

COMPILED BY
GLASS'S

Auction Report - LCV

March 2015



KEY YEAR ON YEAR COMPARISONS



GLASS'S



FEB 2014

FEB 2015

VOLUME

8,583

10,566



23%
Increase

AVERAGE PRICE

£4,844

£4,749



-2%
Decrease

% VEHICLES SOLD FIRST TIME

79

72



-8%
Decrease

SALE PRICE PREMIUM ON ENTRY

£75

£40



-47%
Decrease

na
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NAMA used LCV market commentary for February 2015

Whole market – February compared to January

- In February, sales volumes grew by 8.6%
- Average mileage decreased from 84,617 to 82,650
- On average, LCVs remained on site for 15 days (-2.2)
- At £4,749 the average price paid for an LCV fell modestly
- 71.5% of LCVs sold at the 1st time of being offered (-4.1%)
- The average age of an LCV lot fell from 68.8 to 68.6 months
- On average, 1.4 entries were required to achieve each LCV sale

Volume changes - by age

	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
<2 Years	431	531	389	281	478	684
% Difference from previous month	-14.5%	23.2%	-26.7%	-27.8%	70.1%	43.1%

2 - 4 Years	2,927	2,483	2,245	1,445	3,158	3,236
% Difference from previous month	-3.0%	-15.2%	-9.6%	-35.6%	118.5%	2.5%

4.1 - 6 Years	1,933	2,187	1,826	1,260	2,422	2,613
% Difference from previous month	-8.2%	13.1%	-16.5%	-31.0%	92.2%	7.9%

Over 6 Years	2,700	3,064	2,717	1,576	3,672	4,033
% Difference from previous month	2.7%	13.5%	-11.3%	-42.0%	133.0%	9.8%

Comment:

At 10,566 the total number of LCVs sold at auction in February continued to grow across all age bands. The total sales volume was an impressive 23% above the figure posted by this same month last year.

Mileage changes - by age

	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
<2 Years	19,918	18,102	21,222	21,708	24,239	21,977
% Difference from previous month	-20.0%	-9.1%	17.2%	2.3%	11.7%	-9.3%

2 - 4 Years	66,571	65,497	63,286	64,606	68,488	65,936
% Difference from previous month	2.4%	-1.6%	-3.4%	2.1%	6.0%	-3.7%

4.1 - 6 Years	88,171	87,175	82,573	83,405	86,367	87,877
% Difference from previous month	2.1%	-1.1%	-5.3%	1.0%	3.6%	1.7%

Over 6 Years	104,653	107,724	107,820	109,981	105,194	102,965
% Difference from previous month	-2.6%	2.9%	0.1%	2.0%	-4.4%	-2.1%

Average All Age	82,147	83,843	82,772	82,831	84,617	82,650
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Comment:

The average recorded mileage for LCV lots sold in February reduced by 1,967 miles (-2.3%).

Price changes - by age

	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
<2 Years	£11,050	£12,610	£10,650	£10,245	£11,475	£11,410
% Difference from previous month	6.0%	14.1%	-15.5%	-3.8%	12.0%	-0.6%

2 - 4 Years	£6,620	£7,000	£6,745	£7,155	£6,605	£6,530
% Difference from previous month	4.6%	5.7%	-3.6%	6.1%	-7.7%	-1.1%

4.1 - 6 Years	£4,640	£4,930	£4,995	£4,805	£4,750	£4,615
% Difference from previous month	-2.1%	6.3%	1.3%	-3.8%	-1.1%	-2.8%

Over 6 Years	£2,440	£2,585	£2,615	£2,510	£2,365	£2,275
% Difference from previous month	1.0%	5.9%	1.2%	-4.0%	-5.8%	-3.8%

Comment:

At £4,749, the average price paid for LCVs in February fell by £34 (-0.7%) which represented a fall of £95 (-2%) against the comparable figure recorded in 2014.

Market Overview

The data presented in this latest NAMA LCV Report suggests that there is still a healthy level of demand for most light commercial vehicles. In February, an 8.6% increase in volume led to modest price falls yet, as average age reduced slightly with mileage falling sharply a better result would have been hoped for. Further, with a fall of more than 4% in the number of LCV lots selling at the first time of being offered, it seems that wholesaling has become more challenging which might be viewed as an inevitable market correction to what has been an atypical trading period.

Despite February having bounced back after a patchy start to 2015, there have been several subtle changes as to what used stock is currently in demand. Scruffy, high mileage LCVs over 4-years of age took the biggest hit which was to be expected as the demand witnessed over the past 24 months for such hard-used lots was driven solely a lack of more desirable alternatives. Now, as the balance between supply and demand slowly re-establishes itself, normal service is being resumed.

With 2014 posting an LCV sales increase close to 19% with the first 2 months of 2015 delivering growth above 20%, the greatest impact on prices will be exerted by soaring van and pick-up registrations. Clearly, as almost all these deals will have involved a high level of manufacturer discounting, this is likely to place additional downward pressure on late year prices. Accordingly, many of the circumstances prevailing over recent times that delivered such exceptionally strong demand for all used lightweights are now behind us. From this point onwards its business as usual with growth in the wider economy hopefully leading to sufficient demand to keep pace with the ever-higher volumes being de-fleeted.

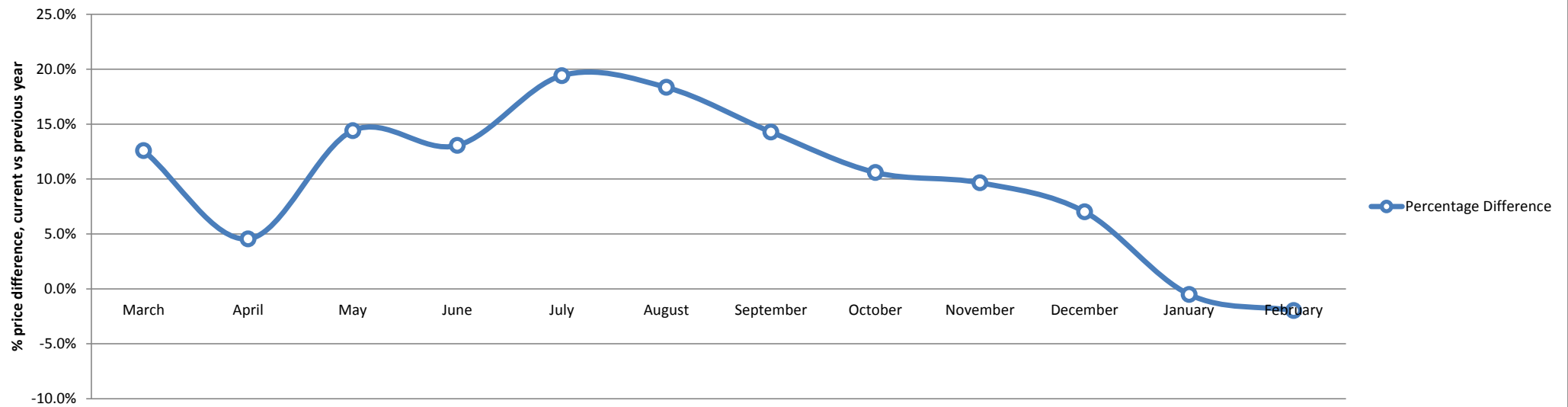
Whole Market Summary

	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Feb-14	Feb-15	Year on Year Diff
Sales Volumes All Ages	8,583	9,198	9,220	8,394	8,716	9,045	8,256	7,991	8,265	7,177	4,562	9,730	10,566	8,583	10,566	23%
% Difference to previous month	-6.6%	7.2%	0.2%	-9.0%	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	-6.6%	8.6%	15.1%
Average Age in Months	66.6	68.5	68.4	66.6	66.1	63.9	63.8	65.4	65.5	66.3	65.9	68.8	68.6	66.6	68.6	2.0
Average Mileage	84,079	83,123	85,297	81,867	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,617	82,650	84,079	82,650	-1,429
Average No. of Entries	1.3	1.3	1.3	1.4	1.5	1.4	1.4	1.3	1.3	1.3	1.4	1.3	1.4	1.3	1.4	0.1
% Vehicles Sold 1st Time	79.3%	81.7%	77.5%	73.7%	70.3%	74.6%	76.3%	79.7%	83.1%	82.1%	75.4%	75.6%	71.5%	79.3%	71.5%	-7.8%
Average No. Days on Site	12.7	12.4	12.0	14.1	14.8	14.3	13.8	12.9	11.5	13.2	12.8	17.2	15.0	12.7	15.0	2.3
Average Sales Prices All Ages	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,844	£4,749	-2.0%
% Difference to previous month	0.8%	-1.0%	-2.3%	5.1%	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	0.8%	-0.7%	-1.5%
% OCN	27.2	26.7	26.0	27.3	26.6	27.0	27.0	27.1	28.0	27.6	27.8	26.0	25.5	27.2	25.5	-1.7

Average Sale Price Year on Year

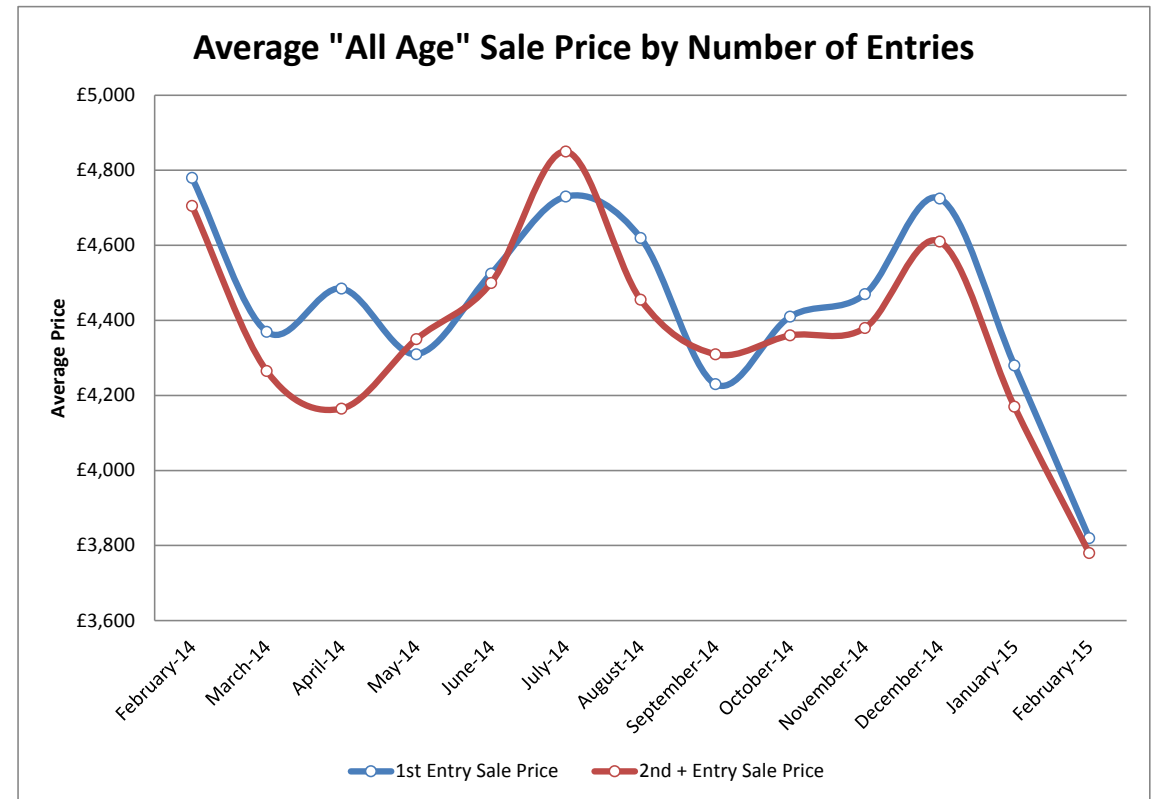
	March	April	May	June	July	August	September	October	November	December	January	February
Average All Ages Sales Price Previous Year* <i>2014 < January</i>	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844
Average All Ages Sales Price Current Year** <i>2015 > January</i>	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749
Percentage Difference	12.6%	4.6%	14.4%	13.1%	19.4%	18.3%	14.3%	10.6%	9.7%	7.0%	-0.5%	-2.0%

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



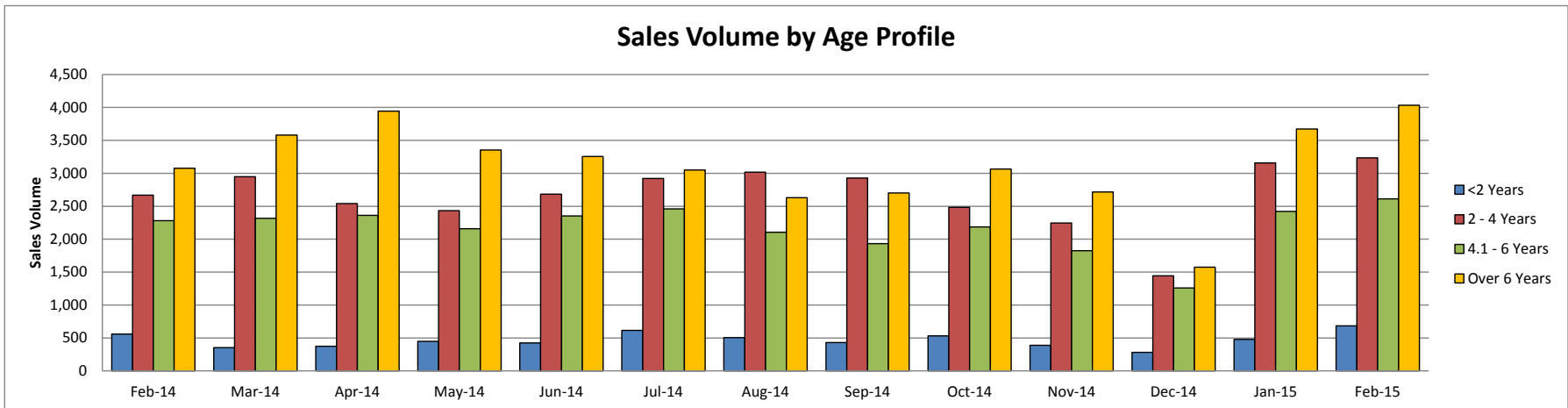
Sales Price Compared to Number of Entries (all ages)

	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
February-14	£4,780	59.9	£4,705	57.3	£75	2%
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%



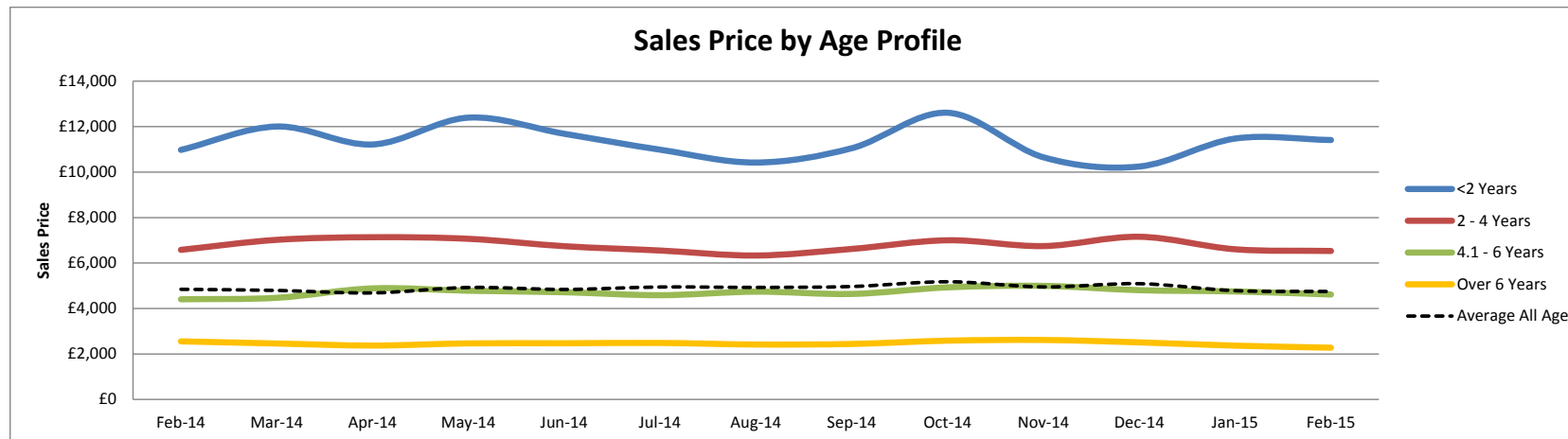
Sales Volume by Age Profile

	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	12 month Total
<2 Years	557	353	375	449	424	614	504	431	531	389	281	478	684	5,513
% Difference from previous month	14.1%	-36.6%	6.2%	19.7%	-5.6%	44.8%	-17.9%	-14.5%	23.2%	-26.7%	-27.8%	70.1%	43.1%	
2 - 4 Years	2,668	2,949	2,539	2,433	2,684	2,921	3,017	2,927	2,483	2,245	1,445	3,158	3,236	32,037
% Difference from previous month	-13.4%	10.5%	-13.9%	-4.2%	10.3%	8.8%	3.3%	-3.0%	-15.2%	-9.6%	-35.6%	118.5%	2.5%	
4.1 - 6 Years	2,280	2,317	2,361	2,158	2,353	2,459	2,105	1,933	2,187	1,826	1,260	2,422	2,613	25,994
% Difference from previous month	-13.6%	1.6%	1.9%	-8.6%	9.0%	4.5%	-14.4%	-8.2%	13.1%	-16.5%	-31.0%	92.2%	7.9%	
Over 6 Years	3,078	3,579	3,945	3,354	3,255	3,051	2,630	2,700	3,064	2,717	1,576	3,672	4,033	37,576
% Difference from previous month	3.4%	16.3%	10.2%	-15.0%	-3.0%	-6.3%	-13.8%	2.7%	13.5%	-11.3%	-42.0%	133.0%	9.8%	
Total	8,583	9,198	9,220	8,394	8,716	9,045	8,256	7,991	8,265	7,177	4,562	9,730	10,566	101,120
% Difference from previous month	-6.6%	7.2%	0.2%	-9.0%	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	



Sales Price by Age Profile

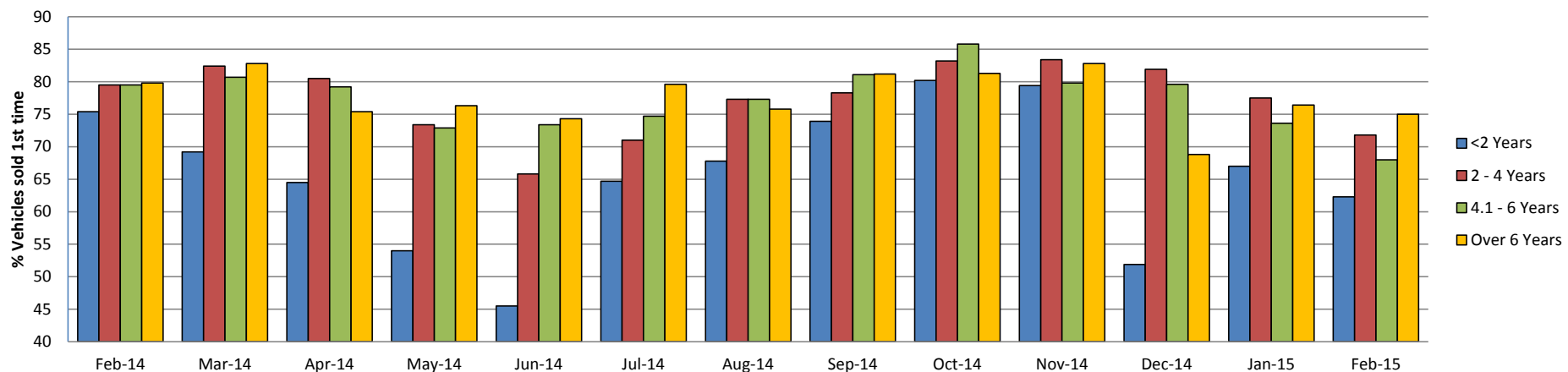
	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
<2 Years	£10,975	£12,005	£11,215	£12,395	£11,685	£10,985	£10,420	£11,050	£12,610	£10,650	£10,245	£11,475	£11,410
<i>% Difference from previous month</i>	-1.5%	9.4%	-6.6%	10.5%	-5.7%	-6.0%	-5.1%	6.0%	14.1%	-15.5%	-3.8%	12.0%	-0.6%
2 - 4 Years	£6,580	£7,020	£7,135	£7,065	£6,740	£6,550	£6,330	£6,620	£7,000	£6,745	£7,155	£6,605	£6,530
<i>% Difference from previous month</i>	2.2%	6.7%	1.6%	-1.0%	-4.6%	-2.8%	-3.4%	4.6%	5.7%	-3.6%	6.1%	-7.7%	-1.1%
4.1 - 6 Years	£4,405	£4,470	£4,885	£4,780	£4,715	£4,585	£4,740	£4,640	£4,930	£4,995	£4,805	£4,750	£4,615
<i>% Difference from previous month</i>	2.0%	1.5%	9.3%	-2.1%	-1.4%	-2.8%	3.4%	-2.1%	6.3%	1.3%	-3.8%	-1.1%	-2.8%
Over 6 Years	£2,555	£2,460	£2,370	£2,465	£2,470	£2,485	£2,415	£2,440	£2,585	£2,615	£2,510	£2,365	£2,275
<i>% Difference from previous month</i>	1.8%	-3.7%	-3.7%	4.0%	0.2%	0.6%	-2.8%	1.0%	5.9%	1.2%	-4.0%	-5.8%	-3.8%
Average All Age	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749
<i>% Difference from previous month</i>	0.8%	-1.0%	-2.3%	5.1%	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%



% Vehicles Sold First Time by Age Profile

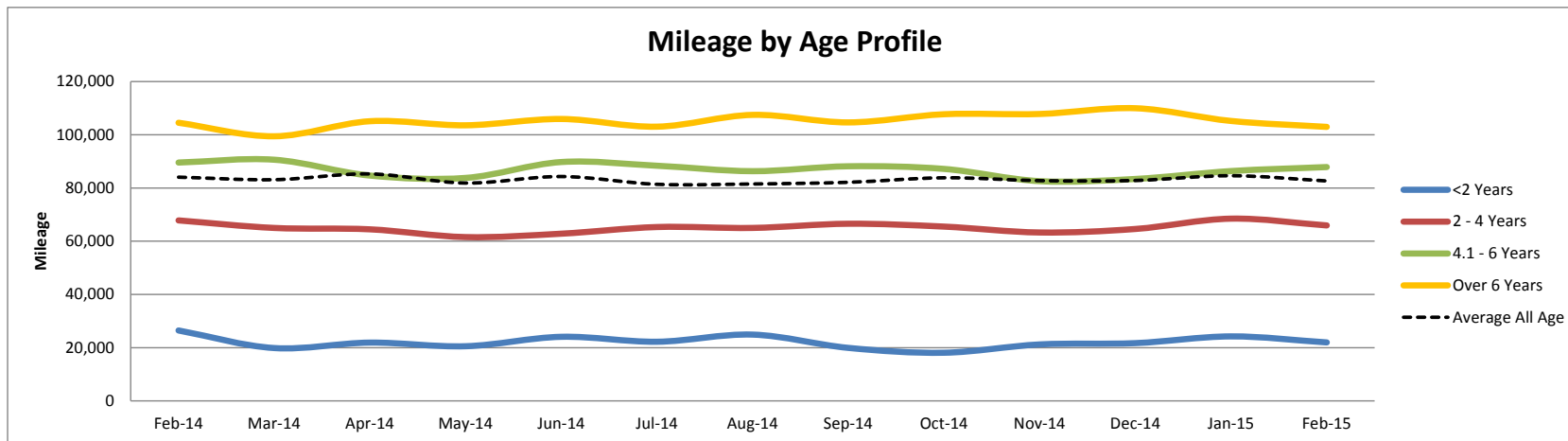
	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
<2 Years	75	69	65	54	46	65	68	74	80	79	52	67	62
% Difference from previous month	10.7%	-8.2%	-6.8%	-16.3%	-15.7%	42.2%	4.8%	9.0%	8.5%	-1.0%	-34.6%	29.1%	-7.0%
2 - 4 Years	80	82	81	73	66	71	77	78	83	83	82	78	72
% Difference from previous month	1.5%	3.6%	-2.3%	-8.8%	-10.4%	7.9%	8.9%	1.3%	6.3%	0.2%	-1.8%	-5.4%	-7.4%
4.1 - 6 Years	80	81	79	73	73	75	77	81	86	80	80	74	68
% Difference from previous month	2.1%	1.5%	-1.9%	-8.0%	0.7%	1.8%	3.5%	4.9%	5.8%	-7.0%	-0.3%	-7.5%	-7.6%
Over 6 Years	80	83	75	76	74	80	76	81	81	83	69	76	75
% Difference from previous month	3.8%	3.8%	-8.9%	1.2%	-2.6%	7.1%	-4.8%	7.1%	0.1%	1.8%	-16.9%	11.0%	-1.8%

% Vehicles Sold First Time by Age Profile



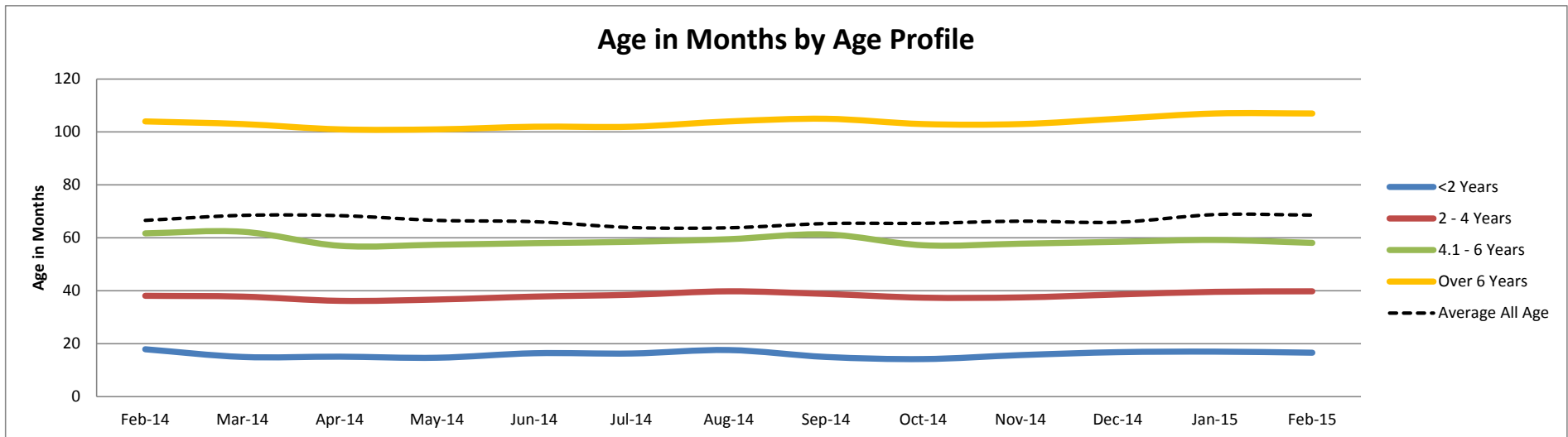
Mileage by Age Profile

	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
<2 Years	26,462	19,859	21,905	20,540	24,085	22,228	24,913	19,918	18,102	21,222	21,708	24,239	21,977
% Difference from previous month	10.2%	-25.0%	10.3%	-6.2%	17.3%	-7.7%	12.1%	-20.0%	-9.1%	17.2%	2.3%	11.7%	-9.3%
2 - 4 Years	67,826	64,994	64,471	61,558	62,834	65,333	64,998	66,571	65,497	63,286	64,606	68,488	65,936
% Difference from previous month	2.5%	-4.2%	-0.8%	-4.5%	2.1%	4.0%	-0.5%	2.4%	-1.6%	-3.4%	2.1%	6.0%	-3.7%
4.1 - 6 Years	89,571	90,631	84,681	83,795	89,763	88,369	86,323	88,171	87,175	82,573	83,405	86,367	87,877
% Difference from previous month	-1.8%	1.2%	-6.6%	-1.0%	7.1%	-1.6%	-2.3%	2.1%	-1.1%	-5.3%	1.0%	3.6%	1.7%
Over 6 Years	104,525	99,440	105,095	103,568	105,939	103,054	107,482	104,653	107,724	107,820	109,981	105,194	102,965
% Difference from previous month	-0.6%	-4.9%	5.7%	-1.5%	2.3%	-2.7%	4.3%	-2.6%	2.9%	0.1%	2.0%	-4.4%	-2.1%
Average All Age	84,079	83,123	85,297	81,867	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,617	82,650
% Difference from previous month	0.3%	-1.1%	2.6%	-4.0%	3.0%	-3.5%	0.2%	0.8%	2.1%	-1.3%	0.1%	2.2%	-2.3%



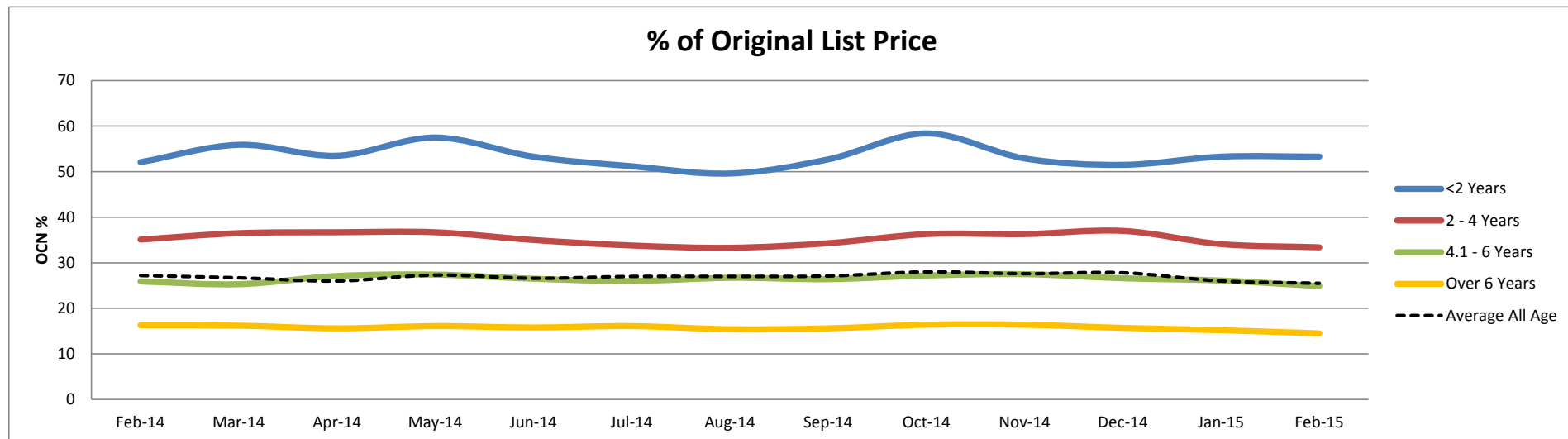
Age in Months by Age Profile

	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
<2 Years	18	15	15	15	16	16	18	15	14	16	17	17	17
<i>% Difference from previous month</i>	5.9%	-16.2%	0.7%	-2.6%	11.6%	-0.6%	8.0%	-14.8%	-5.3%	10.6%	7.0%	1.2%	-2.4%
2 - 4 Years	38	38	36	37	38	39	40	39	37	38	39	40	40
<i>% Difference from previous month</i>	-0.8%	-0.8%	-4.2%	1.4%	3.0%	1.9%	3.4%	-2.5%	-3.6%	0.3%	2.9%	2.6%	0.5%
4.1 - 6 Years	62	62	57	57	58	59	60	61	57	58	59	59	58
<i>% Difference from previous month</i>	-0.8%	1.0%	-8.5%	0.7%	1.0%	0.9%	1.7%	3.0%	-6.7%	1.0%	1.2%	1.2%	-1.9%
Over 6 Years	104	103	101	101	102	102	104	105	103	103	105	107	107
<i>% Difference from previous month</i>	1.0%	-1.0%	-1.9%	0.0%	1.0%	0.0%	2.0%	1.0%	-1.9%	0.0%	1.9%	1.9%	0.0%



Percentage of Original List Price by Age Profile

	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
<2 Years	52	56	54	58	53	51	50	53	58	53	52	53	53
<i>% Difference from previous month</i>	0.6%	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 Years	35	37	37	37	35	34	33	34	36	36	37	34	33
<i>% Difference from previous month</i>	2.6%	4.0%	0.5%	0.0%	-4.6%	-3.4%	-1.5%	3.0%	5.8%	0.0%	1.9%	-7.8%	-2.1%
4.1 - 6 Years	26	25	27	27	27	26	27	26	27	28	27	26	25
<i>% Difference from previous month</i>	2.8%	-2.3%	7.1%	1.1%	-3.3%	-1.9%	2.7%	-1.1%	3.0%	1.1%	-3.3%	-1.9%	-4.6%
Over 6 Years	16	16	16	16	16	16	15	16	16	16	16	15	15
<i>% Difference from previous month</i>	3.2%	-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 Years Summary by Weight Band

	<2 Years	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
SMALL LCV (<2.6)	Average age in months	18	15	15	15	17	17	19	15	15	15	17	17	17
	Recorded mileage	26261	22476	23486	19841	24556	21011	25085	19499	19765	23583	22976	23649	21471
	Conversion rate	79%	77%	64%	60%	52%	50%	67%	63%	83%	80%	32%	69%	67%
	Sales volumes	164	118	117	135	117	178	182	145	177	147	112	150	222
	Sales prices	£6,953	£7,279	£7,396	£8,479	£7,034	£6,782	£6,688	£7,191	£8,219	£6,687	£6,831	£6,889	£7,232
	% New Price	46%	49%	48%	53%	46%	45%	43%	46%	52%	46%	44%	46%	46%
MEDIUM LCV (2.6 - 3.495)	Average age in months	19	15	15	14	15	16	16	16	14	16	17	17	17
	Recorded mileage	26660	18048	21395	16633	20303	21456	21968	21193	17072	17794	18076	24699	22681
	Conversion rate	73%	67%	57%	39%	48%	65%	58%	63%	79%	73%	56%	64%	54%
	Sales volumes	188	90	120	160	126	235	140	136	174	103	102	161	243
	Sales prices	£11,018	£12,818	£11,616	£13,134	£12,442	£11,245	£11,127	£11,724	£13,909	£10,591	£11,020	£11,998	£11,898
	% New Price	53%	58%	56%	61%	58%	53%	53%	55%	63%	52%	54%	54%	55%
LARGE LCV (3.5)	Average age in months	19	16	16	17	18	17	20	16	14	17	18	18	17
	Recorded mileage	34615	25033	26340	31607	35009	30691	35025	22101	20008	30557	30828	32789	25668
	Conversion rate	65%	62%	58%	43%	17%	68%	69%	88%	81%	77%	44%	55%	69%
	Sales volumes	120	84	87	94	107	124	105	95	107	66	36	95	137
	Sales prices	£12,349	£13,515	£12,774	£13,410	£11,884	£12,440	£11,754	£12,787	£14,471	£12,813	£12,864	£12,905	£13,676
	% New Price	44%	47%	45%	47%	41%	43%	42%	47%	51%	47%	47%	46%	48%

2-4 Years Summary by Weight Band

2 - 4 Years		Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
SMALL LCV (<2.6)	Average age in months	38	38	36	36	37	38	39	38	37	37	37	39	39
	Recorded mileage	64107	61361	62051	56725	61052	60660	58441	62423	63113	57315	57795	63369	58373
	Conversion rate	83%	87%	84%	82%	68%	71%	80%	78%	82%	86%	83%	80%	83%
	Sales volumes	1014	1041	856	858	949	990	1153	1117	1020	1022	566	1124	1111
	Sales prices	£4,681	£4,895	£4,879	£4,936	£4,703	£4,618	£4,439	£4,479	£4,355	£4,612	£4,525	£4,247	£4,459
	% New Price	33%	33%	33%	34%	31%	31%	30%	31%	30%	32%	31%	30%	30%
MEDIUM LCV (2.6 - 3.495)	Average age in months	38	39	37	38	39	39	41	40	38	39	40	40	41
	Recorded mileage	68656	63441	64919	65889	62141	66885	67896	66991	65277	65730	70798	67818	64504
	Conversion rate	79%	86%	82%	75%	65%	73%	76%	77%	84%	82%	85%	76%	72%
	Sales volumes	871	995	836	811	937	1064	1062	918	740	637	431	1072	1124
	Sales prices	£7,132	£7,368	£7,333	£7,142	£7,027	£6,776	£6,553	£7,072	£8,256	£7,800	£7,968	£7,201	£6,921
	% New Price	36%	38%	38%	37%	36%	34%	33%	36%	40%	38%	39%	36%	34%
LARGE LCV (3.5)	Average age in months	39	38	36	35	37	38	40	38	38	39	40	40	40
	Recorded mileage	81955	84326	75390	72676	77158	81013	85331	82199	85375	91092	87594	86458	86389
	Conversion rate	74%	76%	77%	66%	54%	65%	73%	75%	87%	75%	74%	76%	47%
	Sales volumes	524	567	530	429	448	531	480	572	392	315	222	653	690
	Sales prices	£7,153	£7,632	£8,130	£8,495	£7,801	£7,549	£7,512	£7,689	£7,885	£7,492	£7,695	£7,504	£7,119
	% New Price	28%	29%	31%	32%	29%	29%	29%	29%	30%	29%	29%	29%	27%

4.1-6 Years Summary by Weight Band

4.1 - 6 Years		Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
SMALL LCV (<2.6)	Average age in months	61	62	57	57	58	58	60	62	57	58	59	59	59
	Recorded mileage	80413	81532	79337	76774	77609	77628	79673	77812	76182	75038	77244	76761	78094
	Conversion rate	85%	81%	83%	76%	80%	76%	80%	82%	85%	79%	82%	73%	70%
	Sales volumes	738	646	757	789	792	872	758	693	743	637	498	843	901
	Sales prices	£3,142	£3,146	£3,344	£3,379	£3,332	£3,258	£3,121	£3,045	£3,274	£3,258	£3,170	£3,044	£3,006
	% New Price	25%	25%	26%	26%	25%	25%	24%	24%	25%	24%	23%	23%	22%
MEDIUM LCV (2.6 - 3.495)	Average age in months	62	62	57	58	58	58	59	61	56	58	58	59	58
	Recorded mileage	89253	85624	83109	79647	84082	87651	83596	90029	90337	84075	83808	86481	84189
	Conversion rate	82%	87%	83%	77%	76%	76%	78%	84%	90%	80%	81%	72%	75%
	Sales volumes	906	903	869	765	876	929	756	677	873	697	449	857	896
	Sales prices	£4,665	£4,832	£5,315	£5,485	£5,374	£5,076	£5,292	£5,185	£5,302	£5,357	£5,590	£5,357	£5,252
	% New Price	27%	28%	29%	31%	30%	28%	29%	28%	28%	29%	30%	29%	28%
LARGE LCV (3.5)	Average age in months	62	62	57	58	58	59	60	61	59	58	59	59	58
	Recorded mileage	106696	111055	96665	106961	121967	112077	106322	104996	108049	97176	100187	104044	108767
	Conversion rate	72%	76%	72%	64%	57%	71%	76%	77%	81%	81%	77%	78%	52%
	Sales volumes	478	614	592	467	537	494	442	424	404	338	224	557	667
	Sales prices	£4,934	£4,585	£5,498	£5,168	£4,871	£5,094	£5,580	£5,463	£5,774	£5,898	£5,731	£5,436	£5,197
	% New Price	21%	19%	22%	21%	19%	21%	23%	22%	23%	24%	23%	22%	20%

>6 Years Summary by Weight Band

	Over 6 Years	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
SMALL LCV (<2.6)	Average age in months	104	103	101	101	104	104	106	106	104	104	105	108	109
	Recorded mileage	98594	97746	100977	99552	98446	97555	100278	101279	102184	100951	106738	99577	98295
	Conversion rate	81%	86%	82%	79%	74%	80%	76%	82%	82%	81%	69%	76%	78%
	Sales volumes	949	1084	1484	1230	1131	1077	946	978	1125	959	511	1159	1466
	Sales prices	£1,438	£1,474	£1,404	£1,402	£1,378	£1,448	£1,328	£1,280	£1,391	£1,404	£1,383	£1,266	£1,215
	% New Price	13%	13%	13%	12%	12%	13%	12%	11%	12%	12%	12%	11%	11%
MEDIUM LCV (2.6 - 3.495)	Average age in months	101	99	96	96	97	97	100	100	99	99	99	105	105
	Recorded mileage	108629	94120	105310	102791	106585	100577	113026	105739	109909	108829	109310	102881	99934
	Conversion rate	81%	86%	75%	80%	75%	83%	76%	81%	82%	88%	73%	81%	76%
	Sales volumes	855	1392	1208	1004	980	940	772	752	843	797	481	1369	1369
	Sales prices	£2,493	£2,709	£2,662	£2,821	£2,834	£2,994	£2,690	£2,734	£2,789	£2,964	£2,786	£2,493	£2,469
	% New Price	16%	18%	17%	18%	18%	19%	17%	17%	18%	18%	17%	16%	16%
LARGE LCV (3.5)	Average age in months	101	103	99	101	98	100	100	104	102	101	106	104	101
	Recorded mileage	116989	115937	117168	117813	119021	118790	117663	114468	124755	123790	124019	121774	121345
	Conversion rate	77%	77%	72%	72%	76%	79%	82%	80%	79%	80%	71%	71%	68%
	Sales volumes	690	612	729	640	688	616	538	532	604	503	316	664	690
	Sales prices	£2,578	£2,388	£2,730	£2,763	£2,845	£2,698	£2,950	£2,697	£2,722	£2,786	£2,595	£2,580	£2,716
	% New Price	13%	12%	14%	14%	14%	14%	15%	14%	14%	14%	13%	13%	13%