

COMPILED BY
GLASS'S

Auction Report - LCV

January 2015



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NAMA used LCV market commentary for December 2014

Whole market – December compared to November

- In December, sales volumes slumped by 36.4%.
- Average mileage increased from 82,772 to 82,831
- LCVs remained on site for an average of 12.8 days
- At £5,091 the average price achieved increased by 2.9%
- 75.4% of LCVs sold at the 1st time of being offered (-6.7%)
- The average age of an LCV lot fell from 66.3 to 65.9 months
- On average, 1.4 entries were required to achieve each LCV sale

Volume changes - by age

	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
<2 Years	614	504	431	531	389	281
% Difference from previous month	44.8%	-17.9%	-14.5%	23.2%	-26.7%	-27.8%

2 - 4 Years	2,921	3,017	2,927	2,483	2,245	1,445
% Difference from previous month	8.8%	3.3%	-3.0%	-15.2%	-9.6%	-35.6%

4.1 - 6 Years	2,459	2,105	1,933	2,187	1,826	1,260
% Difference from previous month	4.5%	-14.4%	-8.2%	13.1%	-16.5%	-31.0%

Over 6 Years	3,051	2,630	2,700	3,064	2,717	1,576
% Difference from previous month	-6.3%	-13.8%	2.7%	13.5%	-11.3%	-42.0%

Comment:

At 4,562, the total number of LCVs sold at auction in December fell sharply across all age bands. However, compared to the same month in 2013 this represented an increase of 17%.

Mileage changes - by age

	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
<2 Years	22,228	24,913	19,918	18,102	21,222	21,708
% Difference from previous month	-7.7%	12.1%	-20.0%	-9.1%	17.2%	2.3%

2 - 4 Years	65,333	64,998	66,571	65,497	63,286	64,606
% Difference from previous month	4.0%	-0.5%	2.4%	-1.6%	-3.4%	2.1%

4.1 - 6 Years	88,369	86,323	88,171	87,175	82,573	83,405
% Difference from previous month	-1.6%	-2.3%	2.1%	-1.1%	-5.3%	1.0%

Over 6 Years	103,054	107,482	104,653	107,724	107,820	109,981
% Difference from previous month	-2.7%	4.3%	-2.6%	2.9%	0.1%	2.0%

Average All Age	81,393	81,521	82,147	83,843	82,772	82,831
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Comment:

The average mileage for LCVs sold in December increased by just 0.1%.

Price changes - by age

	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
<2 Years	£10,985	£10,420	£11,050	£12,610	£10,650	£10,245
% Difference from previous month	-6.0%	-5.1%	6.0%	14.1%	-15.5%	-3.8%

2 - 4 Years	£6,550	£6,330	£6,620	£7,000	£6,745	£7,155
% Difference from previous month	-2.8%	-3.4%	4.6%	5.7%	-3.6%	6.1%

4.1 - 6 Years	£4,585	£4,740	£4,640	£4,930	£4,995	£4,805
% Difference from previous month	-2.8%	3.4%	-2.1%	6.3%	1.3%	-3.8%

Over 6 Years	£2,485	£2,415	£2,440	£2,585	£2,615	£2,510
% Difference from previous month	0.6%	-2.8%	1.0%	5.9%	1.2%	-4.0%

Comment:

The average price paid for LCVs in December increased by £143 (+2.9%) which equates to an impressive uplift of £334 (+7%) over the same month in 2013.

Market Overview

With the wholesale market for LCVs delivering such an exceptionally strong performance in 2014, it was pleasing to see the old year bowing out on an upbeat note.

In December, as if to underline this, the average price paid for LCVs at auction rose to a record breaking £5,091. However, over this closing month, sharp reductions in sales volumes and proportion of LCVs selling at the first time of asking suggested that trade buyers had becoming less comfortable with such high prices. Accordingly, some commentators believe that this marked the highpoint and that the first months of 2015 are destined to see modest price falls. Others within the trade suggest that there is still a chronic shortage of the best used LCV stock and that this could drive the market even higher.

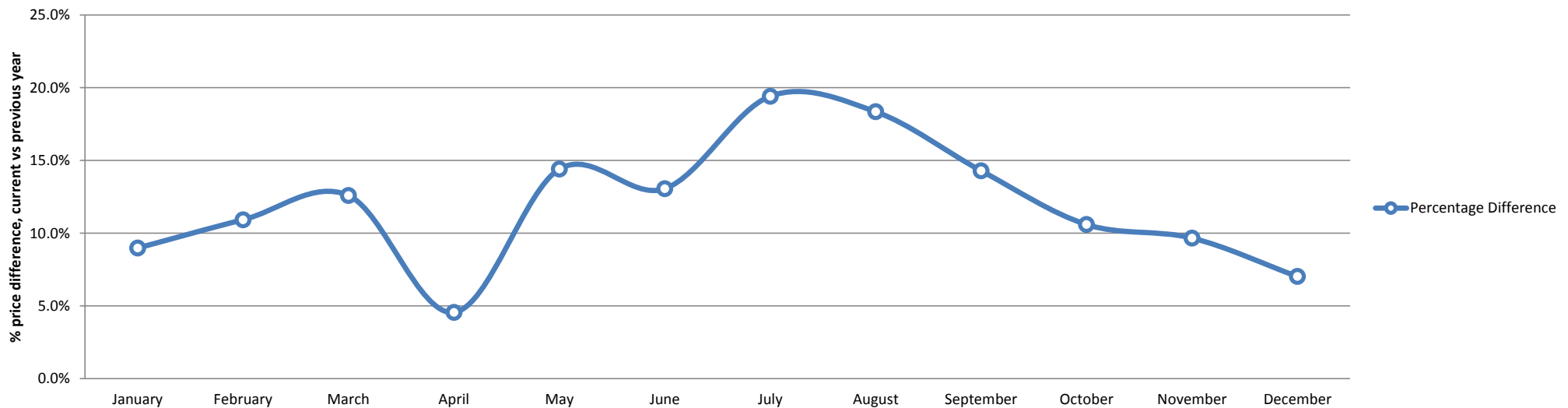
Whole Market Summary

	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Dec-13	Dec-14	Year on Year Diff
Sales Volumes All Ages	3,885	9,185	8,583	9,198	9,220	8,394	8,716	9,045	8,256	7,991	8,265	7,177	4,562	3,885	4,562	17%
% Difference to previous month	-51.2%	136.4%	-6.6%	7.2%	0.2%	-9.0%	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	-51.2%	-36.4%	14.8%
Average Age in Months	67.3	65.0	66.6	68.5	68.4	66.6	66.1	63.9	63.8	65.4	65.5	66.3	65.9	67.3	65.9	-1.4
Average Mileage	84,074	83,788	84,079	83,123	85,297	81,867	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,074	82,831	-1,243
Average No. of Entries	1.3	1.4	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	0.1
% Vehicles Sold 1st Time	80.2%	77.2%	79.3%	81.7%	77.5%	73.7%	70.3%	74.6%	76.3%	79.7%	83.1%	82.1%	75.4%	80.2%	75.4%	-4.8%
Average No. Days on Site	11.3	15.6	12.7	12.4	12.0	14.1	14.8	14.3	13.8	12.9	11.5	13.2	12.8	11.3	12.8	1.5
Average Sales Prices All Ages	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,757	£5,091	7%
% Difference to previous month	5.4%	1.1%	0.8%	-1.0%	-2.3%	5.1%	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	5.4%	2.9%	-2.5%
% OCN	27.3	26.8	27.2	26.7	26.0	27.3	26.6	27.0	27.0	27.1	28.0	27.6	27.8	27.3	27.8	0.5

Average Sale Price Year on Year

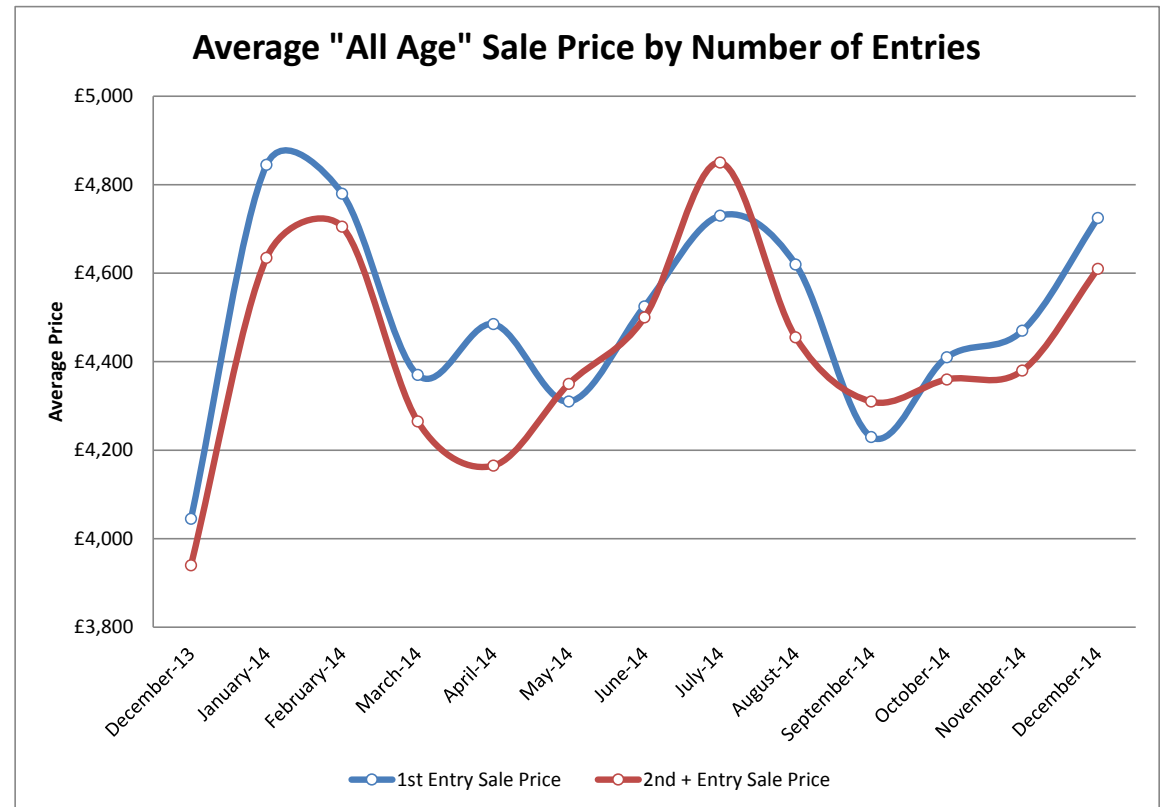
	January	February	March	April	May	June	July	August	September	October	November	December
Average All Ages Sales Price Previous Year 2013 - Pre January	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757
Average All Ages Sales Price Current Year 2014 - January Onwards	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091
Percentage Difference	9.0%	10.9%	12.6%	4.6%	14.4%	13.1%	19.4%	18.3%	14.3%	10.6%	9.7%	7.0%

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



Sales Price Compared to Number of Entries (all ages)

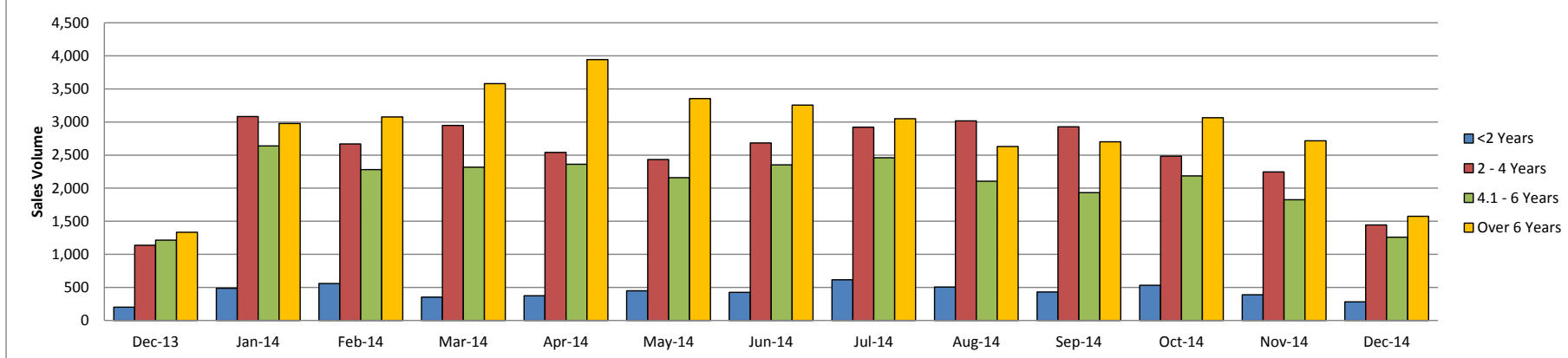
			2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
December-13	£4,045	67.8	£3,940	65.9	£105	3%
January-14	£4,845	58.0	£4,635	57.6	£210	4%
February-14	£4,780	59.9	£4,705	57.3	£75	2%
March-14	£4,370	69.5	£4,265	65.5	£105	2%
April-14	£4,485	64.9	£4,165	65.6	£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%



Sales Volume by Age Profile

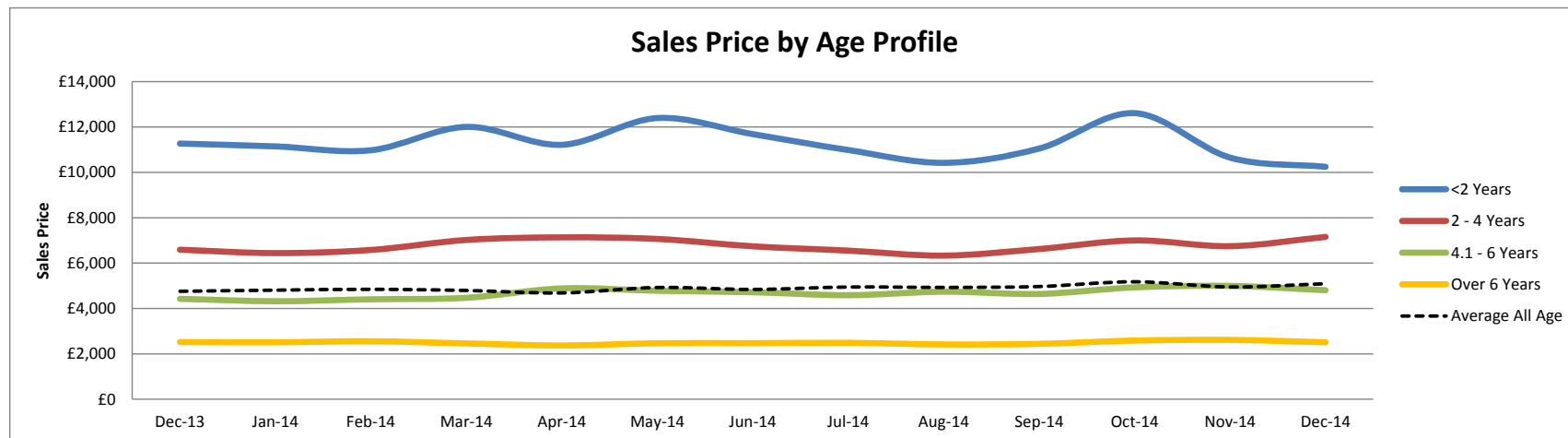
	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	12 month Total
<2 Years	200	488	557	353	375	449	424	614	504	431	531	389	281	5,396
% Difference from previous month	-45.5%	144.0%	14.1%	-36.6%	6.2%	19.7%	-5.6%	44.8%	-17.9%	-14.5%	23.2%	-26.7%	-27.8%	
2 - 4 Years	1,136	3,082	2,668	2,949	2,539	2,433	2,684	2,921	3,017	2,927	2,483	2,245	1,445	31,393
% Difference from previous month	-43.3%	171.3%	-13.4%	10.5%	-13.9%	-4.2%	10.3%	8.8%	3.3%	-3.0%	-15.2%	-9.6%	-35.6%	
4.1 - 6 Years	1,215	2,638	2,280	2,317	2,361	2,158	2,353	2,459	2,105	1,933	2,187	1,826	1,260	25,877
% Difference from previous month	-53.4%	117.1%	-13.6%	1.6%	1.9%	-8.6%	9.0%	4.5%	-14.4%	-8.2%	13.1%	-16.5%	-31.0%	
Over 6 Years	1,334	2,977	3,078	3,579	3,945	3,354	3,255	3,051	2,630	2,700	3,064	2,717	1,576	35,926
% Difference from previous month	-55.3%	123.2%	3.4%	16.3%	10.2%	-15.0%	-3.0%	-6.3%	-13.8%	2.7%	13.5%	-11.3%	-42.0%	
Total	3,885	9,185	8,583	9,198	9,220	8,394	8,716	9,045	8,256	7,991	8,265	7,177	4,562	98,592
% Difference from previous month	-51.2%	136.4%	-6.6%	7.2%	0.2%	-9.0%	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	

Sales Volume by Age Profile



Sales Price by Age Profile

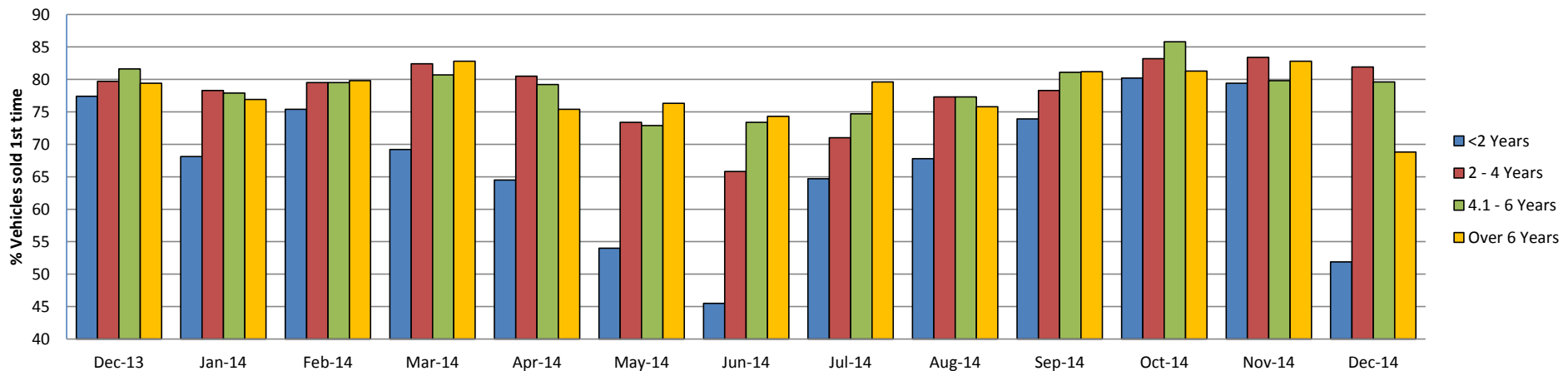
	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
<2 Years	£11,270	£11,145	£10,975	£12,005	£11,215	£12,395	£11,685	£10,985	£10,420	£11,050	£12,610	£10,650	£10,245
<i>% Difference from previous month</i>	0.9%	-1.1%	-1.5%	9.4%	-6.6%	10.5%	-5.7%	-6.0%	-5.1%	6.0%	14.1%	-15.5%	-3.8%
2 - 4 Years	£6,590	£6,440	£6,580	£7,020	£7,135	£7,065	£6,740	£6,550	£6,330	£6,620	£7,000	£6,745	£7,155
<i>% Difference from previous month</i>	-3.5%	-2.3%	2.2%	6.7%	1.6%	-1.0%	-4.6%	-2.8%	-3.4%	4.6%	5.7%	-3.6%	6.1%
4.1 - 6 Years	£4,425	£4,320	£4,405	£4,470	£4,885	£4,780	£4,715	£4,585	£4,740	£4,640	£4,930	£4,995	£4,805
<i>% Difference from previous month</i>	4.1%	-2.4%	2.0%	1.5%	9.3%	-2.1%	-1.4%	-2.8%	3.4%	-2.1%	6.3%	1.3%	-3.8%
Over 6 Years	£2,520	£2,510	£2,555	£2,460	£2,370	£2,465	£2,470	£2,485	£2,415	£2,440	£2,585	£2,615	£2,510
<i>% Difference from previous month</i>	6.3%	-0.4%	1.8%	-3.7%	-3.7%	4.0%	0.2%	0.6%	-2.8%	1.0%	5.9%	1.2%	-4.0%
Average All Age	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091
<i>% Difference from previous month</i>	5.4%	1.1%	0.8%	-1.0%	-2.3%	5.1%	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%



% Vehicles Sold First Time by Age Profile

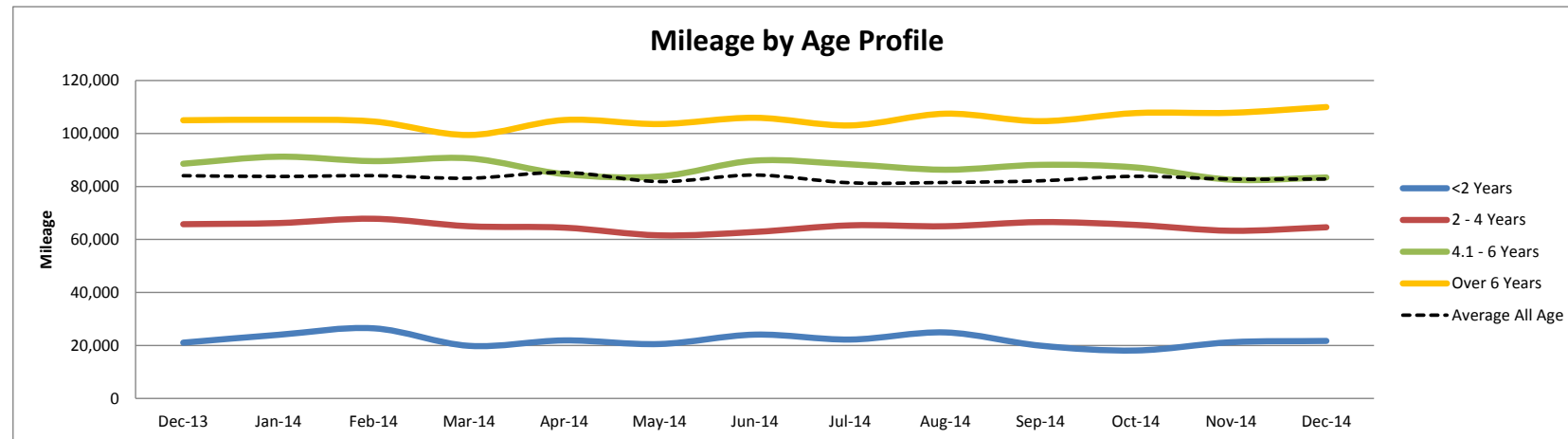
	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
<2 Years	77	68	75	69	65	54	46	65	68	74	80	79	52
% Difference from previous month	6.6%	-12.0%	10.7%	-8.2%	-6.8%	-16.3%	-15.7%	42.2%	4.8%	9.0%	8.5%	-1.0%	-34.6%
2 - 4 Years	80	78	80	82	81	73	66	71	77	78	83	83	82
% Difference from previous month	-1.8%	-1.8%	1.5%	3.6%	-2.3%	-8.8%	-10.4%	7.9%	8.9%	1.3%	6.3%	0.2%	-1.8%
4.1 - 6 Years	82	78	80	81	79	73	73	75	77	81	86	80	80
% Difference from previous month	-0.7%	-4.5%	2.1%	1.5%	-1.9%	-8.0%	0.7%	1.8%	3.5%	4.9%	5.8%	-7.0%	-0.3%
Over 6 Years	79	77	80	83	75	76	74	80	76	81	81	83	69
% Difference from previous month	-0.9%	-3.1%	3.8%	3.8%	-8.9%	1.2%	-2.6%	7.1%	-4.8%	7.1%	0.1%	1.8%	-16.9%

% Vehicles Sold First Time by Age Profile



Mileage by Age Profile

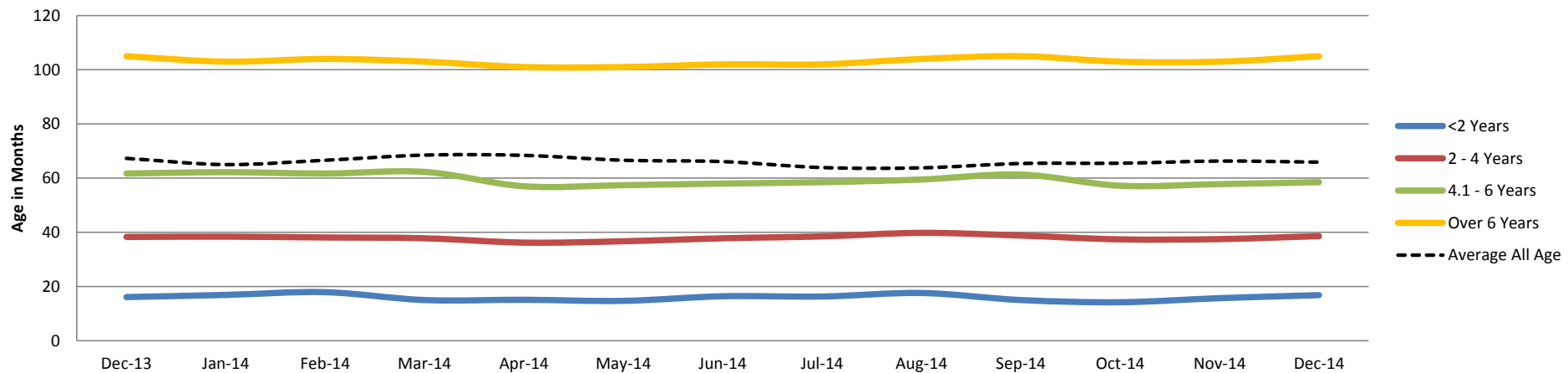
	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
<2 Years	21,055	24,017	26,462	19,859	21,905	20,540	24,085	22,228	24,913	19,918	18,102	21,222	21,708
% Difference from previous month	-8.7%	14.1%	10.2%	-25.0%	10.3%	-6.2%	17.3%	-7.7%	12.1%	-20.0%	-9.1%	17.2%	2.3%
2 - 4 Years	65,767	66,195	67,826	64,994	64,471	61,558	62,834	65,333	64,998	66,571	65,497	63,286	64,606
% Difference from previous month	3.2%	0.7%	2.5%	-4.2%	-0.8%	-4.5%	2.1%	4.0%	-0.5%	2.4%	-1.6%	-3.4%	2.1%
4.1 - 6 Years	88,592	91,249	89,571	90,631	84,681	83,795	89,763	88,369	86,323	88,171	87,175	82,573	83,405
% Difference from previous month	4.1%	3.0%	-1.8%	1.2%	-6.6%	-1.0%	7.1%	-1.6%	-2.3%	2.1%	-1.1%	-5.3%	1.0%
Over 6 Years	104,998	105,187	104,525	99,440	105,095	103,568	105,939	103,054	107,482	104,653	107,724	107,820	109,981
% Difference from previous month	-1.0%	0.2%	-0.6%	-4.9%	5.7%	-1.5%	2.3%	-2.7%	4.3%	-2.6%	2.9%	0.1%	2.0%
Average All Age	84,074	83,788	84,079	83,123	85,297	81,867	84,316	81,393	81,521	82,147	83,843	82,772	82,831
% Difference from previous month	-0.8%	-0.3%	0.3%	-1.1%	2.6%	-4.0%	3.0%	-3.5%	0.2%	0.8%	2.1%	-1.3%	0.1%



Age in Months by Age Profile

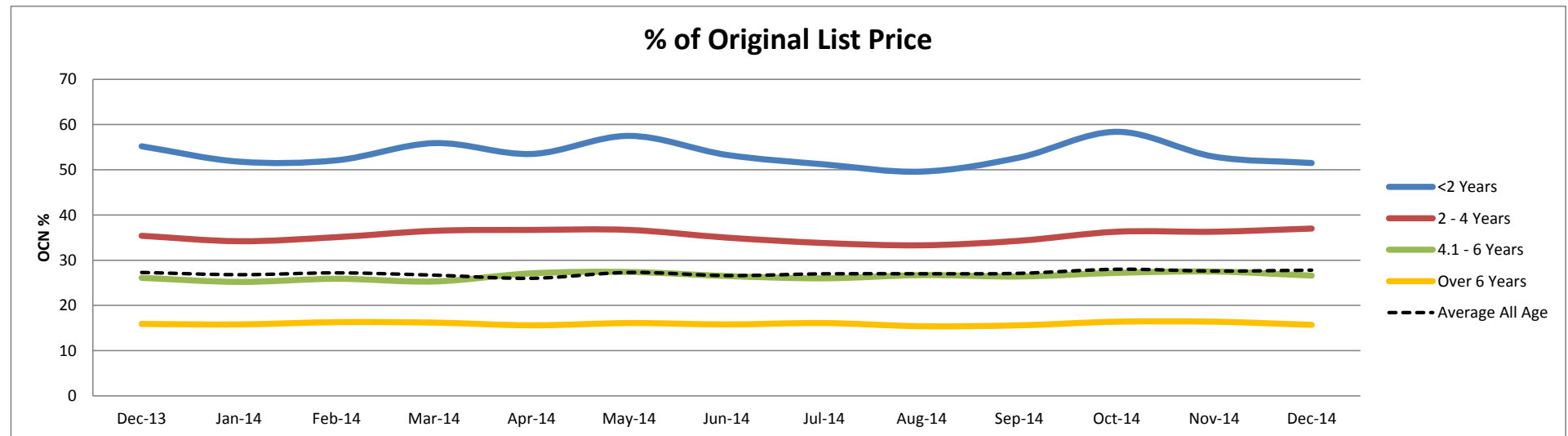
	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
<2 Years	16	17	18	15	15	15	16	16	18	15	14	16	17
% Difference from previous month	-4.2%	5.0%	5.9%	-16.2%	0.7%	-2.6%	11.6%	-0.6%	8.0%	-14.8%	-5.3%	10.6%	7.0%
2 - 4 Years	38	38	38	38	36	37	38	39	40	39	37	38	39
% Difference from previous month	1.9%	0.3%	-0.8%	-0.8%	-4.2%	1.4%	3.0%	1.9%	3.4%	-2.5%	-3.6%	0.3%	2.9%
4.1 - 6 Years	62	62	62	62	57	57	58	59	60	61	57	58	59
% Difference from previous month	2.5%	0.8%	-0.8%	1.0%	-8.5%	0.7%	1.0%	0.9%	1.7%	3.0%	-6.7%	1.0%	1.2%
Over 6 Years	105	103	104	103	101	101	102	102	104	105	103	103	105
% Difference from previous month	2.9%	-1.9%	1.0%	-1.0%	-1.9%	0.0%	1.0%	0.0%	2.0%	1.0%	-1.9%	0.0%	1.9%

Age in Months by Age Profile



Percentage of Original List Price by Age Profile

	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
<2 Years	55	52	52	56	54	58	53	51	50	53	58	53	52
<i>% Difference from previous month</i>	4.2%	-6.2%	0.6%	7.3%	-4.3%	7.5%	-7.3%	-3.9%	-3.1%	6.3%	10.8%	-9.4%	-2.6%
2 - 4 Years	35	34	35	37	37	37	35	34	33	34	36	36	37
<i>% Difference from previous month</i>	0.0%	-3.4%	2.6%	4.0%	0.5%	0.0%	-4.6%	-3.4%	-1.5%	3.0%	5.8%	0.0%	1.9%
4.1 - 6 Years	26	25	26	25	27	27	27	26	27	26	27	28	27
<i>% Difference from previous month</i>	-0.4%	-3.4%	2.8%	-2.3%	7.1%	1.1%	-3.3%	-1.9%	2.7%	-1.1%	3.0%	1.1%	-3.3%
Over 6 Years	16	16	16	16	16	16	16	16	15	16	16	16	16
<i>% Difference from previous month</i>	3.9%	-0.6%	3.2%	-0.6%	-3.7%	3.2%	-1.9%	1.9%	-4.3%	1.3%	5.1%	0.0%	-4.3%



<2 Years Summary by Weight Band

<2 Years		Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
SMALL LCV (<2.6)	Average age in months	16	17	18	15	15	15	17	17	19	15	15	15	17
	Recorded mileage	18340	23907	26261	22476	23486	19841	24556	21011	25085	19499	19765	23583	22976
	Conversion rate	77%	67%	79%	77%	64%	60%	52%	50%	67%	63%	83%	80%	32%
	Sales volumes	64	155	164	118	117	135	117	178	182	145	177	147	112
	Sales prices	£7,219	£6,999	£6,953	£7,279	£7,396	£8,479	£7,034	£6,782	£6,688	£7,191	£8,219	£6,687	£6,831
	% New Price	48%	44%	46%	49%	48%	53%	46%	45%	43%	46%	52%	46%	44%
MEDIUM LCV (2.6 - 3.495)	Average age in months	15	18	19	15	15	14	15	16	16	16	14	16	17
	Recorded mileage	21233	24666	26660	18048	21395	16633	20303	21456	21968	21193	17072	17794	18076
	Conversion rate	75%	71%	73%	67%	57%	39%	48%	65%	58%	63%	79%	73%	56%
	Sales volumes	53	145	188	90	120	160	126	235	140	136	174	103	102
	Sales prices	£11,083	£10,599	£11,018	£12,818	£11,616	£13,134	£12,442	£11,245	£11,127	£11,724	£13,909	£10,591	£11,020
	% New Price	52%	51%	53%	58%	56%	61%	58%	53%	53%	55%	63%	52%	54%
LARGE LCV (3.5)	Average age in months	18	17	19	16	16	17	18	17	20	16	14	17	18
	Recorded mileage	29958	31994	34615	25033	26340	31607	35009	30691	35025	22101	20008	30557	30828
	Conversion rate	69%	62%	65%	62%	58%	43%	17%	68%	69%	88%	81%	77%	44%
	Sales volumes	32	107	120	84	87	94	107	124	105	95	107	66	36
	Sales prices	£12,052	£13,012	£12,349	£13,515	£12,774	£13,410	£11,884	£12,440	£11,754	£12,787	£14,471	£12,813	£12,864
	% New Price	45%	45%	44%	47%	45%	47%	41%	43%	42%	47%	51%	47%	47%

2-4 Years Summary by Weight Band

2 - 4 Years		Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
SMALL LCV (<2.6)	Average age in months	38	39	38	38	36	36	37	38	39	38	37	37	37
	Recorded mileage	60007	59569	64107	61361	62051	56725	61052	60660	58441	62423	63113	57315	57795
	Conversion rate	75%	79%	83%	87%	84%	82%	68%	71%	80%	78%	82%	86%	83%
	Sales volumes	415	1077	1014	1041	856	858	949	990	1153	1117	1020	1022	566
	Sales prices	£4,478	£4,526	£4,681	£4,895	£4,879	£4,936	£4,703	£4,618	£4,439	£4,479	£4,355	£4,612	£4,525
	% New Price	31%	32%	33%	33%	33%	34%	31%	31%	30%	31%	30%	32%	31%
MEDIUM LCV (2.6 - 3.495)	Average age in months	39	38	38	39	37	38	39	39	41	40	38	39	40
	Recorded mileage	67965	67007	68656	63441	64919	65889	62141	66885	67896	66991	65277	65730	70798
	Conversion rate	85%	77%	79%	86%	82%	75%	65%	73%	76%	77%	84%	82%	85%
	Sales volumes	408	1073	871	995	836	811	937	1064	1062	918	740	637	431
	Sales prices	£6,975	£6,616	£7,132	£7,368	£7,333	£7,142	£7,027	£6,776	£6,553	£7,072	£8,256	£7,800	£7,968
	% New Price	37%	35%	36%	38%	38%	37%	36%	34%	33%	36%	40%	38%	39%
LARGE LCV (3.5)	Average age in months	39	39	39	38	36	35	37	38	40	38	38	39	40
	Recorded mileage	82658	81868	81955	84326	75390	72676	77158	81013	85331	82199	85375	91092	87594
	Conversion rate	73%	73%	74%	76%	77%	66%	54%	65%	73%	75%	87%	75%	74%
	Sales volumes	192	652	524	567	530	429	448	531	480	572	392	315	222
	Sales prices	£7,464	£7,293	£7,153	£7,632	£8,130	£8,495	£7,801	£7,549	£7,512	£7,689	£7,885	£7,492	£7,695
	% New Price	29%	28%	28%	29%	31%	32%	29%	29%	29%	29%	30%	29%	29%

4.1-6 Years Summary by Weight Band

4.1 - 6 Years		Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
SMALL LCV (<2.6)	Average age in months	61	62	61	62	57	57	58	58	60	62	57	58	59
	Recorded mileage	75458	80954	80413	81532	79337	76774	77609	77628	79673	77812	76182	75038	77244
	Conversion rate	82%	72%	85%	81%	83%	76%	80%	76%	80%	82%	85%	79%	82%
	Sales volumes	323	775	738	646	757	789	792	872	758	693	743	637	498
	Sales prices	£3,070	£2,967	£3,142	£3,146	£3,344	£3,379	£3,332	£3,258	£3,121	£3,045	£3,274	£3,258	£3,170
	% New Price	25%	24%	25%	25%	26%	26%	25%	25%	24%	24%	25%	24%	23%
MEDIUM LCV (2.6 - 3.495)	Average age in months	63	63	62	62	57	58	58	58	59	61	56	58	58
	Recorded mileage	89295	89781	89253	85624	83109	79647	84082	87651	83596	90029	90337	84075	83808
	Conversion rate	82%	81%	82%	87%	83%	77%	76%	76%	78%	84%	90%	80%	81%
	Sales volumes	529	1094	906	903	869	765	876	929	756	677	873	697	449
	Sales prices	£4,470	£4,512	£4,665	£4,832	£5,315	£5,485	£5,374	£5,076	£5,292	£5,185	£5,302	£5,357	£5,590
	% New Price	27%	26%	27%	28%	29%	31%	30%	28%	29%	28%	28%	29%	30%
LARGE LCV (3.5)	Average age in months	61	62	62	62	57	58	58	59	60	61	59	58	59
	Recorded mileage	108094	113087	106696	111055	96665	106961	121967	112077	106322	104996	108049	97176	100187
	Conversion rate	77%	70%	72%	76%	72%	64%	57%	71%	76%	77%	81%	81%	77%
	Sales volumes	267	569	478	614	592	467	537	494	442	424	404	338	224
	Sales prices	£4,773	£4,687	£4,934	£4,585	£5,498	£5,168	£4,871	£5,094	£5,580	£5,463	£5,774	£5,898	£5,731
	% New Price	21%	20%	21%	19%	22%	21%	19%	21%	23%	22%	23%	24%	23%

>6 Years Summary by Weight Band

	Over 6 Years	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
SMALL LCV (<2.6)	Average age in months	101	100	104	103	101	101	104	104	106	106	104	104	105
	Recorded mileage	97578	101097	98594	97746	100977	99552	98446	97555	100278	101279	102184	100951	106738
	Conversion rate	82%	76%	81%	86%	82%	79%	74%	80%	76%	82%	82%	81%	69%
	Sales volumes	358	804	949	1084	1484	1230	1131	1077	946	978	1125	959	511
	Sales prices	£1,409	£1,445	£1,438	£1,474	£1,404	£1,402	£1,378	£1,448	£1,328	£1,280	£1,391	£1,404	£1,383
	% New Price	13%	13%	13%	13%	13%	12%	12%	13%	12%	11%	12%	12%	12%
MEDIUM LCV (2.6 - 3.495)	Average age in months	99	98	101	99	96	96	97	97	100	100	99	99	99
	Recorded mileage	109753	103734	108629	94120	105310	102791	106585	100577	113026	105739	109909	108829	109310
	Conversion rate	80%	71%	81%	86%	75%	80%	75%	83%	76%	81%	82%	88%	73%
	Sales volumes	401	855	855	1392	1208	1004	980	940	772	752	843	797	481
	Sales prices	£2,621	£2,576	£2,493	£2,709	£2,662	£2,821	£2,834	£2,994	£2,690	£2,734	£2,789	£2,964	£2,786
	% New Price	16%	16%	16%	18%	17%	18%	18%	19%	17%	17%	18%	18%	17%
LARGE LCV (3.5)	Average age in months	106	98	101	103	99	101	98	100	100	104	102	101	106
	Recorded mileage	114249	116079	116989	115937	117168	117813	119021	118790	117663	114468	124755	123790	124019
	Conversion rate	78%	72%	77%	77%	72%	72%	76%	79%	82%	80%	79%	80%	71%
	Sales volumes	267	647	690	612	729	640	688	616	538	532	604	503	316
	Sales prices	£2,231	£2,617	£2,578	£2,388	£2,730	£2,763	£2,845	£2,698	£2,950	£2,697	£2,722	£2,786	£2,595
	% New Price	12%	13%	13%	12%	14%	14%	14%	14%	15%	14%	14%	14%	13%