

COMPILED BY
GLASS'S

Auction Report - LCV

January 2014



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NAMA used LCV market commentary for December 2013

Whole market - December compared to November

- In December, sales volume fell back sharply to 3,885 units (-51.2%).
- The average age of those LCV lots sold at auction fell to 67.3 months.
- At 84,074, average mileage for LCVs was modestly lower.
- The average price of an LCV sold at auction in December was £4,757 (+5.4%).
- The number of days that LCVs remained on site fell to 11.3.
- The average number of entries required to achieve a sale was 1.26.
- Conversion rates improved by 3% in December to stand at 79%.

Comment:

Auctions across the country delivered a sound performance in December bringing 2013 to a close on a high note. The average price paid for LCVs and conversion rates both reached a high point for the year whilst sales volumes and the number of entries required to sell each lot fell to their lowest points.

Volume changes - by age

	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
<2 Years	404	334	508	367	200
% Difference from previous month	1.5%	-17.3%	52.1%	-27.8%	-45.5%

2 - 4 Years	2,064	2,138	2,452	2,003	1,136
% Difference from previous month	12.8%	3.6%	14.7%	-18.3%	-43.3%

4.1 - 6 Years	2,687	2,759	2,884	2,609	1,215
% Difference from previous month	2.5%	2.7%	4.5%	-9.5%	-53.4%

Over 6 Years	2,661	2,698	3,266	2,984	1,334
% Difference from previous month	-0.8%	1.4%	21.1%	-8.6%	-55.3%

Comment:

Across all age bands in December, the falls in volume were of similar magnitude and point toward LCV supply being restricted for some months to come.

Mileage changes - by age

	Sep-13	Oct-13	Nov-13	Dec-13
<2 Years	18,987	18,830	23,061	21,055
% Difference from previous month	-37.2%	-0.8%	22.5%	-8.7%
2 - 4 Years	64,152	64,601	63,733	65,767
% Difference from previous month	-1.4%	0.7%	-1.3%	3.2%
4.1 - 6 Years	86,039	85,586	85,143	88,592
% Difference from previous month	2.9%	-0.5%	-0.5%	4.1%
Over 6 Years	103,002	104,099	106,052	104,998
% Difference from previous month	-1.6%	1.1%	1.9%	-1.0%
Average All Age	83,085	82,852	84,732	84,074

Comment:

Over the past year, average mileage (at all ages) has remained within a reasonably narrow band which, although high, has not been demonstrated to be too great a deterrent to achieving strong sales prices. In December, this became especially apparent at a time when the supply of quality used vans and 4x4s was of greater concern than recorded mileage.

Price changes - by age

	Sep-13	Oct-13	Nov-13	Dec-13
<2 Years	£11,185	£11,820	£11,175	£11,270
% Difference from previous month	9.6%	5.7%	-5.5%	0.9%

2 - 4 Years	£6,345	£6,700	£6,830	£6,590
% Difference from previous month	2.8%	5.6%	1.9%	-3.5%

4.1 - 6 Years	£4,080	£4,265	£4,250	£4,425
% Difference from previous month	2.9%	4.5%	-0.4%	4.1%

Over 6 Years	£2,190	£2,420	£2,370	£2,520
% Difference from previous month	15.6%	10.5%	-2.1%	6.3%

Comment:

The old year closed strongly with the prices being achieved for LCVs having mostly increased with an overall improvement of 5.4%. Disappointingly, the exception to this being a 3.5% fall recorded at 2-4 years. However, as the average mileage for LCVs in this age band grew over the month by a similar percentage, this probably goes some way to explaining the slippage.

Market Overview

This continues to be a marketplace where the outcome is being dictated by the balance between supply and demand. Accordingly, with supply destined to be limited over the first 6 months of 2014, the prospects for the overall sales performance remain positive although the total revenue generated will be constricted due to volumes being below what could be absorbed. In the final NAMA Report for 2013, the data collected from across the auction industry highlighted the strength of demand for LCVs that ensured the year closed on a high note. Together with reports of a strong start to the New Year, this all points toward a profitable 12-months being there for the taking provided that best-practice is followed.

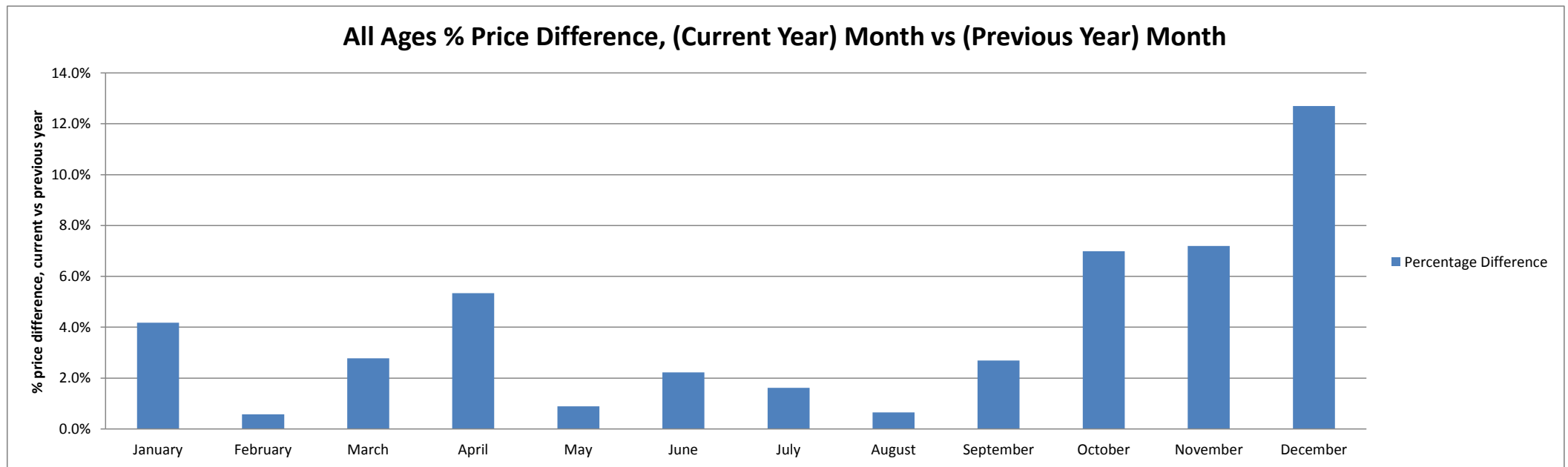
Whole Market Summary

	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Dec-12	Dec-13	Year on Year Diff
Sales Volumes All Ages	4,475	8,344	7,136	7,550	7,251	8,479	7,865	7,531	7,816	7,929	9,110	7,963	3,885	4,475	3,885	-13%
% Difference to previous month	-32.4%	86.5%	-14.5%	5.8%	-4.0%	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%			
Average Age in Months	64.4	63.1	65.0	67.3	66.8	66.1	65.7	68.3	68.4	68.4	66.4	68.1	67.3	64.4	67.3	2.9
Average Mileage	82,747	83,542	83,314	85,869	81,464	82,469	82,214	83,746	83,107	83,085	82,852	84,732	84,074	82,747	84,074	1,327
Average No. of Entries	1.40	1.39	1.33	1.32	1.35	1.43	1.45	1.45	1.45	1.37	1.27	1.32	1.26	1.40	1.26	-0.14
Conversion Rate	71%	72%	75%	76%	74%	70%	69%	69%	69%	73%	78%	76%	79%	71%	79%	8%
Average No. Days on Site	12.6	15.6	12.2	10.8	10.7	12.0	13.4	12.7	13.2	12.9	11.8	11.6	11.3	12.6	11.3	-1.3
Average Sales Prices All Ages	£4,221	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,221	£4,757	13%
% Difference to previous month	0.3%	4.5%	-1.0%	-2.5%	5.2%	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%			
% OCN	24.9	25.7	25.8	25.4	26.8	25.4	25.0	24.5	24.6	25.5	26.6	26.0	27.3	24.9	27.3	2.4

Average Sale Price Year on Year

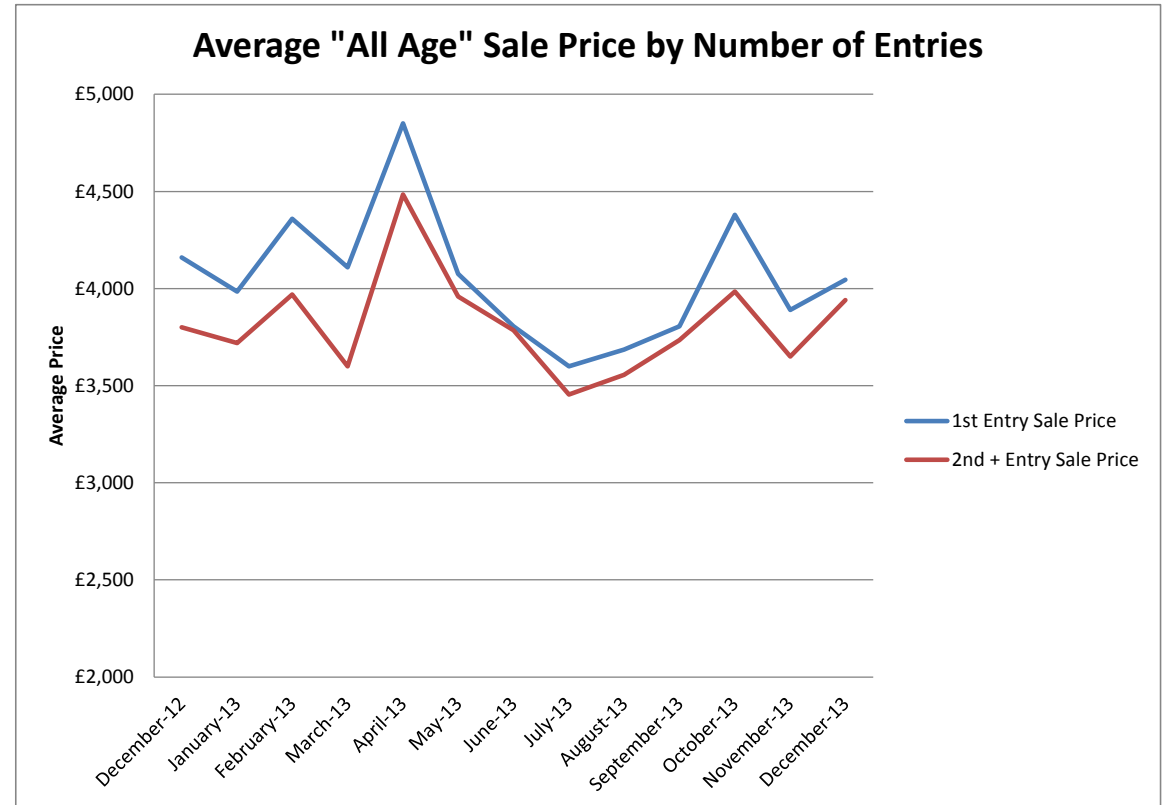
	January	February	March	April	May	June	July	August	September	October	November	December
Average All Ages Sales Price Previous Year 2012 - Pre January	£4,234	£4,342	£4,143	£4,254	£4,266	£4,187	£4,075	£4,137	£4,232	£4,375	£4,209	£4,221
Average All Ages Sales Price Current Year 2013 - Jan Onwards	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757
Percentage Difference	4.2%	0.6%	2.8%	5.3%	0.9%	2.2%	1.6%	0.7%	2.7%	7.0%	7.2%	12.7%

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



Sales Price Compared to Number of Entries (all ages)

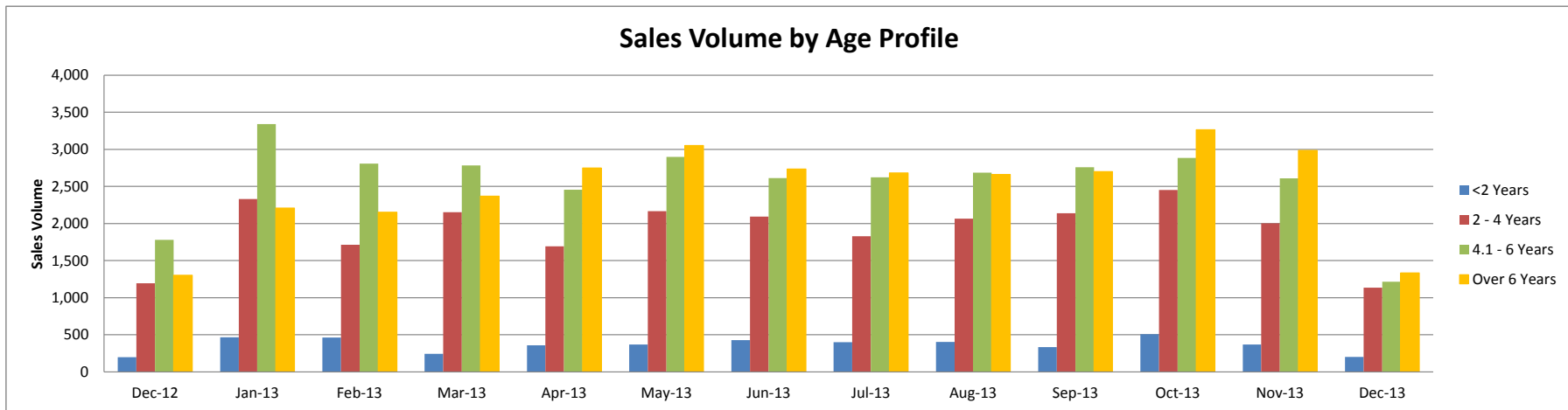
	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
December-12	£4,160	59.1	£3,800	58.7	£360	9%
January-13	£3,985	60.0	£3,720	59.7	£265	7%
February-13	£4,360	59.9	£3,970	60.0	£390	9%
March-13	£4,110	62.6	£3,600	64.2	£510	12%
April-13	£4,850	58.9	£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%



Sales Volume by Age Profile

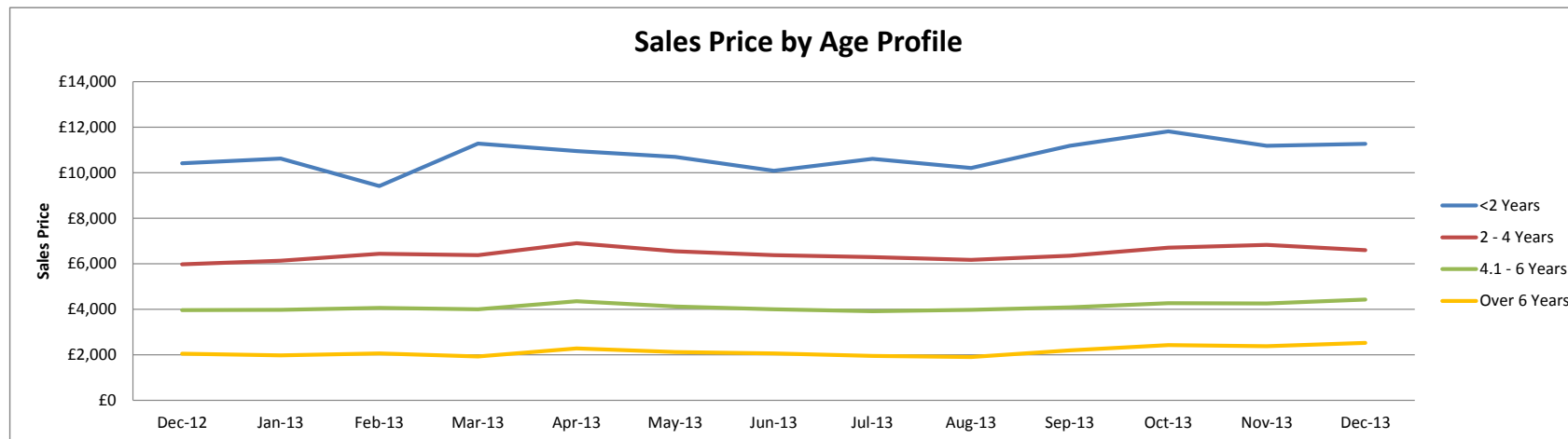
	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	12 month Total
<2 Years	197	467	462	243	356	366	426	398	404	334	508	367	200	4,531
% Difference from previous month	-30.6%	137.1%	-1.1%	-47.4%	46.5%	2.8%	16.4%	-6.6%	1.5%	-17.3%	52.1%	-27.8%	-45.5%	
2 - 4 Years	1,195	2,330	1,712	2,153	1,691	2,165	2,092	1,829	2,064	2,138	2,452	2,003	1,136	23,765
% Difference from previous month	-27.0%	95.0%	-26.5%	25.8%	-21.5%	28.0%	-3.4%	-12.6%	12.8%	3.6%	14.7%	-18.3%	-43.3%	
4.1 - 6 Years	1,780	3,340	2,808	2,785	2,454	2,898	2,611	2,622	2,687	2,759	2,884	2,609	1,215	31,672
% Difference from previous month	-35.4%	87.6%	-15.9%	-0.8%	-11.9%	18.1%	-9.9%	0.4%	2.5%	2.7%	4.5%	-9.5%	-53.4%	
Over 6 Years	1,303	2,207	2,154	2,369	2,750	3,050	2,736	2,682	2,661	2,698	3,266	2,984	1,334	30,891
% Difference from previous month	-33.0%	69.4%	-2.4%	10.0%	16.1%	10.9%	-10.3%	-2.0%	-0.8%	1.4%	21.1%	-8.6%	-55.3%	
Total	4,475	8,344	7,136	7,550	7,251	8,479	7,865	7,531	7,816	7,929	9,110	7,963	3,885	90,859
% Difference from previous month	-32.4%	86.5%	-14.5%	5.8%	-4.0%	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	

Sales Volume by Age Profile



Sales Price by Age Profile

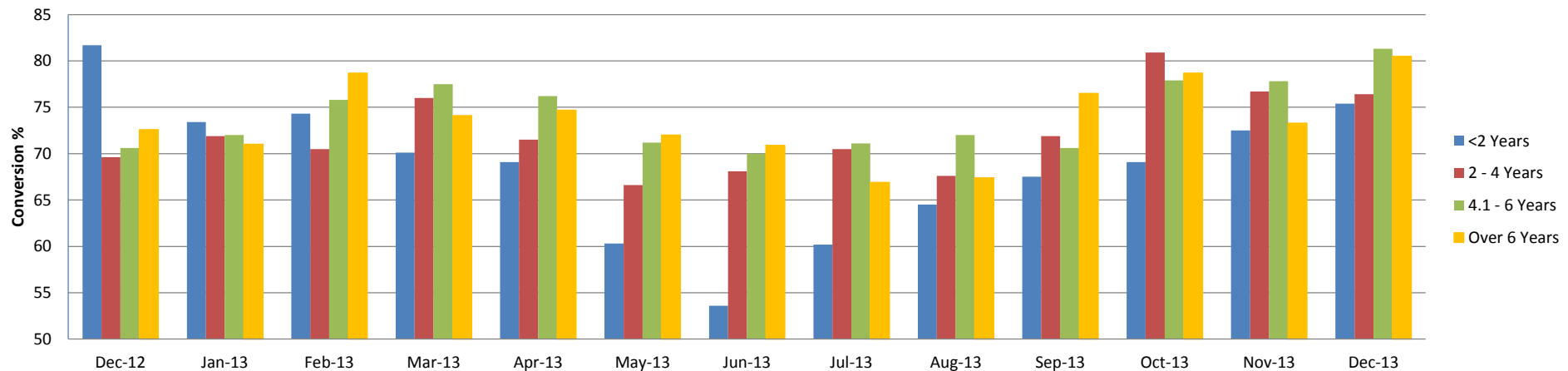
	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
<2 Years	£10,415	£10,625	£9,415	£11,280	£10,945	£10,690	£10,085	£10,605	£10,205	£11,185	£11,820	£11,175	£11,270
<i>% Difference from previous month</i>	-5.7%	2.0%	-11.4%	19.8%	-3.0%	-2.3%	-5.7%	5.2%	-3.8%	9.6%	5.7%	-5.5%	0.9%
2 - 4 Years	£5,970	£6,125	£6,435	£6,375	£6,900	£6,550	£6,375	£6,285	£6,170	£6,345	£6,700	£6,830	£6,590
<i>% Difference from previous month</i>	-0.3%	2.6%	5.1%	-0.9%	8.2%	-5.1%	-2.7%	-1.4%	-1.8%	2.8%	5.6%	1.9%	-3.5%
4.1 - 6 Years	£3,960	£3,965	£4,055	£3,995	£4,350	£4,120	£3,990	£3,915	£3,965	£4,080	£4,265	£4,250	£4,425
<i>% Difference from previous month</i>	-1.1%	0.1%	2.3%	-1.5%	8.9%	-5.3%	-3.2%	-1.9%	1.3%	2.9%	4.5%	-0.4%	4.1%
Over 6 Years	£2,040	£1,965	£2,050	£1,925	£2,275	£2,120	£2,050	£1,945	£1,895	£2,190	£2,420	£2,370	£2,520
<i>% Difference from previous month</i>	2.0%	-3.7%	4.3%	-6.1%	18.2%	-6.8%	-3.3%	-5.1%	-2.6%	15.6%	10.5%	-2.1%	6.3%
Average All Age	£4,221	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757
<i>% Difference from previous month</i>	0.3%	4.5%	-1.0%	-2.5%	5.2%	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%



Conversion by Age Profile

	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
<2 Years	82	73	74	70	69	60	54	60	65	68	69	73	75
% Difference from previous month	28.3%	-10.2%	1.2%	-5.7%	-1.4%	-12.7%	-11.1%	12.3%	7.1%	4.7%	2.4%	4.9%	4.0%
2 - 4 Years	70	72	71	76	72	67	68	71	68	72	81	77	76
% Difference from previous month	0.9%	3.3%	-1.9%	7.8%	-5.9%	-6.9%	2.3%	3.5%	-4.1%	6.4%	12.5%	-5.2%	-0.4%
4.1 - 6 Years	71	72	76	78	76	71	70	71	72	71	78	78	81
% Difference from previous month	-5.9%	2.0%	5.3%	2.2%	-1.7%	-6.6%	-1.7%	1.6%	1.3%	-1.9%	10.3%	-0.1%	4.5%
Over 6 Years	73	71	79	74	75	72	71	67	67	77	79	73	81
% Difference from previous month	-1.1%	-2.2%	10.8%	-5.8%	0.8%	-3.6%	-1.5%	-5.6%	0.7%	13.5%	2.9%	-6.9%	9.8%

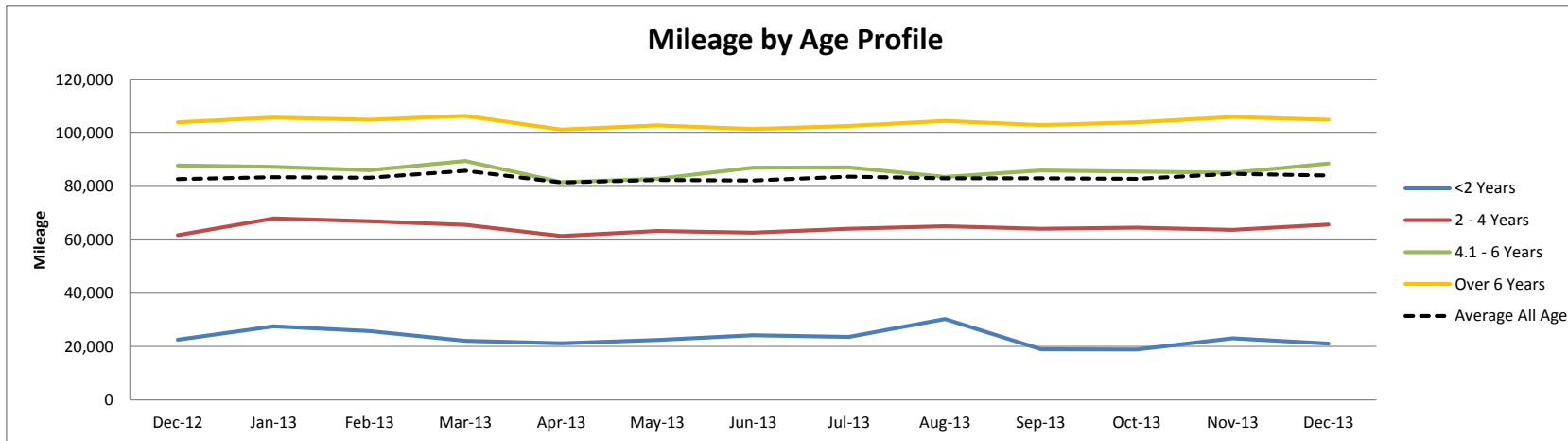
Conversion % by Age Profile



Mileage by Age Profile

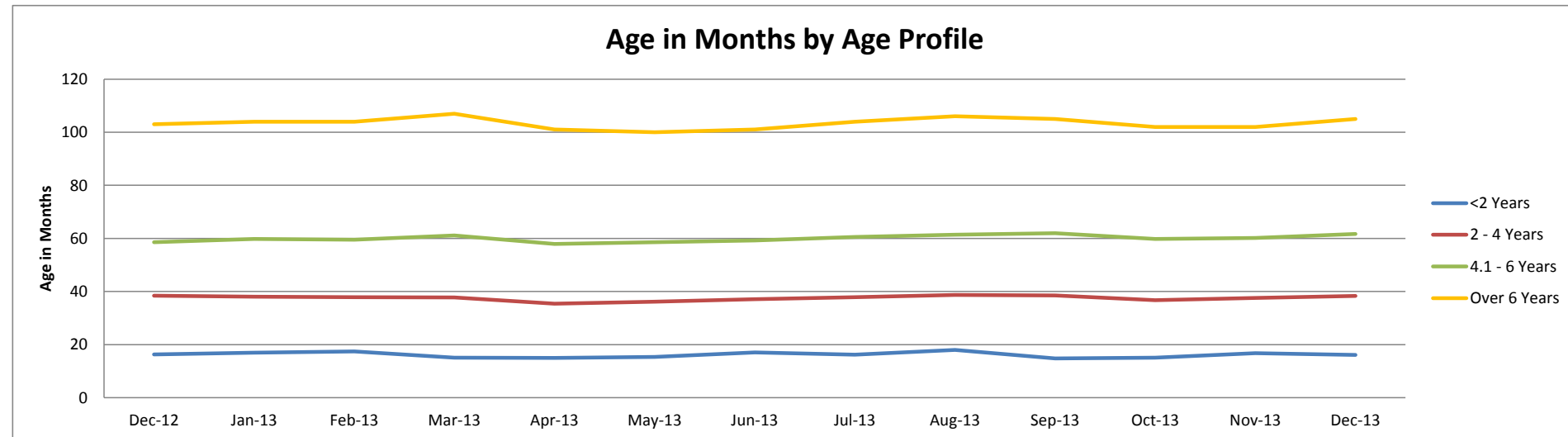
	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
<2 Years	22,583	27,576	25,782	22,142	21,146	22,453	24,204	23,632	30,248	18,987	18,830	23,061	21,055
<i>% Difference from previous month</i>	-4.9%	22.1%	-6.5%	-14.1%	-4.5%	6.2%	7.8%	-2.4%	28.0%	-37.2%	-0.8%	22.5%	-8.7%
2 - 4 Years	61,744	68,031	66,945	65,570	61,447	63,314	62,693	64,122	65,050	64,152	64,601	63,733	65,767
<i>% Difference from previous month</i>	-2.4%	10.2%	-1.6%	-2.1%	-6.3%	3.0%	-1.0%	2.3%	1.4%	-1.4%	0.7%	-1.3%	3.2%
4.1 - 6 Years	87,885	87,410	86,110	89,600	81,637	82,842	87,068	87,138	83,602	86,039	85,586	85,143	88,592
<i>% Difference from previous month</i>	2.9%	-0.5%	-1.5%	4.1%	-8.9%	1.5%	5.1%	0.1%	-4.1%	2.9%	-0.5%	-0.5%	4.1%
Over 6 Years	104,085	105,906	105,019	106,468	101,426	102,912	101,540	102,733	104,640	103,002	104,099	106,052	104,998
<i>% Difference from previous month</i>	3.8%	1.7%	-0.8%	1.4%	-4.7%	1.5%	-1.3%	1.2%	1.9%	-1.6%	1.1%	1.9%	-1.0%
Average All Age	82,747	83,542	83,314	85,869	81,464	82,469	82,214	83,746	83,107	83,085	82,852	84,732	84,074
<i>% Difference from previous month</i>	1.4%	1.0%	-0.3%	3.1%	-5.1%	1.2%	-0.3%	1.9%	-0.8%	0.0%	-0.3%	2.3%	-0.8%

Mileage by Age Profile



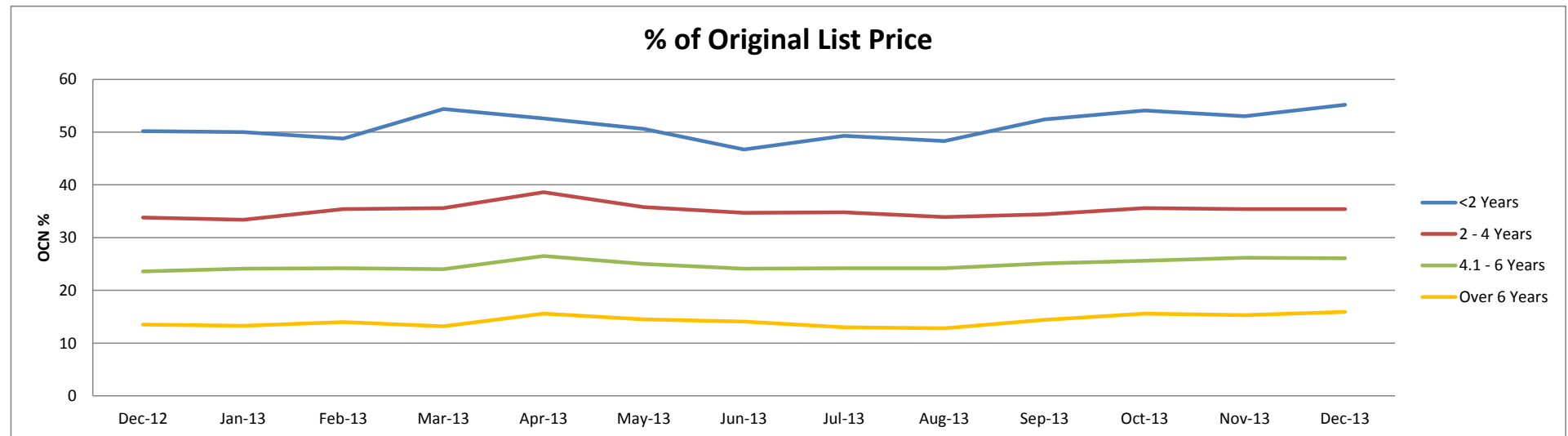
Age in Months by Age Profile

	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
<2 Years	16	17	17	15	15	15	17	16	18	15	15	17	16
% Difference from previous month	3.2%	4.3%	2.4%	-13.2%	-0.7%	2.7%	11.0%	-5.3%	11.1%	-17.8%	2.0%	11.3%	-4.2%
2 - 4 Years	38	38	38	38	35	36	37	38	39	39	37	38	38
% Difference from previous month	2.9%	-0.8%	-0.5%	-0.3%	-6.3%	2.3%	2.5%	2.2%	2.1%	-0.5%	-4.7%	2.5%	1.9%
4.1 - 6 Years	59	60	60	61	58	59	59	61	61	62	60	60	62
% Difference from previous month	0.5%	2.0%	-0.5%	2.7%	-5.2%	1.2%	1.0%	2.4%	1.3%	1.0%	-3.5%	0.7%	2.5%
Over 6 Years	103	104	104	107	101	100	101	104	106	105	102	102	105
% Difference from previous month	0.0%	1.0%	0.0%	2.9%	-5.6%	-1.0%	1.0%	3.0%	1.9%	-0.9%	-2.9%	0.0%	2.9%



Percentage of Original List Price by Age Profile

	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
<2 Years	50	50	49	54	53	51	47	49	48	52	54	53	55
<i>% Difference from previous month</i>	-2.1%	-0.4%	-2.4%	11.5%	-3.3%	-3.8%	-7.7%	5.6%	-2.0%	8.5%	3.2%	-2.0%	4.2%
2 - 4 Years	34	33	35	36	39	36	35	35	34	34	36	35	35
<i>% Difference from previous month</i>	-0.6%	-1.2%	6.0%	0.6%	8.4%	-7.3%	-3.1%	0.3%	-2.6%	1.5%	3.5%	-0.6%	0.0%
4.1 - 6 Years	24	24	24	24	27	25	24	24	24	25	26	26	26
<i>% Difference from previous month</i>	-2.9%	2.1%	0.4%	-0.8%	10.4%	-5.7%	-3.6%	0.4%	0.0%	3.7%	2.0%	2.3%	-0.4%
Over 6 Years	14	13	14	13	16	15	14	13	13	14	16	15	16
<i>% Difference from previous month</i>	-2.9%	-1.5%	5.3%	-5.7%	18.2%	-7.1%	-2.8%	-7.8%	-1.5%	12.5%	8.3%	-1.9%	3.9%



<2 Years Summary by Weight Band

	<2 Years	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
SMALL LCV (<2.6)	Average age in months	18	17	17	15	15	17	18	17	18	14	15	17	16
	Recorded mileage	24732	21923	21291	20690	19898	23688	22569	22375	26486	14535	18481	25847	18340
	Conversion rate	79%	65%	74%	66%	70%	59%	55%	47%	51%	68%	59%	75%	77%
	Sales volumes	64	143	181	64	118	120	157	113	114	98	153	120	64
	Sales prices	£6,105	£7,520	£6,269	£6,915	£7,317	£6,944	£6,562	£6,666	£6,702	£7,456	£7,822	£6,915	£7,219
	% New Price	42%	48%	45%	48%	49%	46%	41%	45%	43%	48%	48%	45%	48%
MEDIUM LCV (2.6 - 3.495)	Average age in months	16	17	18	14	14	15	15	16	18	15	15	17	15
	Recorded mileage	21663	24640	23667	19720	19705	20545	23570	23459	25759	19308	18178	23408	21233
	Conversion rate	77%	76%	79%	67%	67%	53%	72%	64%	68%	66%	76%	68%	75%
	Sales volumes	49	151	150	85	118	103	78	103	119	113	160	117	53
	Sales prices	£11,394	£10,769	£9,627	£11,129	£11,171	£10,821	£11,455	£10,016	£10,120	£10,310	£12,639	£10,965	£11,083
	% New Price	54%	50%	47%	52%	54%	52%	51%	49%	49%	49%	56%	51%	52%
LARGE LCV (3.5)	Average age in months	14	17	18	16	15	15	18	16	19	15	15	17	18
	Recorded mileage	24562	41070	44933	31120	29118	26422	31636	26648	44208	28571	23664	23869	29958
	Conversion rate	93%	77%	67%	67%	75%	66%	43%	66%	69%	61%	87%	63%	69%
	Sales volumes	51	115	77	47	86	97	133	131	114	70	118	65	32
	Sales prices	£10,706	£11,471	£11,601	£12,053	£12,397	£12,403	£10,423	£12,129	£10,703	£13,105	£13,008	£13,372	£12,052
	% New Price	43%	42%	42%	45%	46%	44%	39%	44%	40%	47%	47%	47%	45%

2-4 Years Summary by Weight Band

2 - 4 Years		Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
SMALL LCV (<2.6)	Average age in months	38	39	38	38	35	36	37	38	39	39	37	38	38
	Recorded mileage	58069	65716	65266	59735	56120	59154	59320	62075	61026	57632	57142	61058	60007
	Conversion rate	80%	73%	81%	82%	76%	68%	73%	72%	63%	64%	78%	72%	75%
	Sales volumes	456	710	568	806	644	813	775	744	844	832	893	704	415
	Sales prices	£4,185	£4,094	£4,318	£4,554	£4,930	£4,603	£4,401	£4,301	£4,196	£4,340	£4,403	£4,413	£4,478
	% New Price	32%	31%	33%	34%	37%	34%	32%	31%	30%	31%	31%	31%	31%
MEDIUM LCV (2.6 - 3.495)	Average age in months	38	38	38	38	36	37	38	39	38	39	37	38	39
	Recorded mileage	61138	68141	63352	67048	62667	63335	62900	65869	66798	66808	69265	64155	67965
	Conversion rate	72%	72%	72%	75%	77%	72%	73%	72%	74%	79%	83%	84%	85%
	Sales volumes	418	923	589	722	589	728	680	567	654	677	809	674	408
	Sales prices	£6,594	£6,316	£6,881	£6,690	£7,408	£7,000	£6,939	£7,006	£6,889	£6,888	£7,225	£7,142	£6,975
	% New Price	36%	34%	37%	36%	39%	37%	37%	37%	36%	36%	37%	37%	37%
LARGE LCV (3.5)	Average age in months	39	37	38	37	35	35	37	37	39	38	36	37	39
	Recorded mileage	76931	80108	86200	84883	87256	83277	76289	79526	82893	79932	81096	77508	82658
	Conversion rate	50%	69%	56%	64%	61%	58%	58%	59%	64%	79%	83%	76%	73%
	Sales volumes	214	487	357	400	257	398	407	280	352	395	453	397	192
	Sales prices	£6,594	£6,836	£6,790	£7,062	£7,343	£7,260	£7,088	£6,850	£6,930	£7,139	£7,448	£7,836	£7,464
	% New Price	27%	27%	27%	28%	29%	28%	28%	27%	27%	28%	29%	30%	29%

4.1-6 Years Summary by Weight Band

4.1 - 6 Years		Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
SMALL LCV (<2.6)	Average age in months	58	60	61	62	58	59	60	60	60	61	59	59	61
	Recorded mileage	79158	78395	82277	83529	73568	75309	80730	75622	73790	73828	73163	70536	75458
	Conversion rate	82%	78%	86%	84%	81%	75%	75%	71%	77%	71%	83%	84%	82%
	Sales volumes	530	948	707	790	684	858	801	902	948	969	1023	986	323
	Sales prices	£2,758	£2,755	£2,708	£2,715	£3,053	£2,905	£2,762	£2,890	£2,802	£2,948	£3,034	£3,143	£3,070
	% New Price	23%	23%	23%	23%	26%	24%	23%	24%	24%	25%	25%	26%	25%
MEDIUM LCV (2.6 - 3.495)	Average age in months	58	59	58	60	57	58	58	61	62	63	61	61	63
	Recorded mileage	86594	86006	79055	83000	77459	79809	82421	87288	82622	85474	86953	87062	89295
	Conversion rate	67%	71%	75%	80%	80%	74%	70%	74%	70%	72%	77%	82%	82%
	Sales volumes	604	1332	1170	1062	1068	1292	1151	1091	1007	1051	1029	926	529
	Sales prices	£4,076	£4,184	£4,446	£4,407	£4,681	£4,420	£4,364	£4,255	£4,340	£4,395	£4,582	£4,617	£4,470
	% New Price	25%	26%	27%	27%	29%	27%	26%	25%	26%	26%	27%	27%	27%
LARGE LCV (3.5)	Average age in months	59	60	59	61	59	60	60	62	63	62	60	61	61
	Recorded mileage	100651	102570	104577	108116	101191	102907	108485	109832	103634	109986	106170	109934	108094
	Conversion rate	64%	69%	71%	69%	70%	65%	64%	66%	70%	65%	79%	67%	77%
	Sales volumes	498	813	726	728	561	584	544	486	574	573	656	538	267
	Sales prices	£4,244	£4,279	£3,925	£4,059	£4,485	£4,482	£4,299	£4,156	£4,366	£4,471	£4,787	£4,702	£4,773
	% New Price	19%	19%	17%	18%	20%	20%	19%	18%	19%	20%	20%	20%	21%

>6 Years Summary by Weight Band

	Over 6 Years	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
SMALL LCV (<2.6)	Average age in months	95	97	97	101	95	94	95	97	99	100	97	97	101
	Recorded mileage	96621	96802	94460	99158	92057	93685	94005	95479	96647	96954	99034	100365	97578
	Conversion rate	70%	75%	82%	79%	78%	76%	72%	67%	67%	81%	82%	74%	82%
	Sales volumes	391	626	647	762	865	994	884	783	823	806	945	924	358
	Sales prices	£1,319	£1,349	£1,391	£1,335	£1,626	£1,520	£1,498	£1,395	£1,316	£1,379	£1,484	£1,393	£1,409
	% New Price	12%	12%	13%	12%	15%	14%	13%	13%	12%	12%	13%	13%	13%
MEDIUM LCV (2.6 - 3.495)	Average age in months	96	99	98	100	95	96	98	101	102	102	98	98	99
	Recorded mileage	106480	106923	107134	108191	103022	106863	102919	101243	106286	104617	103305	109728	109753
	Conversion rate	76%	70%	78%	76%	71%	73%	73%	72%	72%	79%	78%	80%	80%
	Sales volumes	294	618	560	539	675	821	799	838	826	844	1000	872	401
	Sales prices	£2,227	£2,145	£2,282	£2,155	£2,453	£2,216	£2,083	£1,861	£1,970	£2,097	£2,486	£2,434	£2,621
	% New Price	15%	14%	15%	14%	16%	15%	14%	13%	13%	14%	15%	16%	16%
LARGE LCV (3.5)	Average age in months	104	107	105	107	101	100	104	105	108	107	100	100	106
	Recorded mileage	113102	116755	122077	119736	115771	113374	111224	113107	113349	110998	117709	116351	114249
	Conversion rate	79%	70%	74%	69%	76%	70%	70%	64%	70%	70%	77%	70%	78%
	Sales volumes	246	404	406	453	509	565	521	530	491	514	633	563	267
	Sales prices	£2,064	£1,983	£1,994	£1,848	£2,271	£2,336	£2,263	£2,251	£2,054	£2,422	£2,578	£2,656	£2,231
	% New Price	10%	10%	10%	10%	12%	12%	12%	11%	11%	12%	14%	13%	12%