

COMPILED BY
GLASS'S

Auction Report - LCV

June 2014



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NAMA used LCV market commentary for May 2014

Whole market – May compared to April

- At 8,394 units, LCV sales volume in May was 9% lower.
- Average age fell from 68.4 to 66.6 months.
- Average mileage fell from 85,297 to 81,867 miles (-4%).
- At £4,924 the average price achieved was 5.1% higher.
- In May, 74% of LCVs sold at the 1st time of being offered (-4%).
- On average, LCVs remained on site for 14 days in May.
- The average number of entries required to achieve a sale was 1.39.

Volume changes - by age

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

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

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

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

Comment:

To the end of April, as registrations of new LCVs had increased by 12%, it would have been reasonable to expect that this would have generated additional used van and pick-up stock. However, in May overall sales volumes fell by 9% which, with conversion rates having now slipped by 4% over consecutive months, suggests that demand dipped over the Bank Holiday weeks.

Mileage changes - by age

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

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

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

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

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

In May, average mileage for LCVs being sold at auction fell by 4% with comparable reductions being seen across each age band. After a long wait, it would appear that recorded mileage is beginning to fall back as a consequence of businesses now refreshing their LCV fleets at a faster rate.

Price changes - by age

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

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

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

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

Comment:

The significant percentage rise in average price recorded in May was attributable to increases delivered by the newest and oldest LCV stock. An overall monthly rise of 5.1% lifts the average price of an LCV sold at auction by 14% above where it stood a year ago.

Market Overview

There are several credible readings that can be applied to the data contained in this report that, dependent upon who is making the judgement, will deliver either an encouraging or pessimistic spin. Aided by a sharp fall in volume and a significant reduction in age, the strong returns enjoyed by vendors in May could mark the high point for prices in 2014.

Disappointingly, this is the first NAMA Report where LCV lots achieved more money at a subsequent entry than on their first appearance (+£40). It was also troubling that conversion rates again fell back (-4%) and the average duration that any LCV spent on site increased by more than 2 days.

With sales volumes and age having moved downwards as prices leapt forward in May, this is a pattern which is unlikely to continue over the summer. Encouragingly, some vendors have already aligned their expectations to this reality. Accordingly, despite the prospect of lower price levels over the next couple of months, conversion rates should hold firm which will position LCV wholesalers to take full advantage of any autumn uplift.

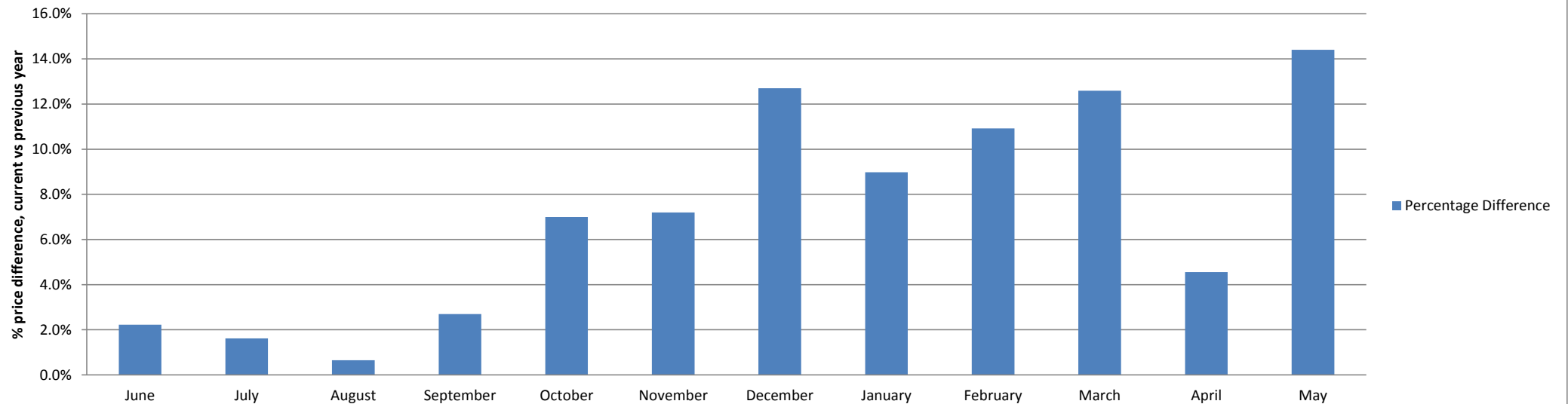
Whole Market Summary

	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	May-13	May-14	Year on Year Diff
Sales Volumes All Ages	8,479	7,865	7,531	7,816	7,929	9,110	7,963	3,885	9,185	8,583	9,198	9,220	8,394	8,479	8,394	-1%
% Difference to previous month	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	0.2%	-9.0%			
Average Age in Months	66.1	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	66.6	0.5
Average Mileage	82,469	82,214	83,746	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,297	81,867	82,469	81,867	-602
Average No. of Entries	1.43	1.45	1.45	1.45	1.37	1.27	1.32	1.26	1.35	1.32	1.32	1.33	1.39	1.43	1.39	-0.04
% Vehicles Sold 1st Time	67%	69%	70%	72%	79%	84%	81%	80%	77%	79%	82%	78%	74%	67%	74%	6%
Average No. Days on Site	12.0	13.4	12.7	13.2	12.9	11.8	11.6	11.3	15.6	12.7	12.4	12.0	14.1	12.0	14.1	2.1
Average Sales Prices All Ages	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,304	£4,924	14%
% Difference to previous month	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%	-2.3%	5.1%			
% OCN	25.4	25.0	24.5	24.6	25.5	26.6	26.0	27.3	26.8	27.2	26.7	26.0	27.3	25.4	27.3	1.9

Average Sale Price Year on Year

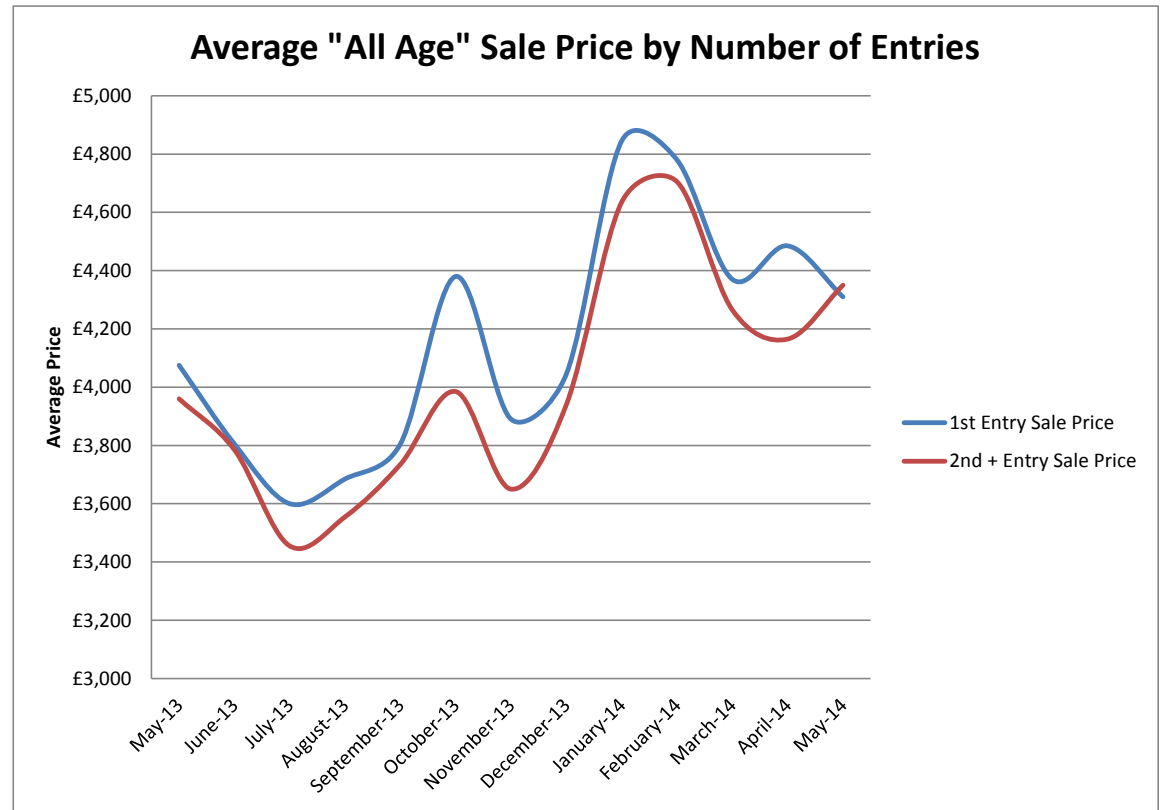
	June	July	August	September	October	November	December	January	February	March	April	May
Average All Ages Sales Price Previous Year 2013 - Pre January	£4,187	£4,075	£4,137	£4,232	£4,375	£4,209	£4,221	£4,411	£4,367	£4,258	£4,481	£4,304
Average All Ages Sales Price Current Year 2014 - January Onwards	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924
Percentage Difference	2.2%	1.6%	0.7%	2.7%	7.0%	7.2%	12.7%	9.0%	10.9%	12.6%	4.6%	14.4%

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



Sales Price Compared to Number of Entries (all ages)

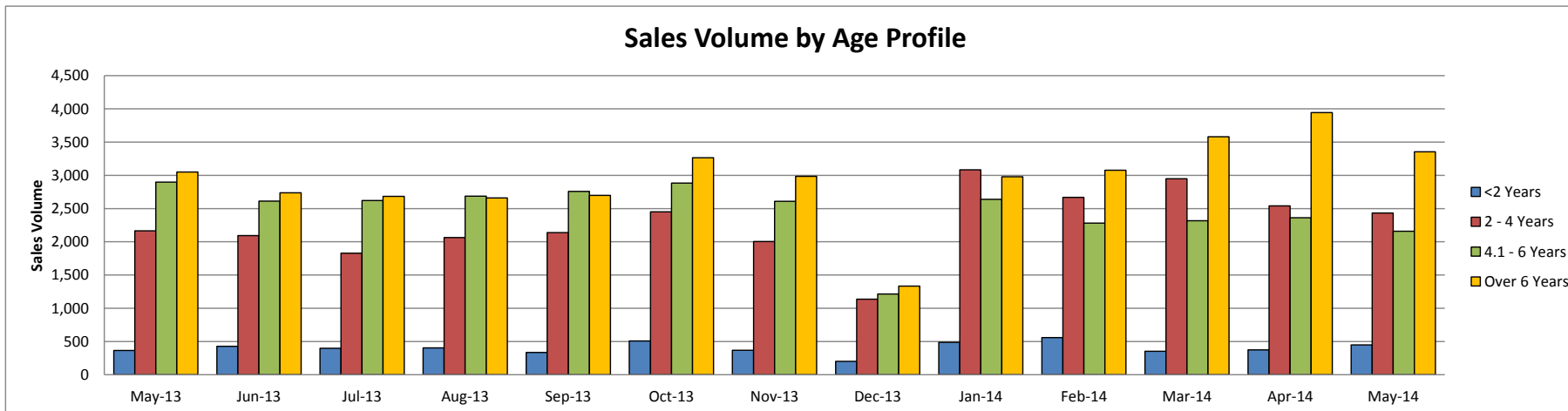
	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
May-13	£4,075	60.5	£3,960	59.0	£115	3%
June-13	£3,805	62.6	£3,785	60.0	£20	1%
July-13	£3,600	64.8	£3,455	64.2	£145	4%
August-13	£3,685	64.7	£3,555	63.5	£130	4%
September-13	£3,805	64.5	£3,735	60.9	£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%
April-14	£4,485	64.9	£4,165	65.6	£320	7%
May-14	£4,310	67.5	£4,350	64.1	£-40	-1%



Sales Volume by Age Profile

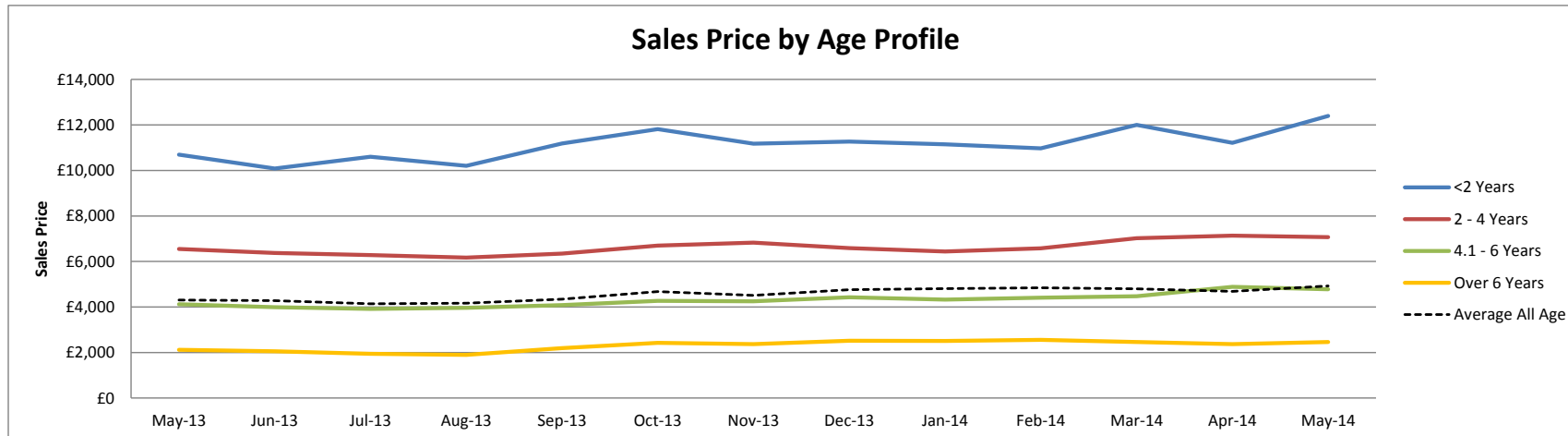
	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	12 month Total
<2 Years	366	426	398	404	334	508	367	200	488	557	353	375	449	4,859
% Difference from previous month	2.8%	16.4%	-6.6%	1.5%	-17.3%	52.1%	-27.8%	-45.5%	144.0%	14.1%	-36.6%	6.2%	19.7%	
2 - 4 Years	2,165	2,092	1,829	2,064	2,138	2,452	2,003	1,136	3,082	2,668	2,949	2,539	2,433	27,385
% Difference from previous month	28.0%	-3.4%	-12.6%	12.8%	3.6%	14.7%	-18.3%	-43.3%	171.3%	-13.4%	10.5%	-13.9%	-4.2%	
4.1 - 6 Years	2,898	2,611	2,622	2,687	2,759	2,884	2,609	1,215	2,638	2,280	2,317	2,361	2,158	29,141
% Difference from previous month	18.1%	-9.9%	0.4%	2.5%	2.7%	4.5%	-9.5%	-53.4%	117.1%	-13.6%	1.6%	1.9%	-8.6%	
Over 6 Years	3,050	2,736	2,682	2,661	2,698	3,266	2,984	1,334	2,977	3,078	3,579	3,945	3,354	35,294
% Difference from previous month	10.9%	-10.3%	-2.0%	-0.8%	1.4%	21.1%	-8.6%	-55.3%	123.2%	3.4%	16.3%	10.2%	-15.0%	
Total	8,479	7,865	7,531	7,816	7,929	9,110	7,963	3,885	9,185	8,583	9,198	9,220	8,394	96,679
% Difference from previous month	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	0.2%	-9.0%	

Sales Volume by Age Profile



Sales Price by Age Profile

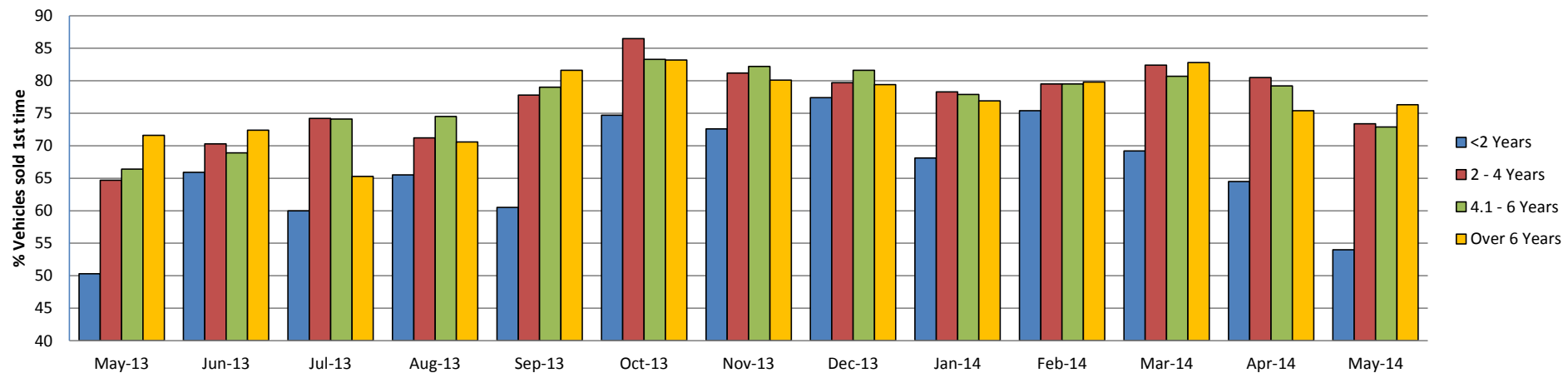
	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14
<2 Years	£10,690	£10,085	£10,605	£10,205	£11,185	£11,820	£11,175	£11,270	£11,145	£10,975	£12,005	£11,215	£12,395
<i>% Difference from previous month</i>	-2.3%	-5.7%	5.2%	-3.8%	9.6%	5.7%	-5.5%	0.9%	-1.1%	-1.5%	9.4%	-6.6%	10.5%
2 - 4 Years	£6,550	£6,375	£6,285	£6,170	£6,345	£6,700	£6,830	£6,590	£6,440	£6,580	£7,020	£7,135	£7,065
<i>% Difference from previous month</i>	-5.1%	-2.7%	-1.4%	-1.8%	2.8%	5.6%	1.9%	-3.5%	-2.3%	2.2%	6.7%	1.6%	-1.0%
4.1 - 6 Years	£4,120	£3,990	£3,915	£3,965	£4,080	£4,265	£4,250	£4,425	£4,320	£4,405	£4,470	£4,885	£4,780
<i>% Difference from previous month</i>	-5.3%	-3.2%	-1.9%	1.3%	2.9%	4.5%	-0.4%	4.1%	-2.4%	2.0%	1.5%	9.3%	-2.1%
Over 6 Years	£2,120	£2,050	£1,945	£1,895	£2,190	£2,420	£2,370	£2,520	£2,510	£2,555	£2,460	£2,370	£2,465
<i>% Difference from previous month</i>	-6.8%	-3.3%	-5.1%	-2.6%	15.6%	10.5%	-2.1%	6.3%	-0.4%	1.8%	-3.7%	-3.7%	4.0%
Average All Age	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924
<i>% Difference from previous month</i>	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%	-2.3%	5.1%



% Vehicles Sold First Time by Age Profile

	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14
<2 Years	50	66	60	66	61	75	73	77	68	75	69	65	54
<i>% Difference from previous month</i>	-20.7%	31.0%	-9.0%	9.2%	-7.6%	23.5%	-2.8%	6.6%	-12.0%	10.7%	-8.2%	-6.8%	-16.3%
2 - 4 Years	65	70	74	71	78	87	81	80	78	80	82	81	73
<i>% Difference from previous month</i>	-11.4%	8.7%	5.5%	-4.0%	9.3%	11.2%	-6.1%	-1.8%	-1.8%	1.5%	3.6%	-2.3%	-8.8%
4.1 - 6 Years	66	69	74	75	79	83	82	82	78	80	81	79	73
<i>% Difference from previous month</i>	-14.8%	3.8%	7.5%	0.5%	6.0%	5.4%	-1.3%	-0.7%	-4.5%	2.1%	1.5%	-1.9%	-8.0%
Over 6 Years	72	72	65	71	82	83	80	79	77	80	83	75	76
<i>% Difference from previous month</i>	-8.0%	1.1%	-9.8%	8.1%	15.6%	2.0%	-3.7%	-0.9%	-3.1%	3.8%	3.8%	-8.9%	1.2%

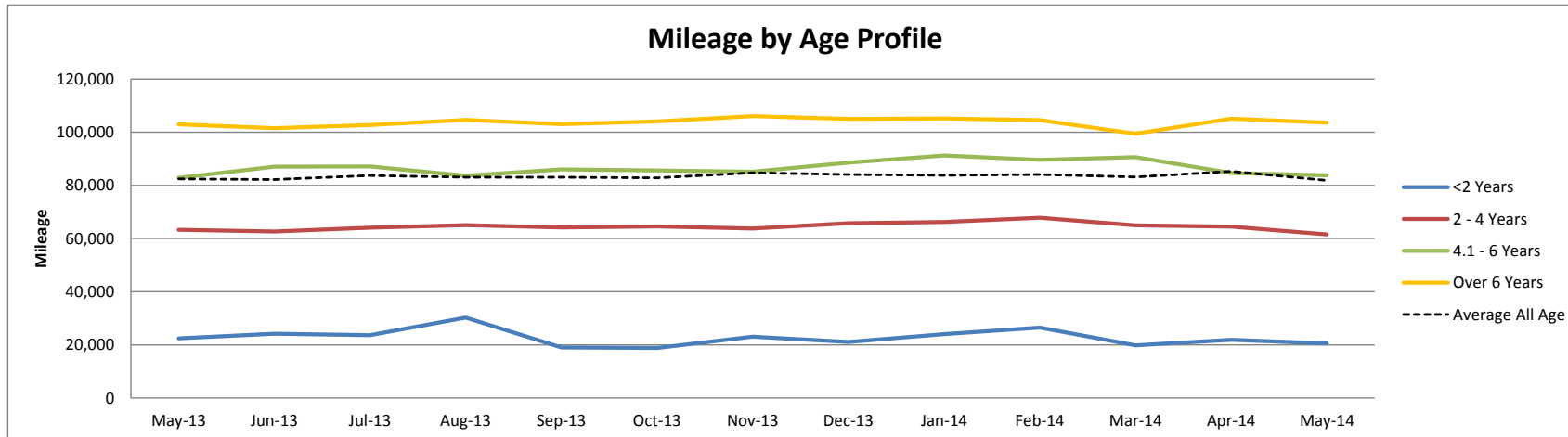
% Vehicles Sold First Time by Age Profile



Mileage by Age Profile

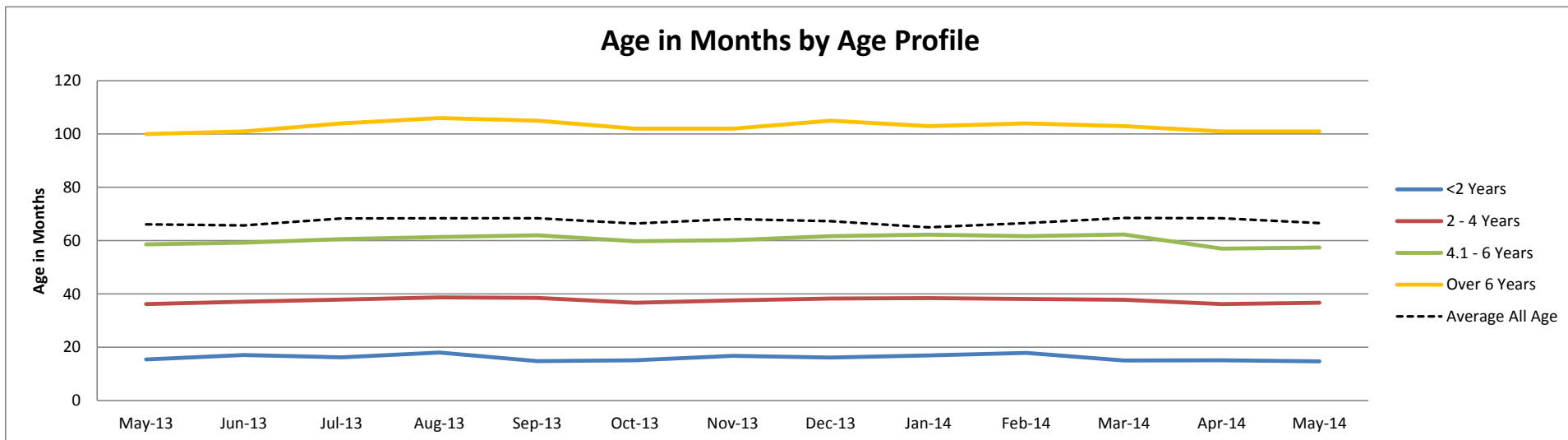
	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14
<2 Years	22,453	24,204	23,632	30,248	18,987	18,830	23,061	21,055	24,017	26,462	19,859	21,905	20,540
<i>% Difference from previous month</i>	6.2%	7.8%	-2.4%	28.0%	-37.2%	-0.8%	22.5%	-8.7%	14.1%	10.2%	-25.0%	10.3%	-6.2%
2 - 4 Years	63,314	62,693	64,122	65,050	64,152	64,601	63,733	65,767	66,195	67,826	64,994	64,471	61,558
<i>% Difference from previous month</i>	3.0%	-1.0%	2.3%	1.4%	-1.4%	0.7%	-1.3%	3.2%	0.7%	2.5%	-4.2%	-0.8%	-4.5%
4.1 - 6 Years	82,842	87,068	87,138	83,602	86,039	85,586	85,143	88,592	91,249	89,571	90,631	84,681	83,795
<i>% Difference from previous month</i>	1.5%	5.1%	0.1%	-4.1%	2.9%	-0.5%	-0.5%	4.1%	3.0%	-1.8%	1.2%	-6.6%	-1.0%
Over 6 Years	102,912	101,540	102,733	104,640	103,002	104,099	106,052	104,998	105,187	104,525	99,440	105,095	103,568
<i>% Difference from previous month</i>	1.5%	-1.3%	1.2%	1.9%	-1.6%	1.1%	1.9%	-1.0%	0.2%	-0.6%	-4.9%	5.7%	-1.5%
Average All Age	82,469	82,214	83,746	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,297	81,867
<i>% Difference from previous month</i>	1.2%	-0.3%	1.9%	-0.8%	0.0%	-0.3%	2.3%	-0.8%	-0.3%	0.3%	-1.1%	2.6%	-4.0%

Mileage by Age Profile



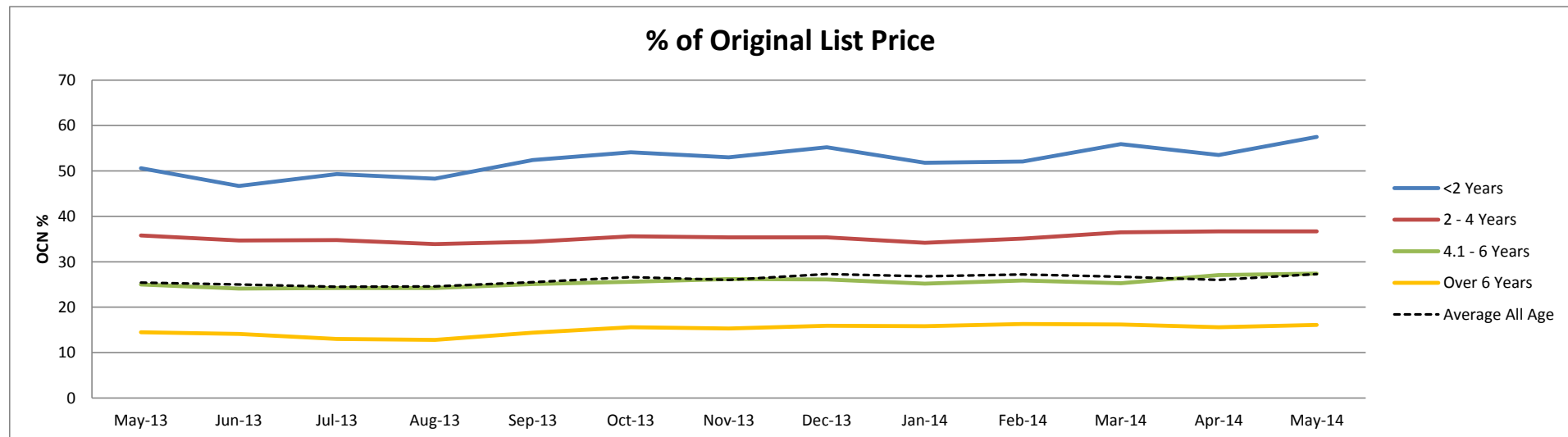
Age in Months by Age Profile

	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14
<2 Years	15	17	16	18	15	15	17	16	17	18	15	15	15
% Difference from previous month	2.7%	11.0%	-5.3%	11.1%	-17.8%	2.0%	11.3%	-4.2%	5.0%	5.9%	-16.2%	0.7%	-2.6%
2 - 4 Years	36	37	38	39	39	37	38	38	38	38	38	36	37
% Difference from previous month	2.3%	2.5%	2.2%	2.1%	-0.5%	-4.7%	2.5%	1.9%	0.3%	-0.8%	-0.8%	-4.2%	1.4%
4.1 - 6 Years	59	59	61	61	62	60	60	62	62	62	62	57	57
% Difference from previous month	1.2%	1.0%	2.4%	1.3%	1.0%	-3.5%	0.7%	2.5%	0.8%	-0.8%	1.0%	-8.5%	0.7%
Over 6 Years	100	101	104	106	105	102	102	105	103	104	103	101	101
% Difference from previous month	-1.0%	1.0%	3.0%	1.9%	-0.9%	-2.9%	0.0%	2.9%	-1.9%	1.0%	-1.0%	-1.9%	0.0%



Percentage of Original List Price by Age Profile

	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14
<2 Years	51	47	49	48	52	54	53	55	52	52	56	54	58
<i>% Difference from previous month</i>	-3.8%	-7.7%	5.6%	-2.0%	8.5%	3.2%	-2.0%	4.2%	-6.2%	0.6%	7.3%	-4.3%	7.5%
2 - 4 Years	36	35	35	34	34	36	35	35	34	35	37	37	37
<i>% Difference from previous month</i>	-7.3%	-3.1%	0.3%	-2.6%	1.5%	3.5%	-0.6%	0.0%	-3.4%	2.6%	4.0%	0.5%	0.0%
4.1 - 6 Years	25	24	24	24	25	26	26	26	25	26	25	27	27
<i>% Difference from previous month</i>	-5.7%	-3.6%	0.4%	0.0%	3.7%	2.0%	2.3%	-0.4%	-3.4%	2.8%	-2.3%	7.1%	1.1%
Over 6 Years	15	14	13	13	14	16	15	16	16	16	16	16	16
<i>% Difference from previous month</i>	-7.1%	-2.8%	-7.8%	-1.5%	12.5%	8.3%	-1.9%	3.9%	-0.6%	3.2%	-0.6%	-3.7%	3.2%



<2 Years Summary by Weight Band

	<2 Years	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14
SMALL LCV (<2.6)	Average age in months	17	18	17	18	14	15	17	16	17	18	15	15	15
	Recorded mileage	23688	22569	22375	26486	14535	18481	25847	18340	23907	26261	22476	23486	19841
	Conversion rate	59%	55%	47%	51%	68%	59%	75%	77%	67%	79%	77%	64%	60%
	Sales volumes	120	157	113	114	98	153	120	64	155	164	118	117	135
	Sales prices	£6,944	£6,562	£6,666	£6,702	£7,456	£7,822	£6,915	£7,219	£6,999	£6,953	£7,279	£7,396	£8,479
	% New Price	46%	41%	45%	43%	48%	48%	45%	48%	44%	46%	49%	48%	53%
MEDIUM LCV (2.6 - 3.495)	Average age in months	15	15	16	18	15	15	17	15	18	19	15	15	14
	Recorded mileage	20545	23570	23459	25759	19308	18178	23408	21233	24666	26660	18048	21395	16633
	Conversion rate	53%	72%	64%	68%	66%	76%	68%	75%	71%	73%	67%	57%	39%
	Sales volumes	103	78	103	119	113	160	117	53	145	188	90	120	160
	Sales prices	£10,821	£11,455	£10,016	£10,120	£10,310	£12,639	£10,965	£11,083	£10,599	£11,018	£12,818	£11,616	£13,134
	% New Price	52%	51%	49%	49%	49%	56%	51%	52%	51%	53%	58%	56%	61%
LARGE LCV (3.5)	Average age in months	15	18	16	19	15	15	17	18	17	19	16	16	17
	Recorded mileage	26422	31636	26648	44208	28571	23664	23869	29958	31994	34615	25033	26340	31607
	Conversion rate	66%	43%	66%	69%	61%	87%	63%	69%	62%	65%	62%	58%	43%
	Sales volumes	97	133	131	114	70	118	65	32	107	120	84	87	94
	Sales prices	£12,403	£10,423	£12,129	£10,703	£13,105	£13,008	£13,372	£12,052	£13,012	£12,349	£13,515	£12,774	£13,410
	% New Price	44%	39%	44%	40%	47%	47%	47%	45%	45%	44%	47%	45%	47%

2-4 Years Summary by Weight Band

2 - 4 Years		May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14
SMALL LCV (<2.6)	Average age in months	36	37	38	39	39	37	38	38	39	38	38	36	36
	Recorded mileage	59154	59320	62075	61026	57632	57142	61058	60007	59569	64107	61361	62051	56725
	Conversion rate	68%	73%	72%	63%	64%	78%	72%	75%	79%	83%	87%	84%	82%
	Sales volumes	813	775	744	844	832	893	704	415	1077	1014	1041	856	858
	Sales prices	£4,603	£4,401	£4,301	£4,196	£4,340	£4,403	£4,413	£4,478	£4,526	£4,681	£4,895	£4,879	£4,936
	% New Price	34%	32%	31%	30%	31%	31%	31%	31%	32%	33%	33%	33%	34%
MEDIUM LCV (2.6 - 3.495)	Average age in months	37	38	39	38	39	37	38	39	38	38	39	37	38
	Recorded mileage	63335	62900	65869	66798	66808	69265	64155	67965	67007	68656	63441	64919	65889
	Conversion rate	72%	73%	72%	74%	79%	83%	84%	85%	77%	79%	86%	82%	75%
	Sales volumes	728	680	567	654	677	809	674	408	1073	871	995	836	811
	Sales prices	£7,000	£6,939	£7,006	£6,889	£6,888	£7,225	£7,142	£6,975	£6,616	£7,132	£7,368	£7,333	£7,142
	% New Price	37%	37%	37%	36%	36%	37%	37%	37%	35%	36%	38%	38%	37%
LARGE LCV (3.5)	Average age in months	35	37	37	39	38	36	37	39	39	39	38	36	35
	Recorded mileage	83277	76289	79526	82893	79932	81096	77508	82658	81868	81955	84326	75390	72676
	Conversion rate	58%	58%	59%	64%	79%	83%	76%	73%	73%	74%	76%	77%	66%
	Sales volumes	398	407	280	352	395	453	397	192	652	524	567	530	429
	Sales prices	£7,260	£7,088	£6,850	£6,930	£7,139	£7,448	£7,836	£7,464	£7,293	£7,153	£7,632	£8,130	£8,495
	% New Price	28%	28%	27%	27%	28%	29%	30%	29%	28%	28%	29%	31%	32%

4.1-6 Years Summary by Weight Band

	4.1 - 6 Years	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14
SMALL LCV (<2.6)	Average age in months	59	60	60	60	61	59	59	61	62	61	62	57	57
	Recorded mileage	75309	80730	75622	73790	73828	73163	70536	75458	80954	80413	81532	79337	76774
	Conversion rate	75%	75%	71%	77%	71%	83%	84%	82%	72%	85%	81%	83%	76%
	Sales volumes	858	801	902	948	969	1023	986	323	775	738	646	757	789
	Sales prices	£2,905	£2,762	£2,890	£2,802	£2,948	£3,034	£3,143	£3,070	£2,967	£3,142	£3,146	£3,344	£3,379
	% New Price	24%	23%	24%	24%	25%	25%	26%	25%	24%	25%	25%	26%	26%
MEDIUM LCV (2.6 - 3.495)	Average age in months	58	58	61	62	63	61	61	63	63	62	62	57	58
	Recorded mileage	79809	82421	87288	82622	85474	86953	87062	89295	89781	89253	85624	83109	79647
	Conversion rate	74%	70%	74%	70%	72%	77%	82%	82%	81%	82%	87%	83%	77%
	Sales volumes	1292	1151	1091	1007	1051	1029	926	529	1094	906	903	869	765
	Sales prices	£4,420	£4,364	£4,255	£4,340	£4,395	£4,582	£4,617	£4,470	£4,512	£4,665	£4,832	£5,315	£5,485
	% New Price	27%	26%	25%	26%	26%	27%	27%	27%	26%	27%	28%	29%	31%
LARGE LCV (3.5)	Average age in months	60	60	62	63	62	60	61	61	62	62	62	57	58
	Recorded mileage	102907	108485	109832	103634	109986	106170	109934	108094	113087	106696	111055	96665	106961
	Conversion rate	65%	64%	66%	70%	65%	79%	67%	77%	70%	72%	76%	72%	64%
	Sales volumes	584	544	486	574	573	656	538	267	569	478	614	592	467
	Sales prices	£4,482	£4,299	£4,156	£4,366	£4,471	£4,787	£4,702	£4,773	£4,687	£4,934	£4,585	£5,498	£5,168
	% New Price	20%	19%	18%	19%	20%	20%	20%	21%	20%	21%	19%	22%	21%

>6 Years Summary by Weight Band

	Over 6 Years	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14
SMALL LCV (<2.6)	Average age in months	94	95	97	99	100	97	97	101	100	104	103	101	101
	Recorded mileage	93685	94005	95479	96647	96954	99034	100365	97578	101097	98594	97746	100977	99552
	Conversion rate	76%	72%	67%	67%	81%	82%	74%	82%	76%	81%	86%	82%	79%
	Sales volumes	994	884	783	823	806	945	924	358	804	949	1084	1484	1230
	Sales prices	£1,520	£1,498	£1,395	£1,316	£1,379	£1,484	£1,393	£1,409	£1,445	£1,438	£1,474	£1,404	£1,402
	% New Price	14%	13%	13%	12%	12%	13%	13%	13%	13%	13%	13%	13%	12%
MEDIUM LCV (2.6 - 3.495)	Average age in months	96	98	101	102	102	98	98	99	98	101	99	96	96
	Recorded mileage	106863	102919	101243	106286	104617	103305	109728	109753	103734	108629	94120	105310	102791
	Conversion rate	73%	73%	72%	72%	79%	78%	80%	80%	71%	81%	86%	75%	80%
	Sales volumes	821	799	838	826	844	1000	872	401	855	855	1392	1208	1004
	Sales prices	£2,216	£2,083	£1,861	£1,970	£2,097	£2,486	£2,434	£2,621	£2,576	£2,493	£2,709	£2,662	£2,821
	% New Price	15%	14%	13%	13%	14%	15%	16%	16%	16%	16%	18%	17%	18%
LARGE LCV (3.5)	Average age in months	100	104	105	108	107	100	100	106	98	101	103	99	101
	Recorded mileage	113374	111224	113107	113349	110998	117709	116351	114249	116079	116989	115937	117168	117813
	Conversion rate	70%	70%	64%	70%	70%	77%	70%	78%	72%	77%	77%	72%	72%
	Sales volumes	565	521	530	491	514	633	563	267	647	690	612	729	640
	Sales prices	£2,336	£2,263	£2,251	£2,054	£2,422	£2,578	£2,656	£2,231	£2,617	£2,578	£2,388	£2,730	£2,763
	% New Price	12%	12%	11%	11%	12%	14%	13%	12%	13%	13%	12%	14%	14%