

COMPILED BY
GLASS'S

Auction Report - LCV

February 2014

na
ma
NATIONAL ASSOCIATION
OF MOTOR AUCTIONS

Contents

Market Commentary	Page 3
Whole Market Summary	Page 8
Average Sales Price Year on Year	Page 9
Sales Price Compared to Number of Entries (all ages)	Page 10
Sales Volume by Age Profile	Page 11
Sales Price by Age Profile	Page 12
Conversion by Age Profile	Page 13
Mileage by Age Profile	Page 14
Age in Months by Age Profile	Page 15
Percentage of Original List Price by Age Profile	Page 16
<2 Years Summary by Weight Band	Page 17
2-4 Years Summary by Weight Band	Page 18
4.1-6 Years Summary by Weight Band	Page 19
6 Years Summary by Weight Band	Page 20

NAMA used LCV market commentary for January 2014

Whole market - January compared to December

- In January, sales volume leapt to 9,185 units (+136.4%).
- The average age of LCVs fell to 65 months.
- The average mileage of LCVs fell modestly to 83,788 miles.
- At £4,807 the average price achieved for LCVs increased by 1.1%.
- The average number of days that LCVs remained on site rose to 15.6.
- The average number of entries required to achieve a sale rose to 1.35.
- In January, 77% of LCVs sold at the 1st time of being offered.

Comment:

Despite persistent rain falling across the country with several areas continuing to suffer from flooding, market sentiment held firm throughout January. Following a short lull over the festive season, 2014 found its stride without missing a beat with there being no shortage of physical and online buyers competing for all well-presented stock.

Helpfully, the big increase in volume was accompanied by reductions in both age and mileage which resulted in a small rise in average price. The only negatives came in the form of increases in the time each lot spent on site and the average number of entries it took to achieve a sale.

Volume changes - by age

	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14
<2 Years	334	508	367	200	488
% Difference from previous month	-17.3%	52.1%	-27.8%	-45.5%	144.0%

2 - 4 Years	2,138	2,452	2,003	1,136	3,082
% Difference from previous month	3.6%	14.7%	-18.3%	-43.3%	171.3%

4.1 - 6 Years	2,759	2,884	2,609	1,215	2,638
% Difference from previous month	2.7%	4.5%	-9.5%	-53.4%	117.1%

Over 6 Years	2,698	3,266	2,984	1,334	2,977
% Difference from previous month	1.4%	21.1%	-8.6%	-55.3%	123.2%

Comment:

In January, if demand for used LCVs had not remained strong, this surge in volume across all the age bands would have caused problems. Thankfully, with the marketplace getting off to a fast start in 2014, these higher numbers were readily absorbed due to trade and retail buyer sentiment for all clean stock having held firm.

Mileage changes - by age

	Sep-13	Oct-13	Nov-13	Dec-13
<2 Years	18,987	18,830	23,061	21,055
% Difference from previous month	-37.2%	-0.8%	22.5%	-8.7%
2 - 4 Years	64,152	64,601	63,733	65,767
% Difference from previous month	-1.4%	0.7%	-1.3%	3.2%
4.1 - 6 Years	86,039	85,586	85,143	88,592
% Difference from previous month	2.9%	-0.5%	-0.5%	4.1%
Over 6 Years	103,002	104,099	106,052	104,998
% Difference from previous month	-1.6%	1.1%	1.9%	-1.0%
Average All Age	82,852	84,732	84,074	83,788

Comment:

Perhaps counterintuitively, although each age band reported mileage increases, overall, the average fell modestly.

Price changes - by age

	Oct-13	Nov-13	Dec-13	Jan-14
<2 Years	£11,820	£11,175	£11,270	£11,145
% Difference from previous month	5.7%	-5.5%	0.9%	-1.1%

2 - 4 Years	£6,700	£6,830	£6,590	£6,440
% Difference from previous month	5.6%	1.9%	-3.5%	-2.3%

4.1 - 6 Years	£4,265	£4,250	£4,425	£4,320
% Difference from previous month	4.5%	-0.4%	4.1%	-2.4%

Over 6 Years	£2,420	£2,370	£2,520	£2,510
% Difference from previous month	10.5%	-2.1%	6.3%	-0.4%

Comment:

Similar to the effect that January's surge in volume had upon average mileage, despite each age band reporting falls, overall, the average price paid for an LCV rose by 1.1%. Much of this is explained by a 14% increase in the numbers of late year models coming under the hammer which helped lift the average to £4,807. However, this cannot disguise that should the numbers of vans and pick-ups being de-fleeted continue to grow at a similar rate, prices would inevitably come under downward pressure and start to fall.

Market Overview

The big increase in volume witnessed in January (+136%) undoubtedly resulted from those part-exchanges generated by December's massive spike in LCV registrations. This number of vans and pick-ups passing through the auction halls in January provided both vendors and auction centres with a stiff challenge that had to be met head-on. All things considered, the resulting picture depicted within this NAMA Report continues to confirm the underlying strength within the LCV marketplace, yet care should be taken to not test its robustness beyond breaking point.

Encouragingly, with the expectation of continued growth across nearly all parts of the UK's economy, it becomes difficult to remember a better time to be wholesaling used LCVs. With the likelihood of an extended run of good fortune in prospect over the months of spring, it seems that providing the laws of supply and demand are adhered to, 2014 is set to deliver another profitable trading period to our industry.

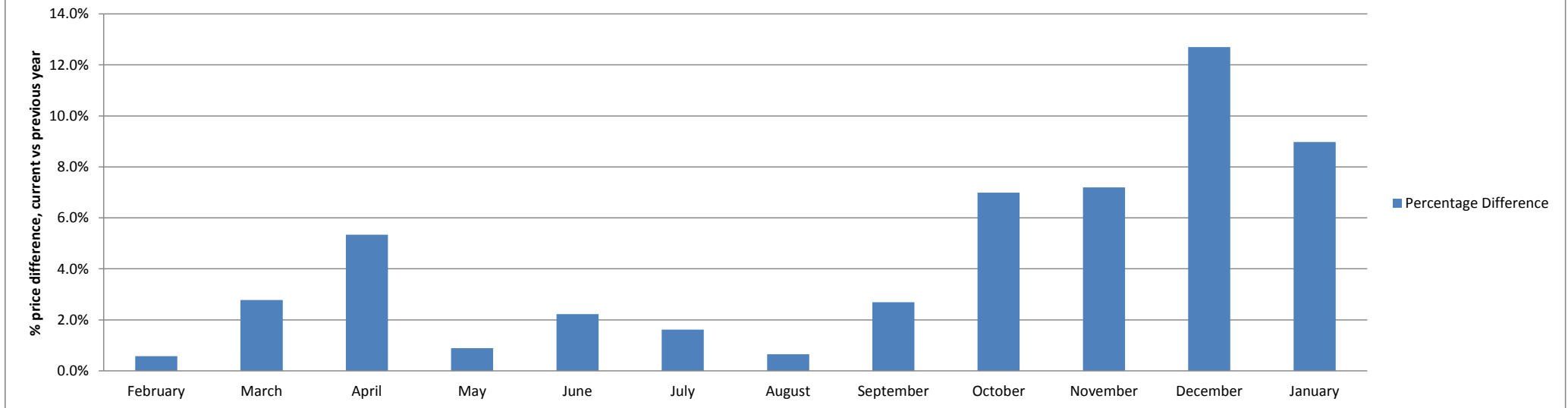
Whole Market Summary

	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Jan-13	Jan-14	Year on Year Diff
Sales Volumes All Ages	8,344	7,136	7,550	7,251	8,479	7,865	7,531	7,816	7,929	9,110	7,963	3,885	9,185	8,344	9,185	10%
% Difference to previous month	86.5%	-14.5%	5.8%	-4.0%	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%			
Average Age in Months	63.1	65.0	67.3	66.8	66.1	65.7	68.3	68.4	68.4	66.4	68.1	67.3	65.0	63.1	65.0	1.9
Average Mileage	83,542	83,314	85,869	81,464	82,469	82,214	83,746	83,107	83,085	82,852	84,732	84,074	83,788	83,542	83,788	246
Average No. of Entries	1.39	1.33	1.32	1.35	1.43	1.45	1.45	1.45	1.37	1.27	1.32	1.26	1.35	1.39	1.35	-0.04
% Vehicles Sold 1st Time	74%	79%	80%	76%	67%	69%	70%	72%	79%	84%	81%	80%	77%	74%	77%	3%
Average No. Days on Site	15.6	12.2	10.8	10.7	12.0	13.4	12.7	13.2	12.9	11.8	11.6	11.3	15.6	15.6	15.6	0.0
Average Sales Prices All Ages	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,411	£4,807	9%
% Difference to previous month	4.5%	-1.0%	-2.5%	5.2%	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%			
% OCN	25.7	25.8	25.4	26.8	25.4	25.0	24.5	24.6	25.5	26.6	26.0	27.3	26.8	25.7	26.8	1.1

Average Sale Price Year on Year

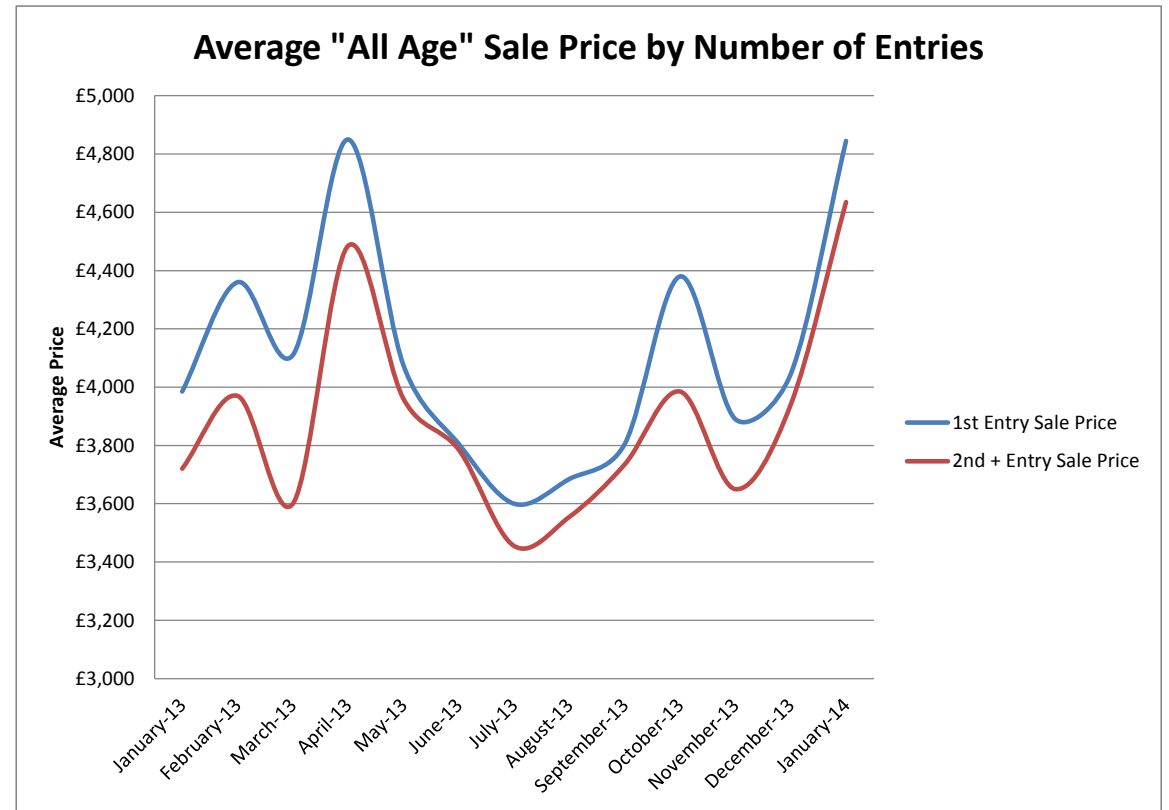
	February	March	April	May	June	July	August	September	October	November	December	January
Average All Ages Sales Price Previous Year 2013 Pre January	£4,342	£4,143	£4,254	£4,266	£4,187	£4,075	£4,137	£4,232	£4,375	£4,209	£4,221	£4,411
Average All Ages Sales Price Current Year 2014 - January Onwards	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807
Percentage Difference	0.6%	2.8%	5.3%	0.9%	2.2%	1.6%	0.7%	2.7%	7.0%	7.2%	12.7%	9.0%

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



Sales Price Compared to Number of Entries (all ages)

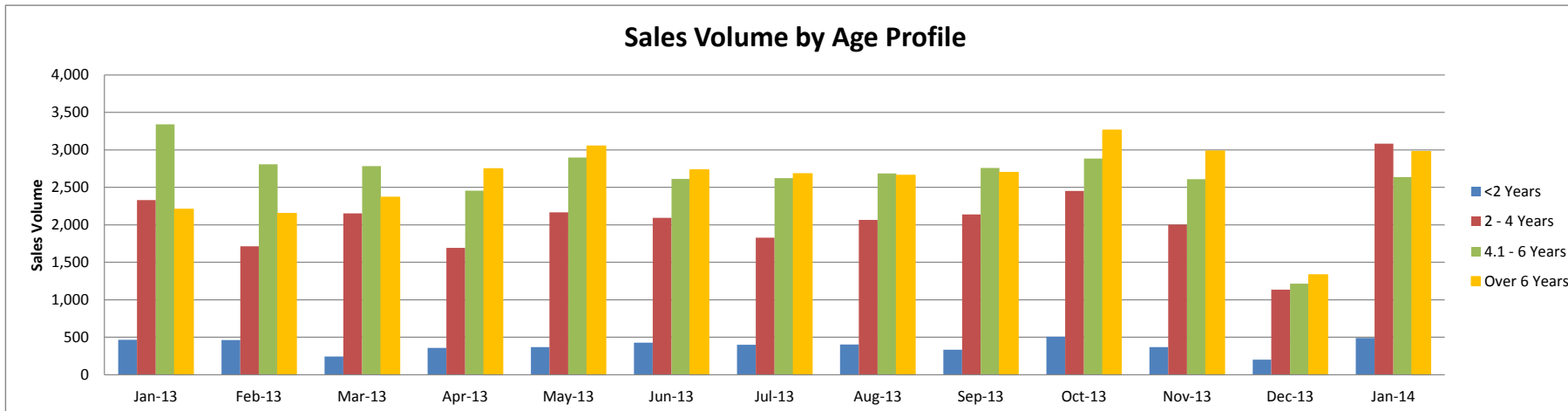
	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
January-13	£3,985	60.0	£3,720	59.7	£265	7%
February-13	£4,360	59.9	£3,970	60.0	£390	9%
March-13	£4,110	62.6	£3,600	64.2	£510	12%
April-13	£4,850	58.9	£4,485	59.2	£365	8%
May-13	£4,075	60.5	£3,960	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%
December-13	£4,045	67.8	£3,940	65.9	£105	3%
January-14	£4,845	58.0	£4,635	57.6	£210	4%



Sales Volume by Age Profile

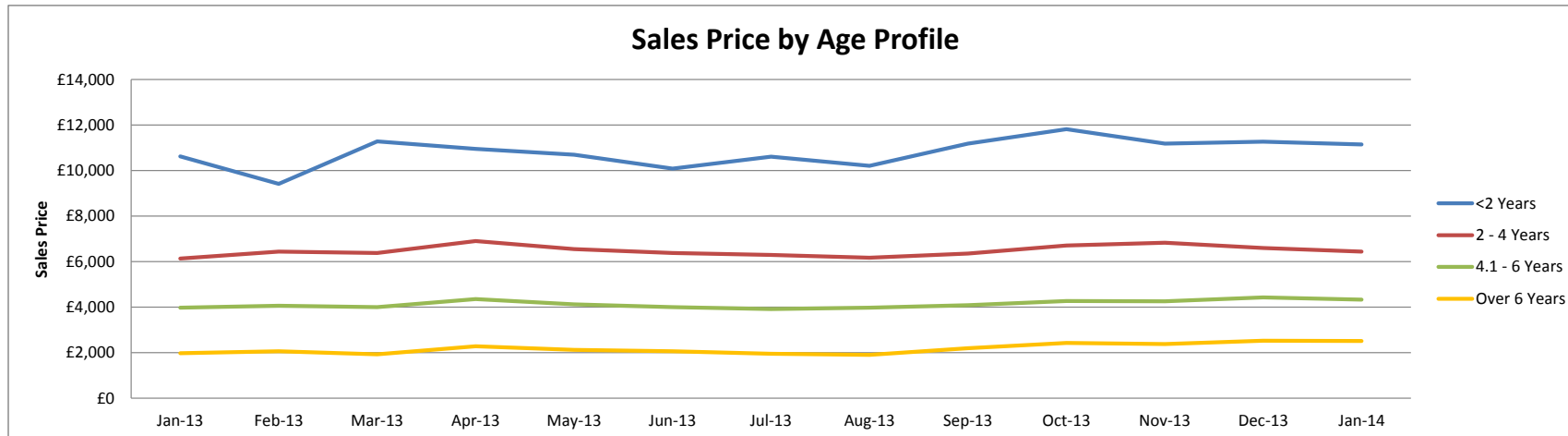
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	12 month Total
<2 Years	467	462	243	356	366	426	398	404	334	508	367	200	488	4,552
% Difference from previous month	137.1%	-1.1%	-47.4%	46.5%	2.8%	16.4%	-6.6%	1.5%	-17.3%	52.1%	-27.8%	-45.5%	144.0%	
2 - 4 Years	2,330	1,712	2,153	1,691	2,165	2,092	1,829	2,064	2,138	2,452	2,003	1,136	3,082	24,517
% Difference from previous month	95.0%	-26.5%	25.8%	-21.5%	28.0%	-3.4%	-12.6%	12.8%	3.6%	14.7%	-18.3%	-43.3%	171.3%	
4.1 - 6 Years	3,340	2,808	2,785	2,454	2,898	2,611	2,622	2,687	2,759	2,884	2,609	1,215	2,638	30,970
% Difference from previous month	87.6%	-15.9%	-0.8%	-11.9%	18.1%	-9.9%	0.4%	2.5%	2.7%	4.5%	-9.5%	-53.4%	117.1%	
Over 6 Years	2,207	2,154	2,369	2,750	3,050	2,736	2,682	2,661	2,698	3,266	2,984	1,334	2,977	31,661
% Difference from previous month	69.4%	-2.4%	10.0%	16.1%	10.9%	-10.3%	-2.0%	-0.8%	1.4%	21.1%	-8.6%	-55.3%	123.2%	
Total	8,344	7,136	7,550	7,251	8,479	7,865	7,531	7,816	7,929	9,110	7,963	3,885	9,185	91,700
% Difference from previous month	86.5%	-14.5%	5.8%	-4.0%	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	

Sales Volume by Age Profile



Sales Price by Age Profile

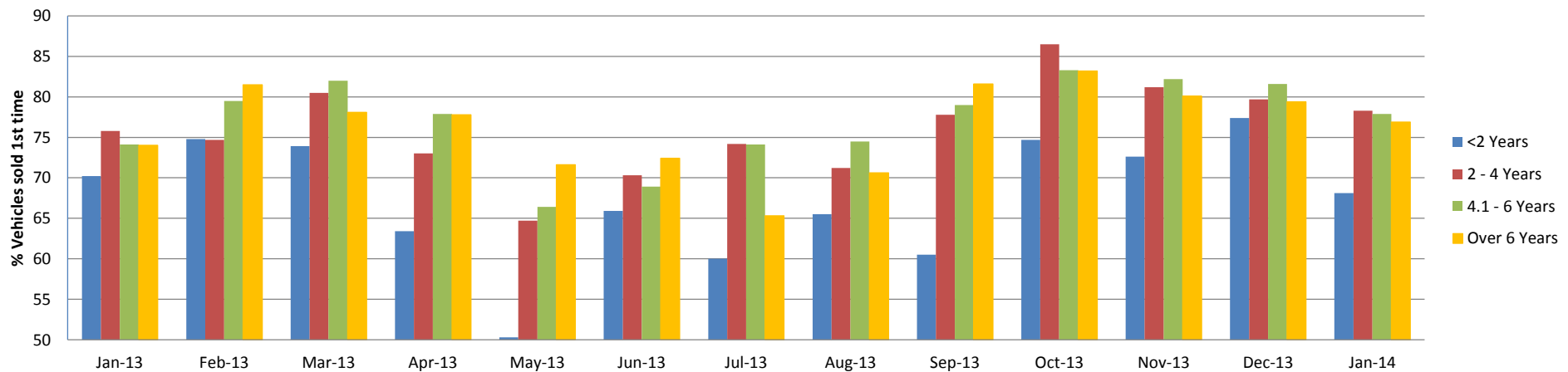
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14
<2 Years	£10,625	£9,415	£11,280	£10,945	£10,690	£10,085	£10,605	£10,205	£11,185	£11,820	£11,175	£11,270	£11,145
<i>% Difference from previous month</i>	2.0%	-11.4%	19.8%	-3.0%	-2.3%	-5.7%	5.2%	-3.8%	9.6%	5.7%	-5.5%	0.9%	-1.1%
2 - 4 Years	£6,125	£6,435	£6,375	£6,900	£6,550	£6,375	£6,285	£6,170	£6,345	£6,700	£6,830	£6,590	£6,440
<i>% Difference from previous month</i>	2.6%	5.1%	-0.9%	8.2%	-5.1%	-2.7%	-1.4%	-1.8%	2.8%	5.6%	1.9%	-3.5%	-2.3%
4.1 - 6 Years	£3,965	£4,055	£3,995	£4,350	£4,120	£3,990	£3,915	£3,965	£4,080	£4,265	£4,250	£4,425	£4,320
<i>% Difference from previous month</i>	0.1%	2.3%	-1.5%	8.9%	-5.3%	-3.2%	-1.9%	1.3%	2.9%	4.5%	-0.4%	4.1%	-2.4%
Over 6 Years	£1,965	£2,050	£1,925	£2,275	£2,120	£2,050	£1,945	£1,895	£2,190	£2,420	£2,370	£2,520	£2,510
<i>% Difference from previous month</i>	-3.7%	4.3%	-6.1%	18.2%	-6.8%	-3.3%	-5.1%	-2.6%	15.6%	10.5%	-2.1%	6.3%	-0.4%
Average All Age	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807
<i>% Difference from previous month</i>	4.5%	-1.0%	-2.5%	5.2%	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%



Conversion by Age Profile

	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14
<2 Years	70	75	74	63	50	66	60	66	61	75	73	77	68
<i>% Difference from previous month</i>	-15.0%	6.6%	-1.2%	-14.2%	-20.7%	31.0%	-9.0%	9.2%	-7.6%	23.5%	-2.8%	6.6%	-12.0%
2 - 4 Years	76	75	81	73	65	70	74	71	78	87	81	80	78
<i>% Difference from previous month</i>	-3.8%	-1.5%	7.8%	-9.3%	-11.4%	8.7%	5.5%	-4.0%	9.3%	11.2%	-6.1%	-1.8%	-1.8%
4.1 - 6 Years	74	80	82	78	66	69	74	75	79	83	82	82	78
<i>% Difference from previous month</i>	7.7%	7.3%	3.1%	-5.0%	-14.8%	3.8%	7.5%	0.5%	6.0%	5.4%	-1.3%	-0.7%	-4.5%
Over 6 Years	74	82	78	78	72	72	65	71	82	83	80	79	77
<i>% Difference from previous month</i>	3.4%	10.1%	-4.2%	-0.4%	-8.0%	1.1%	-9.8%	8.1%	15.6%	2.0%	-3.7%	-0.9%	-3.1%

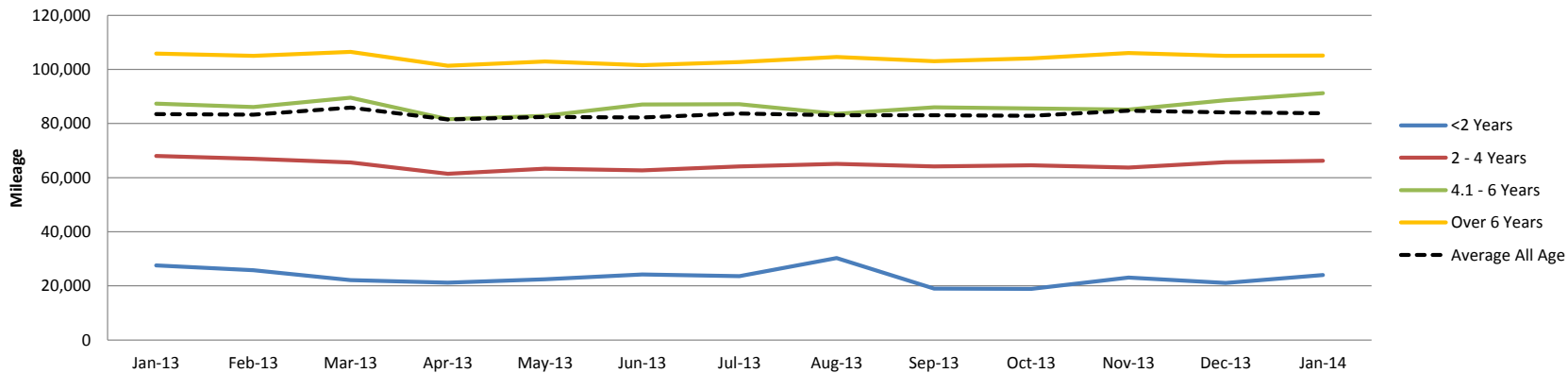
% Vehicles Sold First Time by Age Profile



Mileage by Age Profile

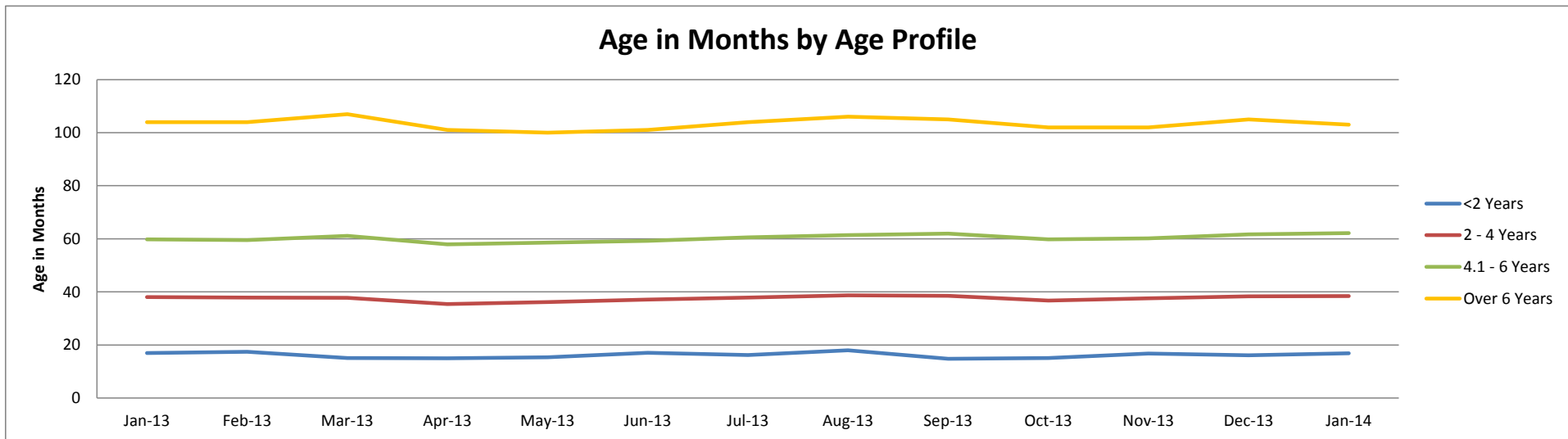
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14
<2 Years	27,576	25,782	22,142	21,146	22,453	24,204	23,632	30,248	18,987	18,830	23,061	21,055	24,017
<i>% Difference from previous month</i>	22.1%	-6.5%	-14.1%	-4.5%	6.2%	7.8%	-2.4%	28.0%	-37.2%	-0.8%	22.5%	-8.7%	14.1%
2 - 4 Years	68,031	66,945	65,570	61,447	63,314	62,693	64,122	65,050	64,152	64,601	63,733	65,767	66,195
<i>% Difference from previous month</i>	10.2%	-1.6%	-2.1%	-6.3%	3.0%	-1.0%	2.3%	1.4%	-1.4%	0.7%	-1.3%	3.2%	0.7%
4.1 - 6 Years	87,410	86,110	89,600	81,637	82,842	87,068	87,138	83,602	86,039	85,586	85,143	88,592	91,249
<i>% Difference from previous month</i>	-0.5%	-1.5%	4.1%	-8.9%	1.5%	5.1%	0.1%	-4.1%	2.9%	-0.5%	-0.5%	4.1%	3.0%
Over 6 Years	105,906	105,019	106,468	101,426	102,912	101,540	102,733	104,640	103,002	104,099	106,052	104,998	105,187
<i>% Difference from previous month</i>	1.7%	-0.8%	1.4%	-4.7%	1.5%	-1.3%	1.2%	1.9%	-1.6%	1.1%	1.9%	-1.0%	0.2%
Average All Age	83,542	83,314	85,869	81,464	82,469	82,214	83,746	83,107	83,085	82,852	84,732	84,074	83,788
<i>% Difference from previous month</i>	1.0%	-0.3%	3.1%	-5.1%	1.2%	-0.3%	1.9%	-0.8%	0.0%	-0.3%	2.3%	-0.8%	-0.3%

Mileage by Age Profile



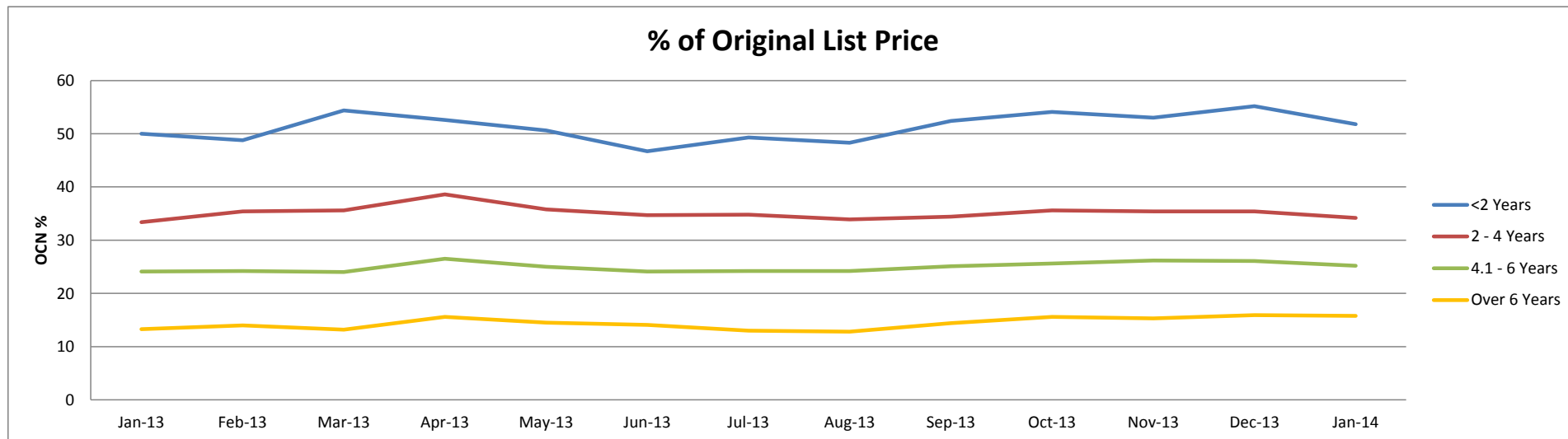
Age in Months by Age Profile

	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14
<2 Years	17	17	15	15	15	17	16	18	15	15	17	16	17
<i>% Difference from previous month</i>	4.3%	2.4%	-13.2%	-0.7%	2.7%	11.0%	-5.3%	11.1%	-17.8%	2.0%	11.3%	-4.2%	5.0%
2 - 4 Years	38	38	38	35	36	37	38	39	39	37	38	38	38
<i>% Difference from previous month</i>	-0.8%	-0.5%	-0.3%	-6.3%	2.3%	2.5%	2.2%	2.1%	-0.5%	-4.7%	2.5%	1.9%	0.3%
4.1 - 6 Years	60	60	61	58	59	59	61	61	62	60	60	62	62
<i>% Difference from previous month</i>	2.0%	-0.5%	2.7%	-5.2%	1.2%	1.0%	2.4%	1.3%	1.0%	-3.5%	0.7%	2.5%	0.8%
Over 6 Years	104	104	107	101	100	101	104	106	105	102	102	105	103
<i>% Difference from previous month</i>	1.0%	0.0%	2.9%	-5.6%	-1.0%	1.0%	3.0%	1.9%	-0.9%	-2.9%	0.0%	2.9%	-1.9%



Percentage of Original List Price by Age Profile

	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14
<2 Years	50	49	54	53	51	47	49	48	52	54	53	55	52
% Difference from previous month	-0.4%	-2.4%	11.5%	-3.3%	-3.8%	-7.7%	5.6%	-2.0%	8.5%	3.2%	-2.0%	4.2%	-6.2%
2 - 4 Years	33	35	36	39	36	35	35	34	34	36	35	35	34
% Difference from previous month	-1.2%	6.0%	0.6%	8.4%	-7.3%	-3.1%	0.3%	-2.6%	1.5%	3.5%	-0.6%	0.0%	-3.4%
4.1 - 6 Years	24	24	24	27	25	24	24	24	25	26	26	26	25
% Difference from previous month	2.1%	0.4%	-0.8%	10.4%	-5.7%	-3.6%	0.4%	0.0%	3.7%	2.0%	2.3%	-0.4%	-3.4%
Over 6 Years	13	14	13	16	15	14	13	13	14	16	15	16	16
% Difference from previous month	-1.5%	5.3%	-5.7%	18.2%	-7.1%	-2.8%	-7.8%	-1.5%	12.5%	8.3%	-1.9%	3.9%	-0.6%



<2 Years Summary by Weight Band

	<2 Years	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14
SMALL LCV (<2.6)	Average age in months	17	17	15	15	17	18	17	18	14	15	17	16	17
	Recorded mileage	21923	21291	20690	19898	23688	22569	22375	26486	14535	18481	25847	18340	23907
	Conversion rate	65%	74%	66%	70%	59%	55%	47%	51%	68%	59%	75%	77%	67%
	Sales volumes	143	181	64	118	120	157	113	114	98	153	120	64	155
	Sales prices	£7,520	£6,269	£6,915	£7,317	£6,944	£6,562	£6,666	£6,702	£7,456	£7,822	£6,915	£7,219	£6,999
	% New Price	48%	45%	48%	49%	46%	41%	45%	43%	48%	48%	45%	48%	44%
MEDIUM LCV (2.6 - 3.495)	Average age in months	17	18	14	14	15	15	16	18	15	15	17	15	18
	Recorded mileage	24640	23667	19720	19705	20545	23570	23459	25759	19308	18178	23408	21233	24666
	Conversion rate	76%	79%	67%	67%	53%	72%	64%	68%	66%	76%	68%	75%	71%
	Sales volumes	151	150	85	118	103	78	103	119	113	160	117	53	145
	Sales prices	£10,769	£9,627	£11,129	£11,171	£10,821	£11,455	£10,016	£10,120	£10,310	£12,639	£10,965	£11,083	£10,599
	% New Price	50%	47%	52%	54%	52%	51%	49%	49%	49%	56%	51%	52%	51%
LARGE LCV (3.5)	Average age in months	17	18	16	15	15	18	16	19	15	15	17	18	17
	Recorded mileage	41070	44933	31120	29118	26422	31636	26648	44208	28571	23664	23869	29958	31994
	Conversion rate	77%	67%	67%	75%	66%	43%	66%	69%	61%	87%	63%	69%	62%
	Sales volumes	115	77	47	86	97	133	131	114	70	118	65	32	107
	Sales prices	£11,471	£11,601	£12,053	£12,397	£12,403	£10,423	£12,129	£10,703	£13,105	£13,008	£13,372	£12,052	£13,012
	% New Price	42%	42%	45%	46%	44%	39%	44%	40%	47%	47%	47%	45%	45%

2-4 Years Summary by Weight Band

2 - 4 Years		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14
SMALL LCV (<2.6)	Average age in months	39	38	38	35	36	37	38	39	39	37	38	38	39
	Recorded mileage	65716	65266	59735	56120	59154	59320	62075	61026	57632	57142	61058	60007	59569
	Conversion rate	73%	81%	82%	76%	68%	73%	72%	63%	64%	78%	72%	75%	79%
	Sales volumes	710	568	806	644	813	775	744	844	832	893	704	415	1077
	Sales prices	£4,094	£4,318	£4,554	£4,930	£4,603	£4,401	£4,301	£4,196	£4,340	£4,403	£4,413	£4,478	£4,526
	% New Price	31%	33%	34%	37%	34%	32%	31%	30%	31%	31%	31%	31%	32%
MEDIUM LCV (2.6 - 3.495)	Average age in months	38	38	38	36	37	38	39	38	39	37	38	39	38
	Recorded mileage	68141	63352	67048	62667	63335	62900	65869	66798	66808	69265	64155	67965	67007
	Conversion rate	72%	72%	75%	77%	72%	73%	72%	74%	79%	83%	84%	85%	77%
	Sales volumes	923	589	722	589	728	680	567	654	677	809	674	408	1073
	Sales prices	£6,316	£6,881	£6,690	£7,408	£7,000	£6,939	£7,006	£6,889	£6,888	£7,225	£7,142	£6,975	£6,616
	% New Price	34%	37%	36%	39%	37%	37%	37%	36%	36%	37%	37%	37%	35%
LARGE LCV (3.5)	Average age in months	37	38	37	35	35	37	37	39	38	36	37	39	39
	Recorded mileage	80108	86200	84883	87256	83277	76289	79526	82893	79932	81096	77508	82658	81868
	Conversion rate	69%	56%	64%	61%	58%	58%	59%	64%	79%	83%	76%	73%	73%
	Sales volumes	487	357	400	257	398	407	280	352	395	453	397	192	652
	Sales prices	£6,836	£6,790	£7,062	£7,343	£7,260	£7,088	£6,850	£6,930	£7,139	£7,448	£7,836	£7,464	£7,293
	% New Price	27%	27%	28%	29%	28%	28%	27%	27%	28%	29%	30%	29%	28%

4.1-6 Years Summary by Weight Band

4.1 - 6 Years		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14
SMALL LCV (<2.6)	Average age in months	60	61	62	58	59	60	60	60	61	59	59	61	62
	Recorded mileage	78395	82277	83529	73568	75309	80730	75622	73790	73828	73163	70536	75458	80954
	Conversion rate	78%	86%	84%	81%	75%	75%	71%	77%	71%	83%	84%	82%	72%
	Sales volumes	948	707	790	684	858	801	902	948	969	1023	986	323	775
	Sales prices	£2,755	£2,708	£2,715	£3,053	£2,905	£2,762	£2,890	£2,802	£2,948	£3,034	£3,143	£3,070	£2,967
	% New Price	23%	23%	23%	26%	24%	23%	24%	24%	25%	25%	26%	25%	24%
MEDIUM LCV (2.6 - 3.495)	Average age in months	59	58	60	57	58	58	61	62	63	61	61	63	63
	Recorded mileage	86006	79055	83000	77459	79809	82421	87288	82622	85474	86953	87062	89295	89781
	Conversion rate	71%	75%	80%	80%	74%	70%	74%	70%	72%	77%	82%	82%	81%
	Sales volumes	1332	1170	1062	1068	1292	1151	1091	1007	1051	1029	926	529	1094
	Sales prices	£4,184	£4,446	£4,407	£4,681	£4,420	£4,364	£4,255	£4,340	£4,395	£4,582	£4,617	£4,470	£4,512
	% New Price	26%	27%	27%	29%	27%	26%	25%	26%	26%	27%	27%	27%	26%
LARGE LCV (3.5)	Average age in months	60	59	61	59	60	60	62	63	62	60	61	61	62
	Recorded mileage	102570	104577	108116	101191	102907	108485	109832	103634	109986	106170	109934	108094	113087
	Conversion rate	69%	71%	69%	70%	65%	64%	66%	70%	65%	79%	67%	77%	70%
	Sales volumes	813	726	728	561	584	544	486	574	573	656	538	267	569
	Sales prices	£4,279	£3,925	£4,059	£4,485	£4,482	£4,299	£4,156	£4,366	£4,471	£4,787	£4,702	£4,773	£4,687
	% New Price	19%	17%	18%	20%	20%	19%	18%	19%	20%	20%	20%	21%	20%

>6 Years Summary by Weight Band

	Over 6 Years	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14
SMALL LCV (<2.6)	Average age in months	97	97	101	95	94	95	97	99	100	97	97	101	100
	Recorded mileage	96802	94460	99158	92057	93685	94005	95479	96647	96954	99034	100365	97578	101097
	Conversion rate	75%	82%	79%	78%	76%	72%	67%	67%	81%	82%	74%	82%	76%
	Sales volumes	626	647	762	865	994	884	783	823	806	945	924	358	804
	Sales prices	£1,349	£1,391	£1,335	£1,626	£1,520	£1,498	£1,395	£1,316	£1,379	£1,484	£1,393	£1,409	£1,445
	% New Price	12%	13%	12%	15%	14%	13%	13%	12%	12%	13%	13%	13%	13%
MEDIUM LCV (2.6 - 3.495)	Average age in months	99	98	100	95	96	98	101	102	102	98	98	99	98
	Recorded mileage	106923	107134	108191	103022	106863	102919	101243	106286	104617	103305	109728	109753	103734
	Conversion rate	70%	78%	76%	71%	73%	73%	72%	72%	79%	78%	80%	80%	71%
	Sales volumes	618	560	539	675	821	799	838	826	844	1000	872	401	855
	Sales prices	£2,145	£2,282	£2,155	£2,453	£2,216	£2,083	£1,861	£1,970	£2,097	£2,486	£2,434	£2,621	£2,576
	% New Price	14%	15%	14%	16%	15%	14%	13%	13%	14%	15%	16%	16%	16%
LARGE LCV (3.5)	Average age in months	107	105	107	101	100	104	105	108	107	100	100	106	98
	Recorded mileage	116755	122077	119736	115771	113374	111224	113107	113349	110998	117709	116351	114249	116079
	Conversion rate	70%	74%	69%	76%	70%	70%	64%	70%	70%	77%	70%	78%	72%
	Sales volumes	404	406	453	509	565	521	530	491	514	633	563	267	647
	Sales prices	£1,983	£1,994	£1,848	£2,271	£2,336	£2,263	£2,251	£2,054	£2,422	£2,578	£2,656	£2,231	£2,617
	% New Price	10%	10%	10%	12%	12%	12%	11%	11%	12%	14%	13%	12%	13%