

COMPILED BY  
**GLASS'S**

# Auction Report - LCV

April 2015



# KEY YEAR ON YEAR COMPARISONS



GLASS'S



MAR 2014

MAR 2015

VOLUME

9,198

11,329



23%  
Increase

AVERAGE PRICE

£4,794

£4,623



-3.6%  
Decrease

% VEHICLES SOLD FIRST TIME

82

72



-9%  
Decrease

SALE PRICE PREMIUM ON ENTRY

£105

£40



-62%  
Decrease

**na**  
**ma**  
NATIONAL ASSOCIATION  
OF MOTOR AUCTIONS

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# NAMA used LCV market commentary for March 2015

## Whole market – March compared to February

- In March, sales volumes grew by 7.2%
- Average age rose from 68.6 to 70.1 months
- Average mileage decreased from 82,650 to 82,232
- LCVs remained on site for an average of 14.9 days
- At £4,623 the average price paid for an LCV fell 2.7%
- 72.4% of LCVs sold at the 1st time of being offered (+0.9%)
- On average, 1.4 entries were required to achieve each LCV sale

## Volume changes - by age

	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
<2 Years	531	389	281	478	684	460
% Difference from previous month	23.2%	-26.7%	-27.8%	70.1%	43.1%	-32.7%

2 - 4 Years	2,483	2,245	1,445	3,158	3,236	3,848
% Difference from previous month	-15.2%	-9.6%	-35.6%	118.5%	2.5%	18.9%

4.1 - 6 Years	2,187	1,826	1,260	2,422	2,613	2,635
% Difference from previous month	13.1%	-16.5%	-31.0%	92.2%	7.9%	0.8%

Over 6 Years	3,064	2,717	1,576	3,672	4,033	4,386
% Difference from previous month	13.5%	-11.3%	-42.0%	133.0%	9.8%	8.8%

### Comment:

At 11,329, with the exception of nearly new LCVs, the total number of LCVs sold at auction increased within each age band. The total volume of LCVs selling at auction in March was an impressive 23% higher than recorded for this same month in 2014.

## Mileage changes - by age

	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
<2 Years	18,102	21,222	21,708	24,239	21,977	15,509
% Difference from previous month	-9.1%	17.2%	2.3%	11.7%	-9.3%	-29.4%

2 - 4 Years	65,497	63,286	64,606	68,488	65,936	64,748
% Difference from previous month	-1.6%	-3.4%	2.1%	6.0%	-3.7%	-1.8%

4.1 - 6 Years	87,175	82,573	83,405	86,367	87,877	88,077
% Difference from previous month	-1.1%	-5.3%	1.0%	3.6%	1.7%	0.2%

Over 6 Years	107,724	107,820	109,981	105,194	102,965	101,059
% Difference from previous month	2.9%	0.1%	2.0%	-4.4%	-2.1%	-1.9%

Average All Age	83,843	82,772	82,831	84,617	82,650	82,232
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## Comment:

In March, the average recorded mileage of an LCV fell by 418 miles (-0.5%).

## Price changes - by age

	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
<2 Years	£12,610	£10,650	£10,245	£11,475	£11,410	£11,530
% Difference from previous month	14.1%	-15.5%	-3.8%	12.0%	-0.6%	1.1%

2 - 4 Years	£7,000	£6,745	£7,155	£6,605	£6,530	£6,690
% Difference from previous month	5.7%	-3.6%	6.1%	-7.7%	-1.1%	2.5%

4.1 - 6 Years	£4,930	£4,995	£4,805	£4,750	£4,615	£4,460
% Difference from previous month	6.3%	1.3%	-3.8%	-1.1%	-2.8%	-3.4%

Over 6 Years	£2,585	£2,615	£2,510	£2,365	£2,275	£2,180
% Difference from previous month	5.9%	1.2%	-4.0%	-5.8%	-3.8%	-4.2%

## Comment:

At £4,623, the average price paid for LCVs in March fell by £126 (-2.7%) which is a fall of £171 (-3.6%) over the past 12 months.

## Market Overview

The wholesale market's performance as represented in the March NAMA LCV Report continues to deliver an upbeat message with demand holding firm despite sizeable increases in both overall sales volume and average age. Helpfully, the market's momentum was supported by the ongoing fall in average mileage.

However, against a challenging background, despite average prices slipping by 2.7%, it's arguable that this fall was less than might have been anticipated. Although vendors are never happy to see returns falling, they will be relieved that, from the high point reached in 2014, it is going to be a soft landing for LCV prices in 2015. Accordingly, this will hopefully bring stability to the market with good returns being taken from the best used stock.

Currently, with the supply of LCVs being closely matched by demand we can look forward to a healthy trading period over the next couple of months with only the traditional summer slowdown set to dampen the mood. Yet, with the arrival of EU6 emission regulations in September, there might be an influx of de-fleeted LCVs resulting from the uplift in EU5 registrations as operators belatedly wake up to what these changes entail. Possibly associated to this, with rolling year LCV registrations running at nearly 340,000 units, it is in the cards that 2015 will post record sales for new light commercial vehicles.



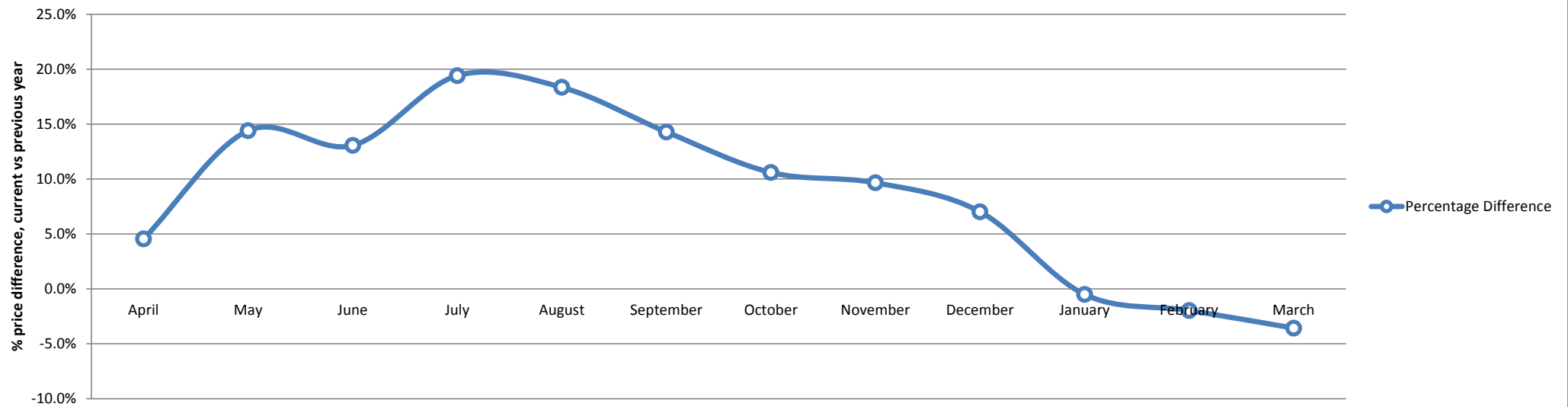
# Whole Market Summary

	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Mar-14	Mar-15	Year on Year Diff
Sales Volumes All Ages	9,198	9,220	8,394	8,716	9,045	8,256	7,991	8,265	7,177	4,562	9,730	10,566	11,329	9,198	11,329	23%
% Difference to previous month	7.2%	0.2%	-9.0%	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	7.2%	7.2%	7.2%	0.1%
Average Age in Months	68.5	68.4	66.6	66.1	63.9	63.8	65.4	65.5	66.3	65.9	68.8	68.6	70.1	68.5	70.1	1.6
Average Mileage	83,123	85,297	81,867	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,617	82,650	82,232	83,123	82,232	-891
Average No. of Entries	1.3	1.3	1.4	1.5	1.4	1.4	1.3	1.3	1.3	1.4	1.3	1.4	1.4	1.3	1.4	0.1
% Vehicles Sold 1st Time	81.7%	77.5%	73.7%	70.3%	74.6%	76.3%	79.7%	83.1%	82.1%	75.4%	75.6%	71.5%	72.4%	81.7%	72.4%	-9.3%
Average No. Days on Site	12.4	12.0	14.1	14.8	14.3	13.8	12.9	11.5	13.2	12.8	17.2	15.0	14.9	12.4	14.9	2.5
Average Sales Prices All Ages	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,794	£4,623	-3.6%
% Difference to previous month	-1.0%	-2.3%	5.1%	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	-2.7%	-1.0%	-2.7%	-1.6%
% OCN	26.7	26.0	27.3	26.6	27.0	27.0	27.1	28.0	27.6	27.8	26.0	25.5	25.4	26.7	25.4	-1.3

# Average Sale Price Year on Year

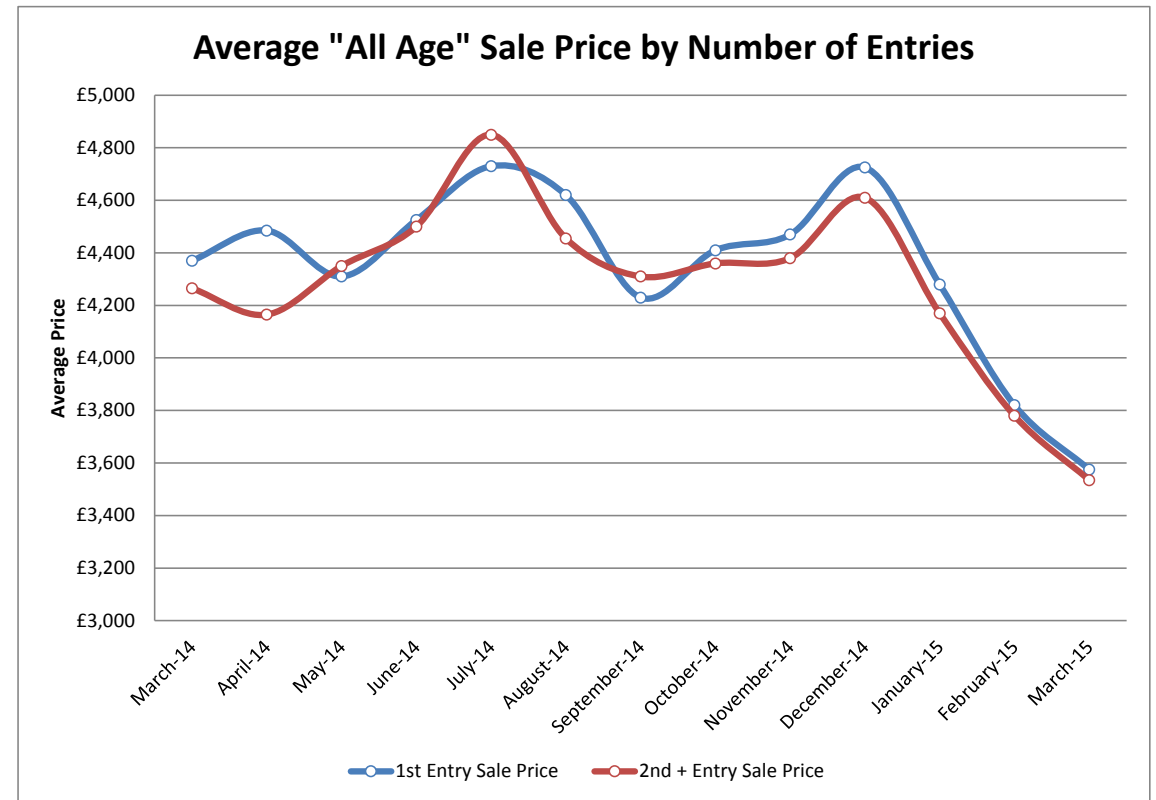
	April	May	June	July	August	September	October	November	December	January	February	March
<b>Average All Ages Sales Price Previous Year*</b> <i>2014 &lt; January</i>	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794
<b>Average All Ages Sales Price Current Year**</b> <i>2015 &gt; January</i>	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623
<b>Percentage Difference</b>	4.6%	14.4%	13.1%	19.4%	18.3%	14.3%	10.6%	9.7%	7.0%	-0.5%	-2.0%	-3.6%

**All Ages % Price Difference, (Current Year) Month vs (Previous Year) Month**



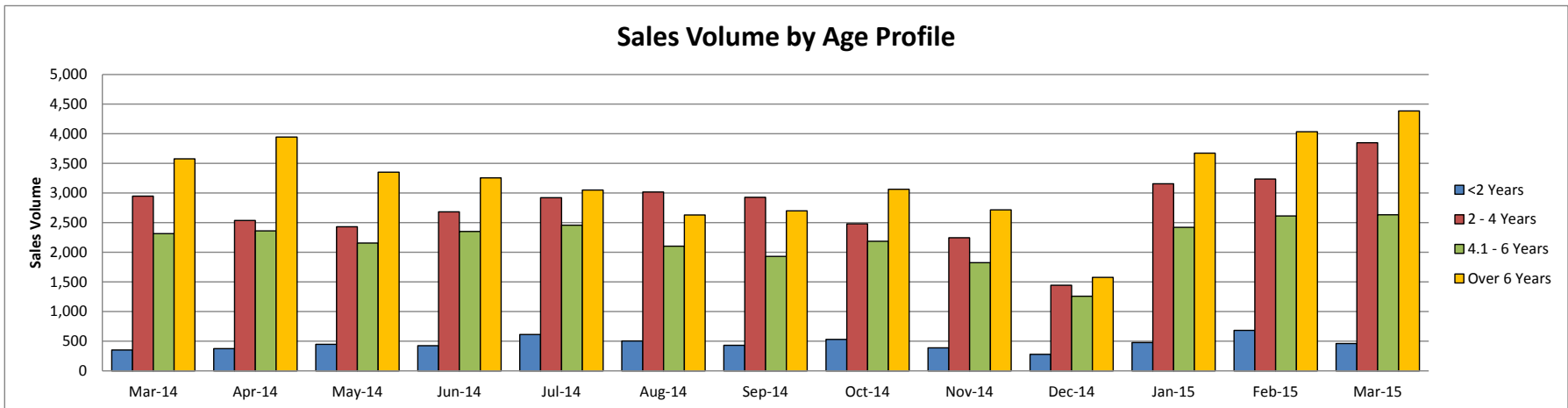
# Sales Price Compared to Number of Entries (all ages)

	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
March-14	£4,370	69.5	£4,265	65.5	£105	2%
April-14	£4,485	64.9	£4,165	65.6	£320	7%
May-14	£4,310	67.5	£4,350	64.1	£-40	-1%
June-14	£4,525	62.7	£4,500	60.5	£25	1%
July-14	£4,730	58.8	£4,850	53.5	£-120	-3%
August-14	£4,620	57.3	£4,455	55.2	£165	4%
September-14	£4,230	63.5	£4,310	57.9	£-80	-2%
October-14	£4,410	59.6	£4,360	57.6	£50	1%
November-14	£4,470	60.0	£4,380	56.0	£90	2%
December-14	£4,725	61.4	£4,610	61.1	£115	2%
January-15	£4,280	67.7	£4,170	64.4	£110	3%
February-15	£3,820	74.7	£3,780	70.9	£40	1%
March-15	£3,575	78.7	£3,535	75.7	£40	1%



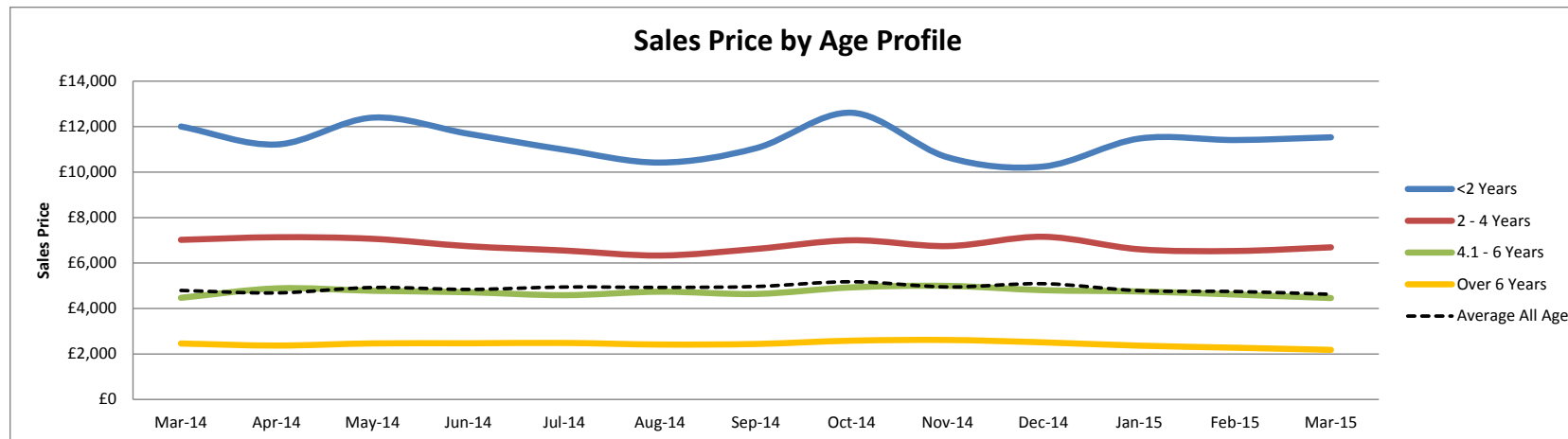
# Sales Volume by Age Profile

	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	12 month Total
<2 Years	353	375	449	424	614	504	431	531	389	281	478	684	460	5,620
% Difference from previous month	-36.6%	6.2%	19.7%	-5.6%	44.8%	-17.9%	-14.5%	23.2%	-26.7%	-27.8%	70.1%	43.1%	-32.7%	
2 - 4 Years	2,949	2,539	2,433	2,684	2,921	3,017	2,927	2,483	2,245	1,445	3,158	3,236	3,848	32,936
% Difference from previous month	10.5%	-13.9%	-4.2%	10.3%	8.8%	3.3%	-3.0%	-15.2%	-9.6%	-35.6%	118.5%	2.5%	18.9%	
4.1 - 6 Years	2,317	2,361	2,158	2,353	2,459	2,105	1,933	2,187	1,826	1,260	2,422	2,613	2,635	26,312
% Difference from previous month	1.6%	1.9%	-8.6%	9.0%	4.5%	-14.4%	-8.2%	13.1%	-16.5%	-31.0%	92.2%	7.9%	0.8%	
Over 6 Years	3,579	3,945	3,354	3,255	3,051	2,630	2,700	3,064	2,717	1,576	3,672	4,033	4,386	38,383
% Difference from previous month	16.3%	10.2%	-15.0%	-3.0%	-6.3%	-13.8%	2.7%	13.5%	-11.3%	-42.0%	133.0%	9.8%	8.8%	
<b>Total</b>	9,198	9,220	8,394	8,716	9,045	8,256	7,991	8,265	7,177	4,562	9,730	10,566	11,329	103,251
% Difference from previous month	7.2%	0.2%	-9.0%	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	7.2%	



# Sales Price by Age Profile

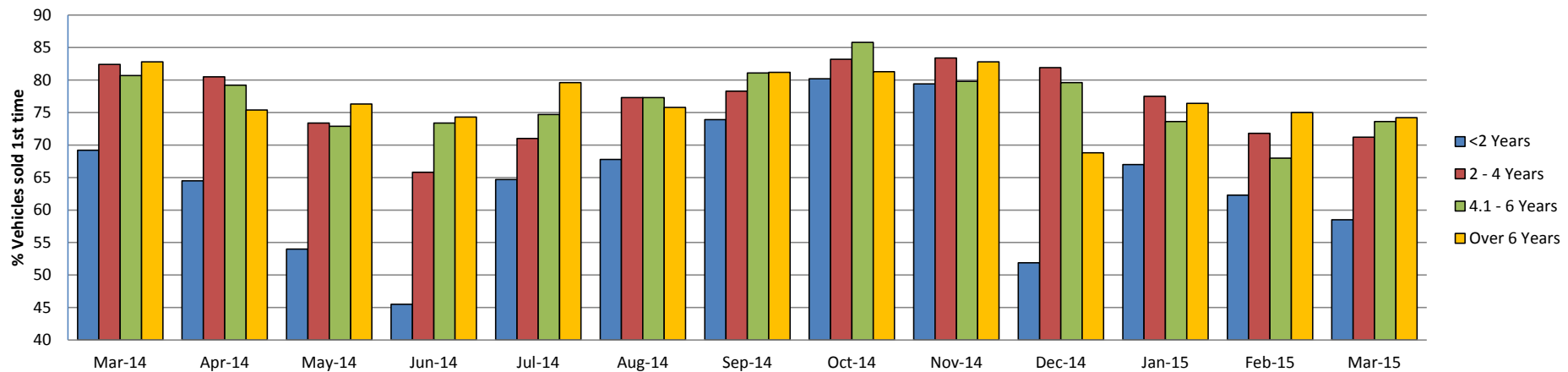
	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
<b>&lt;2 Years</b>	£12,005	£11,215	£12,395	£11,685	£10,985	£10,420	£11,050	£12,610	£10,650	£10,245	£11,475	£11,410	£11,530
<i>% Difference from previous month</i>	9.4%	-6.6%	10.5%	-5.7%	-6.0%	-5.1%	6.0%	14.1%	-15.5%	-3.8%	12.0%	-0.6%	1.1%
<b>2 - 4 Years</b>	£7,020	£7,135	£7,065	£6,740	£6,550	£6,330	£6,620	£7,000	£6,745	£7,155	£6,605	£6,530	£6,690
<i>% Difference from previous month</i>	6.7%	1.6%	-1.0%	-4.6%	-2.8%	-3.4%	4.6%	5.7%	-3.6%	6.1%	-7.7%	-1.1%	2.5%
<b>4.1 - 6 Years</b>	£4,470	£4,885	£4,780	£4,715	£4,585	£4,740	£4,640	£4,930	£4,995	£4,805	£4,750	£4,615	£4,460
<i>% Difference from previous month</i>	1.5%	9.3%	-2.1%	-1.4%	-2.8%	3.4%	-2.1%	6.3%	1.3%	-3.8%	-1.1%	-2.8%	-3.4%
<b>Over 6 Years</b>	£2,460	£2,370	£2,465	£2,470	£2,485	£2,415	£2,440	£2,585	£2,615	£2,510	£2,365	£2,275	£2,180
<i>% Difference from previous month</i>	-3.7%	-3.7%	4.0%	0.2%	0.6%	-2.8%	1.0%	5.9%	1.2%	-4.0%	-5.8%	-3.8%	-4.2%
<b>Average All Age</b>	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623
<i>% Difference from previous month</i>	-1.0%	-2.3%	5.1%	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	-2.7%



# % Vehicles Sold First Time by Age Profile

	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
<2 Years	69	65	54	46	65	68	74	80	79	52	67	62	59
% Difference from previous month	-8.2%	-6.8%	-16.3%	-15.7%	42.2%	4.8%	9.0%	8.5%	-1.0%	-34.6%	29.1%	-7.0%	-6.1%
2 - 4 Years	82	81	73	66	71	77	78	83	83	82	78	72	71
% Difference from previous month	3.6%	-2.3%	-8.8%	-10.4%	7.9%	8.9%	1.3%	6.3%	0.2%	-1.8%	-5.4%	-7.4%	-0.8%
4.1 - 6 Years	81	79	73	73	75	77	81	86	80	80	74	68	74
% Difference from previous month	1.5%	-1.9%	-8.0%	0.7%	1.8%	3.5%	4.9%	5.8%	-7.0%	-0.3%	-7.5%	-7.6%	8.2%
Over 6 Years	83	75	76	74	80	76	81	81	83	69	76	75	74
% Difference from previous month	3.8%	-8.9%	1.2%	-2.6%	7.1%	-4.8%	7.1%	0.1%	1.8%	-16.9%	11.0%	-1.8%	-1.1%

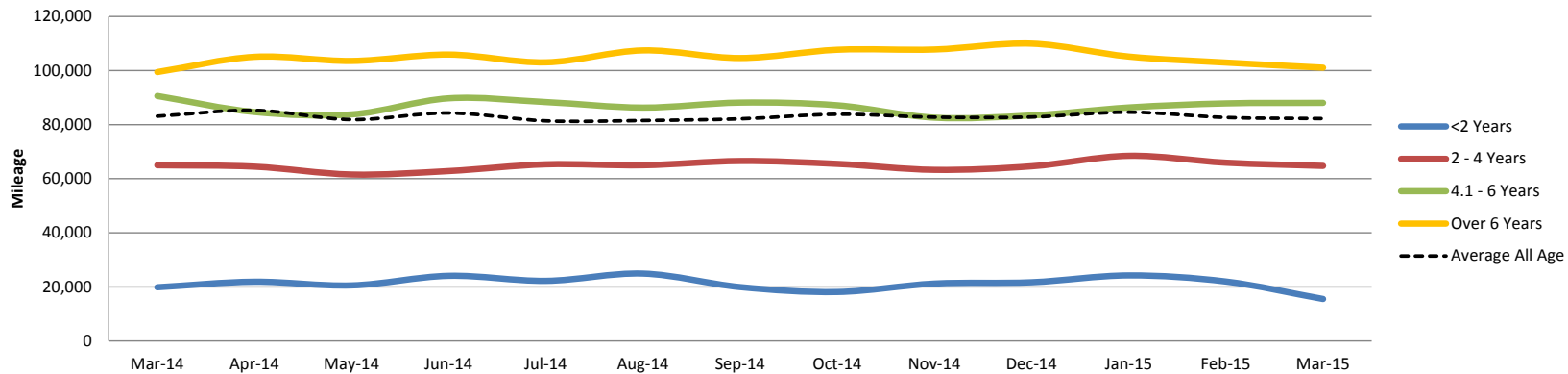
### % Vehicles Sold First Time by Age Profile



# Mileage by Age Profile

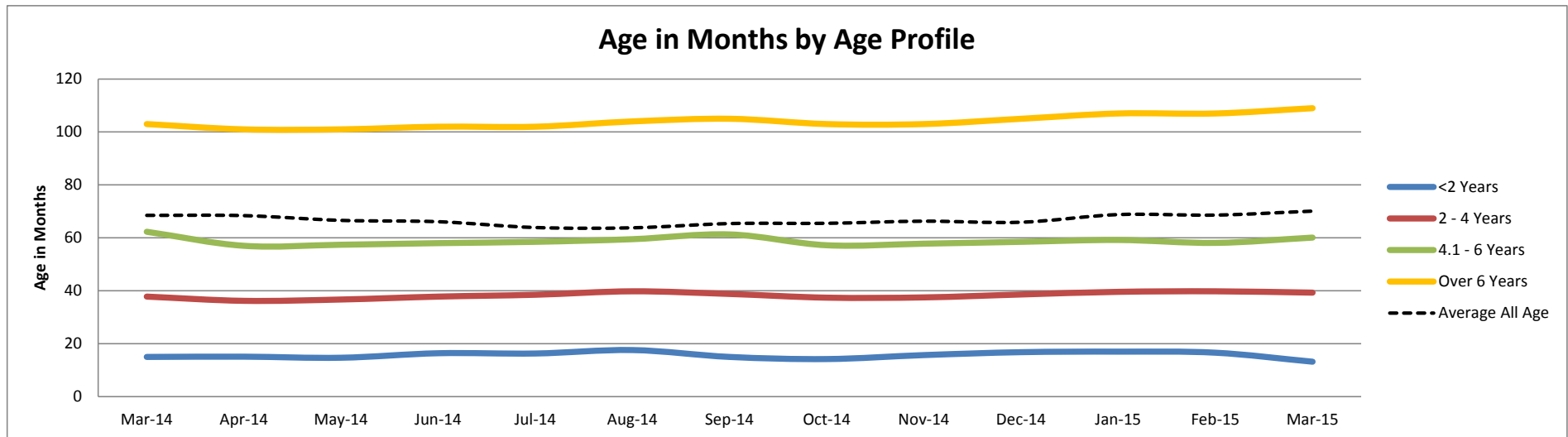
	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
<b>&lt;2 Years</b>	19,859	21,905	20,540	24,085	22,228	24,913	19,918	18,102	21,222	21,708	24,239	21,977	15,509
<i>% Difference from previous month</i>	-25.0%	10.3%	-6.2%	17.3%	-7.7%	12.1%	-20.0%	-9.1%	17.2%	2.3%	11.7%	-9.3%	-29.4%
<b>2 - 4 Years</b>	64,994	64,471	61,558	62,834	65,333	64,998	66,571	65,497	63,286	64,606	68,488	65,936	64,748
<i>% Difference from previous month</i>	-4.2%	-0.8%	-4.5%	2.1%	4.0%	-0.5%	2.4%	-1.6%	-3.4%	2.1%	6.0%	-3.7%	-1.8%
<b>4.1 - 6 Years</b>	90,631	84,681	83,795	89,763	88,369	86,323	88,171	87,175	82,573	83,405	86,367	87,877	88,077
<i>% Difference from previous month</i>	1.2%	-6.6%	-1.0%	7.1%	-1.6%	-2.3%	2.1%	-1.1%	-5.3%	1.0%	3.6%	1.7%	0.2%
<b>Over 6 Years</b>	99,440	105,095	103,568	105,939	103,054	107,482	104,653	107,724	107,820	109,981	105,194	102,965	101,059
<i>% Difference from previous month</i>	-4.9%	5.7%	-1.5%	2.3%	-2.7%	4.3%	-2.6%	2.9%	0.1%	2.0%	-4.4%	-2.1%	-1.9%
<b>Average All Age</b>	83,123	85,297	81,867	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,617	82,650	82,232
<i>% Difference from previous month</i>	-1.1%	2.6%	-4.0%	3.0%	-3.5%	0.2%	0.8%	2.1%	-1.3%	0.1%	2.2%	-2.3%	-0.5%

Mileage by Age Profile



# Age in Months by Age Profile

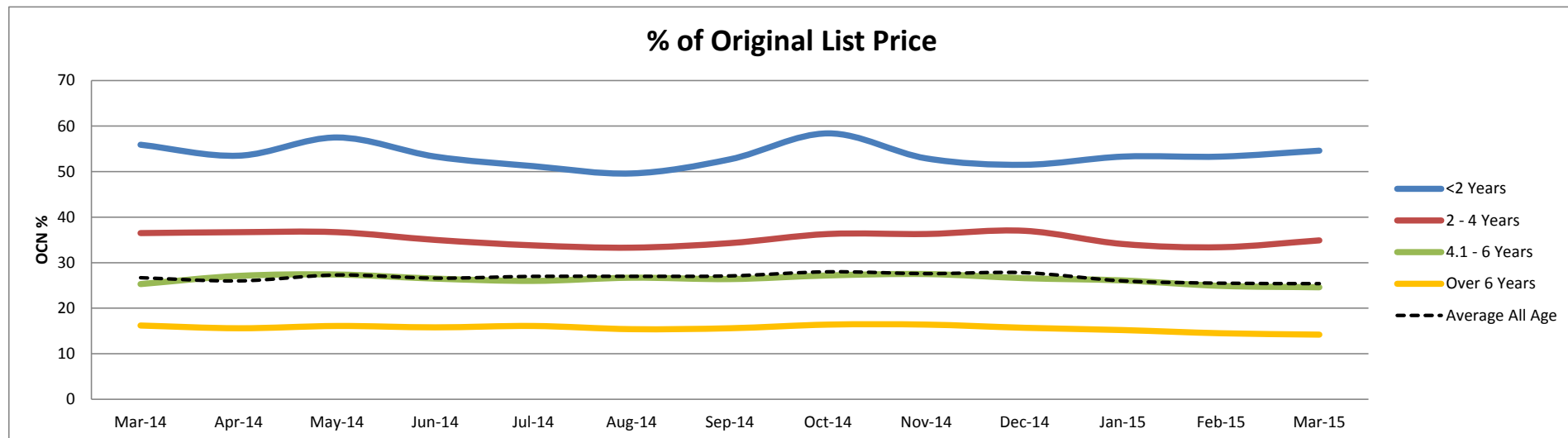
	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
<b>&lt;2 Years</b>	15	15	15	16	16	18	15	14	16	17	17	17	13
<b>% Difference from previous month</b>	-16.2%	0.7%	-2.6%	11.6%	-0.6%	8.0%	-14.8%	-5.3%	10.6%	7.0%	1.2%	-2.4%	-20.5%
<b>2 - 4 Years</b>	38	36	37	38	39	40	39	37	38	39	40	40	39
<b>% Difference from previous month</b>	-0.8%	-4.2%	1.4%	3.0%	1.9%	3.4%	-2.5%	-3.6%	0.3%	2.9%	2.6%	0.5%	-1.3%
<b>4.1 - 6 Years</b>	62	57	57	58	59	60	61	57	58	59	59	58	60
<b>% Difference from previous month</b>	1.0%	-8.5%	0.7%	1.0%	0.9%	1.7%	3.0%	-6.7%	1.0%	1.2%	1.2%	-1.9%	3.4%
<b>Over 6 Years</b>	103	101	101	102	102	104	105	103	103	105	107	107	109
<b>% Difference from previous month</b>	-1.0%	-1.9%	0.0%	1.0%	0.0%	2.0%	1.0%	-1.9%	0.0%	1.9%	1.9%	0.0%	1.9%





# Percentage of Original List Price by Age Profile

	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
<b>&lt;2 Years</b>	56	54	58	53	51	50	53	58	53	52	53	53	55
<i>% Difference from previous month</i>	7.3%	-4.3%	7.5%	-7.3%	-3.9%	-3.1%	6.3%	10.8%	-9.4%	-2.6%	3.5%	0.0%	2.4%
<b>2 - 4 Years</b>	37	37	37	35	34	33	34	36	36	37	34	33	35
<i>% Difference from previous month</i>	4.0%	0.5%	0.0%	-4.6%	-3.4%	-1.5%	3.0%	5.8%	0.0%	1.9%	-7.8%	-2.1%	4.5%
<b>4.1 - 6 Years</b>	25	27	27	27	26	27	26	27	28	27	26	25	25
<i>% Difference from previous month</i>	-2.3%	7.1%	1.1%	-3.3%	-1.9%	2.7%	-1.1%	3.0%	1.1%	-3.3%	-1.9%	-4.6%	-1.2%
<b>Over 6 Years</b>	16	16	16	16	16	15	16	16	16	16	15	15	14
<i>% Difference from previous month</i>	-0.6%	-3.7%	3.2%	-1.9%	1.9%	-4.3%	1.3%	5.1%	0.0%	-4.3%	-3.2%	-4.6%	-2.1%



## <2 Years Summary by Weight Band

	<2 Years	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
<b>SMALL LCV (&lt;2.6)</b>	Average age in months	15	15	15	17	17	19	15	15	15	17	17	17	12
	Recorded mileage	22476	23486	19841	24556	21011	25085	19499	19765	23583	22976	23649	21471	11909
	Conversion rate	77%	64%	60%	52%	50%	67%	63%	83%	80%	32%	69%	67%	55%
	Sales volumes	118	117	135	117	178	182	145	177	147	112	150	222	147
	Sales prices	£7,279	£7,396	£8,479	£7,034	£6,782	£6,688	£7,191	£8,219	£6,687	£6,831	£6,889	£7,232	£7,129
	% New Price	49%	48%	53%	46%	45%	43%	46%	52%	46%	44%	46%	46%	48%
<b>MEDIUM LCV (2.6 - 3.495)</b>	Average age in months	15	15	14	15	16	16	16	14	16	17	17	17	14
	Recorded mileage	18048	21395	16633	20303	21456	21968	21193	17072	17794	18076	24699	22681	19254
	Conversion rate	67%	57%	39%	48%	65%	58%	63%	79%	73%	56%	64%	54%	56%
	Sales volumes	90	120	160	126	235	140	136	174	103	102	161	243	154
	Sales prices	£12,818	£11,616	£13,134	£12,442	£11,245	£11,127	£11,724	£13,909	£10,591	£11,020	£11,998	£11,898	£11,820
	% New Price	58%	56%	61%	58%	53%	53%	55%	63%	52%	54%	54%	55%	56%
<b>LARGE LCV (3.5)</b>	Average age in months	16	16	17	18	17	20	16	14	17	18	18	17	13
	Recorded mileage	25033	26340	31607	35009	30691	35025	22101	20008	30557	30828	32789	25668	17674
	Conversion rate	62%	58%	43%	17%	68%	69%	88%	81%	77%	44%	55%	69%	59%
	Sales volumes	84	87	94	107	124	105	95	107	66	36	95	137	91
	Sales prices	£13,515	£12,774	£13,410	£11,884	£12,440	£11,754	£12,787	£14,471	£12,813	£12,864	£12,905	£13,676	£13,728
	% New Price	47%	45%	47%	41%	43%	42%	47%	51%	47%	47%	46%	48%	49%

# 2-4 Years Summary by Weight Band

2 - 4 Years		Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
SMALL LCV (<2.6)	Average age in months	38	36	36	37	38	39	38	37	37	37	39	39	39
	Recorded mileage	61361	62051	56725	61052	60660	58441	62423	63113	57315	57795	63369	58373	56192
	Conversion rate	87%	84%	82%	68%	71%	80%	78%	82%	86%	83%	80%	83%	76%
	Sales volumes	1041	856	858	949	990	1153	1117	1020	1022	566	1124	1111	1377
	Sales prices	£4,895	£4,879	£4,936	£4,703	£4,618	£4,439	£4,479	£4,355	£4,612	£4,525	£4,247	£4,459	£4,586
	% New Price	33%	33%	34%	31%	31%	30%	31%	30%	32%	31%	30%	30%	33%
MEDIUM LCV (2.6 - 3.495)	Average age in months	39	37	38	39	39	41	40	38	39	40	40	41	40
	Recorded mileage	63441	64919	65889	62141	66885	67896	66991	65277	65730	70798	67818	64504	66661
	Conversion rate	86%	82%	75%	65%	73%	76%	77%	84%	82%	85%	76%	72%	72%
	Sales volumes	995	836	811	937	1064	1062	918	740	637	431	1072	1124	1344
	Sales prices	£7,368	£7,333	£7,142	£7,027	£6,776	£6,553	£7,072	£8,256	£7,800	£7,968	£7,201	£6,921	£7,057
	% New Price	38%	38%	37%	36%	34%	33%	36%	40%	38%	39%	36%	34%	35%
LARGE LCV (3.5)	Average age in months	38	36	35	37	38	40	38	38	39	40	40	40	40
	Recorded mileage	84326	75390	72676	77158	81013	85331	82199	85375	91092	87594	86458	86389	84096
	Conversion rate	76%	77%	66%	54%	65%	73%	75%	87%	75%	74%	76%	47%	56%
	Sales volumes	567	530	429	448	531	480	572	392	315	222	653	690	748
	Sales prices	£7,632	£8,130	£8,495	£7,801	£7,549	£7,512	£7,689	£7,885	£7,492	£7,695	£7,504	£7,119	£7,419
	% New Price	29%	31%	32%	29%	29%	29%	29%	30%	29%	29%	29%	27%	28%

# 4.1-6 Years Summary by Weight Band

4.1 - 6 Years		Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
SMALL LCV (<2.6)	Average age in months	62	57	57	58	58	60	62	57	58	59	59	59	61
	Recorded mileage	81532	79337	76774	77609	77628	79673	77812	76182	75038	77244	76761	78094	76841
	Conversion rate	81%	83%	76%	80%	76%	80%	82%	85%	79%	82%	73%	70%	78%
	Sales volumes	646	757	789	792	872	758	693	743	637	498	843	901	911
	Sales prices	£3,146	£3,344	£3,379	£3,332	£3,258	£3,121	£3,045	£3,274	£3,258	£3,170	£3,044	£3,006	£3,011
	% New Price	25%	26%	26%	25%	25%	24%	24%	25%	24%	23%	23%	22%	23%
MEDIUM LCV (2.6 - 3.495)	Average age in months	62	57	58	58	58	59	61	56	58	58	59	58	59
	Recorded mileage	85624	83109	79647	84082	87651	83596	90029	90337	84075	83808	86481	84189	86493
	Conversion rate	87%	83%	77%	76%	76%	78%	84%	90%	80%	81%	72%	75%	79%
	Sales volumes	903	869	765	876	929	756	677	873	697	449	857	896	919
	Sales prices	£4,832	£5,315	£5,485	£5,374	£5,076	£5,292	£5,185	£5,302	£5,357	£5,590	£5,357	£5,252	£4,809
	% New Price	28%	29%	31%	30%	28%	29%	28%	28%	29%	30%	29%	28%	26%
LARGE LCV (3.5)	Average age in months	62	57	58	58	59	60	61	59	58	59	59	58	60
	Recorded mileage	111055	96665	106961	121967	112077	106322	104996	108049	97176	100187	104044	108767	110793
	Conversion rate	76%	72%	64%	57%	71%	76%	77%	81%	81%	77%	78%	52%	59%
	Sales volumes	614	592	467	537	494	442	424	404	338	224	557	667	619
	Sales prices	£4,585	£5,498	£5,168	£4,871	£5,094	£5,580	£5,463	£5,774	£5,898	£5,731	£5,436	£5,197	£4,974
	% New Price	19%	22%	21%	19%	21%	23%	22%	23%	24%	23%	22%	20%	20%

# >6 Years Summary by Weight Band

	Over 6 Years	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
SMALL LCV (<2.6)	Average age in months	103	101	101	104	104	106	106	104	104	105	108	109	110
	Recorded mileage	97746	100977	99552	98446	97555	100278	101279	102184	100951	106738	99577	98295	95764
	Conversion rate	86%	82%	79%	74%	80%	76%	82%	82%	81%	69%	76%	78%	78%
	Sales volumes	1084	1484	1230	1131	1077	946	978	1125	959	511	1159	1466	1586
	Sales prices	£1,474	£1,404	£1,402	£1,378	£1,448	£1,328	£1,280	£1,391	£1,404	£1,383	£1,266	£1,215	£1,168
	% New Price	13%	13%	12%	12%	13%	12%	11%	12%	12%	12%	11%	11%	11%
MEDIUM LCV (2.6 - 3.495)	Average age in months	99	96	96	97	97	100	100	99	99	99	105	105	108
	Recorded mileage	94120	105310	102791	106585	100577	113026	105739	109909	108829	109310	102881	99934	100632
	Conversion rate	86%	75%	80%	75%	83%	76%	81%	82%	88%	73%	81%	76%	73%
	Sales volumes	1392	1208	1004	980	940	772	752	843	797	481	1369	1369	1569
	Sales prices	£2,709	£2,662	£2,821	£2,834	£2,994	£2,690	£2,734	£2,789	£2,964	£2,786	£2,493	£2,469	£2,308
	% New Price	18%	17%	18%	18%	19%	17%	17%	18%	18%	17%	16%	16%	15%
LARGE LCV (3.5)	Average age in months	103	99	101	98	100	100	104	102	101	106	104	101	106
	Recorded mileage	115937	117168	117813	119021	118790	117663	114468	124755	123790	124019	121774	121345	114784
	Conversion rate	77%	72%	72%	76%	79%	82%	80%	79%	80%	71%	71%	68%	72%
	Sales volumes	612	729	640	688	616	538	532	604	503	316	664	690	679
	Sales prices	£2,388	£2,730	£2,763	£2,845	£2,698	£2,950	£2,697	£2,722	£2,786	£2,595	£2,580	£2,716	£2,447
	% New Price	12%	14%	14%	14%	14%	15%	14%	14%	14%	13%	13%	13%	12%