

COMPILED BY
GLASS'S

Auction Report

May 2014



Contents



Click on Page Number for Link

Market Commentary	Page 3
Whole Market Summary	Page 6 - 7
Average Sales Price Year-on-Year (all ages)	Page 8
Sales Price Compared to Number of Entries (all ages)	Page 9
Sales Volumes by Age Profile	Page 10
Sales Prices by Age Profile	Page 11
Average Age in Months by Age Profile	Page 12
Mileage by Age Profile	Page 13
Vehicles Sold First Time by Age Profile	Page 14
OCN Percentage by Age profile	Page 15

NAMA used car market commentary for April and early May

Whole market April compared to March:

- Despite the Easter break, volumes were only down 1.1% versus prior month at 109,271, and more than 9% ahead on a seasonally adjusted basis
- The largest volume declines were in the Late & Low (down 16.9% to 10,284) and younger PX age profiles (down 5.7% to 15,211), although Budget profile continued on its growth trajectory, rising 8.5% to 21,222
- Once again, the relative increase in supply of older vehicles was the principal reason behind an average value decline from the prior month, down 3.4% from March, and a further decline in average proportion of Original Cost New (% OCN) price
- First time conversion rates showed a decline from 86 to 75% as an average for the month; the weeks surrounding Easter were the poorest
- Premium of first time sold vehicles over those sold at second/subsequent entry (on a consistent basket basis) dropped back to around £250 (or 6%), although an increase in days on site to an average 7.8 for the month, and rising, suggests that many poorer examples have yet to sell

Price changes in March compared to February, by customer type

	Mar-14	Apr-14	% Diff
Late & Low 0-2.5 yrs	£14,725	£14,900	1%
Fleet 2.6-4.5 yrs	£8,675	£8,975	3%
PX (Young) 4.6-6.5yrs	£5,250	£5,425	3%
PX (Old) 6.6-10.5yrs	£2,450	£2,575	5%
Budget 6.6-10.5yrs	£750	£775	3%

Comment:

- Average values by age profile – and their respective average % OCN – rose across the board, buoyed by falls in average age and mileage
- First time conversions for Fleet and younger PX profile cars (2.6-6.5 years old) showed the steepest declines at over 15 percentage points from the previous month to reach seasonal lows of 73% and 69% respectively. This, coupled with a steady increase to days on site, may be partly responsible for the apparent robustness of values

Expected Market Activity in May:

With a further increase in new car registrations reported for the month of April it was surprising that the used car market also remained buoyant. This implies that the market may well have turned a bit of a corner. Early May has brought better weather and with it other distractions for the retail used car buyer, although it would appear that the sales momentum has not been lost.

There is no doubt that there are now more cars in the trade as a result of increased new car sales but generally speaking this has not damaged values too much and it is likely this status quo will continue into the month of June. However, there is a better choice of product for the trade buyer and conversion rates have shifted as a result. There is no argument over the fact that the lower mileage cars that are in better condition still make exceptionally good money and it is the lower grade cars that the trade buyer is able to be more selective over.

Of course the interesting point here is what is not selling at auction and on wholesale trade platforms. It is clear from that stock levels are beginning to build and, at some point in the coming weeks, these unsold vehicles are likely to be released by the vendors, depressing values for certain age and mileage vehicles that physical space and common sense dictate must be sold.

Therefore May is expected to be a fairly stable month in terms of used car demand and value performance with the caveat that unless the market takes a marked upturn, concern remains over the buildup of certain unsold product. If new car sales continue at the current pace, expect a drop in demand for late plate cars especially as retail buyers become tempted by ever better new car deals.

Whole Market Summary

	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	Apr-13	Apr-14	Year on Year Diff
Average Sales Prices All Ages	£4,631	£4,807	£5,131	£4,928	£4,943	£5,116	£5,203	£5,415	£5,534	£5,426	£5,442	£5,259	£5,153	£4,631	£5,153	11%
% Difference to previous month	-7.0	3.8	6.7	-4.0	0.3	3.5	1.7	4.1	2.2	-2.0	0.3	-3.4	-2.0	-7.0	-2.0	5.0
% OCN	24.0	24.2	25.3	24.4	24.3	25.2	25.2	25.8	25.7	26.2	26.3	25.5	24.8	24.0	24.8	0.8
Average Age in Months	84.0	82.7	80.7	82.0	83.2	82.3	81.6	79.5	80.4	81.0	82.4	84.9	84.7	84.0	84.7	0.7
Average Mileage	66,950	66,461	65,364	66,122	66,483	65,862	65,261	64,865	65,285	65,706	66,794	66,665	66,711	66,950	66,711	-239

- Seasonal decline in average values, as a consequence of a greater proportion of part-exchanges coming into supply, over than in previous years
- Further declines in % OCN as a result of a greater mix of older vehicles although, like average price, this remains above the position one year ago

Whole Market Summary continued

Average No. of Entries	1.39	1.47	1.44	1.46	1.38	1.26	1.31	1.39	1.41	1.33	1.26	1.24	1.42	1.39	1.42	0.03
% of Vehicles Sold First Time	74	71	75	74	79	86	83	79	79	84	86	86	75	74	75	1
Average No. Days on Site	7.7	8.5	8.8	8.2	8.1	7.2	7.1	8.4	8.8	11.0	7.6	6.8	7.8	7.7	7.8	0.1

- Decline in % sold first time as a consequence of the Easter slowdown; this, in combination with strong pricing, suggests many vehicles are not achieving their reserves

Sales Volumes All Ages	99,631	106,251	96,509	100,290	93,997	101,826	107,782	95,394	58,931	113,646	95,936	110,471	109,271	99,631	109,271	10%
% Difference to previous month	-0.3	6.6	-9.2	3.9	-6.3	8.3	5.8	-11.5	-38.2	92.8	-15.6	15.2	-1.1	0	-1	-1
Seasonally Adjusted% Diff to previous Year	23.1	-0.7	-3.2	2.0	-1.2	1.4	1.3	-3.4	-4.8	12.9	-8.5	7.2	9.4	23	9	-14

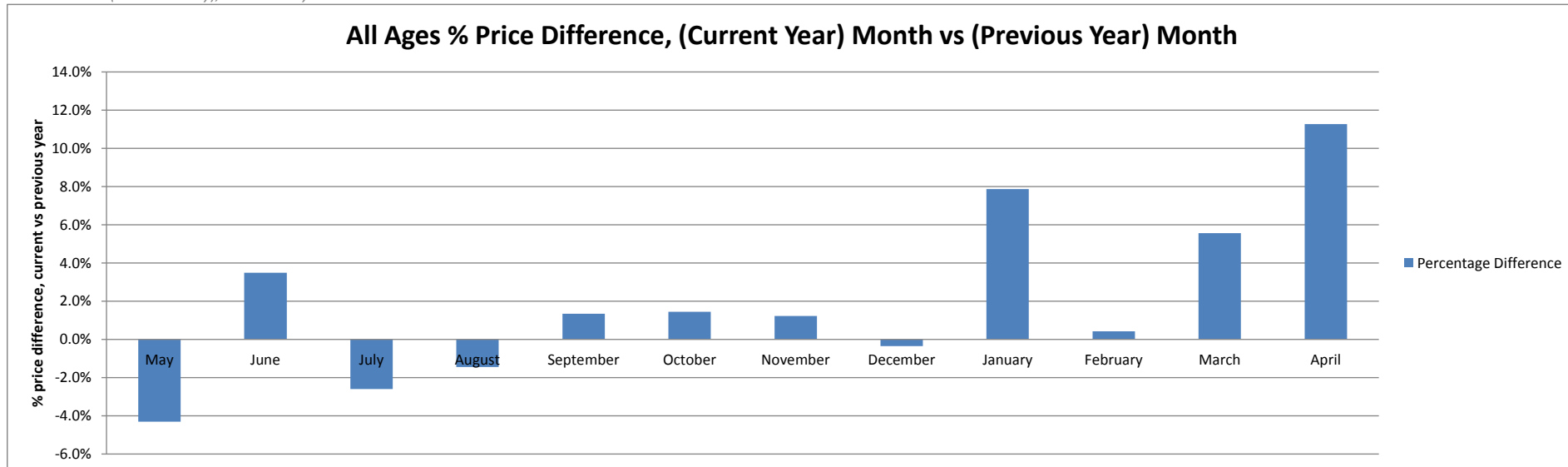
Source: NAMA (sold stock only), Glass's Analysis

- Volume growth continuing on a seasonally-adjusted basis, whilst correcting for fewer working days in April would see the month ahead of March

Average Sales Price Year on Year (all ages)

	May	June	July	August	September	October	November	December	January	February	March	April
Average All Ages Sales Price Previous Year*	£5,023	£4,958	£5,059	£5,015	£5,048	£5,129	£5,349	£5,553	£5,030	£5,419	£4,982	£4,631
Average All Ages Sales Price Current Year**	£4,807	£5,131	£4,928	£4,943	£5,116	£5,203	£5,415	£5,534	£5,426	£5,442	£5,259	£5,153
Percentage Difference	-4.3%	3.5%	-2.6%	-1.4%	1.3%	1.4%	1.2%	-0.3%	7.9%	0.4%	5.6%	11.3%

Source: NAMA (sold stock only), Glass's Analysis

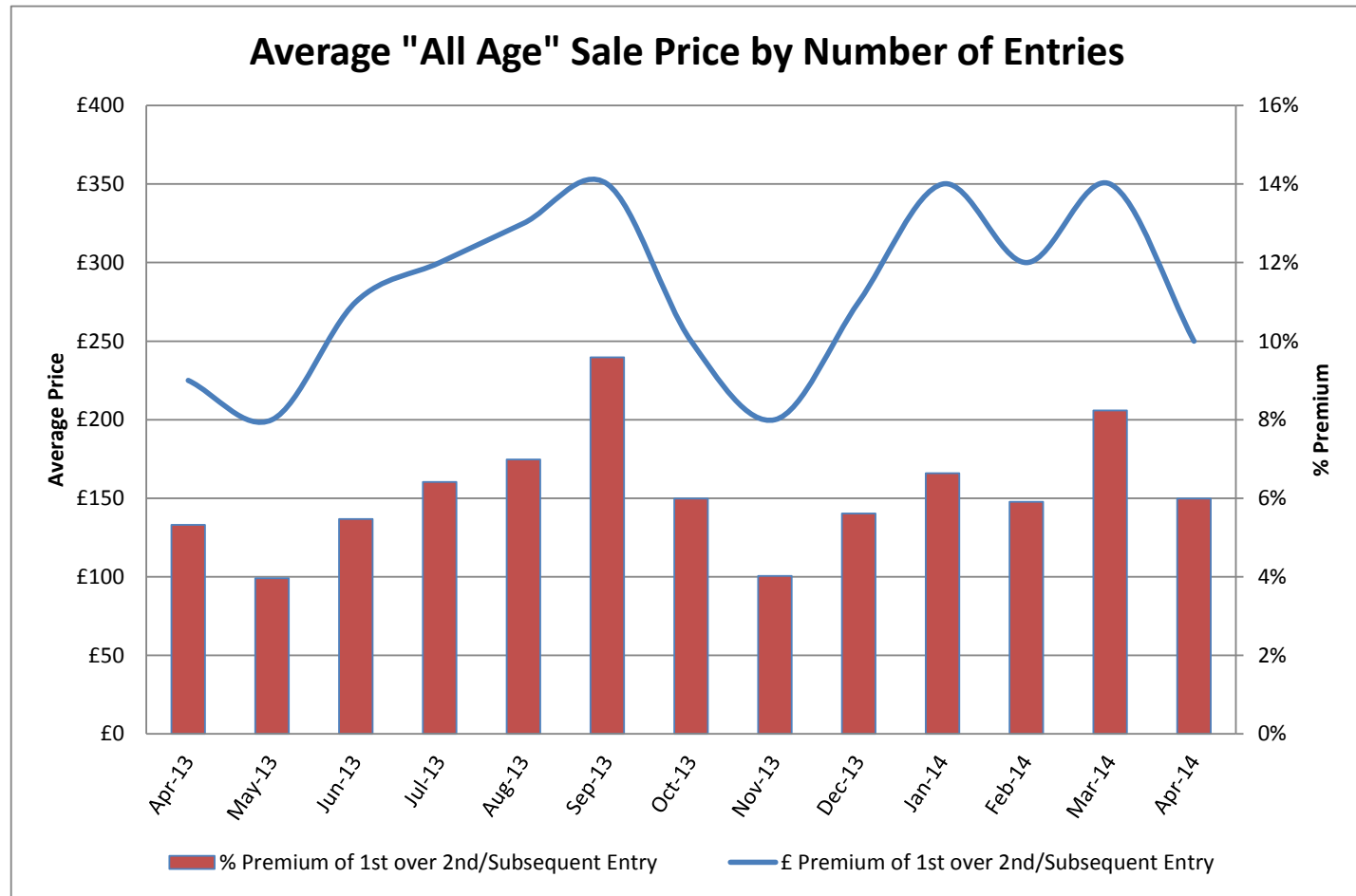


Source: NAMA (sold stock only), Glass's Analysis

- Average values have continued on their growth trajectory versus the same time last year and are now substantially higher (11.3%) than a year ago (* 2013 - Pre-January ** January onwards)

Sales Price Compared to Number of Entries (all ages)

	£ Premium	% Premium
April-13	£225	5%
May-13	£200	4%
June-13	£275	5%
July-13	£300	6%
August-13	£325	7%
September-13	£350	10%
October-13	£250	6%
November-13	£200	4%
December-13	£275	6%
January-14	£350	7%
February-14	£300	6%
March-14	£350	8%
April-14	£250	6%



Source: NAMA (sold stock only), Glass's Analysis

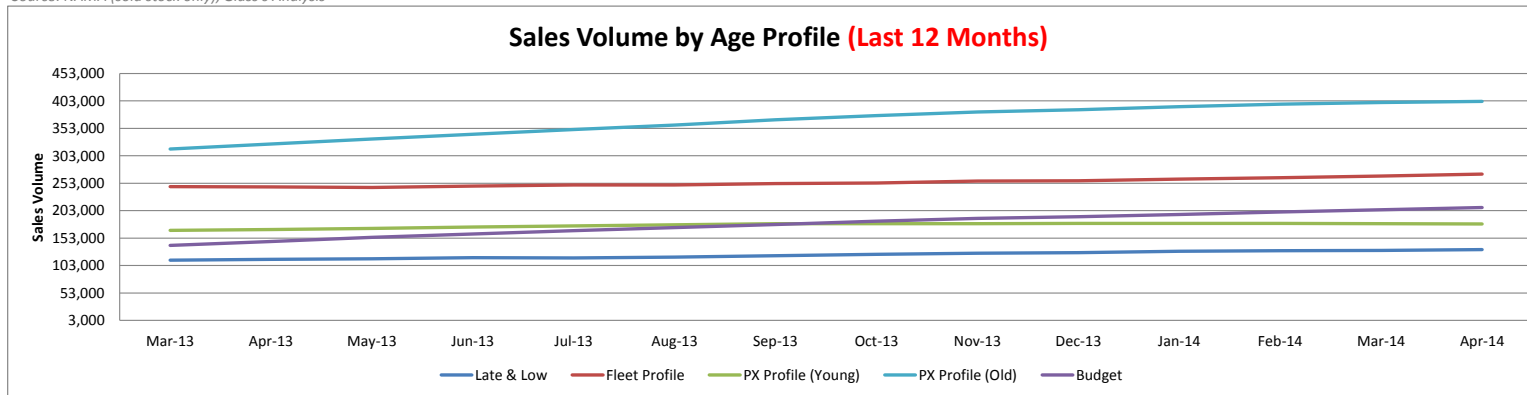
Analysis based on a matched sample of vehicles both sold at first presentation, and those only when re-entered

- Premium of first time sale valuation versus those of re-entered vehicles narrowed to 6% for April, although this is slightly above the position in April 2013

Sales Volumes by Age Profile

	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	12 month Total
Late & Low <i>0 - 2.5 Years</i>	8,930	10,715	11,432	10,895	10,275	12,071	10,331	10,577	6,924	13,962	12,005	12,372	10,284	131,843
% Difference from previous month	-24.1%	20.0%	6.7%	-4.7%	-5.7%	17.5%	-14.4%	2.4%	-34.5%	101.6%	-14.0%	3.1%	-16.9%	
Fleet Profile <i>2.6 - 4.5 Years</i>	20,390	22,897	22,250	23,537	20,560	22,446	24,356	23,806	14,336	26,356	21,459	23,781	23,741	269,525
% Difference from previous month	-0.9%	12.3%	-2.8%	5.8%	-12.6%	9.2%	8.5%	-2.3%	-39.8%	83.8%	-18.6%	10.8%	-0.2%	
PX Profile (Young) <i>4.6 - 6.5 Years</i>	16,068	17,043	15,145	15,868	15,056	16,513	15,929	13,427	8,169	16,228	13,804	16,137	15,211	178,530
% Difference from previous month	-3.4%	6.1%	-11.1%	4.8%	-5.1%	9.7%	-3.5%	-15.7%	-39.2%	98.7%	-14.9%	16.9%	-5.7%	
PX Profile (Old) <i>6.6 - 10.5 Years</i>	35,994	37,077	32,143	34,054	32,208	34,798	36,825	30,850	19,063	37,561	31,624	37,800	37,913	401,916
% Difference from previous month	3.4%	3.0%	-13.3%	5.9%	-5.4%	8.0%	5.8%	-16.2%	-38.2%	97.0%	-15.8%	19.5%	0.3%	
Budget <i>>10.5 Years</i>	18,249	18,519	15,539	15,936	15,898	15,998	20,341	16,734	10,439	19,539	17,044	20,381	22,122	208,490
% Difference from previous month	13.2%	1.5%	-16.1%	2.6%	-0.2%	0.6%	27.1%	-17.7%	-37.6%	87.2%	-12.8%	19.6%	8.5%	
Total	99,631	106,251	96,509	100,290	93,997	101,826	107,782	95,394	58,931	113,646	95,936	110,471	109,271	1,190,304
% Difference from previous month	53.0%	6.6%	-9.2%	3.9%	-6.3%	8.3%	5.8%	-11.5%	-38.2%	92.8%	-15.6%	15.2%	-1.1%	

Source: NAMA (sold stock only), Glass's Analysis



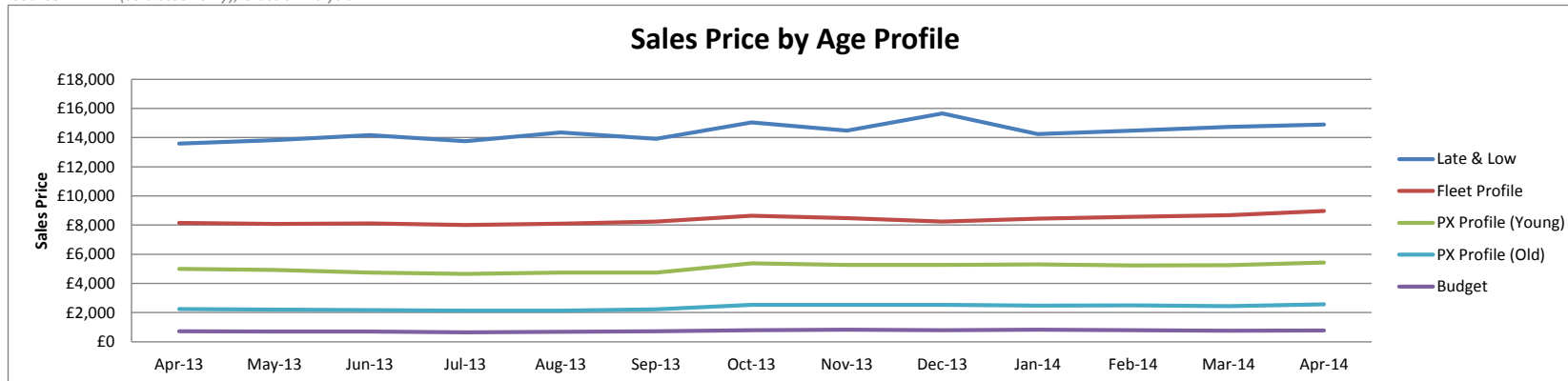
Source: NAMA (sold stock only), Glass's Analysis

- Strong volume growth exhibited for the Budget segment

Sales Prices by Age profile

	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
Late & Low <i>0 - 2.5 Years</i>	£13,600	£13,825	£14,175	£13,750	£14,350	£13,925	£15,050	£14,475	£15,650	£14,250	£14,475	£14,725	£14,900
% Difference from previous month	-6%	2%	3%	-3%	4%	-3%	8%	-4%	8%	-9%	2%	2%	1%
Fleet Profile <i>2.6 - 4.5 Years</i>	£8,150	£8,075	£8,125	£8,000	£8,100	£8,250	£8,650	£8,475	£8,250	£8,450	£8,575	£8,675	£8,975
% Difference from previous month	3%	-1%	1%	-2%	1%	2%	5%	-2%	-3%	2%	1%	1%	3%
PX Profile (Young) <i>4.6 - 6.5 Years</i>	£5,000	£4,925	£4,750	£4,650	£4,750	£4,750	£5,375	£5,275	£5,275	£5,300	£5,225	£5,250	£5,425
% Difference from previous month	4%	-2%	-4%	-2%	2%	0%	13%	-2%	0%	0%	-1%	0%	3%
PX Profile (Old) <i>6.6 - 10.5 Years</i>	£2,250	£2,200	£2,175	£2,125	£2,125	£2,225	£2,525	£2,525	£2,525	£2,475	£2,500	£2,450	£2,575
% Difference from previous month	7%	-2%	-1%	-2%	0%	5%	13%	0%	0%	-2%	1%	-2%	5%
Budget <i>>10.5 Years</i>	£725	£700	£700	£650	£675	£725	£800	£825	£800	£825	£800	£750	£775
% Difference from previous month	4%	-3%	0%	-7%	4%	7%	10%	3%	-3%	3%	-3%	-6%	3%

Source: NAMA (sold stock only), Glass's Analysis



Source: NAMA (sold stock only), Glass's Analysis

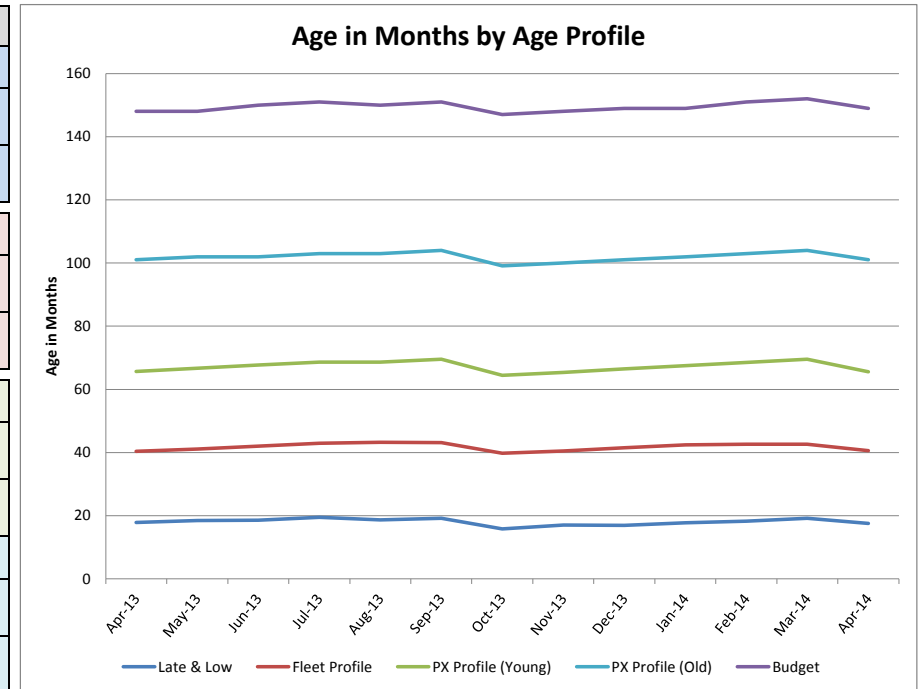
- In line with last year, values increased across all age profiles; the overall average fell as a consequence of a shift in mix towards older vehicles

Age in Months by Age Profile

	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
Late & Low <i>0 - 2.5 Years</i>	18	19	19	20	19	19	16	17	17	18	18	19	18
% Difference from previous month	-5%	3%	1%	5%	-4%	3%	-18%	8%	-1%	5%	3%	5%	-8%
100 Age Index*	101.0	99.9	104.3	99.3	102.6	103.2	108.2	103.7	106.5	87.7	94.3	106.1	97.3
Fleet Profile <i>2.6 - 4.5 Years</i>	40	41	42	43	43	43	40	41	42	42	43	43	41
% Difference from previous month	-5%	2%	2%	2%	1%	0%	-8%	2%	2%	2%	0%	0%	-5%
100 Age Index*	99.9	100.2	100.6	95.2	96.9	99.0	101.1	101.8	101.6	93.8	93.8	101.8	97.0
PX Profile (Young) <i>4.6 - 6.5 Years</i>	66	67	68	69	69	70	65	65	67	68	69	70	66
% Difference from previous month	-4%	2%	1%	1%	0%	1%	-7%	1%	2%	2%	1%	1%	-6%
100 Age Index*	100.3	101.8	103.4	99.0	100.5	102.0	103.4	103.4	104.7	97.2	97.2	103.5	97.7
PX Profile (Old) <i>6.6 - 10.5 Years</i>	101	102	102	103	103	104	99	100	101	102	103	104	101
% Difference from previous month	-3%	1%	0%	1%	0%	1%	-5%	1%	1%	1%	1%	1%	-3%
100 Age Index*	100.5	101.5	102.5	99.6	100.5	100.5	101.5	101.5	102.5	97.7	97.7	102.0	99.0
Budget <i>>10.5 Years</i>	148	148	150	151	150	151	147	148	149	149	151	152	149
% Difference from previous month	-1%	0%	1%	1%	-1%	1%	-3%	1%	1%	0%	1%	1%	-2%
100 Age Index*	100.1	100.7	101.4	100.1	100.1	101.4	102.1	101.4	102.1	99.4	99.4	102.0	99.9

Source: NAMA (sold stock only), Glass's Analysis

*100 = Jan14 (2013 Average) <Jan12 (2012 Average)



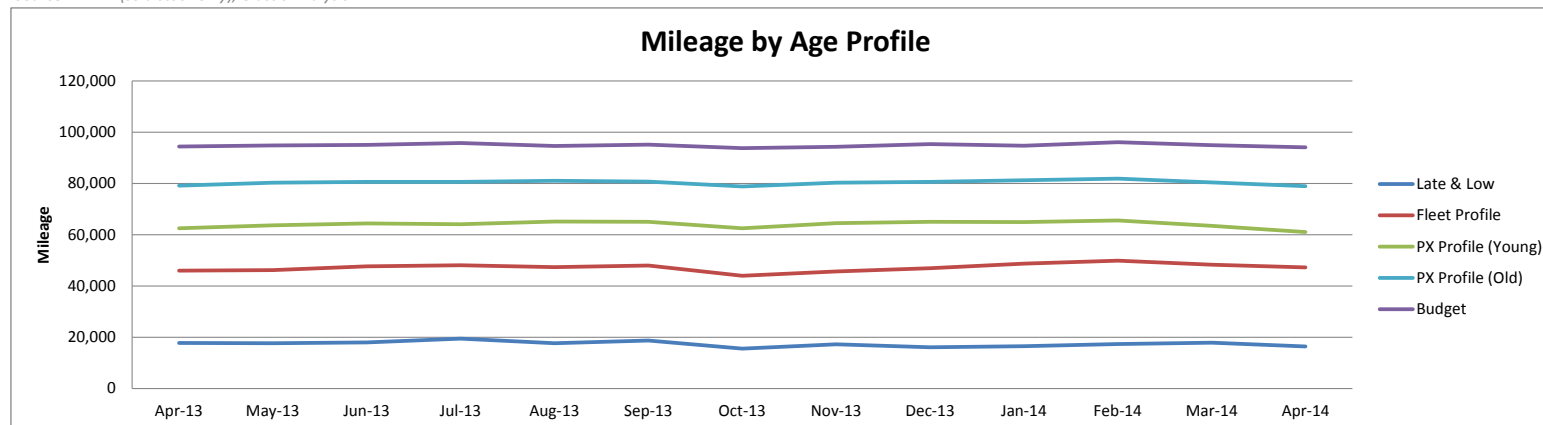
Source: NAMA (sold stock only), Glass's Analysis

- Slight decline in average age by profile observed as a consequence of the change in plate and mix within each age profile; otherwise trend appears stable for younger (up to 6.5 years old) but slightly increasing for older (6.6+ years old) cars

Mileage by Age Profile

	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
Late & Low <i>0 - 2.5 Years</i>	17,765	17,669	18,000	19,426	17,690	18,730	15,485	17,165	16,078	16,454	17,289	17,884	16,404
% Difference from previous month	-1.9%	-0.5%	1.9%	7.9%	-8.9%	5.9%	-17.3%	10.8%	-6.3%	2.3%	5.1%	3.4%	-8.3%
Fleet Profile <i>2.6 - 4.5 Years</i>	45,938	46,135	47,660	48,067	47,331	47,936	43,906	45,668	46,923	48,685	49,813	48,285	47,182
% Difference from previous month	-7.0%	0.4%	3.3%	0.9%	-1.5%	1.3%	-8.4%	4.0%	2.7%	3.8%	2.3%	-3.1%	-2.3%
PX Profile (Young) <i>4.6 - 6.5 Years</i>	62,478	63,602	64,413	64,065	65,090	65,018	62,534	64,447	65,019	64,873	65,553	63,387	61,044
% Difference from previous month	-2.0%	1.8%	1.3%	-0.5%	1.6%	-0.1%	-3.8%	3.1%	0.9%	-0.2%	1.0%	-3.3%	-3.7%
PX Profile (Old) <i>6.6 - 10.5 Years</i>	79,118	80,256	80,569	80,620	81,049	80,705	78,816	80,256	80,631	81,242	81,886	80,395	78,901
% Difference from previous month	-3.1%	1.4%	0.4%	0.1%	0.5%	-0.4%	-2.3%	1.8%	0.5%	0.8%	0.8%	-1.8%	-1.9%
Budget <i>>10.5 Years</i>	94,431	94,832	95,033	95,779	94,597	95,164	93,708	94,287	95,323	94,683	96,042	94,856	94,060
% Difference from previous month	-0.6%	0.4%	0.2%	0.8%	-1.2%	0.6%	-1.5%	0.6%	1.1%	-0.7%	1.4%	-1.2%	-0.8%

Source: NAMA (sold stock only), Glass's Analysis



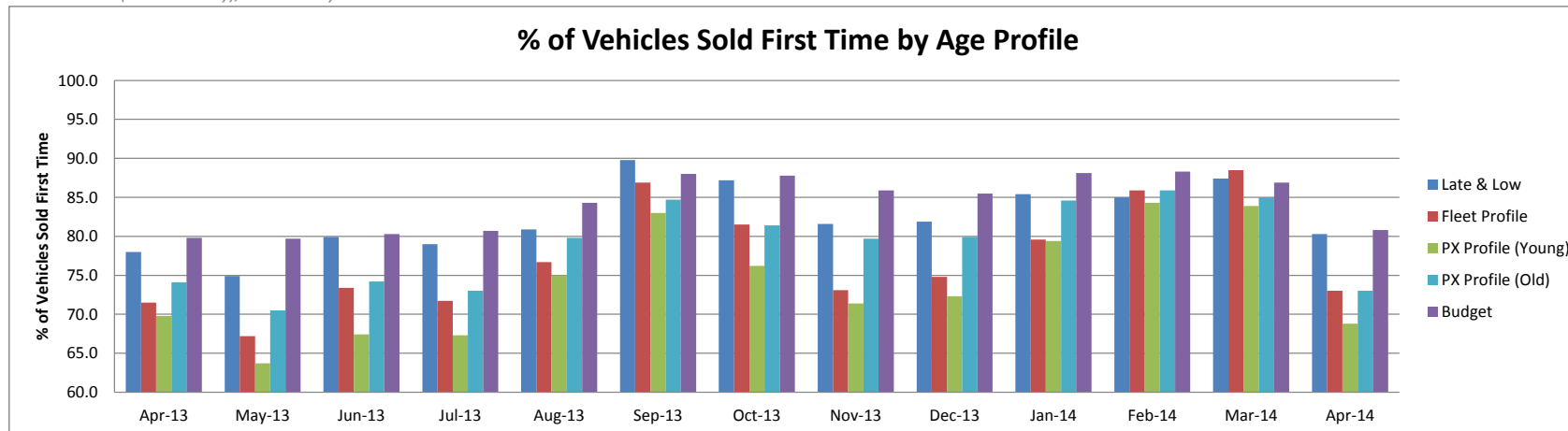
Source: NAMA (sold stock only), Glass's Analysis

- Slight decline in average mileage by profile observed as a consequence of the change in plate and mix within each age profile; otherwise the trend is stable

Vehicles Sold First Time by Age Profile

	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
Late & Low 0 - 2.5 Years	78.0	74.9	79.9	79.0	80.9	89.8	87.2	81.6	81.9	85.4	85.0	87.4	80.3
<i>Δ to previous month (% points)</i>	-5.3	-3.1	5.0	-0.9	1.9	8.9	-2.6	-5.6	0.3	3.5	-0.4	2.4	-7.1
Fleet Profile 2.6 - 4.5 Years	71.5	67.2	73.4	71.7	76.7	86.9	81.5	73.1	74.8	79.6	85.9	88.5	73.0
<i>Δ to previous month (% points)</i>	-14.7	-4.3	6.2	-1.7	5.0	10.2	-5.4	-8.4	1.7	4.8	6.3	2.6	-15.5
PX Profile (Young) 4.6 - 6.5 Years	69.8	63.7	67.4	67.3	75.0	83.0	76.2	71.4	72.3	79.4	84.3	83.9	68.8
<i>Δ to previous month (% points)</i>	-13.4	-6.1	3.7	-0.1	7.7	8.0	-6.8	-4.8	0.9	7.1	4.9	-0.4	-15.1
PX Profile (Old) 6.6 - 10.5 Years	74.1	70.5	74.2	73.0	79.8	84.7	81.4	79.7	79.9	84.6	85.9	85.0	73.0
<i>Δ to previous month (% points)</i>	-8.7	-3.6	3.7	-1.2	6.8	4.9	-3.3	-1.7	0.2	4.7	1.3	-0.9	-12.0
Budget >10.5 Years	79.8	79.7	80.3	80.7	84.3	88.0	87.8	85.9	85.5	88.1	88.3	86.9	80.8
<i>Δ to previous month (% points)</i>	-2.2	-0.1	0.6	0.4	3.6	3.7	-0.2	-1.9	-0.4	2.6	0.2	-1.4	-6.1

Source: NAMA (sold stock only), Glass's Analysis

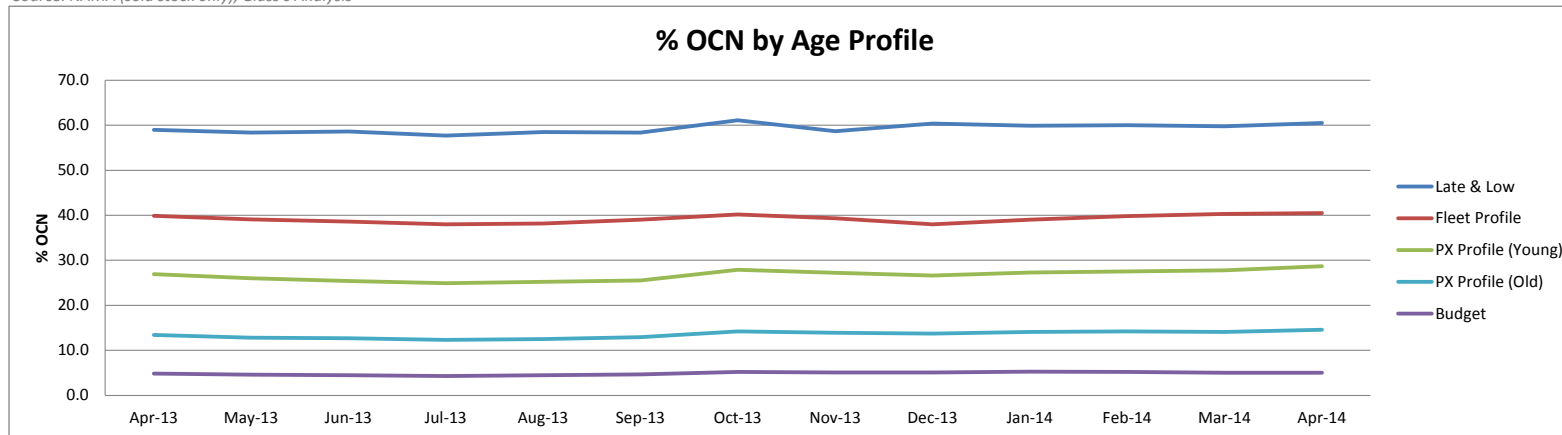


Source: NAMA (sold stock only), Glass's Analysis

OCN Percentage By Age Profile

	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
Late & Low <i>0 - 2.5 Years</i>	59.0	58.4	58.6	57.7	58.5	58.4	61.1	58.7	60.4	59.9	60.0	59.8	60.5
<i>Δ to previous month (% points)</i>	-0.6	-0.6	0.2	-0.9	0.8	-0.1	2.7	-2.4	1.7	-0.5	0.1	-0.2	0.7
Fleet Profile <i>2.6 - 4.5 Years</i>	39.9	39.1	38.6	38.0	38.2	39.0	40.2	39.3	38.0	39.0	39.8	40.3	40.5
<i>Δ to previous month (% points)</i>	0.9	-0.8	-0.5	-0.6	0.2	0.8	1.2	-0.9	-1.3	1.0	0.8	0.5	0.2
PX Profile (Young) <i>4.6 - 6.5 Years</i>	26.9	26.0	25.4	24.9	25.2	25.5	27.9	27.2	26.6	27.3	27.5	27.8	28.7
<i>Δ to previous month (% points)</i>	0.8	-0.9	-0.6	-0.5	0.3	0.3	2.4	-0.7	-0.6	0.7	0.2	0.3	0.9
PX Profile (Old) <i>6.6 - 10.5 Years</i>	13.4	12.8	12.7	12.3	12.5	12.9	14.2	13.9	13.7	14.1	14.2	14.1	14.6
<i>Δ to previous month (% points)</i>	0.8	-0.6	-0.1	-0.4	0.2	0.4	1.3	-0.3	-0.2	0.4	0.1	-0.1	0.5
Budget <i>>10.5 Years</i>	4.9	4.6	4.5	4.3	4.5	4.7	5.2	5.1	5.1	5.3	5.2	5.0	5.0
<i>Δ to previous month (% points)</i>	0.2	-0.3	-0.1	-0.2	0.2	0.2	0.5	-0.1	-0.1	0.2	-0.1	-0.2	0.0

Source: NAMA (sold stock only), Glass's Analysis



Source: NAMA (sold stock only), Glass's Analysis

- Overall increasing trend for % OCN for each age profile