

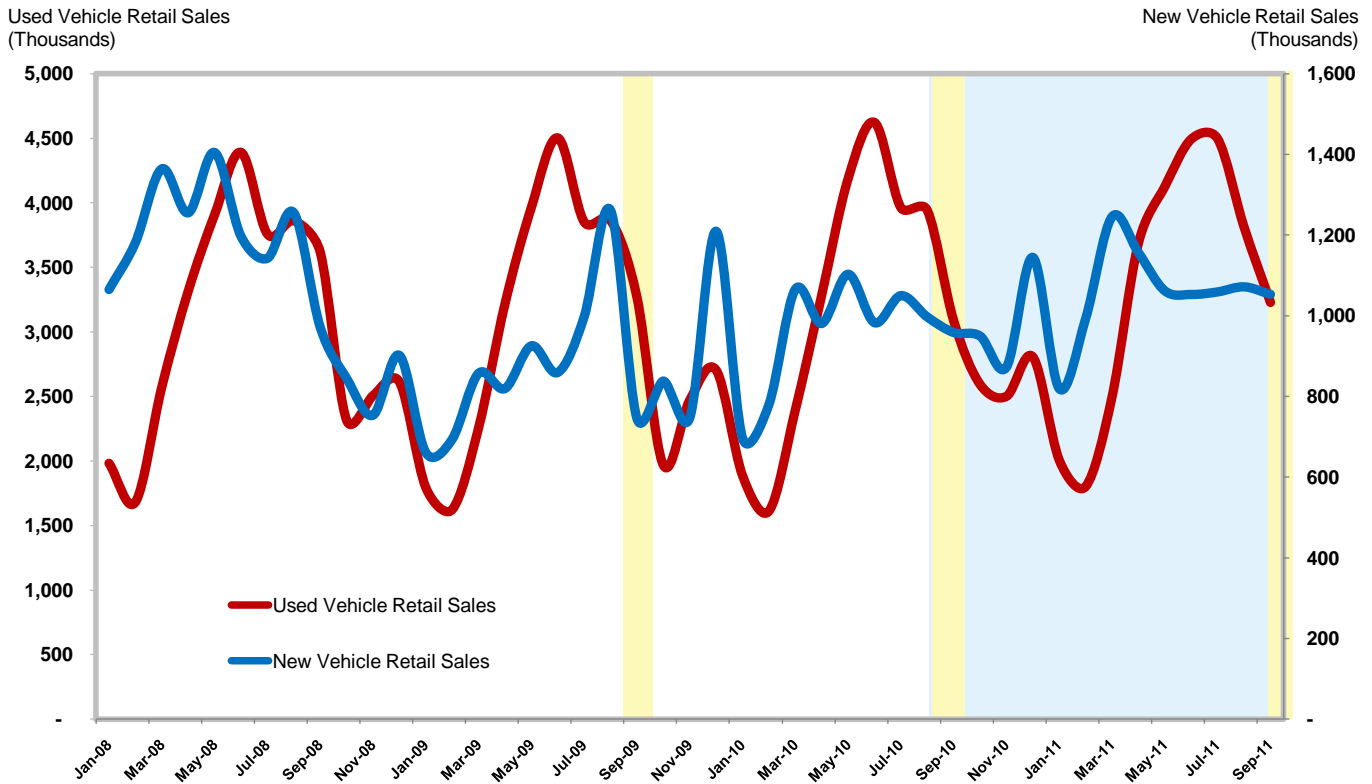
OPENLANE MARKET INDEX

October 2011

The Retail Market

September New vehicle retail sales of 1.05 million represents a 1.7% decrease from August but a 9.8% gain from the prior year. September Used vehicle sales of 3.2 million represents a sharp 15.3% decrease from August but a 4.6% increase year-over-year.

Chart 1: Retail Vehicle Sales



The **OPENLANE Market Index** represents pricing and dealer vehicle interest trends across all vehicle segments in our online marketplace.

The **OPENLANE Price Index by Body Style** measures pricing trends by vehicle segment. It represents the most recent prices obtained at auction and provides for a high level trend of pricing in the just concluded month relative to a rolling 25-month pricing.

The **OPENLANE Vehicle Interest Index by Body Style** is unique to OPENLANE and represents a leading indicator of what dealers are interested in acquiring for their used vehicle inventory. The index should help consignors and buyers get an early indicator for vehicle demand and provide high level insight on what they can expect in the marketplace over the next 30-60 days.

- US Market Index
- Canadian Market Index

US MARKET INDEX

Chart 2: US Market Index – Overall US auction prices in September increased by 1 percentage point from the prior month, and ended even with September 2010.

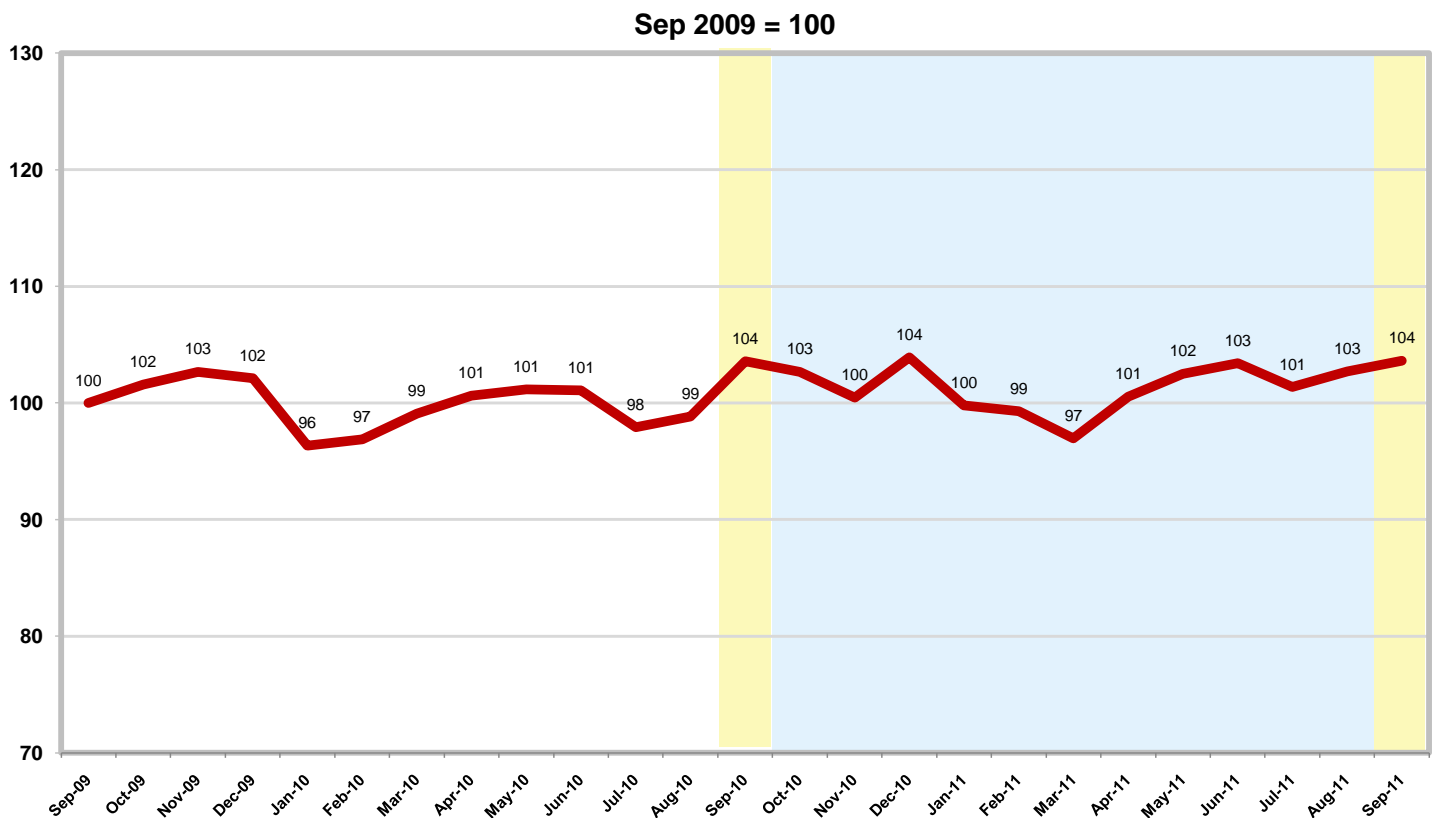
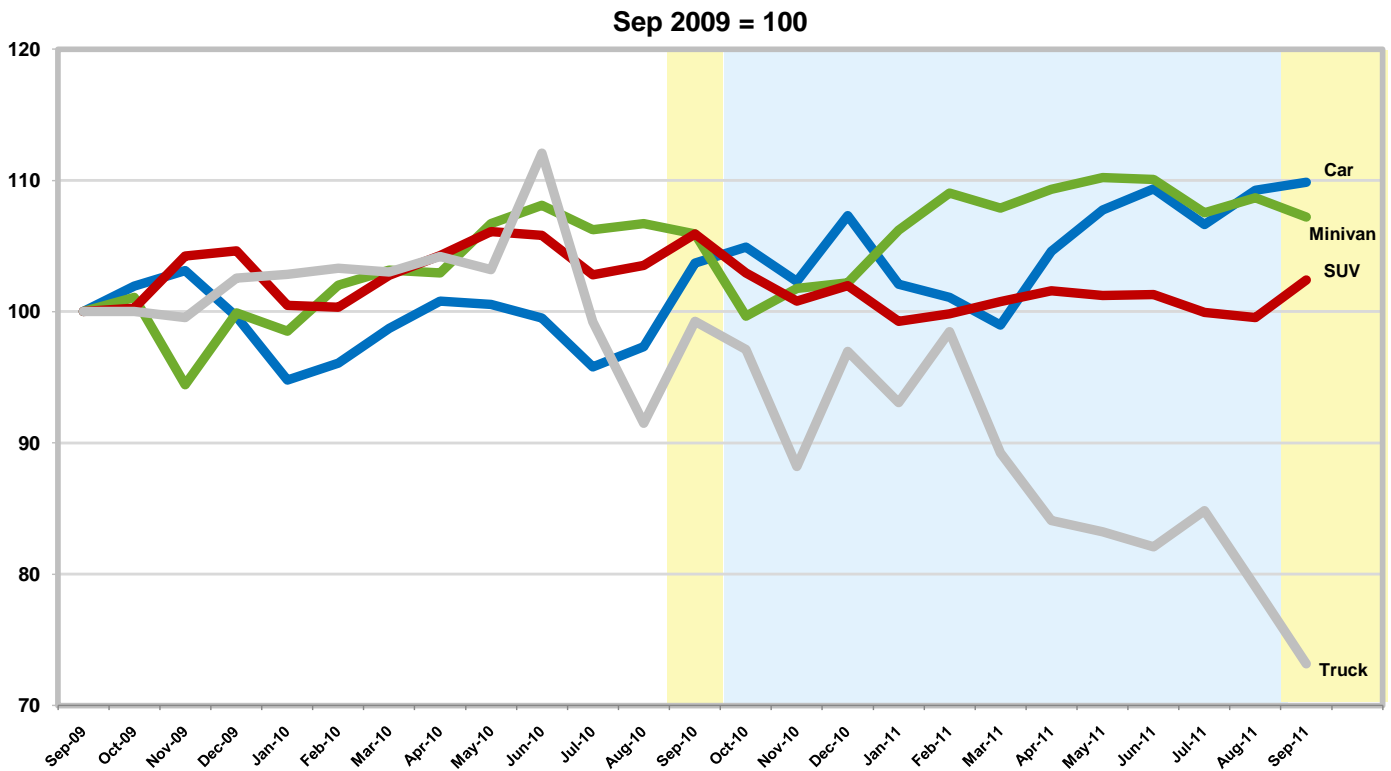
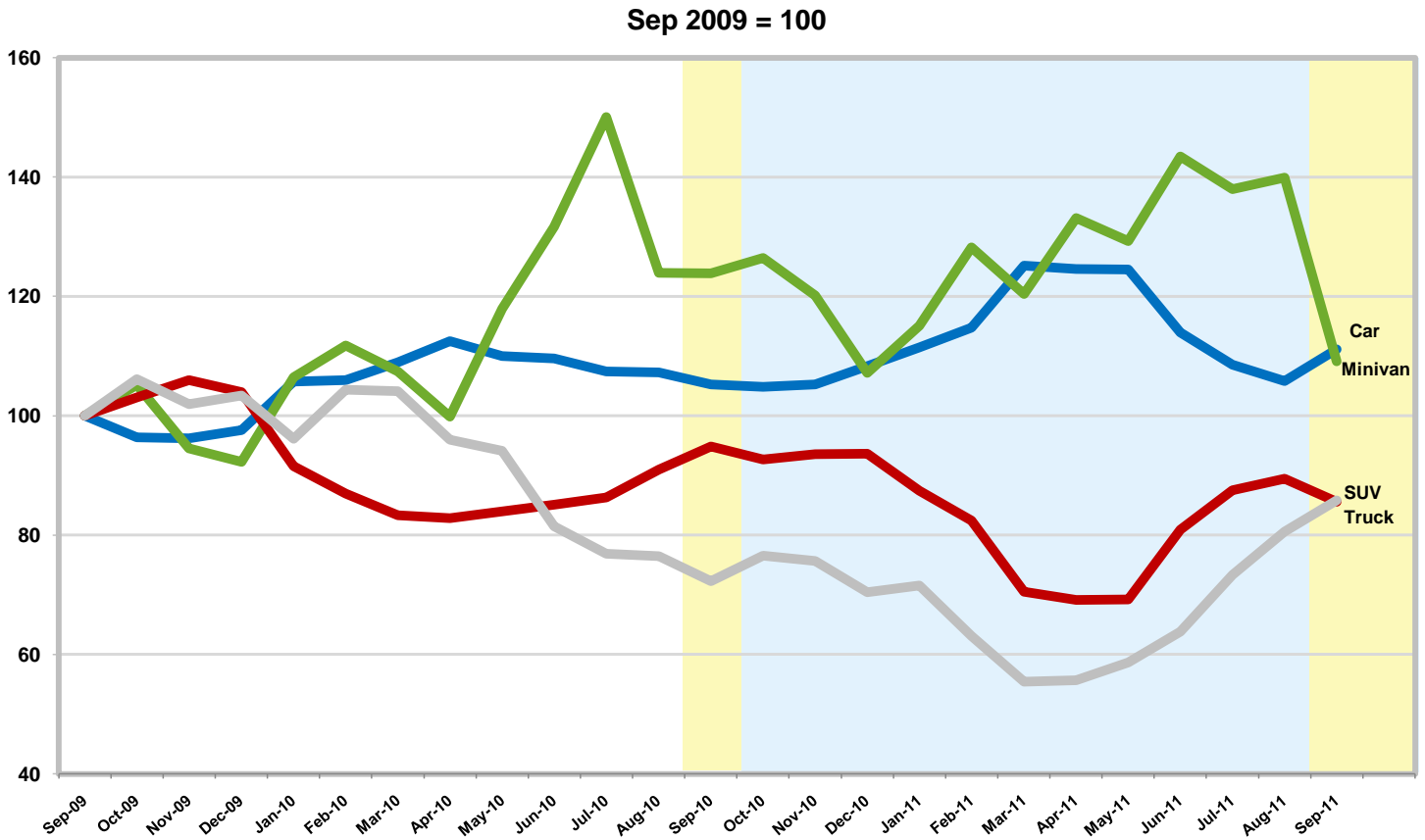


Chart 3: US Price Trend by Body Style – Car and SUV prices increased in September versus the prior month, while Minivan and Truck prices decreased.



- Car prices increased in September, ending 1 percentage point above August 2011.
- Minivan prices dropped 2 percentage points from August levels.
- SUV prices rose 2 percentage points from the prior month.
- Truck prices dropped 6 percentage points from August.

Chart 4: US Dealer Interest by Body Style – The interest level for Cars and Trucks rose during September while interest in Minivans and SUVs decreased.



- Dealer interest in Cars rose 5 percentage points in September and ended 6 percentage points above September 2010.
- Dealer interest in Minivans decreased sharply by 31 percentage points versus the prior month, and finished 15 percentage points below year-ago levels.
- SUVs interest dropped 3 percentage points last month, and ended 9 percentage points below September 2010 levels.
- Dealer interest in Trucks rose 5 percentage points versus August, and ended 14 percentage points above September 2010.

CANADIAN MARKET INDEX

Chart 5: Canadian Market Index – During September, overall Canadian auction prices increased by 6 percentage points and ended 10 percentage points above September 2010 levels.

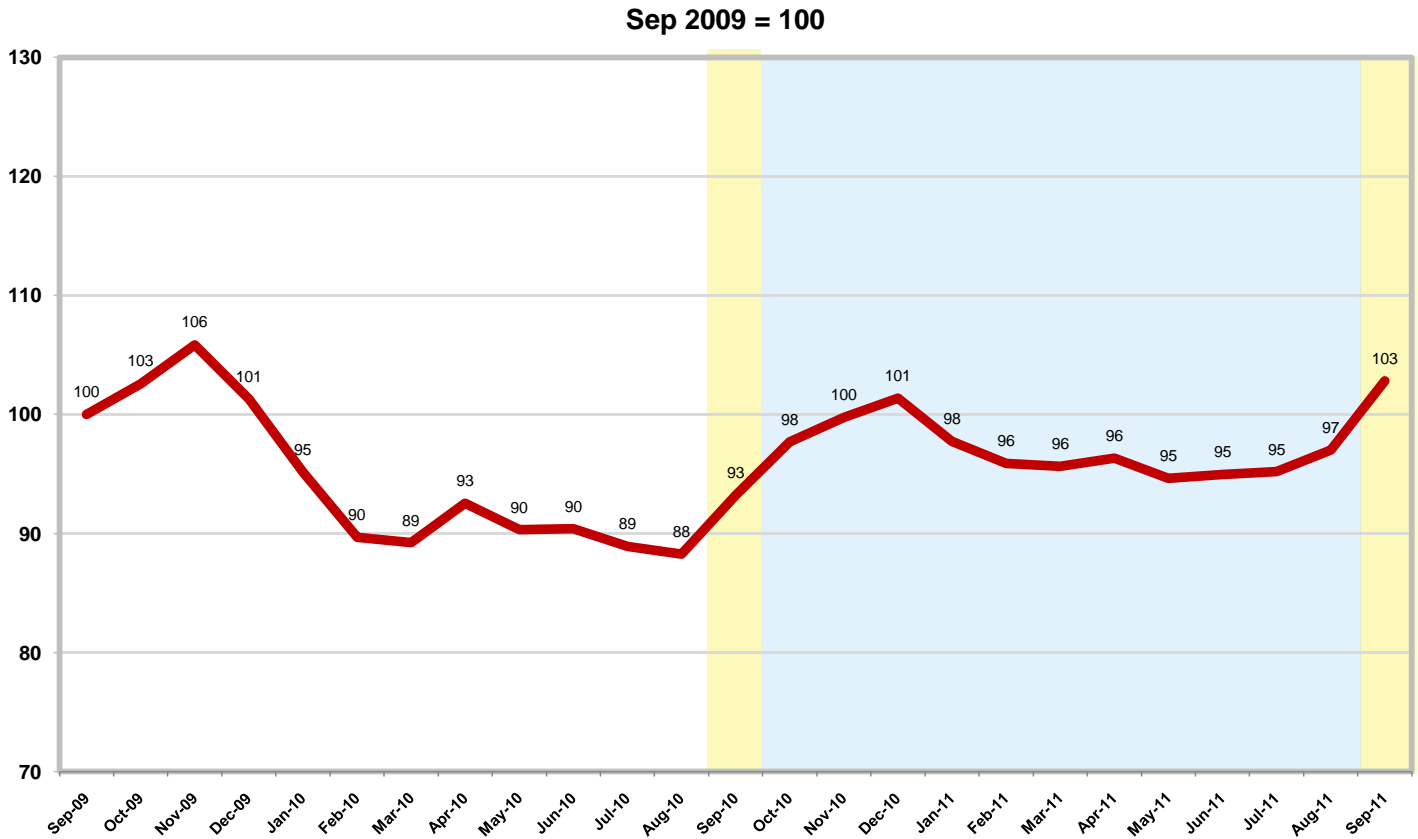
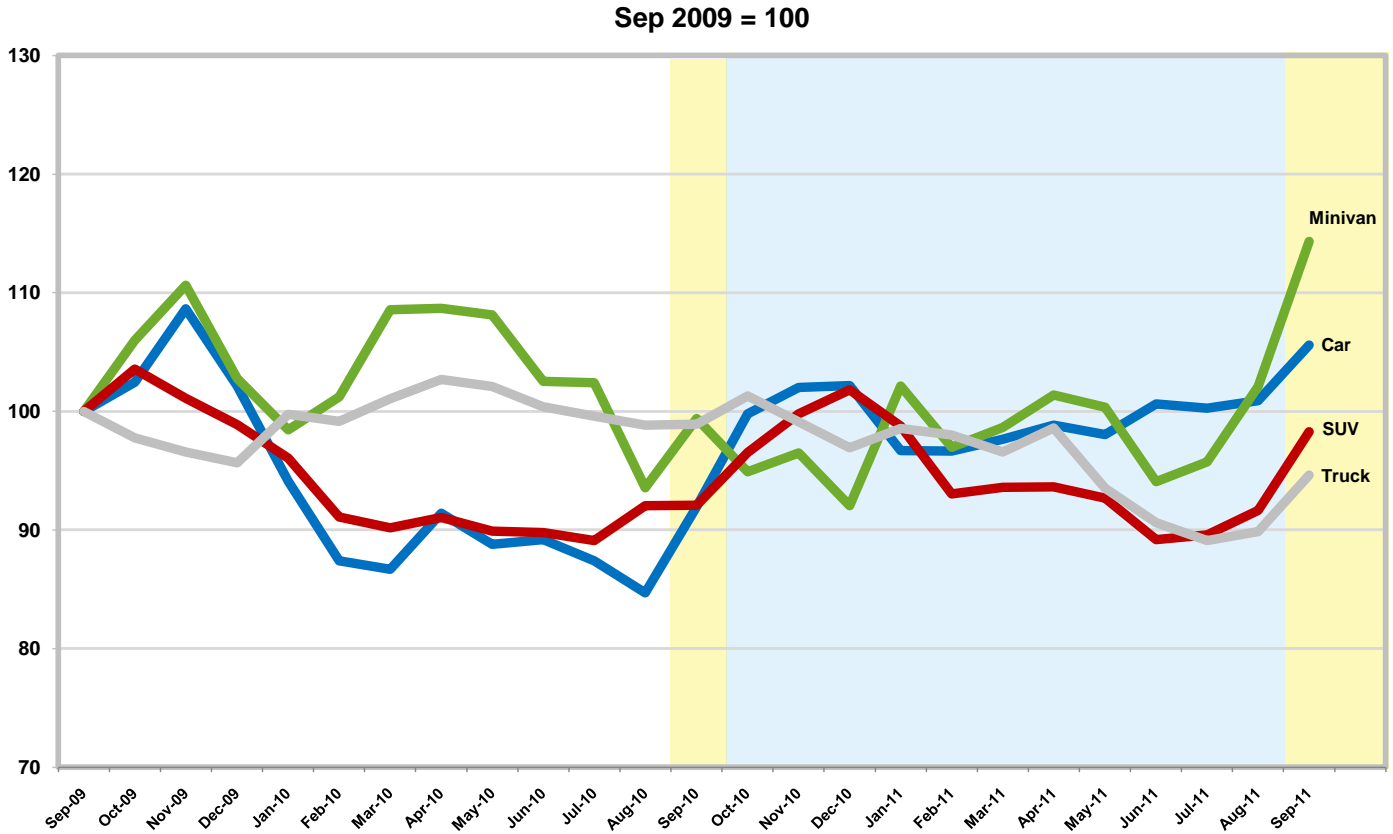


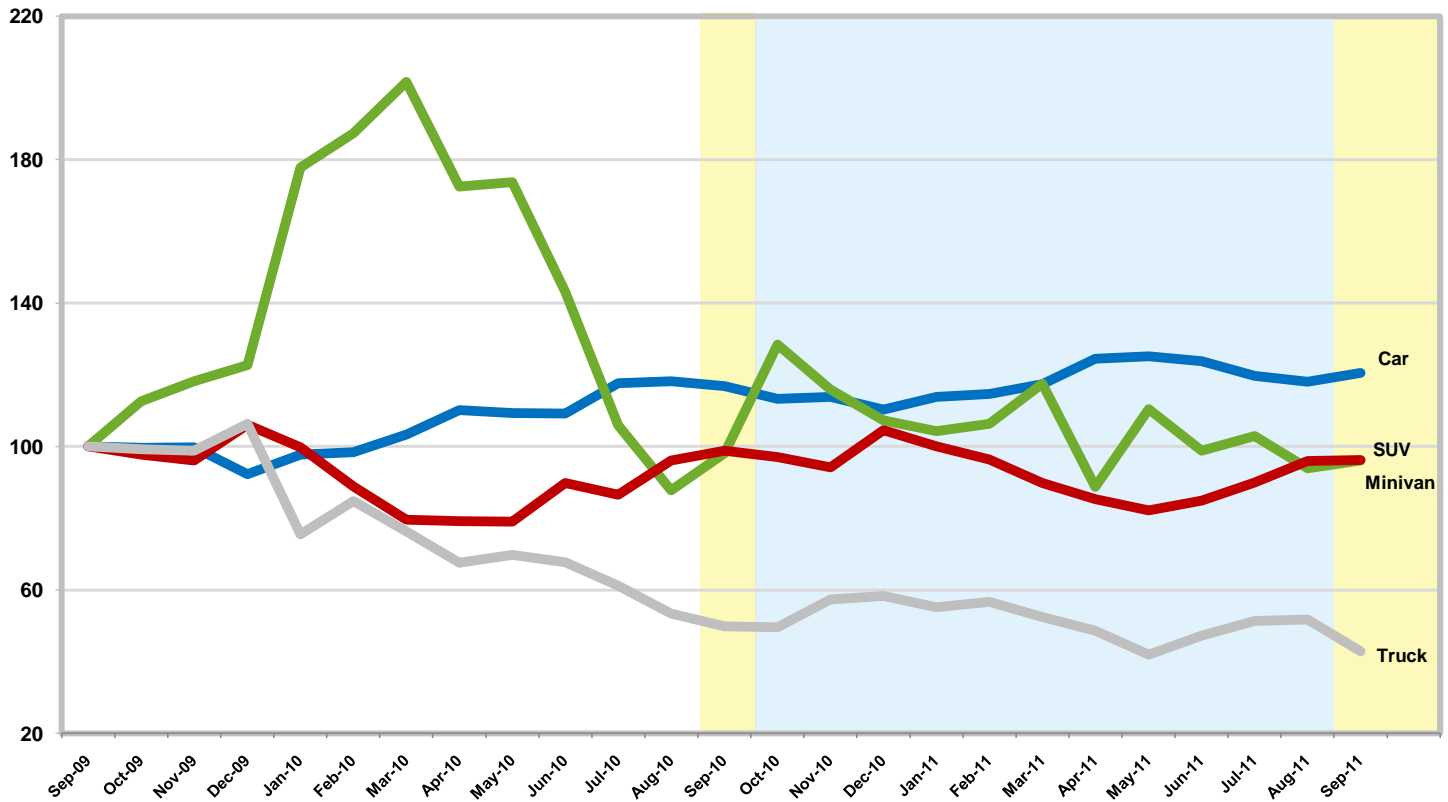
Chart 6: Canadian Price Trend by Body Style – Prices for all vehicle segments increased in September from the prior month.



- Car prices in September increased 5 percentage points from August levels.
- Minivan prices rose 12 percentage points from August.
- SUV prices ended 6 percentage points above the prior month.
- Truck prices rose 5 percentage points from August levels.

Chart 7: Canadian Dealer Interest Trend by Body Style – Car and Minivan interest increased in September while interest in Trucks declined sharply versus the prior month. SUV interest held even with August.

Sep 2009 = 100



- Interest in Cars increased 2 percentage points in September and ended 3 percentage points above September 2010.
- Dealer interest in Minivans rose by 2 percentage points but also ended below September 2010 levels by 2 percentage points.
- SUV interest ended even with August but 3 percentage points above year-ago levels.
- Dealer interest in Trucks decreased 9 percentage points in September, and ended 7 percentage points below 2010 levels.

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