

COMPILED BY
GLASS'S

Auction Report - LCV

December 2013



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NAMA used LCV market commentary for November 2013

Whole market - November compared to October

- Sales volume in November fell back to 7,963 units (-12.6%).
- The average age of those LCV lots sold at auction rose to 68.1 months.
- At 84,732, average mileage for LCVs was 2.3% higher.
- In November, the average price for an LCV sold at auction was £4,512 (-3.6%).
- The average number of entries required to achieve a sale rose to 1.32.
- The number of days that LCVs remained on site fell modestly to 11.6.
- In November, conversion rates stood at 76% (-2%).

Comment:

After the strength seen in October, it was to be expected that November's figures would struggle to impress and, on the face of it, that is precisely what happened. However, with average age and mileage having risen, it should not come as too much of a surprise that prices dipped. Traditionally, the closing months of any year will be lacklustre and regardless of how disappointing that might be this should not shape opinion for prospects over the first half of 2014. To put November's performance in to context it's helpful to look at the year-on-year comparison which puts a very different complexion on things.

Over the past year, sales volume grew by 20%, average mileage and age for LCVs increased by 3,116 miles and 3.8 months respectively. Yet encouragingly, both the number of entries required to sell each LCV lot and days on site were slightly lower, whilst conversion rates and prices improved by 3% & 7% respectively.

Volume changes - by age

	Aug-13	Sep-13	Oct-13	Nov-13
<2 Years	404	334	508	367
% Difference from previous month	1.5%	-17.3%	52.1%	-27.8%
2 - 4 Years	2,064	2,138	2,452	2,003
% Difference from previous month	12.8%	3.6%	14.7%	-18.3%
4.1 - 6 Years	2,687	2,759	2,884	2,609
% Difference from previous month	2.5%	2.7%	4.5%	-9.5%
Over 6 Years	2,661	2,698	3,266	2,984
% Difference from previous month	-0.8%	1.4%	21.1%	-8.6%

Comment:

Following on from October's spike in sales volumes, a fall in November of 12.6% signalled a return to trend.

Mileage changes - by age

	Aug-13	Sep-13	Oct-13	Nov-13
<2 Years	30,248	18,987	18,830	23,061
% Difference from previous month	28.0%	-37.2%	-0.8%	22.5%

2 - 4 Years	65,050	64,152	64,601	63,733
% Difference from previous month	1.4%	-1.4%	0.7%	-1.3%

4.1 - 6 Years	83,602	86,039	85,586	85,143
% Difference from previous month	-4.1%	2.9%	-0.5%	-0.5%

Over 6 Years	104,640	103,002	104,099	106,052
% Difference from previous month	1.9%	-1.6%	1.1%	1.9%

Comment:

Average mileage for all LCVs sold at auction in November rose from 82,852 to 84,732. This increase was generated by a sizeable jump in the recorded mileage for both the youngest and oldest LCVs arriving at auction.

Price changes - by age

	Aug-13	Sep-13	Oct-13	Nov-13
<2 Years	£10,205	£11,185	£11,820	£11,175
% Difference from previous month	-3.8%	9.6%	5.7%	-5.5%

2 - 4 Years	£6,170	£6,345	£6,700	£6,830
% Difference from previous month	-1.8%	2.8%	5.6%	1.9%

4.1 - 6 Years	£3,965	£4,080	£4,265	£4,250
% Difference from previous month	1.3%	2.9%	4.5%	-0.4%

Over 6 Years	£1,895	£2,190	£2,420	£2,370
% Difference from previous month	-2.6%	15.6%	10.5%	-2.1%

Comment:

The price falls recorded in November correlate closely with the pattern of mileage increase recorded across the various age bands, making them less attractive to trade buyers looking for desirable stock.

Market Forecast

In the last NAMA Report, the strength of the marketplace for LCVs had hit a high point with the general sentiment being that things were as about as good as they were going to get. Therefore, the figures returned in November were destined to disappoint anyone who had expected each consecutive month of 2013 to be stronger than the last. However, this November report should certainly not be seen as marking the start of a downturn as nearly every strong month over the past year has been followed by something of a correction.

This clearly highlights the need for vendors to avoid becoming complacent in regards to how they present their LCV stock to prospective buyers and the necessity for them to hold realistic price expectations.

It is unlikely that there will be any marked uplift in the wholesale marketplace for LCVs until the New Year has found its stride, yet at that point there is every prospect that a series of strong months can be delivered. With the UK's economy performing better than had been predicted, it is likely that 2014 will be another profitable year for our industry.

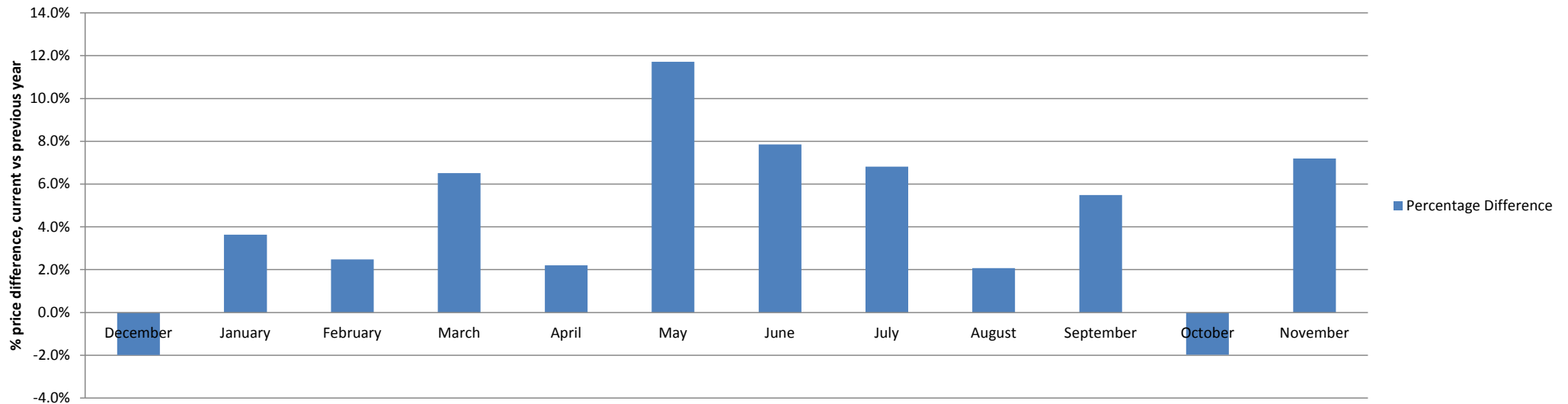
Whole Market Summary

	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Nov-12	Nov-13	Year on Year Diff
Sales Volumes All Ages	6,620	4,475	8,344	7,136	7,550	7,251	8,479	7,865	7,531	7,816	7,929	9,110	7,963	6,620	7,963	20%
% Difference to previous month	-11.1%	-32.4%	86.5%	-14.5%	5.8%	-4.0%	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%			
Average Age in Months	64.3	64.4	63.1	65.0	67.3	66.8	66.1	65.7	68.3	68.4	68.4	66.4	68.1	64.3	68.1	3.8
Average Mileage	81,616	82,747	83,542	83,314	85,869	81,464	82,469	82,214	83,746	83,107	83,085	82,852	84,732	81,616	84,732	3,116
Average No. of Entries	1.38	1.40	1.39	1.33	1.32	1.35	1.43	1.45	1.45	1.45	1.37	1.27	1.32	1.38	1.32	-0.06
Conversion Rate	73%	71%	72%	75%	76%	74%	70%	69%	69%	69%	73%	78%	76%	73%	76%	3%
Average No. Days on Site	11.8	12.6	15.6	12.2	10.8	10.7	12.0	13.4	12.7	13.2	12.9	11.8	11.6	11.8	11.6	-0.2
Average Sales Prices All Ages	£4,209	£4,221	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,209	£4,512	7%
% Difference to previous month	-3.8%	0.3%	4.5%	-1.0%	-2.5%	5.2%	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%			
% OCN	25.5	24.9	25.7	25.8	25.4	26.8	25.4	25.0	24.5	24.6	25.5	26.6	26.0	25.5	26.0	0.5

Average Sale Price Year on Year

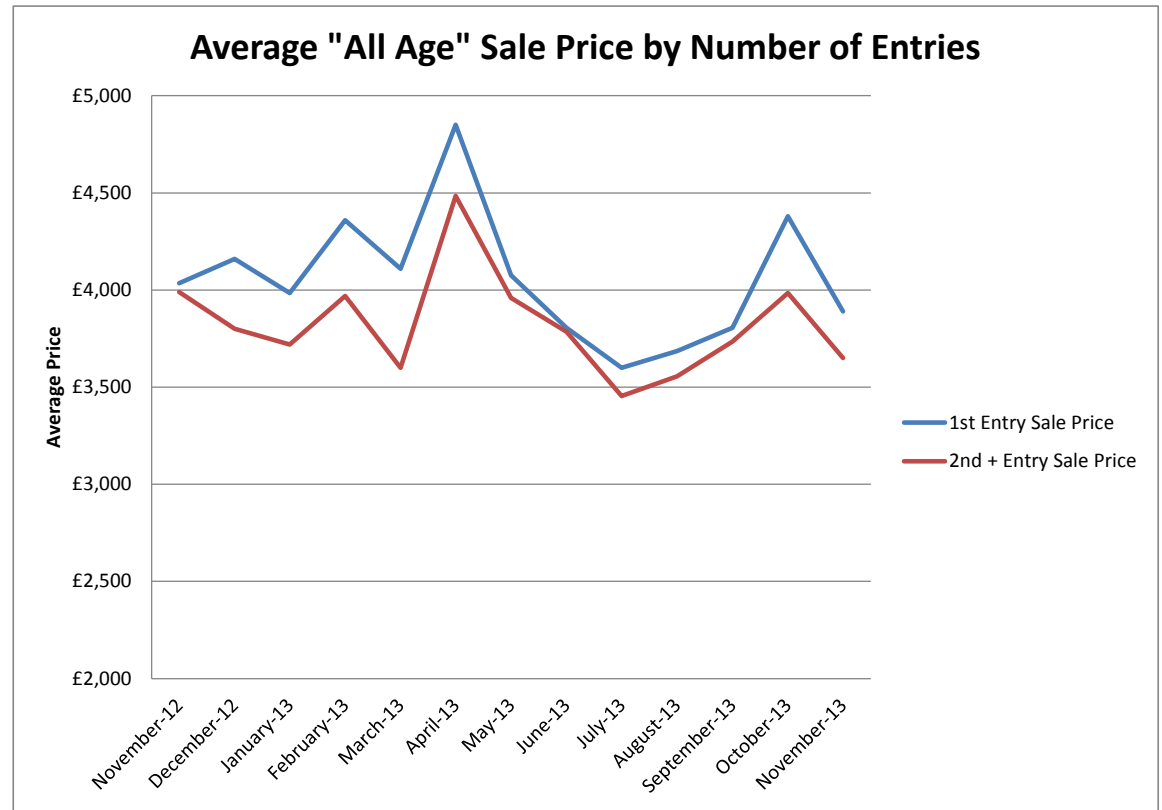
	December	January	February	March	April	May	June	July	August	September	October	November
Average All Ages Sales Price Previous Year - 2012 pre-January	£4,106	£4,234	£4,342	£4,143	£4,254	£4,266	£4,187	£4,075	£4,137	£4,232	£4,375	£4,209
Average All Ages Sales Price Current Year - 2013 January onwards	£4,221	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512
Percentage Difference	-2.0%	3.6%	2.5%	6.5%	2.2%	11.7%	7.9%	6.8%	2.1%	5.5%	-2.0%	7.2%

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



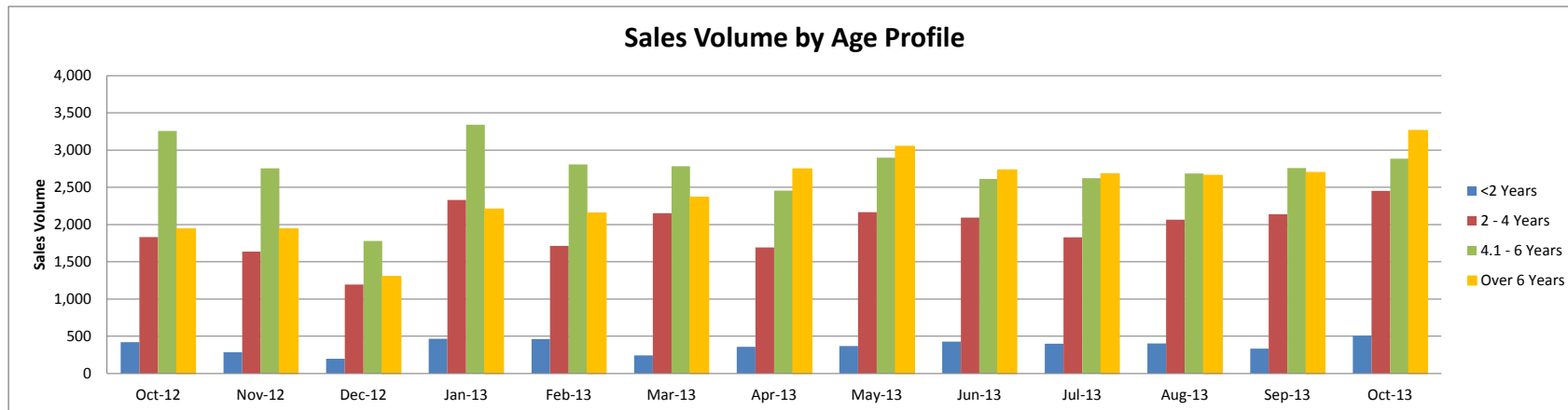
Sales Price Compared to Number of Entries (all ages)

	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
November-12	£4,035	57.3	£3,990	53.9	£45	1%
December-12	£4,160	59.1	£3,800	58.7	£360	9%
January-13	£3,985	60.0	£3,720	59.7	£265	7%
February-13	£4,360	59.9	£3,970	60.0	£390	9%
March-13	£4,110	62.6	£3,600	64.2	£510	12%
April-13	£4,850	58.9	£4,485	59.2	£365	8%
May-13	£4,075	60.5	£3,960	59.0	£115	3%
June-13	£3,805	62.6	£3,785	60.0	£20	1%
July-13	£3,600	64.8	£3,455	64.2	£145	4%
August-13	£3,685	64.7	£3,555	63.5	£130	4%
September-13	£3,805	64.5	£3,735	60.9	£70	2%
October-13	£4,380	61.4	£3,985	63.2	£395	9%
November-13	£3,890	64.5	£3,650	64.6	£240	6%



Sales Volume by Age Profile

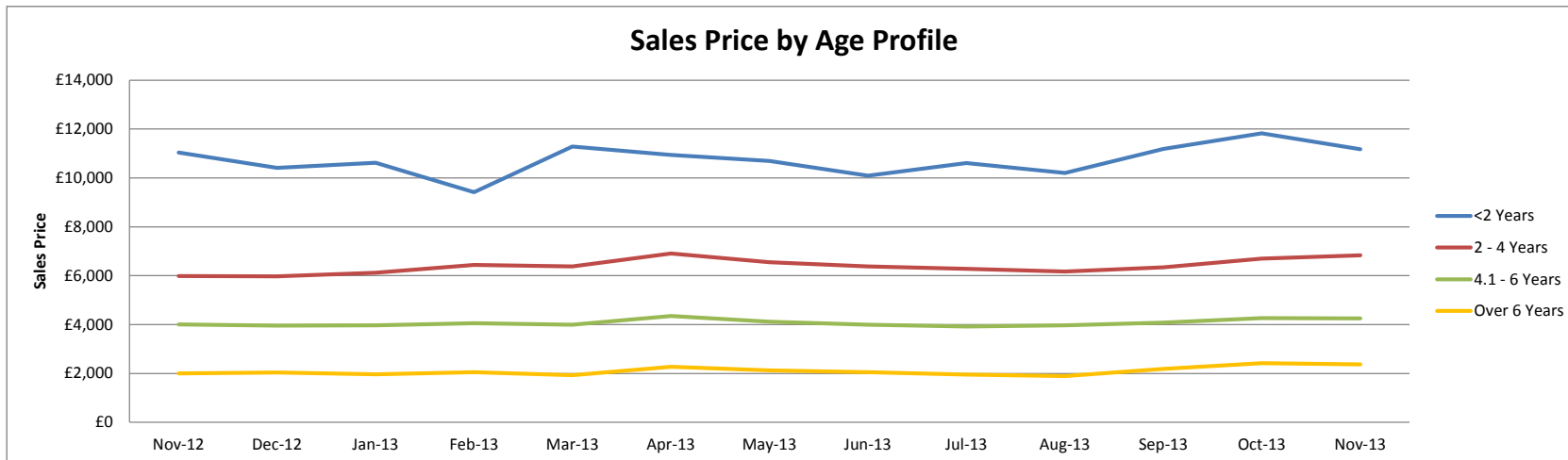
	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	12 month Total
<2 Years	284	197	467	462	243	356	366	426	398	404	334	508	367	4,528
% Difference from previous month	-32.5%	-30.6%	137.1%	-1.1%	-47.4%	46.5%	2.8%	16.4%	-6.6%	1.5%	-17.3%	52.1%	-27.8%	
2 - 4 Years	1,638	1,195	2,330	1,712	2,153	1,691	2,165	2,092	1,829	2,064	2,138	2,452	2,003	23,824
% Difference from previous month	-10.6%	-27.0%	95.0%	-26.5%	25.8%	-21.5%	28.0%	-3.4%	-12.6%	12.8%	3.6%	14.7%	-18.3%	
4.1 - 6 Years	2,754	1,780	3,340	2,808	2,785	2,454	2,898	2,611	2,622	2,687	2,759	2,884	2,609	32,237
% Difference from previous month	-15.4%	-35.4%	87.6%	-15.9%	-0.8%	-11.9%	18.1%	-9.9%	0.4%	2.5%	2.7%	4.5%	-9.5%	
Over 6 Years	1,944	1,303	2,207	2,154	2,369	2,750	3,050	2,736	2,682	2,661	2,698	3,266	2,984	30,860
% Difference from previous month	0.3%	-33.0%	69.4%	-2.4%	10.0%	16.1%	10.9%	-10.3%	-2.0%	-0.8%	1.4%	21.1%	-8.6%	
Total	6,620	4,475	8,344	7,136	7,550	7,251	8,479	7,865	7,531	7,816	7,929	9,110	7,963	91,449
% Difference from previous month	-11.1%	-32.4%	86.5%	-14.5%	5.8%	-4.0%	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	



Sales Price by Age Profile

	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13
<2 Years	£11,040	£10,415	£10,625	£9,415	£11,280	£10,945	£10,690	£10,085	£10,605	£10,205	£11,185	£11,820	£11,175
<i>% Difference from previous month</i>	4.9%	-5.7%	2.0%	-11.4%	19.8%	-3.0%	-2.3%	-5.7%	5.2%	-3.8%	9.6%	5.7%	-5.5%
2 - 4 Years	£5,990	£5,970	£6,125	£6,435	£6,375	£6,900	£6,550	£6,375	£6,285	£6,170	£6,345	£6,700	£6,830
<i>% Difference from previous month</i>	-1.0%	-0.3%	2.6%	5.1%	-0.9%	8.2%	-5.1%	-2.7%	-1.4%	-1.8%	2.8%	5.6%	1.9%
4.1 - 6 Years	£4,005	£3,960	£3,965	£4,055	£3,995	£4,350	£4,120	£3,990	£3,915	£3,965	£4,080	£4,265	£4,250
<i>% Difference from previous month</i>	-0.6%	-1.1%	0.1%	2.3%	-1.5%	8.9%	-5.3%	-3.2%	-1.9%	1.3%	2.9%	4.5%	-0.4%
Over 6 Years	£2,000	£2,040	£1,965	£2,050	£1,925	£2,275	£2,120	£2,050	£1,945	£1,895	£2,190	£2,420	£2,370
<i>% Difference from previous month</i>	-2.0%	2.0%	-3.7%	4.3%	-6.1%	18.2%	-6.8%	-3.3%	-5.1%	-2.6%	15.6%	10.5%	-2.1%
Average All Age	£4,209	£4,221	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512
<i>% Difference from previous month</i>	-3.8%	0.3%	4.5%	-1.0%	-2.5%	5.2%	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%

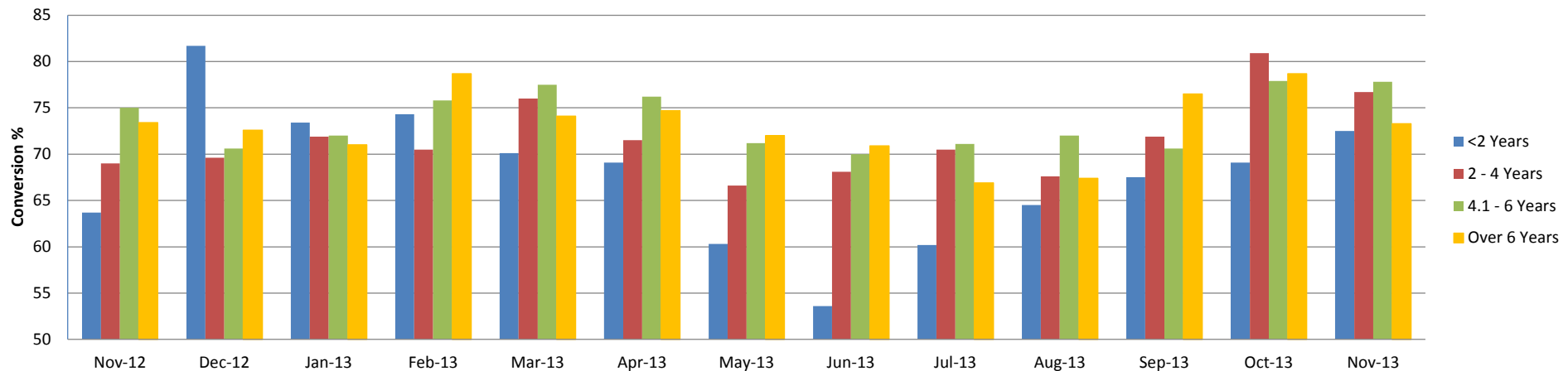
Sales Price by Age Profile



Conversion by Age Profile

	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13
<2 Years	64	82	73	74	70	69	60	54	60	65	68	69	73
<i>% Difference from previous month</i>	-13.9%	28.3%	-10.2%	1.2%	-5.7%	-1.4%	-12.7%	-11.1%	12.3%	7.1%	4.7%	2.4%	4.9%
2 - 4 Years	69	70	72	71	76	72	67	68	71	68	72	81	77
<i>% Difference from previous month</i>	-7.5%	0.9%	3.3%	-1.9%	7.8%	-5.9%	-6.9%	2.3%	3.5%	-4.1%	6.4%	12.5%	-5.2%
4.1 - 6 Years	75	71	72	76	78	76	71	70	71	72	71	78	78
<i>% Difference from previous month</i>	-2.8%	-5.9%	2.0%	5.3%	2.2%	-1.7%	-6.6%	-1.7%	1.6%	1.3%	-1.9%	10.3%	-0.1%
Over 6 Years	73	73	71	79	74	75	72	71	67	67	77	79	73
<i>% Difference from previous month</i>	-5.2%	-1.1%	-2.2%	10.8%	-5.8%	0.8%	-3.6%	-1.5%	-5.6%	0.7%	13.5%	2.9%	-6.9%

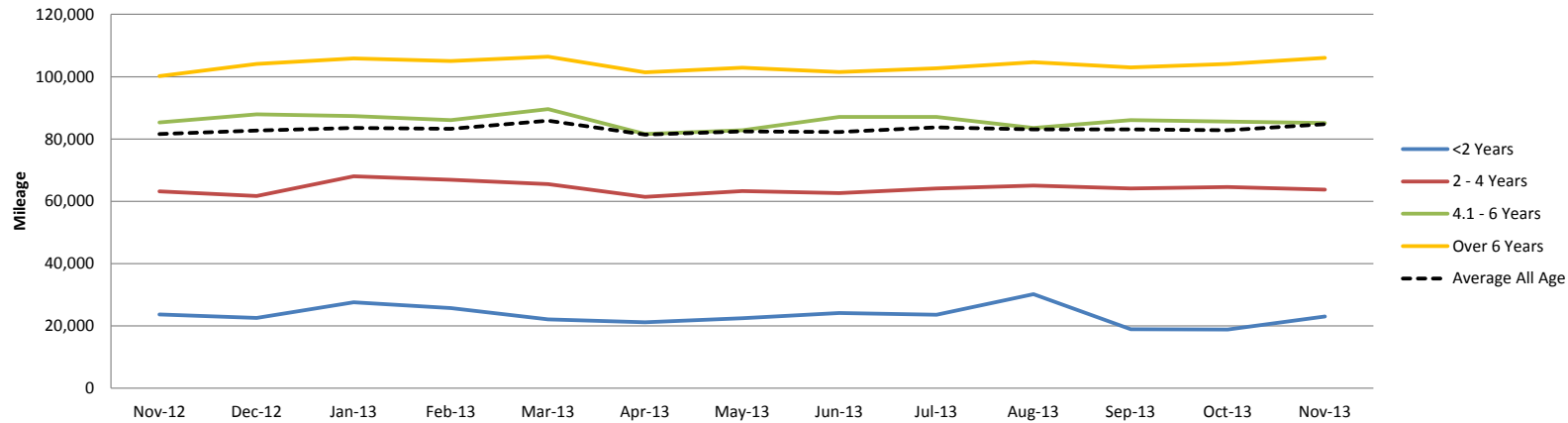
Conversion % by Age Profile



Mileage by Age Profile

	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13
<2 Years	23,737	22,583	27,576	25,782	22,142	21,146	22,453	24,204	23,632	30,248	18,987	18,830	23,061
<i>% Difference from previous month</i>	28.5%	-4.9%	22.1%	-6.5%	-14.1%	-4.5%	6.2%	7.8%	-2.4%	28.0%	-37.2%	-0.8%	22.5%
2 - 4 Years	63,236	61,744	68,031	66,945	65,570	61,447	63,314	62,693	64,122	65,050	64,152	64,601	63,733
<i>% Difference from previous month</i>	-2.2%	-2.4%	10.2%	-1.6%	-2.1%	-6.3%	3.0%	-1.0%	2.3%	1.4%	-1.4%	0.7%	-1.3%
4.1 - 6 Years	85,369	87,885	87,410	86,110	89,600	81,637	82,842	87,068	87,138	83,602	86,039	85,586	85,143
<i>% Difference from previous month</i>	2.1%	2.9%	-0.5%	-1.5%	4.1%	-8.9%	1.5%	5.1%	0.1%	-4.1%	2.9%	-0.5%	-0.5%
Over 6 Years	100,241	104,085	105,906	105,019	106,468	101,426	102,912	101,540	102,733	104,640	103,002	104,099	106,052
<i>% Difference from previous month</i>	0.9%	3.8%	1.7%	-0.8%	1.4%	-4.7%	1.5%	-1.3%	1.2%	1.9%	-1.6%	1.1%	1.9%
Average All Age	81,616	82,747	83,542	83,314	85,869	81,464	82,469	82,214	83,746	83,107	83,085	82,852	84,732
<i>% Difference from previous month</i>	2.8%	1.4%	1.0%	-0.3%	3.1%	-5.1%	1.2%	-0.3%	1.9%	-0.8%	0.0%	-0.3%	2.3%

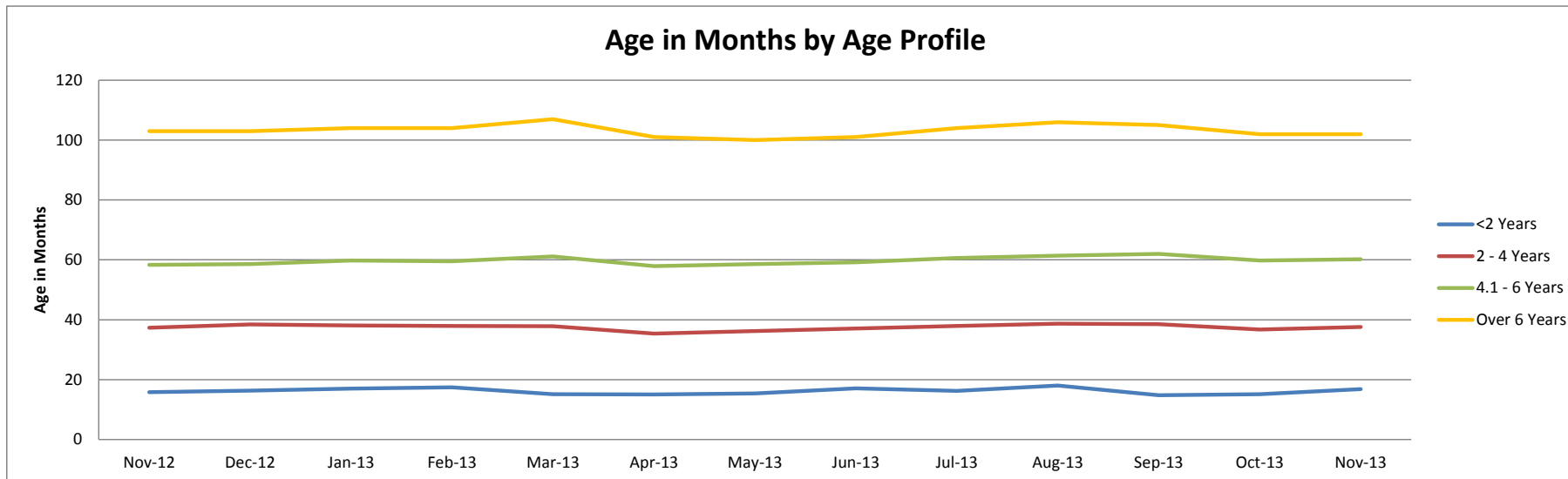
Mileage by Age Profile



Age in Months by Age Profile

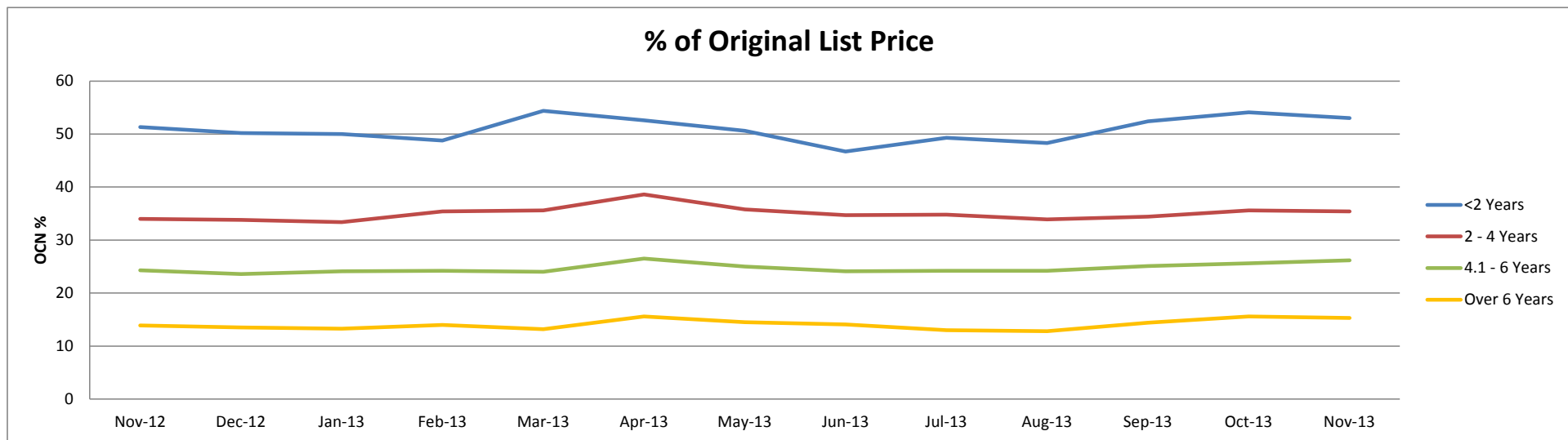
	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13
<2 Years	16	16	17	17	15	15	15	17	16	18	15	15	17
<i>% Difference from previous month</i>	6.8%	3.2%	4.3%	2.4%	-13.2%	-0.7%	2.7%	11.0%	-5.3%	11.1%	-17.8%	2.0%	11.3%
2 - 4 Years	37	38	38	38	38	35	36	37	38	39	39	37	38
<i>% Difference from previous month</i>	1.4%	2.9%	-0.8%	-0.5%	-0.3%	-6.3%	2.3%	2.5%	2.2%	2.1%	-0.5%	-4.7%	2.5%
4.1 - 6 Years	58	59	60	60	61	58	59	59	61	61	62	60	60
<i>% Difference from previous month</i>	0.3%	0.5%	2.0%	-0.5%	2.7%	-5.2%	1.2%	1.0%	2.4%	1.3%	1.0%	-3.5%	0.7%
Over 6 Years	103	103	104	104	107	101	100	101	104	106	105	102	102
<i>% Difference from previous month</i>	-1.9%	0.0%	1.0%	0.0%	2.9%	-5.6%	-1.0%	1.0%	3.0%	1.9%	-0.9%	-2.9%	0.0%

Age in Months by Age Profile



Percentage of Original List Price by Age Profile

	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13
<2 Years	51	50	50	49	54	53	51	47	49	48	52	54	53
<i>% Difference from previous month</i>	-3.6%	-2.1%	-0.4%	-2.4%	11.5%	-3.3%	-3.8%	-7.7%	5.6%	-2.0%	8.5%	3.2%	-2.0%
2 - 4 Years	34	34	33	35	36	39	36	35	35	34	34	36	35
<i>% Difference from previous month</i>	0.3%	-0.6%	-1.2%	6.0%	0.6%	8.4%	-7.3%	-3.1%	0.3%	-2.6%	1.5%	3.5%	-0.6%
4.1 - 6 Years	24	24	24	24	24	27	25	24	24	24	25	26	26
<i>% Difference from previous month</i>	1.3%	-2.9%	2.1%	0.4%	-0.8%	10.4%	-5.7%	-3.6%	0.4%	0.0%	3.7%	2.0%	2.3%
Over 6 Years	14	14	13	14	13	16	15	14	13	13	14	16	15
<i>% Difference from previous month</i>	-0.7%	-2.9%	-1.5%	5.3%	-5.7%	18.2%	-7.1%	-2.8%	-7.8%	-1.5%	12.5%	8.3%	-1.9%



<2 Years Summary by Weight Band

	<2 Years	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13
SMALL LCV (<2.6)	Average age in months	16	18	17	17	15	15	17	18	17	18	14	15	17
	Recorded mileage	25251	24732	21923	21291	20690	19898	23688	22569	22375	26486	14535	18481	25847
	Conversion rate	59%	79%	65%	74%	66%	70%	59%	55%	47%	51%	68%	59%	75%
	Sales volumes	72	64	143	181	64	118	120	157	113	114	98	153	120
	Sales prices	£6,045	£6,105	£7,520	£6,269	£6,915	£7,317	£6,944	£6,562	£6,666	£6,702	£7,456	£7,822	£6,915
	% New Price	43%	42%	48%	45%	48%	49%	46%	41%	45%	43%	48%	48%	45%
MEDIUM LCV (2.6 - 3.495)	Average age in months	17	16	17	18	14	14	15	15	16	18	15	15	17
	Recorded mileage	25954	21663	24640	23667	19720	19705	20545	23570	23459	25759	19308	18178	23408
	Conversion rate	56%	77%	76%	79%	67%	67%	53%	72%	64%	68%	66%	76%	68%
	Sales volumes	90	49	151	150	85	118	103	78	103	119	113	160	117
	Sales prices	£10,524	£11,394	£10,769	£9,627	£11,129	£11,171	£10,821	£11,455	£10,016	£10,120	£10,310	£12,639	£10,965
	% New Price	49%	54%	50%	47%	52%	54%	52%	51%	49%	49%	49%	56%	51%
LARGE LCV (3.5)	Average age in months	16	14	17	18	16	15	15	18	16	19	15	15	17
	Recorded mileage	27856	24562	41070	44933	31120	29118	26422	31636	26648	44208	28571	23664	23869
	Conversion rate	83%	93%	77%	67%	67%	75%	66%	43%	66%	69%	61%	87%	63%
	Sales volumes	67	51	115	77	47	86	97	133	131	114	70	118	65
	Sales prices	£11,294	£10,706	£11,471	£11,601	£12,053	£12,397	£12,403	£10,423	£12,129	£10,703	£13,105	£13,008	£13,372
	% New Price	41%	43%	42%	42%	45%	46%	44%	39%	44%	40%	47%	47%	47%

2-4 Years Summary by Weight Band

2 - 4 Years		Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13
SMALL LCV (<2.6)	Average age in months	38	38	39	38	38	35	36	37	38	39	39	37	38
	Recorded mileage	59631	58069	65716	65266	59735	56120	59154	59320	62075	61026	57632	57142	61058
	Conversion rate	72%	80%	73%	81%	82%	76%	68%	73%	72%	63%	64%	78%	72%
	Sales volumes	572	456	710	568	806	644	813	775	744	844	832	893	704
	Sales prices	£4,038	£4,185	£4,094	£4,318	£4,554	£4,930	£4,603	£4,401	£4,301	£4,196	£4,340	£4,403	£4,413
	% New Price	31%	32%	31%	33%	34%	37%	34%	32%	31%	30%	31%	31%	31%
MEDIUM LCV (2.6 - 3.495)	Average age in months	37	38	38	38	38	36	37	38	39	38	39	37	38
	Recorded mileage	65025	61138	68141	63352	67048	62667	63335	62900	65869	66798	66808	69265	64155
	Conversion rate	68%	72%	72%	72%	75%	77%	72%	73%	72%	74%	79%	83%	84%
	Sales volumes	610	418	923	589	722	589	728	680	567	654	677	809	674
	Sales prices	£6,224	£6,594	£6,316	£6,881	£6,690	£7,408	£7,000	£6,939	£7,006	£6,889	£6,888	£7,225	£7,142
	% New Price	34%	36%	34%	37%	36%	39%	37%	37%	37%	36%	36%	37%	37%
LARGE LCV (3.5)	Average age in months	38	39	37	38	37	35	35	37	37	39	38	36	37
	Recorded mileage	75345	76931	80108	86200	84883	87256	83277	76289	79526	82893	79932	81096	77508
	Conversion rate	62%	50%	69%	56%	64%	61%	58%	58%	59%	64%	79%	83%	76%
	Sales volumes	265	214	487	357	400	257	398	407	280	352	395	453	397
	Sales prices	£6,917	£6,594	£6,836	£6,790	£7,062	£7,343	£7,260	£7,088	£6,850	£6,930	£7,139	£7,448	£7,836
	% New Price	28%	27%	27%	27%	28%	29%	28%	28%	27%	27%	28%	29%	30%

4.1-6 Years Summary by Weight Band

	4.1 - 6 Years	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13
SMALL LCV (<2.6)	Average age in months	58	58	60	61	62	58	59	60	60	60	61	59	59
	Recorded mileage	74848	79158	78395	82277	83529	73568	75309	80730	75622	73790	73828	73163	70536
	Conversion rate	83%	82%	78%	86%	84%	81%	75%	75%	71%	77%	71%	83%	84%
	Sales volumes	862	530	948	707	790	684	858	801	902	948	969	1023	986
	Sales prices	£2,757	£2,758	£2,755	£2,708	£2,715	£3,053	£2,905	£2,762	£2,890	£2,802	£2,948	£3,034	£3,143
	% New Price	23%	23%	23%	23%	23%	26%	24%	23%	24%	24%	25%	25%	26%
MEDIUM LCV (2.6 - 3.495)	Average age in months	58	58	59	58	60	57	58	58	61	62	63	61	61
	Recorded mileage	86750	86594	86006	79055	83000	77459	79809	82421	87288	82622	85474	86953	87062
	Conversion rate	75%	67%	71%	75%	80%	80%	74%	70%	74%	70%	72%	77%	82%
	Sales volumes	947	604	1332	1170	1062	1068	1292	1151	1091	1007	1051	1029	926
	Sales prices	£4,200	£4,076	£4,184	£4,446	£4,407	£4,681	£4,420	£4,364	£4,255	£4,340	£4,395	£4,582	£4,617
	% New Price	26%	25%	26%	27%	27%	29%	27%	26%	25%	26%	26%	27%	27%
LARGE LCV (3.5)	Average age in months	59	59	60	59	61	59	60	60	62	63	62	60	61
	Recorded mileage	98357	100651	102570	104577	108116	101191	102907	108485	109832	103634	109986	106170	109934
	Conversion rate	69%	64%	69%	71%	69%	70%	65%	64%	66%	70%	65%	79%	67%
	Sales volumes	729	498	813	726	728	561	584	544	486	574	573	656	538
	Sales prices	£4,348	£4,244	£4,279	£3,925	£4,059	£4,485	£4,482	£4,299	£4,156	£4,366	£4,471	£4,787	£4,702
	% New Price	20%	19%	19%	17%	18%	20%	20%	19%	18%	19%	20%	20%	20%

>6 Years Summary by Weight Band

	Over 6 Years	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13
SMALL LCV (<2.6)	Average age in months	96	95	97	97	101	95	94	95	97	99	100	97	97
	Recorded mileage	92229	96621	96802	94460	99158	92057	93685	94005	95479	96647	96954	99034	100365
	Conversion rate	77%	70%	75%	82%	79%	78%	76%	72%	67%	67%	81%	82%	74%
	Sales volumes	564	391	626	647	762	865	994	884	783	823	806	945	924
	Sales prices	£1,349	£1,319	£1,349	£1,391	£1,335	£1,626	£1,520	£1,498	£1,395	£1,316	£1,379	£1,484	£1,393
	% New Price	12%	12%	12%	13%	12%	15%	14%	13%	13%	12%	12%	13%	13%
MEDIUM LCV (2.6 - 3.495)	Average age in months	100	96	99	98	100	95	96	98	101	102	102	98	98
	Recorded mileage	100400	106480	106923	107134	108191	103022	106863	102919	101243	106286	104617	103305	109728
	Conversion rate	71%	76%	70%	78%	76%	71%	73%	73%	72%	72%	79%	78%	80%
	Sales volumes	529	294	618	560	539	675	821	799	838	826	844	1000	872
	Sales prices	£2,131	£2,227	£2,145	£2,282	£2,155	£2,453	£2,216	£2,083	£1,861	£1,970	£2,097	£2,486	£2,434
	% New Price	15%	15%	14%	15%	14%	16%	15%	14%	13%	13%	14%	15%	16%
LARGE LCV (3.5)	Average age in months	104	104	107	105	107	101	100	104	105	108	107	100	100
	Recorded mileage	114751	113102	116755	122077	119736	115771	113374	111224	113107	113349	110998	117709	116351
	Conversion rate	66%	79%	70%	74%	69%	76%	70%	70%	64%	70%	70%	77%	70%
	Sales volumes	387	246	404	406	453	509	565	521	530	491	514	633	563
	Sales prices	£2,014	£2,064	£1,983	£1,994	£1,848	£2,271	£2,336	£2,263	£2,251	£2,054	£2,422	£2,578	£2,656
	% New Price	11%	10%	10%	10%	10%	12%	12%	12%	11%	11%	12%	14%	13%