0.08%
New Hampshire	NH	0.08%

Nebraska	NE	0.07%
Maine	ME	0.07%
Hawaii	HI	0.05%
Montana	MT	0.01%
Wyoming	WY	0.00%
Alaska	AK	0.00%
District of Columbia	DC	0.00%