

COMPILED BY
GLASS'S

Auction Report - LCV

April 2014

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ma
NATIONAL ASSOCIATION
OF MOTOR AUCTIONS

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NAMA used LCV market commentary for March 2014

Whole market – March compared to February

- In March, sales volume increased to 9,198 units (+7.2%).
- The average age of LCVs rose to 68.5 months.
- Average mileage fell back to 83,123 miles.
- At £4,794 the average price achieved was 1.0% lower.
- The average number of days that LCVs remained on site fell to 12.4.
- The average number of entries required to achieve a sale remained at 1.32.
- 82% of LCVs sold at the 1st time of being offered.

Comment:

In March, with volumes increasing by 7.2% the average price paid for an LCV at auction fell by £50. With the proportion of lots selling at the first time of being offered rising to an impressive 82%, and other metrics each continuing to move in the right direction, the outlook remains bright.

Volume changes - by age

	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
<2 Years	367	200	488	557	353
% Difference from previous month	-27.8%	-45.5%	144.0%	14.1%	-36.6%

2 - 4 Years	2,003	1,136	3,082	2,668	2,949
% Difference from previous month	-18.3%	-43.3%	171.3%	-13.4%	10.5%

4.1 - 6 Years	2,609	1,215	2,638	2,280	2,317
% Difference from previous month	-9.5%	-53.4%	117.1%	-13.6%	1.6%

Over 6 Years	2,984	1,334	2,977	3,078	3,579
% Difference from previous month	-8.6%	-55.3%	123.2%	3.4%	16.3%

Comment:

With businesses continuing to buy new vans in order to refresh their ageing fleets, it was to be expected that there would be an increase in the volume of used LCVs being auctioned. Accordingly, with the exception of nearly new LCVs, volumes rose across all age bands.

The sharp reduction in the number of late year LCVs coming under the hammer is partly attributable to a growing number of fleet managers who are opting to keep such desirable vehicles in harness in order to meet projected growth in their businesses.

Mileage changes - by age

	Dec-13	Jan-14	Feb-14	Mar-14
<2 Years	21,055	24,017	26,462	19,859
% Difference from previous month	-8.7%	14.1%	10.2%	-25.0%
2 - 4 Years	65,767	66,195	67,826	64,994
% Difference from previous month	3.2%	0.7%	2.5%	-4.2%
4.1 - 6 Years	88,592	91,249	89,571	90,631
% Difference from previous month	4.1%	3.0%	-1.8%	1.2%
Over 6 Years	104,998	105,187	104,525	99,440
% Difference from previous month	-1.0%	0.2%	-0.6%	-4.9%
Average All Age	84,074	83,788	84,079	83,123

Comment:

In March, a significant fall in mileage served to negate a comparable increase in age. Hopefully, this points towards a trend whereby the average distance being covered by LCVs will continue to fall back over the remaining months of 2014.

As business confidence builds, the emphasis should shift from simply wringing out every last drop of life from overage stock towards optimising the productiveness and residual value returns generated for each LCV that is being operated.

Price changes - by age

	Dec-13	Jan-14	Feb-14	Mar-14
<2 Years	£11,270	£11,145	£10,975	£12,005
% Difference from previous month	0.9%	-1.1%	-1.5%	9.4%

2 - 4 Years	£6,590	£6,440	£6,580	£7,020
% Difference from previous month	-3.5%	-2.3%	2.2%	6.7%

4.1 - 6 Years	£4,425	£4,320	£4,405	£4,470
% Difference from previous month	4.1%	-2.4%	2.0%	1.5%

Over 6 Years	£2,520	£2,510	£2,555	£2,460
% Difference from previous month	6.3%	-0.4%	1.8%	-3.7%

Comment:

Although March posted an average price reduction of £50, in view of the 7.2% growth in volume coupled to the typical age of an LCV increasing by 2 months, this should be acknowledged to represent a good outcome.

It was the 16.3% rise in the number of older LCVs being wholesaled over the month that instigated this slippage with prices for each of the other age bands making headway. For the youngest stock, the lift in price was especially marked (+9.3%) which directly relates to the short supply.

Market Overview

For a marketplace eager to hear good news, the first quarter of 2014 could hardly have delivered more. Realistically, the question now has to be, can it get any better or are we approaching the top of the present cycle?

Thankfully, whatever the answer might be, there's little expectation that the good times are set to soon end. With the UK's economy proving to be surprisingly robust and predicted to grow by around 3% over each of the next couple of years, it's clear that there will be a continuing need for good used LCVs. The big concern would arise if supply were to significantly exceed demand, yet with no sign of such an impending imbalance at the present time an imminent fall in LCV prices would appear unlikely.

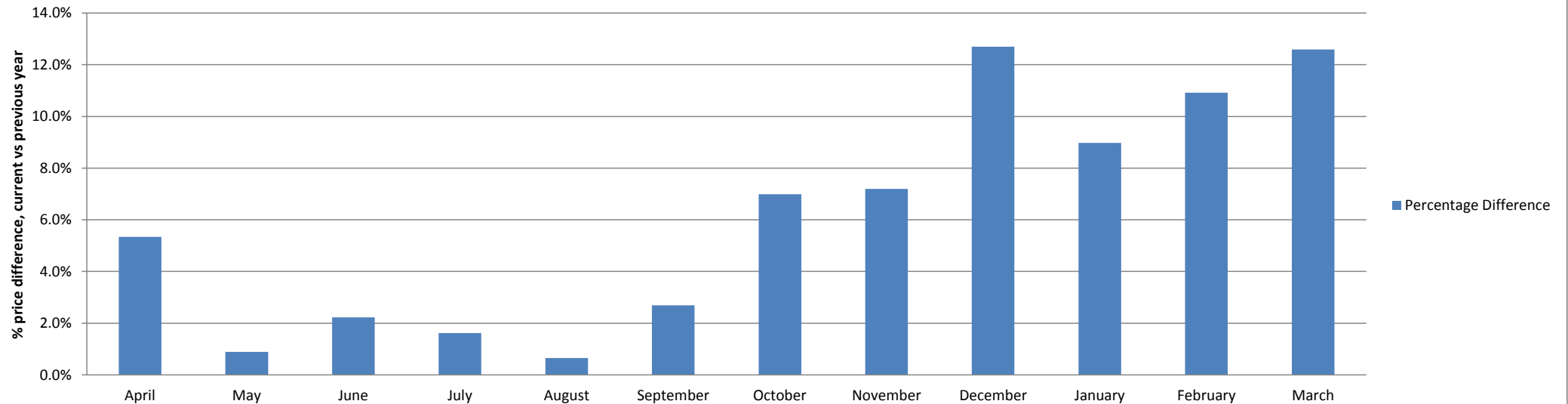
Whole Market Summary

	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Mar-13	Mar-14	Year on Year Diff
Sales Volumes All Ages	7,550	7,251	8,479	7,865	7,531	7,816	7,929	9,110	7,963	3,885	9,185	8,583	9,198	7,550	9,198	22%
% Difference to previous month	5.8%	-4.0%	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%			
Average Age in Months	67.3	66.8	66.1	65.7	68.3	68.4	68.4	66.4	68.1	67.3	65.0	66.6	68.5	67.3	68.5	1.2
Average Mileage	85,869	81,464	82,469	82,214	83,746	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,869	83,123	-2,746
Average No. of Entries	1.32	1.35	1.43	1.45	1.45	1.45	1.37	1.27	1.32	1.26	1.35	1.32	1.32	1.32	1.32	0.00
% Vehicles Sold 1st Time	80%	76%	67%	69%	70%	72%	79%	84%	81%	80%	77%	79%	82%	80%	82%	2%
Average No. Days on Site	10.8	10.7	12.0	13.4	12.7	13.2	12.9	11.8	11.6	11.3	15.6	12.7	12.4	10.8	12.4	1.6
Average Sales Prices All Ages	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,258	£4,794	13%
% Difference to previous month	-2.5%	5.2%	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%			
% OCN	25.4	26.8	25.4	25.0	24.5	24.6	25.5	26.6	26.0	27.3	26.8	27.2	26.7	25.4	26.7	1.3

Average Sale Price Year on Year

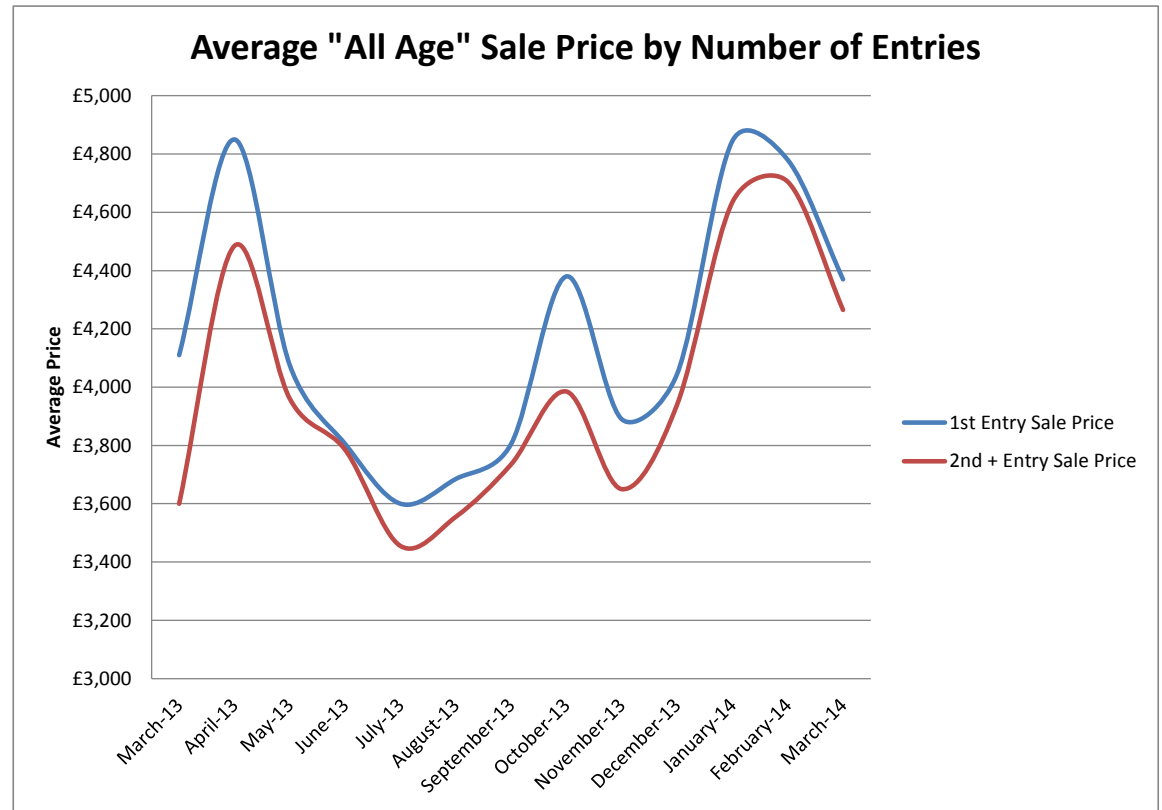
	April	May	June	July	August	September	October	November	December	January	February	March
Average All Ages Sales Price Previous Year 2013 - Pre January	£4,254	£4,266	£4,187	£4,075	£4,137	£4,232	£4,375	£4,209	£4,221	£4,411	£4,367	£4,258
Average All Ages Sales Price Current Year 2014 - January Onwards	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794
Percentage Difference	5.3%	0.9%	2.2%	1.6%	0.7%	2.7%	7.0%	7.2%	12.7%	9.0%	10.9%	12.6%

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



Sales Price Compared to Number of Entries (all ages)

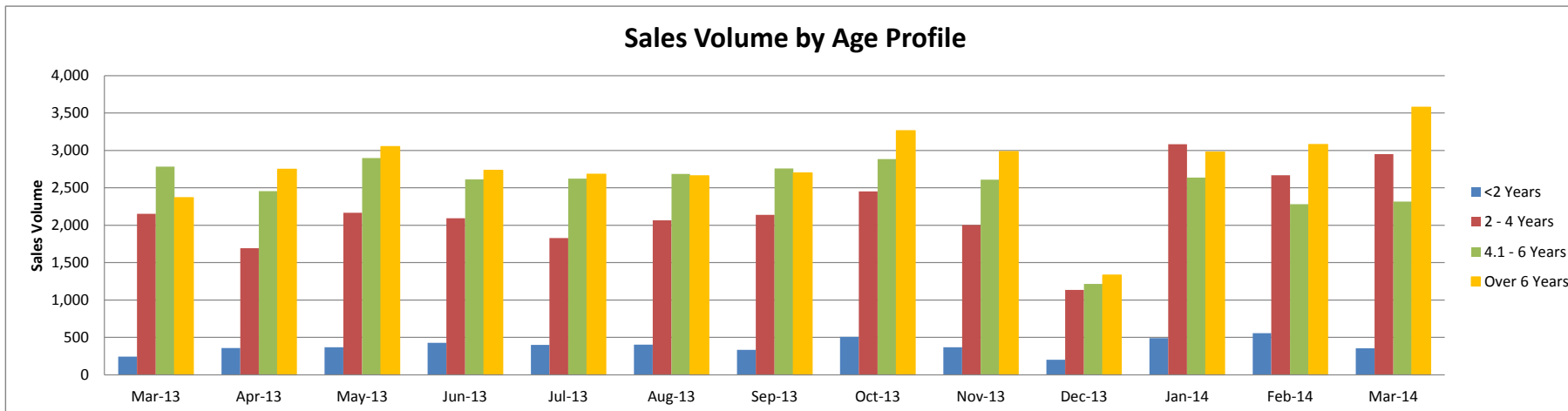
	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
March-13	£4,110	62.6	£3,600	64.2	£510	12%
April-13	£4,850	58.9	£4,485	59.2	£365	8%
May-13	£4,075	60.5	£3,960	59.0	£115	3%
June-13	£3,805	62.6	£3,785	60.0	£20	1%
July-13	£3,600	64.8	£3,455	64.2	£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%
February-14	£4,780	59.9	£4,705	57.3	£75	2%
March-14	£4,370	69.5	£4,265	65.5	£105	2%



Sales Volume by Age Profile

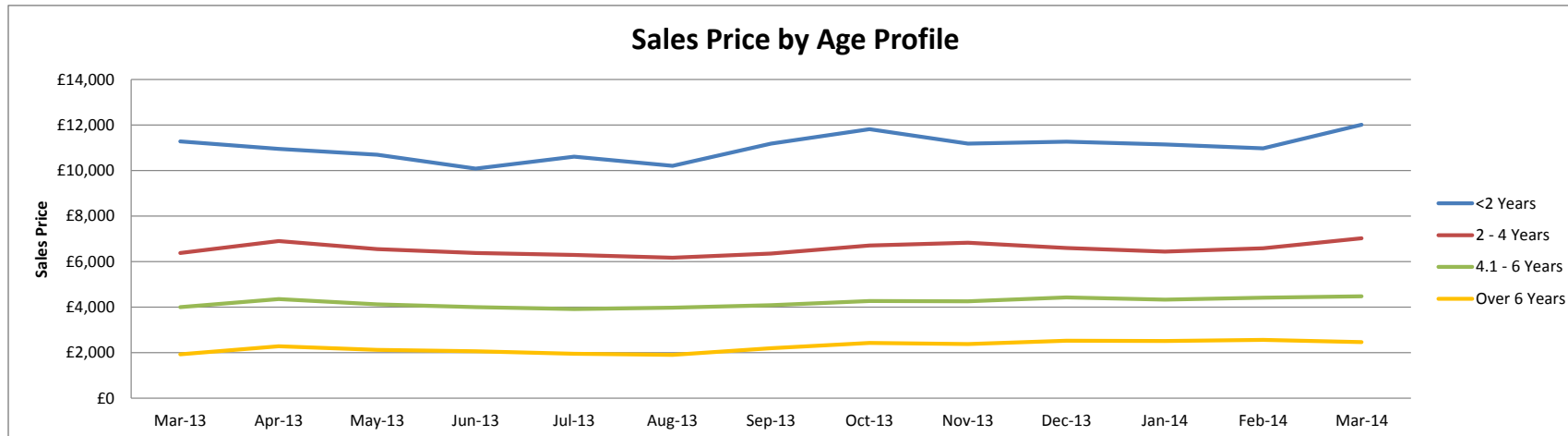
	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	12 month Total
<2 Years	243	356	366	426	398	404	334	508	367	200	488	557	353	4,757
% Difference from previous month	-47.4%	46.5%	2.8%	16.4%	-6.6%	1.5%	-17.3%	52.1%	-27.8%	-45.5%	144.0%	14.1%	-36.6%	
2 - 4 Years	2,153	1,691	2,165	2,092	1,829	2,064	2,138	2,452	2,003	1,136	3,082	2,668	2,949	26,269
% Difference from previous month	25.8%	-21.5%	28.0%	-3.4%	-12.6%	12.8%	3.6%	14.7%	-18.3%	-43.3%	171.3%	-13.4%	10.5%	
4.1 - 6 Years	2,785	2,454	2,898	2,611	2,622	2,687	2,759	2,884	2,609	1,215	2,638	2,280	2,317	29,974
% Difference from previous month	-0.8%	-11.9%	18.1%	-9.9%	0.4%	2.5%	2.7%	4.5%	-9.5%	-53.4%	117.1%	-13.6%	1.6%	
Over 6 Years	2,369	2,750	3,050	2,736	2,682	2,661	2,698	3,266	2,984	1,334	2,977	3,078	3,579	33,795
% Difference from previous month	10.0%	16.1%	10.9%	-10.3%	-2.0%	-0.8%	1.4%	21.1%	-8.6%	-55.3%	123.2%	3.4%	16.3%	
Total	7,550	7,251	8,479	7,865	7,531	7,816	7,929	9,110	7,963	3,885	9,185	8,583	9,198	94,795
% Difference from previous month	5.8%	-4.0%	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	

Sales Volume by Age Profile



Sales Price by Age Profile

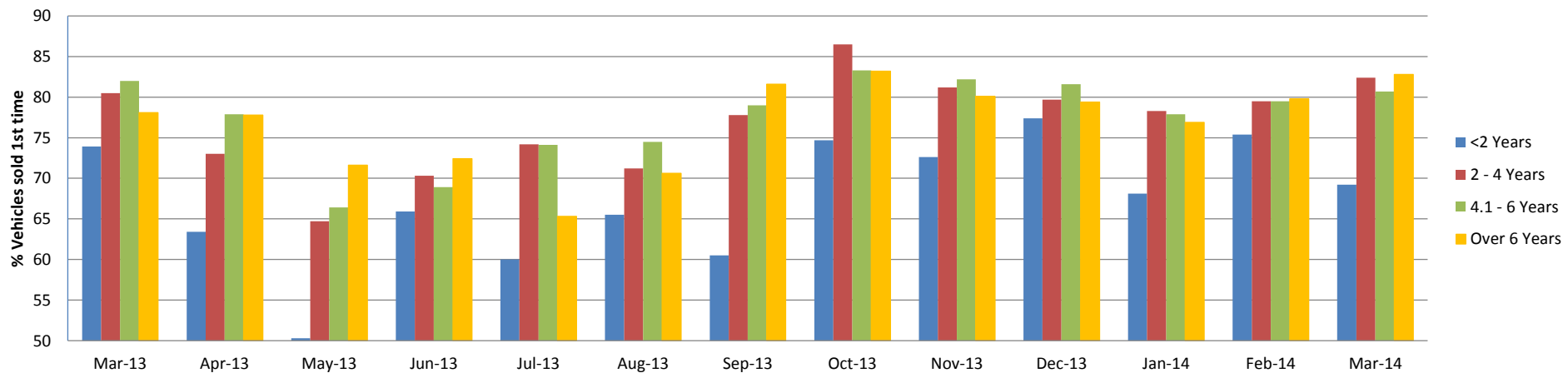
	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
<2 Years	£11,280	£10,945	£10,690	£10,085	£10,605	£10,205	£11,185	£11,820	£11,175	£11,270	£11,145	£10,975	£12,005
<i>% Difference from previous month</i>	19.8%	-3.0%	-2.3%	-5.7%	5.2%	-3.8%	9.6%	5.7%	-5.5%	0.9%	-1.1%	-1.5%	9.4%
2 - 4 Years	£6,375	£6,900	£6,550	£6,375	£6,285	£6,170	£6,345	£6,700	£6,830	£6,590	£6,440	£6,580	£7,020
<i>% Difference from previous month</i>	-0.9%	8.2%	-5.1%	-2.7%	-1.4%	-1.8%	2.8%	5.6%	1.9%	-3.5%	-2.3%	2.2%	6.7%
4.1 - 6 Years	£3,995	£4,350	£4,120	£3,990	£3,915	£3,965	£4,080	£4,265	£4,250	£4,425	£4,320	£4,405	£4,470
<i>% Difference from previous month</i>	-1.5%	8.9%	-5.3%	-3.2%	-1.9%	1.3%	2.9%	4.5%	-0.4%	4.1%	-2.4%	2.0%	1.5%
Over 6 Years	£1,925	£2,275	£2,120	£2,050	£1,945	£1,895	£2,190	£2,420	£2,370	£2,520	£2,510	£2,555	£2,460
<i>% Difference from previous month</i>	-6.1%	18.2%	-6.8%	-3.3%	-5.1%	-2.6%	15.6%	10.5%	-2.1%	6.3%	-0.4%	1.8%	-3.7%
Average All Age	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794
<i>% Difference from previous month</i>	-2.5%	5.2%	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%



Conversion by Age Profile

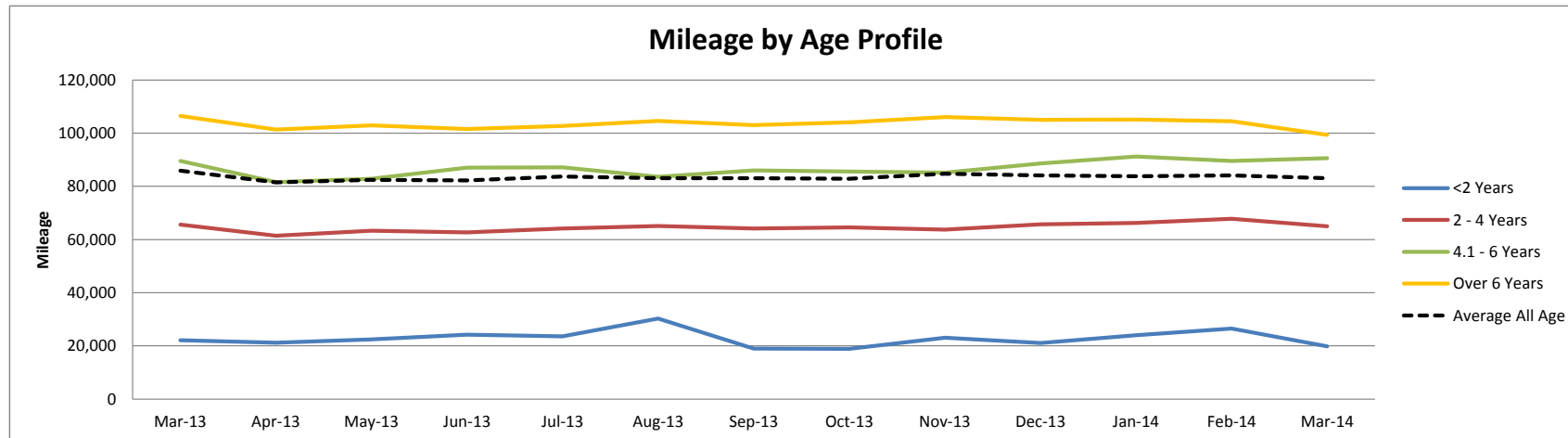
	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
<2 Years	74	63	50	66	60	66	61	75	73	77	68	75	69
% Difference from previous month	-1.2%	-14.2%	-20.7%	31.0%	-9.0%	9.2%	-7.6%	23.5%	-2.8%	6.6%	-12.0%	10.7%	-8.2%
2 - 4 Years	81	73	65	70	74	71	78	87	81	80	78	80	82
% Difference from previous month	7.8%	-9.3%	-11.4%	8.7%	5.5%	-4.0%	9.3%	11.2%	-6.1%	-1.8%	-1.8%	1.5%	3.6%
4.1 - 6 Years	82	78	66	69	74	75	79	83	82	82	78	80	81
% Difference from previous month	3.1%	-5.0%	-14.8%	3.8%	7.5%	0.5%	6.0%	5.4%	-1.3%	-0.7%	-4.5%	2.1%	1.5%
Over 6 Years	78	78	72	72	65	71	82	83	80	79	77	80	83
% Difference from previous month	-4.2%	-0.4%	-8.0%	1.1%	-9.8%	8.1%	15.6%	2.0%	-3.7%	-0.9%	-3.1%	3.8%	3.8%

% Vehicles Sold First Time by Age Profile



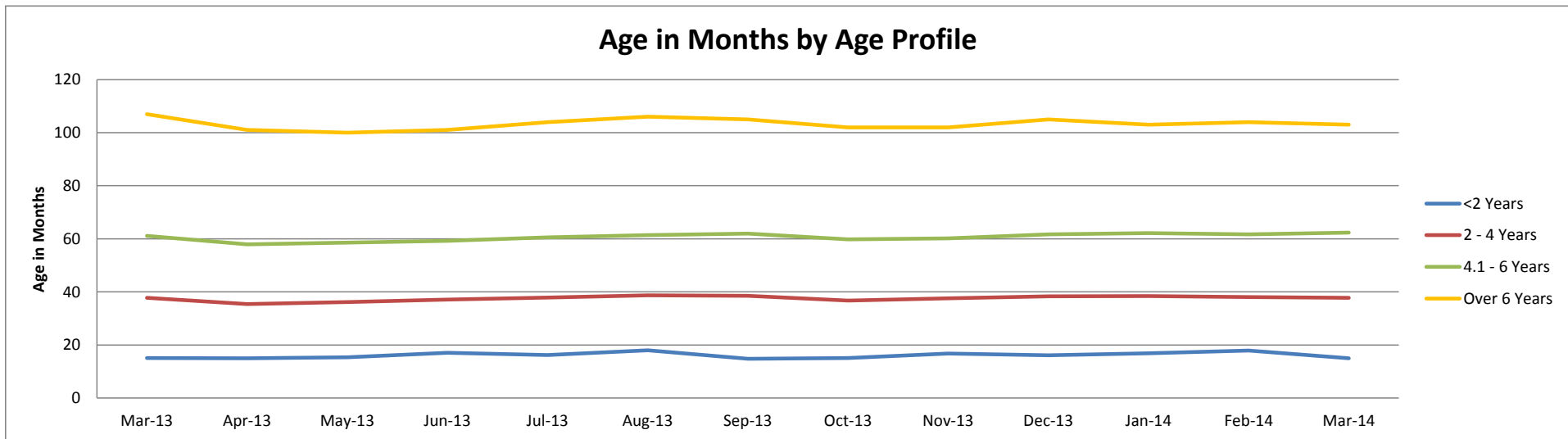
Mileage by Age Profile

	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
<2 Years	22,142	21,146	22,453	24,204	23,632	30,248	18,987	18,830	23,061	21,055	24,017	26,462	19,859
<i>% Difference from previous month</i>	-14.1%	-4.5%	6.2%	7.8%	-2.4%	28.0%	-37.2%	-0.8%	22.5%	-8.7%	14.1%	10.2%	-25.0%
2 - 4 Years	65,570	61,447	63,314	62,693	64,122	65,050	64,152	64,601	63,733	65,767	66,195	67,826	64,994
<i>% Difference from previous month</i>	-2.1%	-6.3%	3.0%	-1.0%	2.3%	1.4%	-1.4%	0.7%	-1.3%	3.2%	0.7%	2.5%	-4.2%
4.1 - 6 Years	89,600	81,637	82,842	87,068	87,138	83,602	86,039	85,586	85,143	88,592	91,249	89,571	90,631
<i>% Difference from previous month</i>	4.1%	-8.9%	1.5%	5.1%	0.1%	-4.1%	2.9%	-0.5%	-0.5%	4.1%	3.0%	-1.8%	1.2%
Over 6 Years	106,468	101,426	102,912	101,540	102,733	104,640	103,002	104,099	106,052	104,998	105,187	104,525	99,440
<i>% Difference from previous month</i>	1.4%	-4.7%	1.5%	-1.3%	1.2%	1.9%	-1.6%	1.1%	1.9%	-1.0%	0.2%	-0.6%	-4.9%
Average All Age	85,869	81,464	82,469	82,214	83,746	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,123
<i>% Difference from previous month</i>	3.1%	-5.1%	1.2%	-0.3%	1.9%	-0.8%	0.0%	-0.3%	2.3%	-0.8%	-0.3%	0.3%	-1.1%



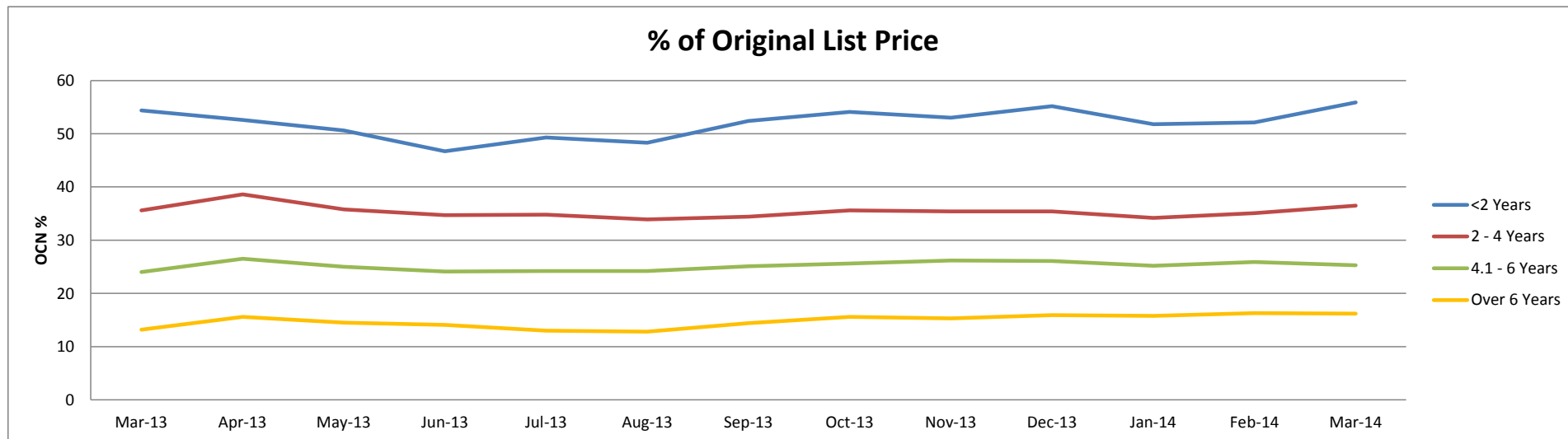
Age in Months by Age Profile

	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
<2 Years	15	15	15	17	16	18	15	15	17	16	17	18	15
<i>% Difference from previous month</i>	-13.2%	-0.7%	2.7%	11.0%	-5.3%	11.1%	-17.8%	2.0%	11.3%	-4.2%	5.0%	5.9%	-16.2%
2 - 4 Years	38	35	36	37	38	39	39	37	38	38	38	38	38
<i>% Difference from previous month</i>	-0.3%	-6.3%	2.3%	2.5%	2.2%	2.1%	-0.5%	-4.7%	2.5%	1.9%	0.3%	-0.8%	-0.8%
4.1 - 6 Years	61	58	59	59	61	61	62	60	60	62	62	62	62
<i>% Difference from previous month</i>	2.7%	-5.2%	1.2%	1.0%	2.4%	1.3%	1.0%	-3.5%	0.7%	2.5%	0.8%	-0.8%	1.0%
Over 6 Years	107	101	100	101	104	106	105	102	102	105	103	104	103
<i>% Difference from previous month</i>	2.9%	-5.6%	-1.0%	1.0%	3.0%	1.9%	-0.9%	-2.9%	0.0%	2.9%	-1.9%	1.0%	-1.0%



Percentage of Original List Price by Age Profile

	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
<2 Years	54	53	51	47	49	48	52	54	53	55	52	52	56
% Difference from previous month	11.5%	-3.3%	-3.8%	-7.7%	5.6%	-2.0%	8.5%	3.2%	-2.0%	4.2%	-6.2%	0.6%	7.3%
2 - 4 Years	36	39	36	35	35	34	34	36	35	35	34	35	37
% Difference from previous month	0.6%	8.4%	-7.3%	-3.1%	0.3%	-2.6%	1.5%	3.5%	-0.6%	0.0%	-3.4%	2.6%	4.0%
4.1 - 6 Years	24	27	25	24	24	24	25	26	26	26	25	26	25
% Difference from previous month	-0.8%	10.4%	-5.7%	-3.6%	0.4%	0.0%	3.7%	2.0%	2.3%	-0.4%	-3.4%	2.8%	-2.3%
Over 6 Years	13	16	15	14	13	13	14	16	15	16	16	16	16
% Difference from previous month	-5.7%	18.2%	-7.1%	-2.8%	-7.8%	-1.5%	12.5%	8.3%	-1.9%	3.9%	-0.6%	3.2%	-0.6%



<2 Years Summary by Weight Band

	<2 Years	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
SMALL LCV (<2.6)	Average age in months	15	15	17	18	17	18	14	15	17	16	17	18	15
	Recorded mileage	20690	19898	23688	22569	22375	26486	14535	18481	25847	18340	23907	26261	22476
	Conversion rate	66%	70%	59%	55%	47%	51%	68%	59%	75%	77%	67%	79%	77%
	Sales volumes	64	118	120	157	113	114	98	153	120	64	155	164	118
	Sales prices	£6,915	£7,317	£6,944	£6,562	£6,666	£6,702	£7,456	£7,822	£6,915	£7,219	£6,999	£6,953	£7,279
	% New Price	48%	49%	46%	41%	45%	43%	48%	48%	45%	48%	44%	46%	49%
MEDIUM LCV (2.6 - 3.495)	Average age in months	14	14	15	15	16	18	15	15	17	15	18	19	15
	Recorded mileage	19720	19705	20545	23570	23459	25759	19308	18178	23408	21233	24666	26660	18048
	Conversion rate	67%	67%	53%	72%	64%	68%	66%	76%	68%	75%	71%	73%	67%
	Sales volumes	85	118	103	78	103	119	113	160	117	53	145	188	90
	Sales prices	£11,129	£11,171	£10,821	£11,455	£10,016	£10,120	£10,310	£12,639	£10,965	£11,083	£10,599	£11,018	£12,818
	% New Price	52%	54%	52%	51%	49%	49%	49%	56%	51%	52%	51%	53%	58%
LARGE LCV (3.5)	Average age in months	16	15	15	18	16	19	15	15	17	18	17	19	16
	Recorded mileage	31120	29118	26422	31636	26648	44208	28571	23664	23869	29958	31994	34615	25033
	Conversion rate	67%	75%	66%	43%	66%	69%	61%	87%	63%	69%	62%	65%	62%
	Sales volumes	47	86	97	133	131	114	70	118	65	32	107	120	84
	Sales prices	£12,053	£12,397	£12,403	£10,423	£12,129	£10,703	£13,105	£13,008	£13,372	£12,052	£13,012	£12,349	£13,515
	% New Price	45%	46%	44%	39%	44%	40%	47%	47%	47%	45%	45%	44%	47%

2-4 Years Summary by Weight Band

2 - 4 Years		Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
SMALL LCV (<2.6)	Average age in months	38	35	36	37	38	39	39	37	38	38	39	38	38
	Recorded mileage	59735	56120	59154	59320	62075	61026	57632	57142	61058	60007	59569	64107	61361
	Conversion rate	82%	76%	68%	73%	72%	63%	64%	78%	72%	75%	79%	83%	87%
	Sales volumes	806	644	813	775	744	844	832	893	704	415	1077	1014	1041
	Sales prices	£4,554	£4,930	£4,603	£4,401	£4,301	£4,196	£4,340	£4,403	£4,413	£4,478	£4,526	£4,681	£4,895
	% New Price	34%	37%	34%	32%	31%	30%	31%	31%	31%	31%	32%	33%	33%
MEDIUM LCV (2.6 - 3.495)	Average age in months	38	36	37	38	39	38	39	37	38	39	38	38	39
	Recorded mileage	67048	62667	63335	62900	65869	66798	66808	69265	64155	67965	67007	68656	63441
	Conversion rate	75%	77%	72%	73%	72%	74%	79%	83%	84%	85%	77%	79%	86%
	Sales volumes	722	589	728	680	567	654	677	809	674	408	1073	871	995
	Sales prices	£6,690	£7,408	£7,000	£6,939	£7,006	£6,889	£6,888	£7,225	£7,142	£6,975	£6,616	£7,132	£7,368
	% New Price	36%	39%	37%	37%	37%	36%	36%	37%	37%	37%	35%	36%	38%
LARGE LCV (3.5)	Average age in months	37	35	35	37	37	39	38	36	37	39	39	39	38
	Recorded mileage	84883	87256	83277	76289	79526	82893	79932	81096	77508	82658	81868	81955	84326
	Conversion rate	64%	61%	58%	58%	59%	64%	79%	83%	76%	73%	73%	74%	76%
	Sales volumes	400	257	398	407	280	352	395	453	397	192	652	524	567
	Sales prices	£7,062	£7,343	£7,260	£7,088	£6,850	£6,930	£7,139	£7,448	£7,836	£7,464	£7,293	£7,153	£7,632
	% New Price	28%	29%	28%	28%	27%	27%	28%	29%	30%	29%	28%	28%	29%

4.1-6 Years Summary by Weight Band

	4.1 - 6 Years	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
SMALL LCV (<2.6)	Average age in months	62	58	59	60	60	60	61	59	59	61	62	61	62
	Recorded mileage	83529	73568	75309	80730	75622	73790	73828	73163	70536	75458	80954	80413	81532
	Conversion rate	84%	81%	75%	75%	71%	77%	71%	83%	84%	82%	72%	85%	81%
	Sales volumes	790	684	858	801	902	948	969	1023	986	323	775	738	646
	Sales prices	£2,715	£3,053	£2,905	£2,762	£2,890	£2,802	£2,948	£3,034	£3,143	£3,070	£2,967	£3,142	£3,146
	% New Price	23%	26%	24%	23%	24%	24%	25%	25%	26%	25%	24%	25%	25%
MEDIUM LCV (2.6 - 3.495)	Average age in months	60	57	58	58	61	62	63	61	61	63	63	62	62
	Recorded mileage	83000	77459	79809	82421	87288	82622	85474	86953	87062	89295	89781	89253	85624
	Conversion rate	80%	80%	74%	70%	74%	70%	72%	77%	82%	82%	81%	82%	87%
	Sales volumes	1062	1068	1292	1151	1091	1007	1051	1029	926	529	1094	906	903
	Sales prices	£4,407	£4,681	£4,420	£4,364	£4,255	£4,340	£4,395	£4,582	£4,617	£4,470	£4,512	£4,665	£4,832
	% New Price	27%	29%	27%	26%	25%	26%	26%	27%	27%	27%	26%	27%	28%
LARGE LCV (3.5)	Average age in months	61	59	60	60	62	63	62	60	61	61	62	62	62
	Recorded mileage	108116	101191	102907	108485	109832	103634	109986	106170	109934	108094	113087	106696	111055
	Conversion rate	69%	70%	65%	64%	66%	70%	65%	79%	67%	77%	70%	72%	76%
	Sales volumes	728	561	584	544	486	574	573	656	538	267	569	478	614
	Sales prices	£4,059	£4,485	£4,482	£4,299	£4,156	£4,366	£4,471	£4,787	£4,702	£4,773	£4,687	£4,934	£4,585
	% New Price	18%	20%	20%	19%	18%	19%	20%	20%	20%	21%	20%	21%	19%

>6 Years Summary by Weight Band

	Over 6 Years	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
SMALL LCV (<2.6)	Average age in months	101	95	94	95	97	99	100	97	97	101	100	104	103
	Recorded mileage	99158	92057	93685	94005	95479	96647	96954	99034	100365	97578	101097	98594	97746
	Conversion rate	79%	78%	76%	72%	67%	67%	81%	82%	74%	82%	76%	81%	86%
	Sales volumes	762	865	994	884	783	823	806	945	924	358	804	949	1084
	Sales prices	£1,335	£1,626	£1,520	£1,498	£1,395	£1,316	£1,379	£1,484	£1,393	£1,409	£1,445	£1,438	£1,474
	% New Price	12%	15%	14%	13%	13%	12%	12%	13%	13%	13%	13%	13%	13%
MEDIUM LCV (2.6 - 3.495)	Average age in months	100	95	96	98	101	102	102	98	98	99	98	101	99
	Recorded mileage	108191	103022	106863	102919	101243	106286	104617	103305	109728	109753	103734	108629	94120
	Conversion rate	76%	71%	73%	73%	72%	72%	79%	78%	80%	80%	71%	81%	86%
	Sales volumes	539	675	821	799	838	826	844	1000	872	401	855	855	1392
	Sales prices	£2,155	£2,453	£2,216	£2,083	£1,861	£1,970	£2,097	£2,486	£2,434	£2,621	£2,576	£2,493	£2,709
	% New Price	14%	16%	15%	14%	13%	13%	14%	15%	16%	16%	16%	16%	18%
LARGE LCV (3.5)	Average age in months	107	101	100	104	105	108	107	100	100	106	98	101	103
	Recorded mileage	119736	115771	113374	111224	113107	113349	110998	117709	116351	114249	116079	116989	115937
	Conversion rate	69%	76%	70%	70%	64%	70%	70%	77%	70%	78%	72%	77%	77%
	Sales volumes	453	509	565	521	530	491	514	633	563	267	647	690	612
	Sales prices	£1,848	£2,271	£2,336	£2,263	£2,251	£2,054	£2,422	£2,578	£2,656	£2,231	£2,617	£2,578	£2,388
	% New Price	10%	12%	12%	12%	11%	11%	12%	14%	13%	12%	13%	13%	12%