

COMPILED BY
GLASS'S

Auction Report - LCV

July 2014

na
ma
NATIONAL ASSOCIATION
OF MOTOR AUCTIONS

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NAMA used LCV market commentary for June 2014

Whole market – June compared to May

- In June, LCV sales volumes rose by more than 3%.
- Average age fell from 66.6 to 66.1 months.
- Average mileage increased from 81,867 to 84,316 miles (+3%).
- At £4,839 the average price achieved was -1.7% lower.
- In June, 70% of LCVs sold at the 1st time of being offered (-4%).
- On average, LCVs remained on site for 14.8 days (+0.7).
- The average number of entries required to achieve a sale rose to 1.45.

Volume changes - by age

	Feb-14	Mar-14	Apr-14	May-14	Jun-14
<2 Years	557	353	375	449	424
% Difference from previous month	14.1%	-36.6%	6.2%	19.7%	-5.6%

2 - 4 Years	2,668	2,949	2,539	2,433	2,684
% Difference from previous month	-13.4%	10.5%	-13.9%	-4.2%	10.3%

4.1 - 6 Years	2,280	2,317	2,361	2,158	2,353
% Difference from previous month	-13.6%	1.6%	1.9%	-8.6%	9.0%

Over 6 Years	3,078	3,579	3,945	3,354	3,255
% Difference from previous month	3.4%	16.3%	10.2%	-15.0%	-3.0%

Comment:

With sales volumes rising, June continued the robust levels of demand witnessed across the wholesale marketplace over the past 18-months. However, following what are likely to be some slower months over the summer, it is hoped that September will bring equilibrium to the balance between supply and demand.

Mileage changes - by age

	Feb-14	Mar-14	Apr-14	May-14	Jun-14
<2 Years	26,462	19,859	21,905	20,540	24,085
% Difference from previous month	10.2%	-25.0%	10.3%	-6.2%	17.3%

2 - 4 Years	67,826	64,994	64,471	61,558	62,834
% Difference from previous month	2.5%	-4.2%	-0.8%	-4.5%	2.1%

4.1 - 6 Years	89,571	90,631	84,681	83,795	89,763
% Difference from previous month	-1.8%	1.2%	-6.6%	-1.0%	7.1%

Over 6 Years	104,525	99,440	105,095	103,568	105,939
% Difference from previous month	-0.6%	-4.9%	5.7%	-1.5%	2.3%

Average All Age	84,079	83,123	85,297	81,867	83,316
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Comment:

In June, the average mileage for an LCV sold at auction increased by 3%

Price changes - by age

	Feb-14	Mar-14	Apr-14	May-14	Jun-14
<2 Years	£10,975	£12,005	£11,215	£12,395	£11,685
% Difference from previous month	-1.5%	9.4%	-6.6%	10.5%	-5.7%

2 - 4 Years	£6,580	£7,020	£7,135	£7,065	£6,740
% Difference from previous month	2.2%	6.7%	1.6%	-1.0%	-4.6%

4.1 - 6 Years	£4,405	£4,470	£4,885	£4,780	£4,715
% Difference from previous month	2.0%	1.5%	9.3%	-2.1%	-1.4%

Over 6 Years	£2,555	£2,460	£2,370	£2,465	£2,470
% Difference from previous month	1.8%	-3.7%	-3.7%	4.0%	0.2%

Comment:

In June, a slight decline in average price (-1.7%) was attributable to the weaker performance delivered by newer stock. Despite this decline, the average price paid for LCVs rose by 13% above where they were standing a year ago.

Market Overview

As June brought the first half of the year to a close, it was apparent that sales volumes across each age band had stumbled with demand for LCVs becoming patchy. Counter intuitively, the average return from each lot sold increased once again which points to vendors holding reserve prices at levels that trade buyers are finding uncomfortably high.

As a consequence, there is a danger that conversion rates will continue to fall and the back log of unsold stock will grow over the slow summer months. For vendors, the calculation to be made is whether the risk of bringing the marketplace to a grinding halt, with the pain that would deliver, is outweighed by the benefits of holding prices at historically high levels. An alternative view is that vendors believe, regardless of what actions are taken now, the weeks of summer are destined to disappoint and that there is little benefit in shifting stock at lower prices. Perhaps, anticipating that improved demand in September will be more than capable of soaking up what LCV stock is available.

Despite closing on a low note, half time in 2014 marked the successful conclusion of 6 months when demand had held firm for most used LCVs, driving prices to levels that were well above expectation. Although the next 6 months are likely to provide our industry with a fresh set of challenges, following sluggish demand in July and August, there is little reason to be pessimistic over prospects for the remainder of this year.

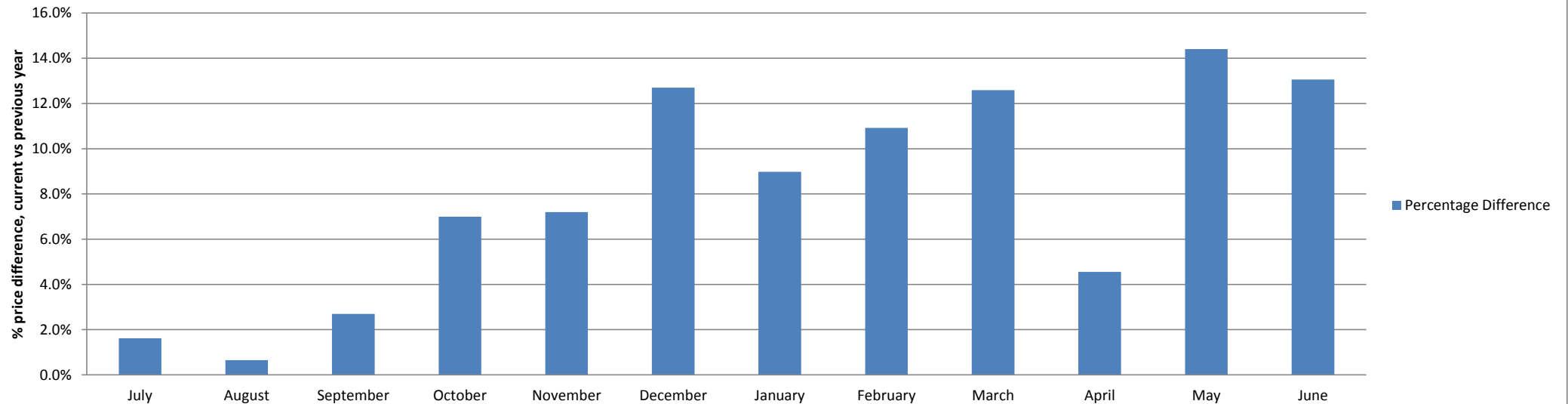
Whole Market Summary

	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jun-13	Jun-14	Year on Year Diff
Sales Volumes All Ages	7,865	7,531	7,816	7,929	9,110	7,963	3,885	9,185	8,583	9,198	9,220	8,394	8,716	7,865	8,716	11%
% Difference to previous month	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	0.2%	-9.0%	3.8%			
Average Age in Months	65.7	68.3	68.4	68.4	66.4	68.1	67.3	65.0	66.6	68.5	68.4	66.6	66.1	65.7	66.1	0.4
Average Mileage	82,214	83,746	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,297	81,867	84,316	82,214	84,316	2,102
Average No. of Entries	1.45	1.45	1.45	1.37	1.27	1.32	1.26	1.35	1.32	1.32	1.33	1.39	1.45	1.45	1.45	0.00
% Vehicles Sold 1st Time	69%	70%	72%	79%	84%	81%	80%	77%	79%	82%	78%	74%	70%	69%	70%	1%
Average No. Days on Site	13.4	12.7	13.2	12.9	11.8	11.6	11.3	15.6	12.7	12.4	12.0	14.1	14.8	13.4	14.8	1.4
Average Sales Prices All Ages	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,280	£4,839	13%
% Difference to previous month	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%	-2.3%	5.1%	-1.7%			
% OCN	25.0	24.5	24.6	25.5	26.6	26.0	27.3	26.8	27.2	26.7	26.0	27.3	26.6	25.0	26.6	1.6

Average Sale Price Year on Year

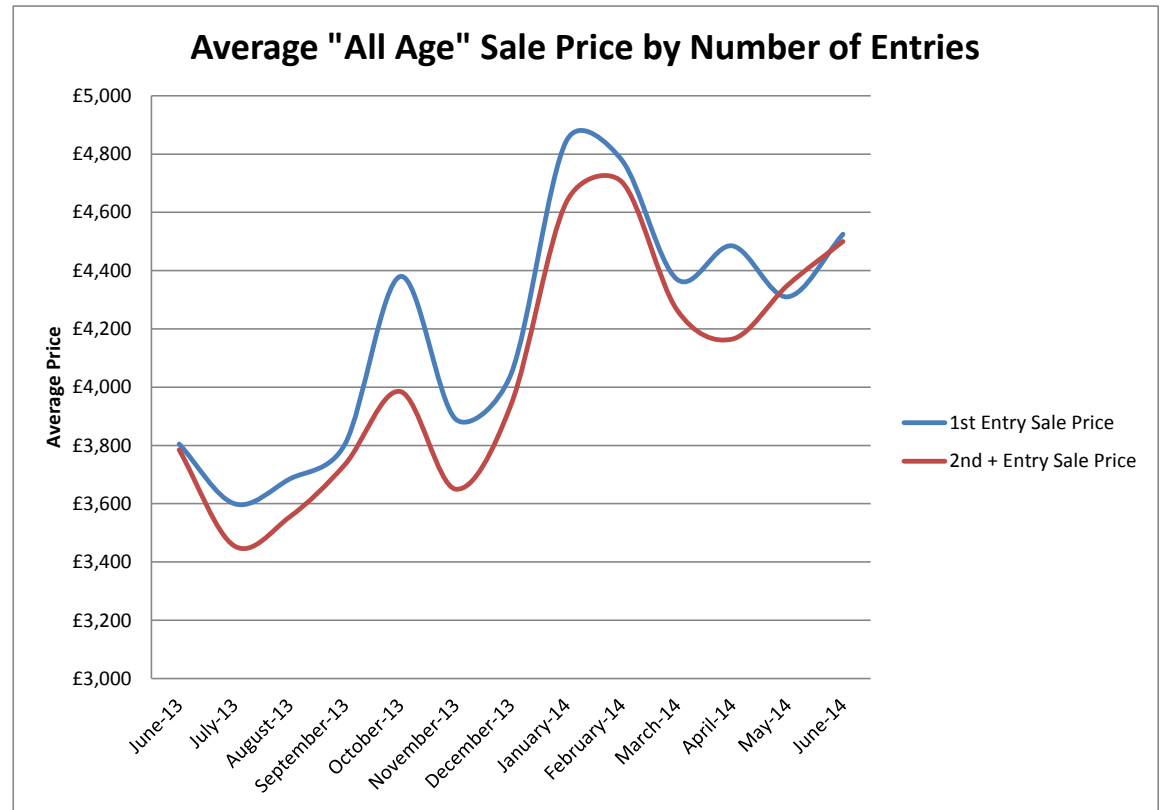
	July	August	September	October	November	December	January	February	March	April	May	June
Average All Ages Sales Price Previous Year 2013 - Pre January	£4,075	£4,137	£4,232	£4,375	£4,209	£4,221	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280
Average All Ages Sales Price Current Year 2014 - January Onwards	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839
Percentage Difference	1.6%	0.7%	2.7%	7.0%	7.2%	12.7%	9.0%	10.9%	12.6%	4.6%	14.4%	13.1%

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



Sales Price Compared to Number of Entries (all ages)

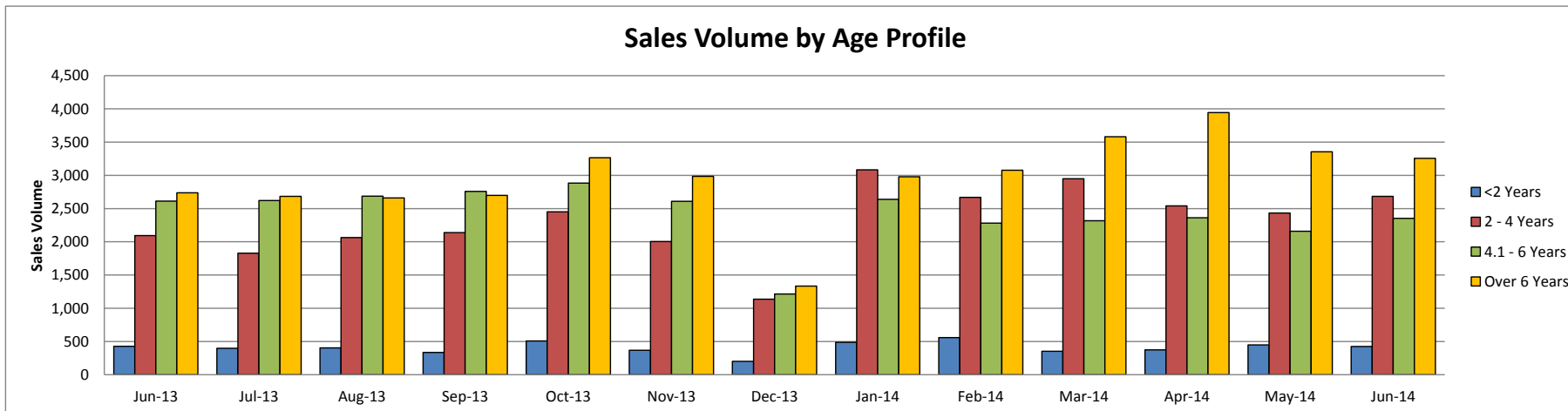
	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
June-13	£3,805	62.6	£3,785	60.0	£20	1%
July-13	£3,600	64.8	£3,455	64.2	£145	4%
August-13	£3,685	64.7	£3,555	63.5	£130	4%
September-13	£3,805	64.5	£3,735	60.9	£70	2%
October-13	£4,380	61.4	£3,985	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%
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%



Sales Volume by Age Profile

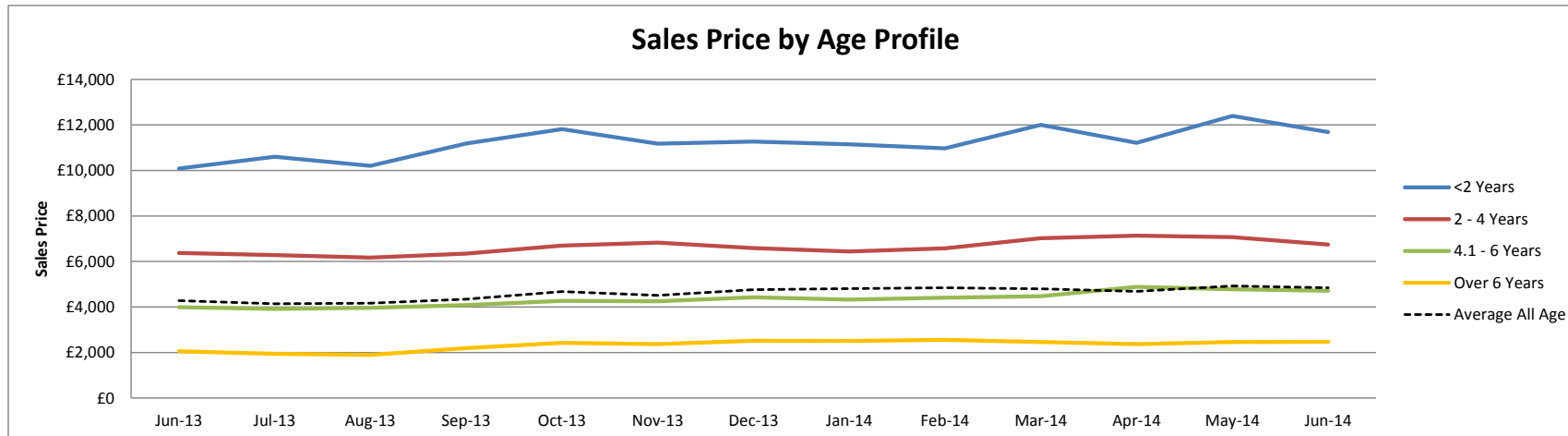
	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	12 month Total
<2 Years	426	398	404	334	508	367	200	488	557	353	375	449	424	4,857
% Difference from previous month	16.4%	-6.6%	1.5%	-17.3%	52.1%	-27.8%	-45.5%	144.0%	14.1%	-36.6%	6.2%	19.7%	-5.6%	
2 - 4 Years	2,092	1,829	2,064	2,138	2,452	2,003	1,136	3,082	2,668	2,949	2,539	2,433	2,684	27,977
% Difference from previous month	-3.4%	-12.6%	12.8%	3.6%	14.7%	-18.3%	-43.3%	171.3%	-13.4%	10.5%	-13.9%	-4.2%	10.3%	
4.1 - 6 Years	2,611	2,622	2,687	2,759	2,884	2,609	1,215	2,638	2,280	2,317	2,361	2,158	2,353	28,883
% Difference from previous month	-9.9%	0.4%	2.5%	2.7%	4.5%	-9.5%	-53.4%	117.1%	-13.6%	1.6%	1.9%	-8.6%	9.0%	
Over 6 Years	2,736	2,682	2,661	2,698	3,266	2,984	1,334	2,977	3,078	3,579	3,945	3,354	3,255	35,813
% Difference from previous month	-10.3%	-2.0%	-0.8%	1.4%	21.1%	-8.6%	-55.3%	123.2%	3.4%	16.3%	10.2%	-15.0%	-3.0%	
Total	7,865	7,531	7,816	7,929	9,110	7,963	3,885	9,185	8,583	9,198	9,220	8,394	8,716	97,530
% Difference from previous month	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	0.2%	-9.0%	3.8%	

Sales Volume by Age Profile



Sales Price by Age Profile

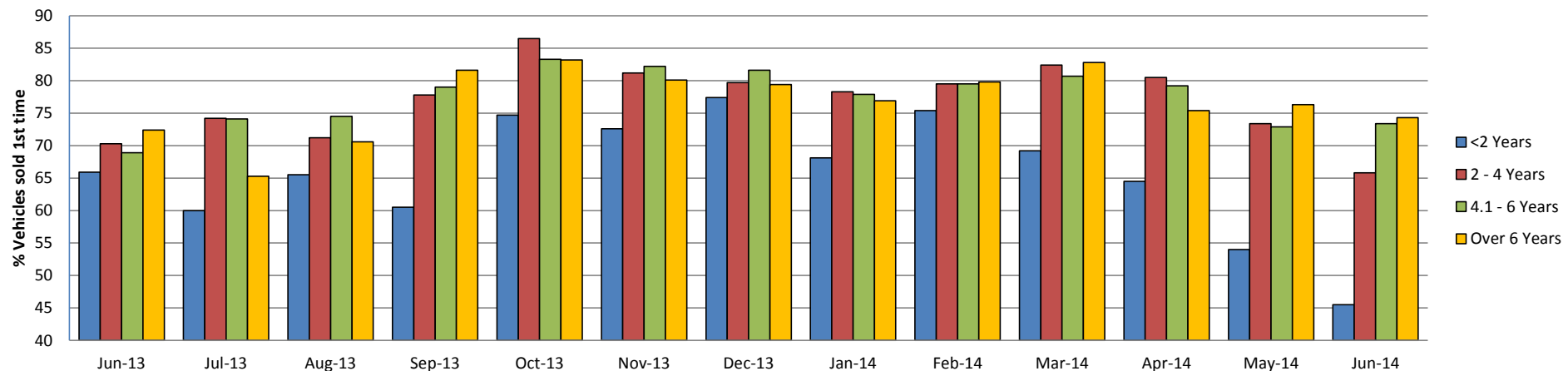
	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14
<2 Years	£10,085	£10,605	£10,205	£11,185	£11,820	£11,175	£11,270	£11,145	£10,975	£12,005	£11,215	£12,395	£11,685
<i>% Difference from previous month</i>	-5.7%	5.2%	-3.8%	9.6%	5.7%	-5.5%	0.9%	-1.1%	-1.5%	9.4%	-6.6%	10.5%	-5.7%
2 - 4 Years	£6,375	£6,285	£6,170	£6,345	£6,700	£6,830	£6,590	£6,440	£6,580	£7,020	£7,135	£7,065	£6,740
<i>% Difference from previous month</i>	-2.7%	-1.4%	-1.8%	2.8%	5.6%	1.9%	-3.5%	-2.3%	2.2%	6.7%	1.6%	-1.0%	-4.6%
4.1 - 6 Years	£3,990	£3,915	£3,965	£4,080	£4,265	£4,250	£4,425	£4,320	£4,405	£4,470	£4,885	£4,780	£4,715
<i>% Difference from previous month</i>	-3.2%	-1.9%	1.3%	2.9%	4.5%	-0.4%	4.1%	-2.4%	2.0%	1.5%	9.3%	-2.1%	-1.4%
Over 6 Years	£2,050	£1,945	£1,895	£2,190	£2,420	£2,370	£2,520	£2,510	£2,555	£2,460	£2,370	£2,465	£2,470
<i>% Difference from previous month</i>	-3.3%	-5.1%	-2.6%	15.6%	10.5%	-2.1%	6.3%	-0.4%	1.8%	-3.7%	-3.7%	4.0%	0.2%
Average All Age	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839
<i>% Difference from previous month</i>	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%	-2.3%	5.1%	-1.7%



% Vehicles Sold First Time by Age Profile

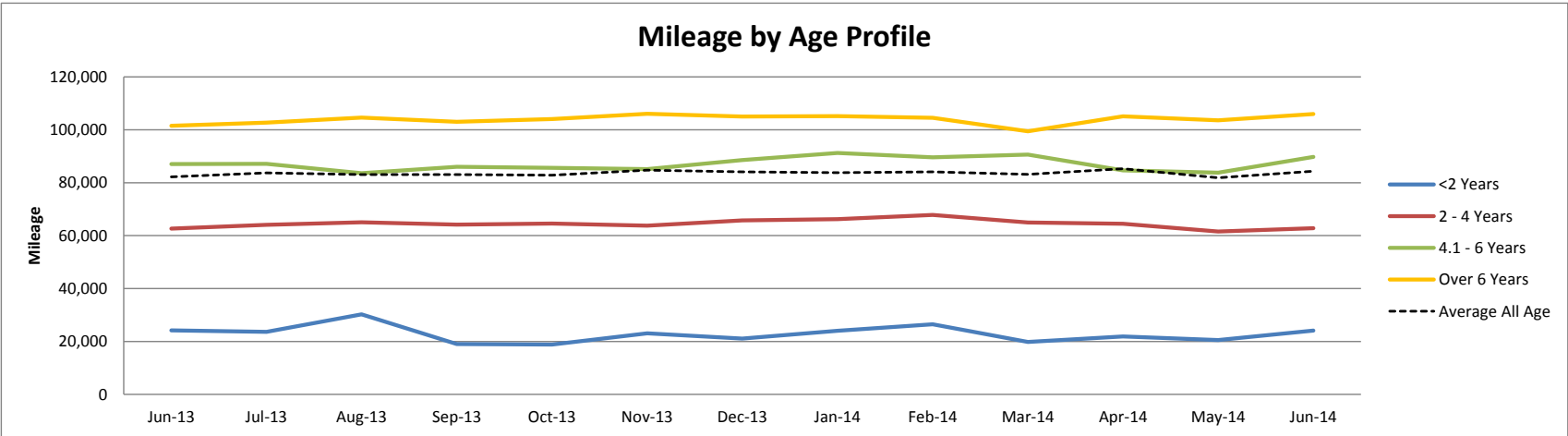
	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14
<2 Years	66	60	66	61	75	73	77	68	75	69	65	54	46
<i>% Difference from previous month</i>	31.0%	-9.0%	9.2%	-7.6%	23.5%	-2.8%	6.6%	-12.0%	10.7%	-8.2%	-6.8%	-16.3%	-15.7%
2 - 4 Years	70	74	71	78	87	81	80	78	80	82	81	73	66
<i>% Difference from previous month</i>	8.7%	5.5%	-4.0%	9.3%	11.2%	-6.1%	-1.8%	-1.8%	1.5%	3.6%	-2.3%	-8.8%	-10.4%
4.1 - 6 Years	69	74	75	79	83	82	82	78	80	81	79	73	73
<i>% Difference from previous month</i>	3.8%	7.5%	0.5%	6.0%	5.4%	-1.3%	-0.7%	-4.5%	2.1%	1.5%	-1.9%	-8.0%	0.7%
Over 6 Years	72	65	71	82	83	80	79	77	80	83	75	76	74
<i>% Difference from previous month</i>	1.1%	-9.8%	8.1%	15.6%	2.0%	-3.7%	-0.9%	-3.1%	3.8%	3.8%	-8.9%	1.2%	-2.6%

% Vehicles Sold First Time by Age Profile



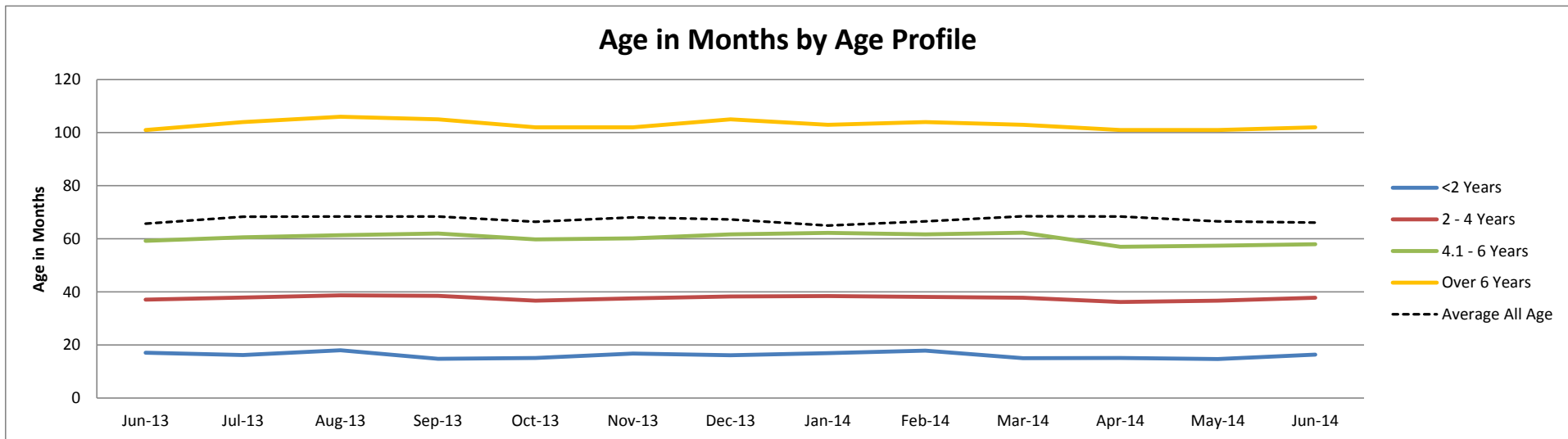
Mileage by Age Profile

	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14
<2 Years	24,204	23,632	30,248	18,987	18,830	23,061	21,055	24,017	26,462	19,859	21,905	20,540	24,085
<i>% Difference from previous month</i>	7.8%	-2.4%	28.0%	-37.2%	-0.8%	22.5%	-8.7%	14.1%	10.2%	-25.0%	10.3%	-6.2%	17.3%
2 - 4 Years	62,693	64,122	65,050	64,152	64,601	63,733	65,767	66,195	67,826	64,994	64,471	61,558	62,834
<i>% Difference from previous month</i>	-1.0%	2.3%	1.4%	-1.4%	0.7%	-1.3%	3.2%	0.7%	2.5%	-4.2%	-0.8%	-4.5%	2.1%
4.1 - 6 Years	87,068	87,138	83,602	86,039	85,586	85,143	88,592	91,249	89,571	90,631	84,681	83,795	89,763
<i>% Difference from previous month</i>	5.1%	0.1%	-4.1%	2.9%	-0.5%	-0.5%	4.1%	3.0%	-1.8%	1.2%	-6.6%	-1.0%	7.1%
Over 6 Years	101,540	102,733	104,640	103,002	104,099	106,052	104,998	105,187	104,525	99,440	105,095	103,568	105,939
<i>% Difference from previous month</i>	-1.3%	1.2%	1.9%	-1.6%	1.1%	1.9%	-1.0%	0.2%	-0.6%	-4.9%	5.7%	-1.5%	2.3%
Average All Age	82,214	83,746	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,297	81,867	84,316
<i>% Difference from previous month</i>	-0.3%	1.9%	-0.8%	0.0%	-0.3%	2.3%	-0.8%	-0.3%	0.3%	-1.1%	2.6%	-4.0%	3.0%



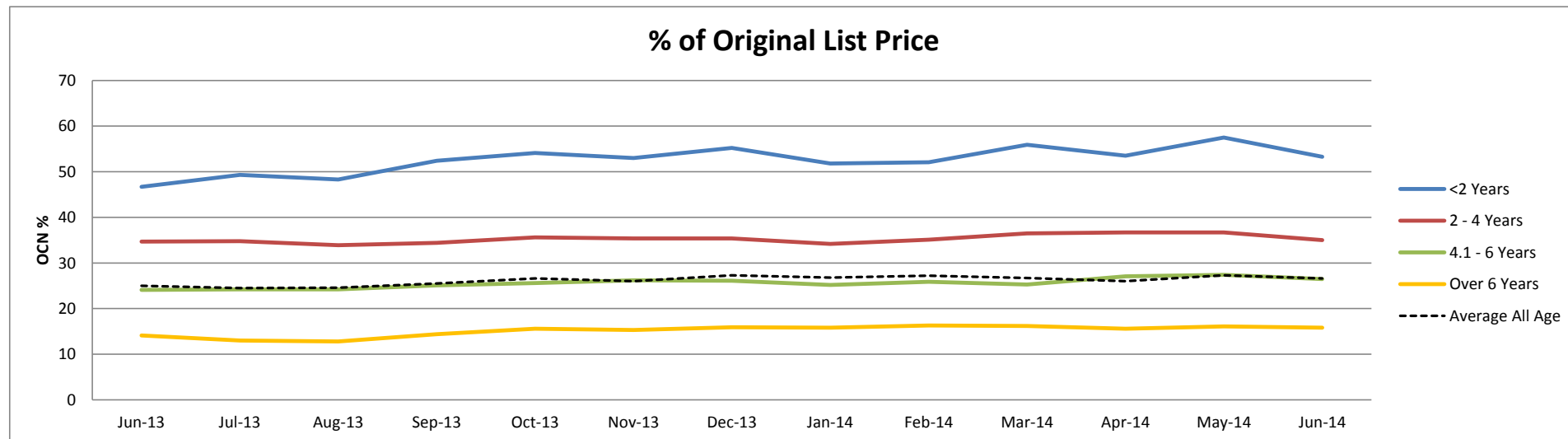
Age in Months by Age Profile

	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14
<2 Years	17	16	18	15	15	17	16	17	18	15	15	15	16
<i>% Difference from previous month</i>	11.0%	-5.3%	11.1%	-17.8%	2.0%	11.3%	-4.2%	5.0%	5.9%	-16.2%	0.7%	-2.6%	11.6%
2 - 4 Years	37	38	39	39	37	38	38	38	38	38	36	37	38
<i>% Difference from previous month</i>	2.5%	2.2%	2.1%	-0.5%	-4.7%	2.5%	1.9%	0.3%	-0.8%	-0.8%	-4.2%	1.4%	3.0%
4.1 - 6 Years	59	61	61	62	60	60	62	62	62	62	57	57	58
<i>% Difference from previous month</i>	1.0%	2.4%	1.3%	1.0%	-3.5%	0.7%	2.5%	0.8%	-0.8%	1.0%	-8.5%	0.7%	1.0%
Over 6 Years	101	104	106	105	102	102	105	103	104	103	101	101	102
<i>% Difference from previous month</i>	1.0%	3.0%	1.9%	-0.9%	-2.9%	0.0%	2.9%	-1.9%	1.0%	-1.0%	-1.9%	0.0%	1.0%



Percentage of Original List Price by Age Profile

	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14
<2 Years	47	49	48	52	54	53	55	52	52	56	54	58	53
% Difference from previous month	-7.7%	5.6%	-2.0%	8.5%	3.2%	-2.0%	4.2%	-6.2%	0.6%	7.3%	-4.3%	7.5%	-7.3%
2 - 4 Years	35	35	34	34	36	35	35	34	35	37	37	37	35
% Difference from previous month	-3.1%	0.3%	-2.6%	1.5%	3.5%	-0.6%	0.0%	-3.4%	2.6%	4.0%	0.5%	0.0%	-4.6%
4.1 - 6 Years	24	24	24	25	26	26	26	25	26	25	27	27	27
% Difference from previous month	-3.6%	0.4%	0.0%	3.7%	2.0%	2.3%	-0.4%	-3.4%	2.8%	-2.3%	7.1%	1.1%	-3.3%
Over 6 Years	14	13	13	14	16	15	16	16	16	16	16	16	16
% Difference from previous month	-2.8%	-7.8%	-1.5%	12.5%	8.3%	-1.9%	3.9%	-0.6%	3.2%	-0.6%	-3.7%	3.2%	-1.9%



<2 Years Summary by Weight Band

	<2 Years	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14
SMALL LCV (<2.6)	Average age in months	18	17	18	14	15	17	16	17	18	15	15	15	17
	Recorded mileage	22569	22375	26486	14535	18481	25847	18340	23907	26261	22476	23486	19841	24556
	Conversion rate	55%	47%	51%	68%	59%	75%	77%	67%	79%	77%	64%	60%	52%
	Sales volumes	157	113	114	98	153	120	64	155	164	118	117	135	117
	Sales prices	£6,562	£6,666	£6,702	£7,456	£7,822	£6,915	£7,219	£6,999	£6,953	£7,279	£7,396	£8,479	£7,034
	% New Price	41%	45%	43%	48%	48%	45%	48%	44%	46%	49%	48%	53%	46%
MEDIUM LCV (2.6 - 3.495)	Average age in months	15	16	18	15	15	17	15	18	19	15	15	14	15
	Recorded mileage	23570	23459	25759	19308	18178	23408	21233	24666	26660	18048	21395	16633	20303
	Conversion rate	72%	64%	68%	66%	76%	68%	75%	71%	73%	67%	57%	39%	48%
	Sales volumes	78	103	119	113	160	117	53	145	188	90	120	160	126
	Sales prices	£11,455	£10,016	£10,120	£10,310	£12,639	£10,965	£11,083	£10,599	£11,018	£12,818	£11,616	£13,134	£12,442
	% New Price	51%	49%	49%	49%	56%	51%	52%	51%	53%	58%	56%	61%	58%
LARGE LCV (3.5)	Average age in months	18	16	19	15	15	17	18	17	19	16	16	17	18
	Recorded mileage	31636	26648	44208	28571	23664	23869	29958	31994	34615	25033	26340	31607	35009
	Conversion rate	43%	66%	69%	61%	87%	63%	69%	62%	65%	62%	58%	43%	17%
	Sales volumes	133	131	114	70	118	65	32	107	120	84	87	94	107
	Sales prices	£10,423	£12,129	£10,703	£13,105	£13,008	£13,372	£12,052	£13,012	£12,349	£13,515	£12,774	£13,410	£11,884
	% New Price	39%	44%	40%	47%	47%	47%	45%	45%	44%	47%	45%	47%	41%

2-4 Years Summary by Weight Band

2 - 4 Years		Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14
SMALL LCV (<2.6)	Average age in months	37	38	39	39	37	38	38	39	38	38	36	36	37
	Recorded mileage	59320	62075	61026	57632	57142	61058	60007	59569	64107	61361	62051	56725	61052
	Conversion rate	73%	72%	63%	64%	78%	72%	75%	79%	83%	87%	84%	82%	68%
	Sales volumes	775	744	844	832	893	704	415	1077	1014	1041	856	858	949
	Sales prices	£4,401	£4,301	£4,196	£4,340	£4,403	£4,413	£4,478	£4,526	£4,681	£4,895	£4,879	£4,936	£4,703
	% New Price	32%	31%	30%	31%	31%	31%	31%	32%	33%	33%	33%	34%	31%
MEDIUM LCV (2.6 - 3.495)	Average age in months	38	39	38	39	37	38	39	38	38	39	37	38	39
	Recorded mileage	62900	65869	66798	66808	69265	64155	67965	67007	68656	63441	64919	65889	62141
	Conversion rate	73%	72%	74%	79%	83%	84%	85%	77%	79%	86%	82%	75%	65%
	Sales volumes	680	567	654	677	809	674	408	1073	871	995	836	811	937
	Sales prices	£6,939	£7,006	£6,889	£6,888	£7,225	£7,142	£6,975	£6,616	£7,132	£7,368	£7,333	£7,142	£7,027
	% New Price	37%	37%	36%	36%	37%	37%	37%	35%	36%	38%	38%	37%	36%
LARGE LCV (3.5)	Average age in months	37	37	39	38	36	37	39	39	39	38	36	35	37
	Recorded mileage	76289	79526	82893	79932	81096	77508	82658	81868	81955	84326	75390	72676	77158
	Conversion rate	58%	59%	64%	79%	83%	76%	73%	73%	74%	76%	77%	66%	54%
	Sales volumes	407	280	352	395	453	397	192	652	524	567	530	429	448
	Sales prices	£7,088	£6,850	£6,930	£7,139	£7,448	£7,836	£7,464	£7,293	£7,153	£7,632	£8,130	£8,495	£7,801
	% New Price	28%	27%	27%	28%	29%	30%	29%	28%	28%	29%	31%	32%	29%

4.1-6 Years Summary by Weight Band

	4.1 - 6 Years	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14
SMALL LCV (<2.6)	Average age in months	60	60	60	61	59	59	61	62	61	62	57	57	58
	Recorded mileage	80730	75622	73790	73828	73163	70536	75458	80954	80413	81532	79337	76774	77609
	Conversion rate	75%	71%	77%	71%	83%	84%	82%	72%	85%	81%	83%	76%	80%
	Sales volumes	801	902	948	969	1023	986	323	775	738	646	757	789	792
	Sales prices	£2,762	£2,890	£2,802	£2,948	£3,034	£3,143	£3,070	£2,967	£3,142	£3,146	£3,344	£3,379	£3,332
	% New Price	23%	24%	24%	25%	25%	26%	25%	24%	25%	25%	26%	26%	25%
MEDIUM LCV (2.6 - 3.495)	Average age in months	58	61	62	63	61	61	63	63	62	62	57	58	58
	Recorded mileage	82421	87288	82622	85474	86953	87062	89295	89781	89253	85624	83109	79647	84082
	Conversion rate	70%	74%	70%	72%	77%	82%	82%	81%	82%	87%	83%	77%	76%
	Sales volumes	1151	1091	1007	1051	1029	926	529	1094	906	903	869	765	876
	Sales prices	£4,364	£4,255	£4,340	£4,395	£4,582	£4,617	£4,470	£4,512	£4,665	£4,832	£5,315	£5,485	£5,374
	% New Price	26%	25%	26%	26%	27%	27%	27%	26%	27%	28%	29%	31%	30%
LARGE LCV (3.5)	Average age in months	60	62	63	62	60	61	61	62	62	62	57	58	58
	Recorded mileage	108485	109832	103634	109986	106170	109934	108094	113087	106696	111055	96665	106961	121967
	Conversion rate	64%	66%	70%	65%	79%	67%	77%	70%	72%	76%	72%	64%	57%
	Sales volumes	544	486	574	573	656	538	267	569	478	614	592	467	537
	Sales prices	£4,299	£4,156	£4,366	£4,471	£4,787	£4,702	£4,773	£4,687	£4,934	£4,585	£5,498	£5,168	£4,871
	% New Price	19%	18%	19%	20%	20%	20%	21%	20%	21%	19%	22%	21%	19%

>6 Years Summary by Weight Band

	Over 6 Years	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14
SMALL LCV (<2.6)	Average age in months	95	97	99	100	97	97	101	100	104	103	101	101	104
	Recorded mileage	94005	95479	96647	96954	99034	100365	97578	101097	98594	97746	100977	99552	98446
	Conversion rate	72%	67%	67%	81%	82%	74%	82%	76%	81%	86%	82%	79%	74%
	Sales volumes	884	783	823	806	945	924	358	804	949	1084	1484	1230	1131
	Sales prices	£1,498	£1,395	£1,316	£1,379	£1,484	£1,393	£1,409	£1,445	£1,438	£1,474	£1,404	£1,402	£1,378
	% New Price	13%	13%	12%	12%	13%	13%	13%	13%	13%	13%	13%	12%	12%
MEDIUM LCV (2.6 - 3.495)	Average age in months	98	101	102	102	98	98	99	98	101	99	96	96	97
	Recorded mileage	102919	101243	106286	104617	103305	109728	109753	103734	108629	94120	105310	102791	106585
	Conversion rate	73%	72%	72%	79%	78%	80%	80%	71%	81%	86%	75%	80%	75%
	Sales volumes	799	838	826	844	1000	872	401	855	855	1392	1208	1004	980
	Sales prices	£2,083	£1,861	£1,970	£2,097	£2,486	£2,434	£2,621	£2,576	£2,493	£2,709	£2,662	£2,821	£2,834
	% New Price	14%	13%	13%	14%	15%	16%	16%	16%	16%	18%	17%	18%	18%
LARGE LCV (3.5)	Average age in months	104	105	108	107	100	100	106	98	101	103	99	101	98
	Recorded mileage	111224	113107	113349	110998	117709	116351	114249	116079	116989	115937	117168	117813	119021
	Conversion rate	70%	64%	70%	70%	77%	70%	78%	72%	77%	77%	72%	72%	76%
	Sales volumes	521	530	491	514	633	563	267	647	690	612	729	640	688
	Sales prices	£2,263	£2,251	£2,054	£2,422	£2,578	£2,656	£2,231	£2,617	£2,578	£2,388	£2,730	£2,763	£2,845
	% New Price	12%	11%	11%	12%	14%	13%	12%	13%	13%	12%	14%	14%	14%