

COMPILED BY  
**GLASS'S**

# Auction Report - LCV

March 2014



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# NAMA used LCV market commentary for February 2014

## Whole market - February compared to January

- In February, sales volume fell to 8,583 units (-6.6%).
- The average age of LCVs rose to 66.6 months.
- The average mileage was 84,079 miles.
- At £4,844 the average price achieved increased by 0.8%.
- The average number of days that LCVs remained on site fell to 12.7.
- The average number of entries required to achieve a sale was 1.32.
- 79% of LCVs sold at the 1st time of being offered.

### Comment:

Following the big increase in volumes recorded in January, February saw the number of light commercials entering the wholesale marketplace falling back towards trend. Despite age and mileage increasing, with a 6.6% reduction in volume and demand for most LCVs holding steady, the average price paid at auction was modestly higher.

## Volume changes - by age

	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14
<2 Years	508	367	200	488	557
% Difference from previous month	52.1%	-27.8%	-45.5%	144.0%	14.1%

2 - 4 Years	2,452	2,003	1,136	3,082	2,668
% Difference from previous month	14.7%	-18.3%	-43.3%	171.3%	-13.4%

4.1 - 6 Years	2,884	2,609	1,215	2,638	2,280
% Difference from previous month	4.5%	-9.5%	-53.4%	117.1%	-13.6%

Over 6 Years	3,266	2,984	1,334	2,977	3,078
% Difference from previous month	21.1%	-8.6%	-55.3%	123.2%	3.4%

## Comment:

In February, volumes rose for the oldest and youngest LCV age bands whilst numbers for stock between 2-6 years old fell back to give an overall reduction of 6.6%. At 8,583 units, the current volume of LCVs appearing at auction is being readily absorbed. However, whilst demand for vans has remained rock solid, the growing number of 4x4 double cab pick-ups and larger minibuses on offer, at a time when the sentiment being directed towards them has faltered, are struggling.

## Mileage changes - by age

	Nov-13	Dec-13	Jan-14	Feb-14
<2 Years	23,061	21,055	24,017	26,462
% Difference from previous month	22.5%	-8.7%	14.1%	10.2%
2 - 4 Years	63,733	65,767	66,195	67,826
% Difference from previous month	-1.3%	3.2%	0.7%	2.5%
4.1 - 6 Years	85,143	88,592	91,249	89,571
% Difference from previous month	-0.5%	4.1%	3.0%	-1.8%
Over 6 Years	106,052	104,998	105,187	104,525
% Difference from previous month	1.9%	-1.0%	0.2%	-0.6%
Average All Age	84,732	84,074	83,788	84,079

## Comment:

The small increase in average mileage for February was of the same magnitude as the reduction recorded in January. This suggests that there will be little change in total recorded mileage for those LCVs being de-fleeted during 2014.

## Price changes - by age

	Nov-13	Dec-13	Jan-14	Feb-14
<2 Years	£11,175	£11,270	£11,145	£10,975
% Difference from previous month	-5.5%	0.9%	-1.1%	-1.5%

2 - 4 Years	£6,830	£6,590	£6,440	£6,580
% Difference from previous month	1.9%	-3.5%	-2.3%	2.2%

4.1 - 6 Years	£4,250	£4,425	£4,320	£4,405
% Difference from previous month	-0.4%	4.1%	-2.4%	2.0%

Over 6 Years	£2,370	£2,520	£2,510	£2,555
% Difference from previous month	-2.1%	6.3%	-0.4%	1.8%

## Comment:

With February delivering positive news on LCV prices, albeit with an overall increase of just 0.8%, it is perhaps more relevant to reflect that over the past 12 months the average price paid for an LCV lot has risen by £586 (+13.7%).

## Market Overview

Following the mixed messages being sent out over the first month of trading in 2014, it comes as something of a relief to have February delivering robust results and better indicating where the remainder of this year is heading. It would appear that monthly volumes will remain well above 8,000 units and destined to settle above 9,000 before too long. Over the medium term, should the average number of LCVs being offered at auction each month top the 10,000 mark then nothing short of boom conditions across the wider UK economy would prevent price slippage. Accordingly, vendors would be well advised to program any upcoming spikes in their LCV disposals in a manner that will spread the load and give each lot its best chance of selling well.

Unsurprisingly, with the dominant factor across each LCV sector over the past 18-months having been the shortage of quality used stock, the sizeable increase in retail and trade demand has driven prices ever higher. Thanks to the laws of supply and demand this is relatively straightforward to explain, yet it is far more difficult to anticipate just how long such favourable conditions will prevail and, when things do cool off, what the consequences might be. Currently, by looking at 4x4 double cab pick-ups and above 4.0 tonne minibuses we have prime examples of just how quickly trouble can strike. Both had previously enjoyed good runs within buoyant market sectors yet demand has now crumbled. Accordingly, if vendors wish to avoid (or at least minimise) any such nasty shocks, it would be wise to hope for the best yet plan for the worst.

# Whole Market Summary

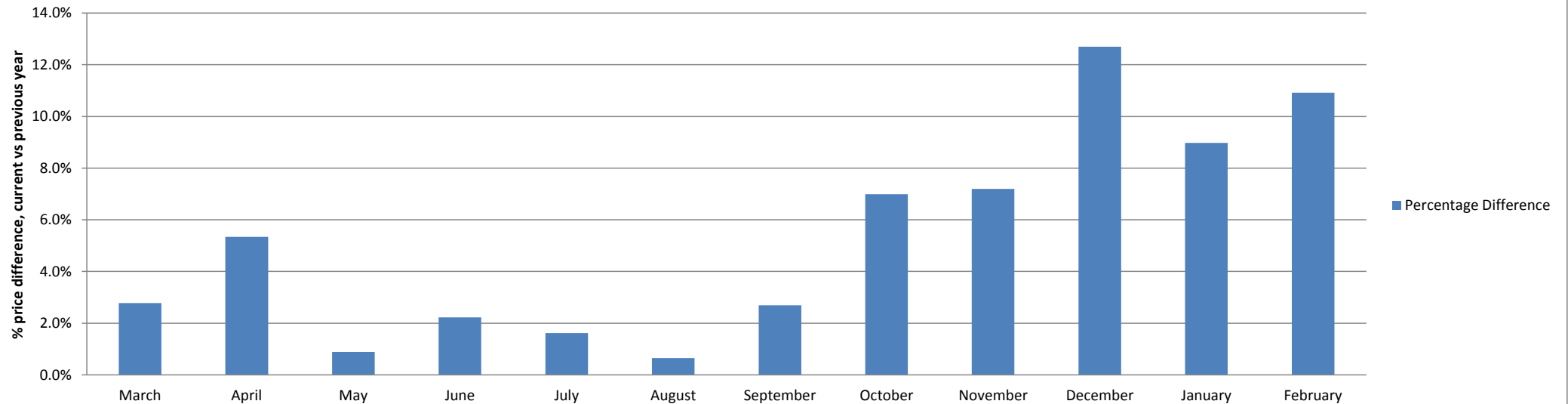
	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Feb-13	Feb-14	Year on Year Diff
Sales Volumes All Ages	7,136	7,550	7,251	8,479	7,865	7,531	7,816	7,929	9,110	7,963	3,885	9,185	8,583	7,136	8,583	20%
% Difference to previous month	-14.5%	5.8%	-4.0%	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%			
Average Age in Months	65.0	67.3	66.8	66.1	65.7	68.3	68.4	68.4	66.4	68.1	67.3	65.0	66.6	65.0	66.6	1.6
Average Mileage	83,314	85,869	81,464	82,469	82,214	83,746	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,314	84,079	765
Average No. of Entries	1.33	1.32	1.35	1.43	1.45	1.45	1.45	1.37	1.27	1.32	1.26	1.35	1.32	1.33	1.32	-0.01
% Vehicles Sold 1st Time	79%	80%	76%	67%	69%	70%	72%	79%	84%	81%	80%	77%	79%	79%	79%	1%
Average No. Days on Site	12.2	10.8	10.7	12.0	13.4	12.7	13.2	12.9	11.8	11.6	11.3	15.6	12.7	12.2	12.7	0.5
Average Sales Prices All Ages	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,367	£4,844	11%
% Difference to previous month	-1.0%	-2.5%	5.2%	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%			
% OCN	25.8	25.4	26.8	25.4	25.0	24.5	24.6	25.5	26.6	26.0	27.3	26.8	27.2	25.8	27.2	1.4



# Average Sale Price Year on Year

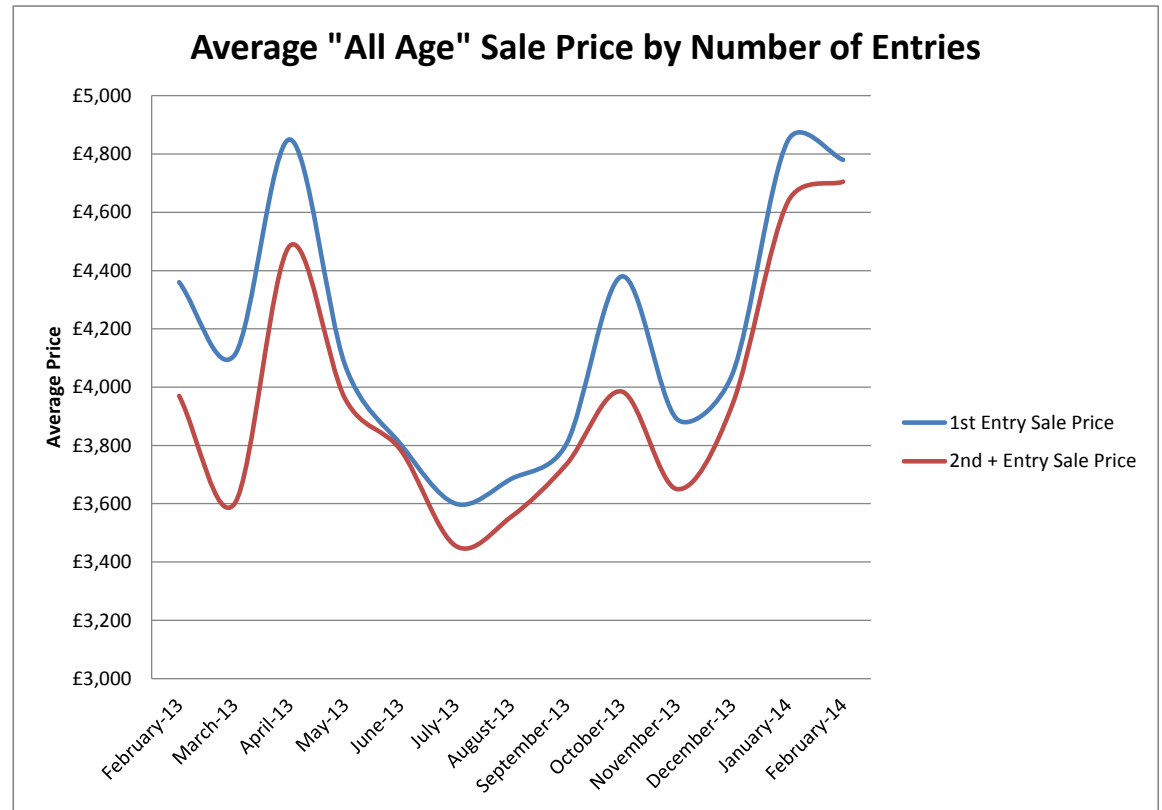
	March	April	May	June	July	August	September	October	November	December	January	February
<b>Average All Ages Sales Price Previous Year 2013 - Pre January</b>	£4,143	£4,254	£4,266	£4,187	£4,075	£4,137	£4,232	£4,375	£4,209	£4,221	£4,411	£4,367
<b>Average All Ages Sales Price Current Year 2014 - January Onwards</b>	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844
<b>Percentage Difference</b>	2.8%	5.3%	0.9%	2.2%	1.6%	0.7%	2.7%	7.0%	7.2%	12.7%	9.0%	10.9%

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



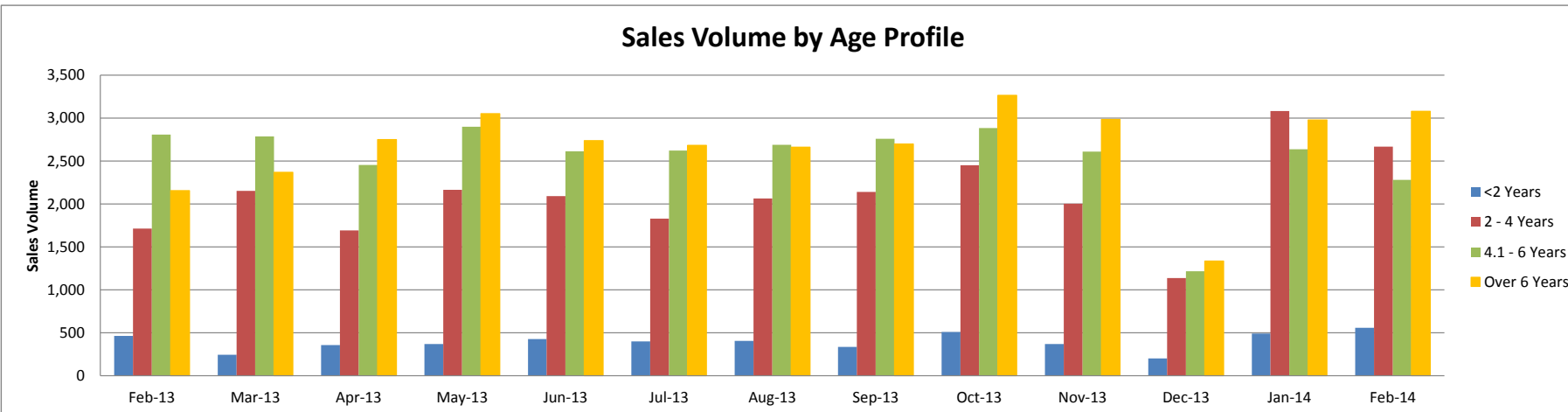
# Sales Price Compared to Number of Entries (all ages)

	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
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%
January-14	£4,845	58.0	£4,635	57.6	£210	4%
February-14	£4,780	59.9	£4,705	57.3	£75	2%



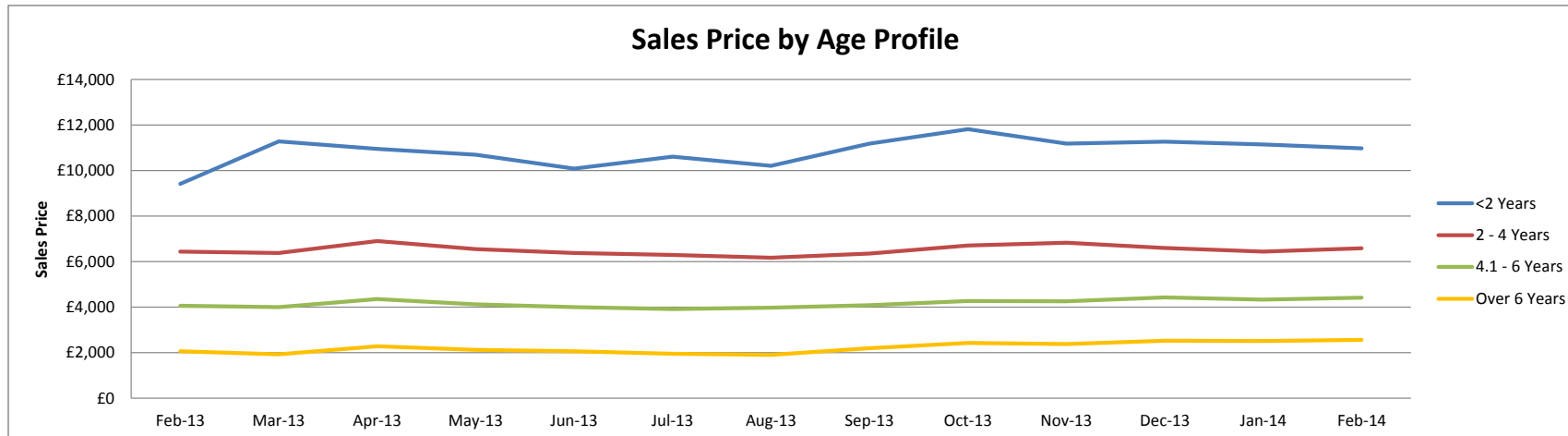
# Sales Volume by Age Profile

	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	12 month Total
<2 Years	462	243	356	366	426	398	404	334	508	367	200	488	557	4,647
% Difference from previous month	-1.1%	-47.4%	46.5%	2.8%	16.4%	-6.6%	1.5%	-17.3%	52.1%	-27.8%	-45.5%	144.0%	14.1%	
2 - 4 Years	1,712	2,153	1,691	2,165	2,092	1,829	2,064	2,138	2,452	2,003	1,136	3,082	2,668	25,473
% Difference from previous month	-26.5%	25.8%	-21.5%	28.0%	-3.4%	-12.6%	12.8%	3.6%	14.7%	-18.3%	-43.3%	171.3%	-13.4%	
4.1 - 6 Years	2,808	2,785	2,454	2,898	2,611	2,622	2,687	2,759	2,884	2,609	1,215	2,638	2,280	30,442
% Difference from previous month	-15.9%	-0.8%	-11.9%	18.1%	-9.9%	0.4%	2.5%	2.7%	4.5%	-9.5%	-53.4%	117.1%	-13.6%	
Over 6 Years	2,154	2,369	2,750	3,050	2,736	2,682	2,661	2,698	3,266	2,984	1,334	2,977	3,078	32,585
% Difference from previous month	-2.4%	10.0%	16.1%	10.9%	-10.3%	-2.0%	-0.8%	1.4%	21.1%	-8.6%	-55.3%	123.2%	3.4%	
<b>Total</b>	<b>7,136</b>	<b>7,550</b>	<b>7,251</b>	<b>8,479</b>	<b>7,865</b>	<b>7,531</b>	<b>7,816</b>	<b>7,929</b>	<b>9,110</b>	<b>7,963</b>	<b>3,885</b>	<b>9,185</b>	<b>8,583</b>	<b>93,147</b>
% Difference from previous month	-14.5%	5.8%	-4.0%	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	



# Sales Price by Age Profile

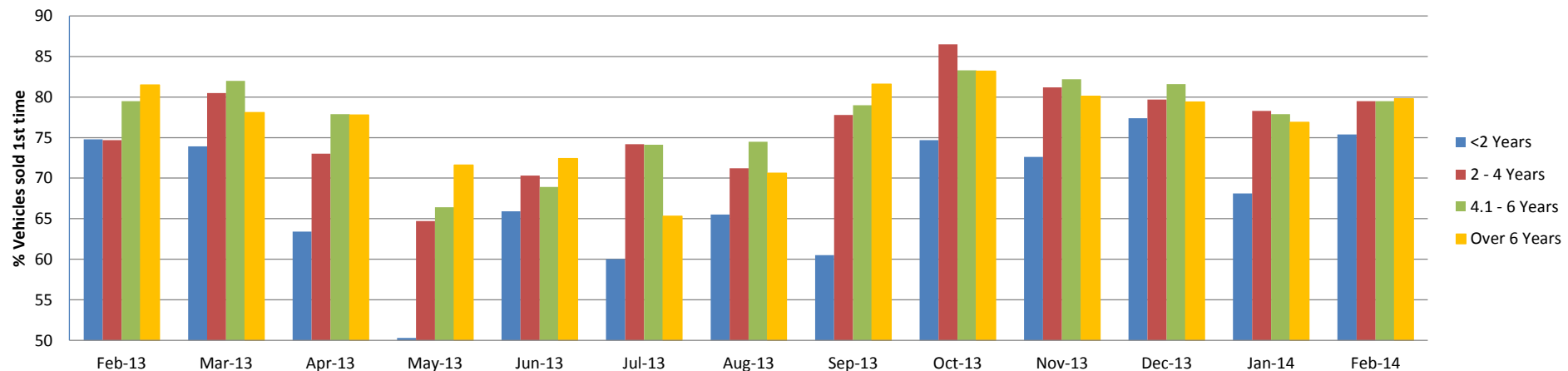
	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14
<b>&lt;2 Years</b>	£9,415	£11,280	£10,945	£10,690	£10,085	£10,605	£10,205	£11,185	£11,820	£11,175	£11,270	£11,145	£10,975
<i>% Difference from previous month</i>	-11.4%	19.8%	-3.0%	-2.3%	-5.7%	5.2%	-3.8%	9.6%	5.7%	-5.5%	0.9%	-1.1%	-1.5%
<b>2 - 4 Years</b>	£6,435	£6,375	£6,900	£6,550	£6,375	£6,285	£6,170	£6,345	£6,700	£6,830	£6,590	£6,440	£6,580
<i>% Difference from previous month</i>	5.1%	-0.9%	8.2%	-5.1%	-2.7%	-1.4%	-1.8%	2.8%	5.6%	1.9%	-3.5%	-2.3%	2.2%
<b>4.1 - 6 Years</b>	£4,055	£3,995	£4,350	£4,120	£3,990	£3,915	£3,965	£4,080	£4,265	£4,250	£4,425	£4,320	£4,405
<i>% Difference from previous month</i>	2.3%	-1.5%	8.9%	-5.3%	-3.2%	-1.9%	1.3%	2.9%	4.5%	-0.4%	4.1%	-2.4%	2.0%
<b>Over 6 Years</b>	£2,050	£1,925	£2,275	£2,120	£2,050	£1,945	£1,895	£2,190	£2,420	£2,370	£2,520	£2,510	£2,555
<i>% Difference from previous month</i>	4.3%	-6.1%	18.2%	-6.8%	-3.3%	-5.1%	-2.6%	15.6%	10.5%	-2.1%	6.3%	-0.4%	1.8%
<b>Average All Age</b>	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844
<i>% Difference from previous month</i>	-1.0%	-2.5%	5.2%	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%



# Conversion by Age Profile

	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14
<b>&lt;2 Years</b>	75	74	63	50	66	60	66	61	75	73	77	68	75
<i>% Difference from previous month</i>	6.6%	-1.2%	-14.2%	-20.7%	31.0%	-9.0%	9.2%	-7.6%	23.5%	-2.8%	6.6%	-12.0%	10.7%
<b>2 - 4 Years</b>	75	81	73	65	70	74	71	78	87	81	80	78	80
<i>% Difference from previous month</i>	-1.5%	7.8%	-9.3%	-11.4%	8.7%	5.5%	-4.0%	9.3%	11.2%	-6.1%	-1.8%	-1.8%	1.5%
<b>4.1 - 6 Years</b>	80	82	78	66	69	74	75	79	83	82	82	78	80
<i>% Difference from previous month</i>	7.3%	3.1%	-5.0%	-14.8%	3.8%	7.5%	0.5%	6.0%	5.4%	-1.3%	-0.7%	-4.5%	2.1%
<b>Over 6 Years</b>	82	78	78	72	72	65	71	82	83	80	79	77	80
<i>% Difference from previous month</i>	10.1%	-4.2%	-0.4%	-8.0%	1.1%	-9.8%	8.1%	15.6%	2.0%	-3.7%	-0.9%	-3.1%	3.8%

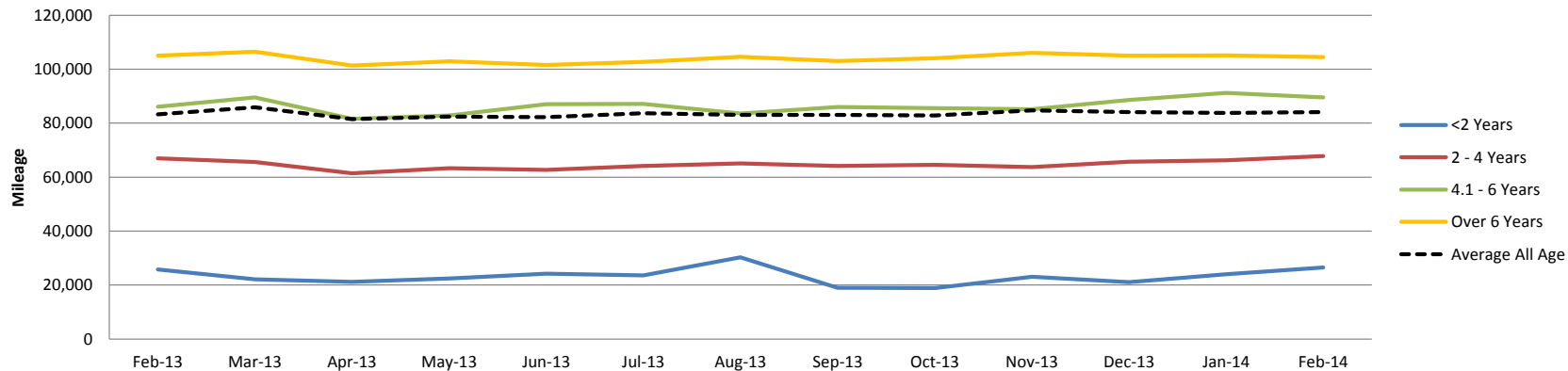
### % Vehicles Sold First Time by Age Profile



# Mileage by Age Profile

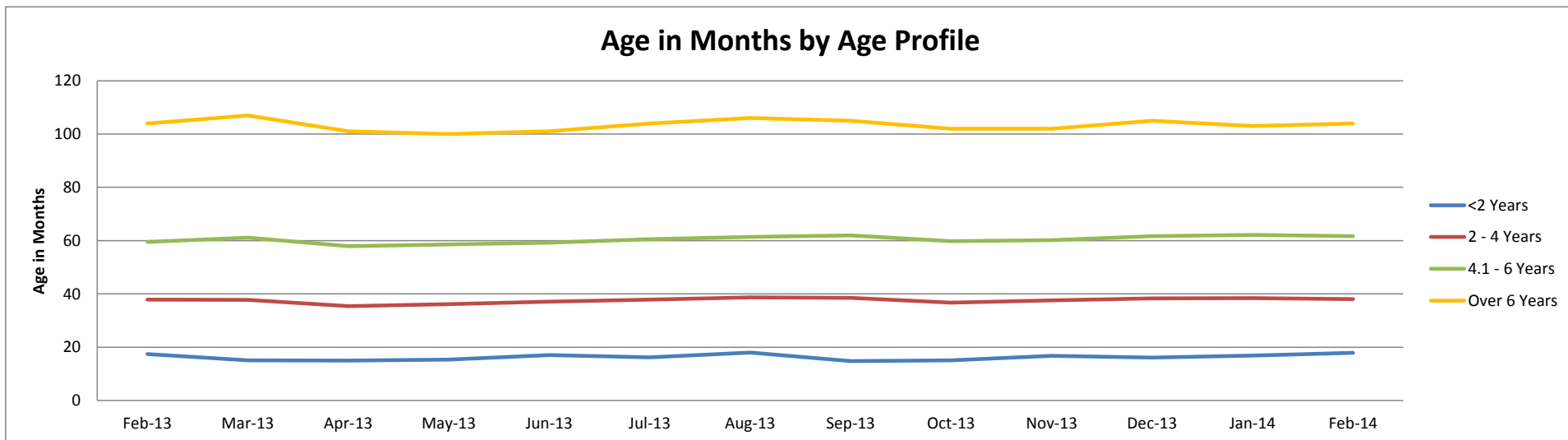
	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14
<b>&lt;2 Years</b>	25,782	22,142	21,146	22,453	24,204	23,632	30,248	18,987	18,830	23,061	21,055	24,017	26,462
<i>% Difference from previous month</i>	-6.5%	-14.1%	-4.5%	6.2%	7.8%	-2.4%	28.0%	-37.2%	-0.8%	22.5%	-8.7%	14.1%	10.2%
<b>2 - 4 Years</b>	66,945	65,570	61,447	63,314	62,693	64,122	65,050	64,152	64,601	63,733	65,767	66,195	67,826
<i>% Difference from previous month</i>	-1.6%	-2.1%	-6.3%	3.0%	-1.0%	2.3%	1.4%	-1.4%	0.7%	-1.3%	3.2%	0.7%	2.5%
<b>4.1 - 6 Years</b>	86,110	89,600	81,637	82,842	87,068	87,138	83,602	86,039	85,586	85,143	88,592	91,249	89,571
<i>% Difference from previous month</i>	-1.5%	4.1%	-8.9%	1.5%	5.1%	0.1%	-4.1%	2.9%	-0.5%	-0.5%	4.1%	3.0%	-1.8%
<b>Over 6 Years</b>	105,019	106,468	101,426	102,912	101,540	102,733	104,640	103,002	104,099	106,052	104,998	105,187	104,525
<i>% Difference from previous month</i>	-0.8%	1.4%	-4.7%	1.5%	-1.3%	1.2%	1.9%	-1.6%	1.1%	1.9%	-1.0%	0.2%	-0.6%
<b>Average All Age</b>	83,314	85,869	81,464	82,469	82,214	83,746	83,107	83,085	82,852	84,732	84,074	83,788	84,079
<i>% Difference from previous month</i>	-0.3%	3.1%	-5.1%	1.2%	-0.3%	1.9%	-0.8%	0.0%	-0.3%	2.3%	-0.8%	-0.3%	0.3%

Mileage by Age Profile



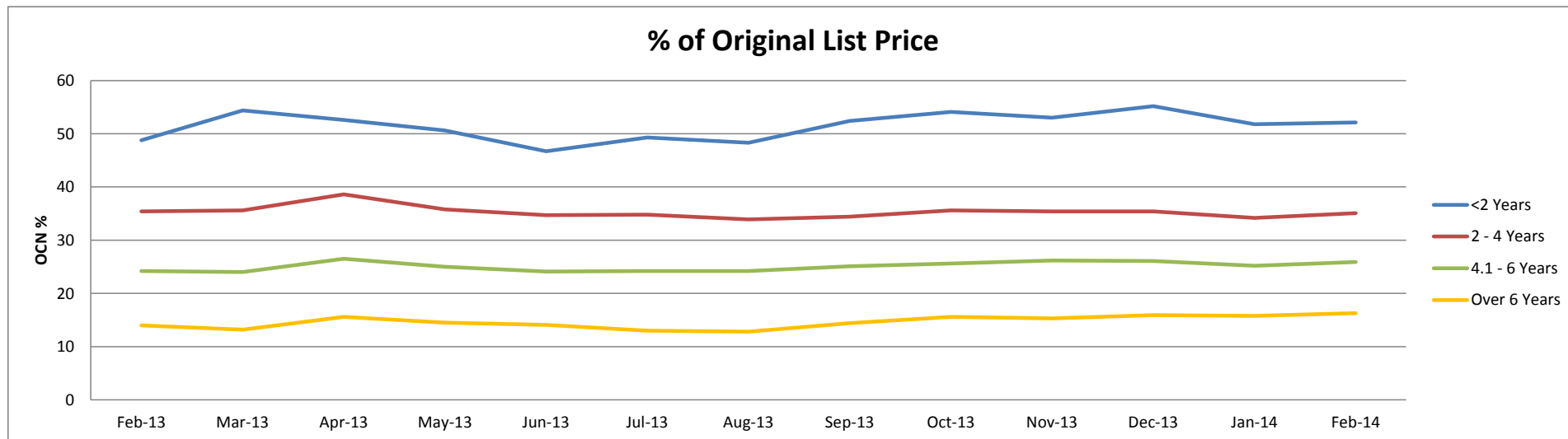
# Age in Months by Age Profile

	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14
<2 Years	17	15	15	15	17	16	18	15	15	17	16	17	18
% Difference from previous month	2.4%	-13.2%	-0.7%	2.7%	11.0%	-5.3%	11.1%	-17.8%	2.0%	11.3%	-4.2%	5.0%	5.9%
2 - 4 Years	38	38	35	36	37	38	39	39	37	38	38	38	38
% Difference from previous month	-0.5%	-0.3%	-6.3%	2.3%	2.5%	2.2%	2.1%	-0.5%	-4.7%	2.5%	1.9%	0.3%	-0.8%
4.1 - 6 Years	60	61	58	59	59	61	61	62	60	60	62	62	62
% Difference from previous month	-0.5%	2.7%	-5.2%	1.2%	1.0%	2.4%	1.3%	1.0%	-3.5%	0.7%	2.5%	0.8%	-0.8%
Over 6 Years	104	107	101	100	101	104	106	105	102	102	105	103	104
% Difference from previous month	0.0%	2.9%	-5.6%	-1.0%	1.0%	3.0%	1.9%	-0.9%	-2.9%	0.0%	2.9%	-1.9%	1.0%



# Percentage of Original List Price by Age Profile

	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14
<b>&lt;2 Years</b>	49	54	53	51	47	49	48	52	54	53	55	52	52
<b>% Difference from previous month</b>	-2.4%	11.5%	-3.3%	-3.8%	-7.7%	5.6%	-2.0%	8.5%	3.2%	-2.0%	4.2%	-6.2%	0.6%
<b>2 - 4 Years</b>	35	36	39	36	35	35	34	34	36	35	35	34	35
<b>% Difference from previous month</b>	6.0%	0.6%	8.4%	-7.3%	-3.1%	0.3%	-2.6%	1.5%	3.5%	-0.6%	0.0%	-3.4%	2.6%
<b>4.1 - 6 Years</b>	24	24	27	25	24	24	24	25	26	26	26	25	26
<b>% Difference from previous month</b>	0.4%	-0.8%	10.4%	-5.7%	-3.6%	0.4%	0.0%	3.7%	2.0%	2.3%	-0.4%	-3.4%	2.8%
<b>Over 6 Years</b>	14	13	16	15	14	13	13	14	16	15	16	16	16
<b>% Difference from previous month</b>	5.3%	-5.7%	18.2%	-7.1%	-2.8%	-7.8%	-1.5%	12.5%	8.3%	-1.9%	3.9%	-0.6%	3.2%





# <2 Years Summary by Weight Band

	<2 Years	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14
SMALL LCV (<2.6)	Average age in months	17	15	15	17	18	17	18	14	15	17	16	17	18
	Recorded mileage	21291	20690	19898	23688	22569	22375	26486	14535	18481	25847	18340	23907	26261
	Conversion rate	74%	66%	70%	59%	55%	47%	51%	68%	59%	75%	77%	67%	79%
	Sales volumes	181	64	118	120	157	113	114	98	153	120	64	155	164
	Sales prices	£6,269	£6,915	£7,317	£6,944	£6,562	£6,666	£6,702	£7,456	£7,822	£6,915	£7,219	£6,999	£6,953
	% New Price	45%	48%	49%	46%	41%	45%	43%	48%	48%	45%	48%	44%	46%
MEDIUM LCV (2.6 - 3.495)	Average age in months	18	14	14	15	15	16	18	15	15	17	15	18	19
	Recorded mileage	23667	19720	19705	20545	23570	23459	25759	19308	18178	23408	21233	24666	26660
	Conversion rate	79%	67%	67%	53%	72%	64%	68%	66%	76%	68%	75%	71%	73%
	Sales volumes	150	85	118	103	78	103	119	113	160	117	53	145	188
	Sales prices	£9,627	£11,129	£11,171	£10,821	£11,455	£10,016	£10,120	£10,310	£12,639	£10,965	£11,083	£10,599	£11,018
	% New Price	47%	52%	54%	52%	51%	49%	49%	49%	56%	51%	52%	51%	53%
LARGE LCV (3.5)	Average age in months	18	16	15	15	18	16	19	15	15	17	18	17	19
	Recorded mileage	44933	31120	29118	26422	31636	26648	44208	28571	23664	23869	29958	31994	34615
	Conversion rate	67%	67%	75%	66%	43%	66%	69%	61%	87%	63%	69%	62%	65%
	Sales volumes	77	47	86	97	133	131	114	70	118	65	32	107	120
	Sales prices	£11,601	£12,053	£12,397	£12,403	£10,423	£12,129	£10,703	£13,105	£13,008	£13,372	£12,052	£13,012	£12,349
	% New Price	42%	45%	46%	44%	39%	44%	40%	47%	47%	47%	45%	45%	44%

# 2-4 Years Summary by Weight Band

2 - 4 Years		Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14
SMALL LCV (<2.6)	Average age in months	38	38	35	36	37	38	39	39	37	38	38	39	38
	Recorded mileage	65266	59735	56120	59154	59320	62075	61026	57632	57142	61058	60007	59569	64107
	Conversion rate	81%	82%	76%	68%	73%	72%	63%	64%	78%	72%	75%	79%	83%
	Sales volumes	568	806	644	813	775	744	844	832	893	704	415	1077	1014
	Sales prices	£4,318	£4,554	£4,930	£4,603	£4,401	£4,301	£4,196	£4,340	£4,403	£4,413	£4,478	£4,526	£4,681
	% New Price	33%	34%	37%	34%	32%	31%	30%	31%	31%	31%	31%	32%	33%
MEDIUM LCV (2.6 - 3.495)	Average age in months	38	38	36	37	38	39	38	39	37	38	39	38	38
	Recorded mileage	63352	67048	62667	63335	62900	65869	66798	66808	69265	64155	67965	67007	68656
	Conversion rate	72%	75%	77%	72%	73%	72%	74%	79%	83%	84%	85%	77%	79%
	Sales volumes	589	722	589	728	680	567	654	677	809	674	408	1073	871
	Sales prices	£6,881	£6,690	£7,408	£7,000	£6,939	£7,006	£6,889	£6,888	£7,225	£7,142	£6,975	£6,616	£7,132
	% New Price	37%	36%	39%	37%	37%	37%	36%	36%	37%	37%	37%	35%	36%
LARGE LCV (3.5)	Average age in months	38	37	35	35	37	37	39	38	36	37	39	39	39
	Recorded mileage	86200	84883	87256	83277	76289	79526	82893	79932	81096	77508	82658	81868	81955
	Conversion rate	56%	64%	61%	58%	58%	59%	64%	79%	83%	76%	73%	73%	74%
	Sales volumes	357	400	257	398	407	280	352	395	453	397	192	652	524
	Sales prices	£6,790	£7,062	£7,343	£7,260	£7,088	£6,850	£6,930	£7,139	£7,448	£7,836	£7,464	£7,293	£7,153
	% New Price	27%	28%	29%	28%	28%	27%	27%	28%	29%	30%	29%	28%	28%

## 4.1-6 Years Summary by Weight Band

4.1 - 6 Years		Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14
SMALL LCV (<2.6)	Average age in months	61	62	58	59	60	60	60	61	59	59	61	62	61
	Recorded mileage	82277	83529	73568	75309	80730	75622	73790	73828	73163	70536	75458	80954	80413
	Conversion rate	86%	84%	81%	75%	75%	71%	77%	71%	83%	84%	82%	72%	85%
	Sales volumes	707	790	684	858	801	902	948	969	1023	986	323	775	738
	Sales prices	£2,708	£2,715	£3,053	£2,905	£2,762	£2,890	£2,802	£2,948	£3,034	£3,143	£3,070	£2,967	£3,142
	% New Price	23%	23%	26%	24%	23%	24%	24%	25%	25%	26%	25%	24%	25%
MEDIUM LCV (2.6 - 3.495)	Average age in months	58	60	57	58	58	61	62	63	61	61	63	63	62
	Recorded mileage	79055	83000	77459	79809	82421	87288	82622	85474	86953	87062	89295	89781	89253
	Conversion rate	75%	80%	80%	74%	70%	74%	70%	72%	77%	82%	82%	81%	82%
	Sales volumes	1170	1062	1068	1292	1151	1091	1007	1051	1029	926	529	1094	906
	Sales prices	£4,446	£4,407	£4,681	£4,420	£4,364	£4,255	£4,340	£4,395	£4,582	£4,617	£4,470	£4,512	£4,665
	% New Price	27%	27%	29%	27%	26%	25%	26%	26%	27%	27%	27%	26%	27%
LARGE LCV (3.5)	Average age in months	59	61	59	60	60	62	63	62	60	61	61	62	62
	Recorded mileage	104577	108116	101191	102907	108485	109832	103634	109986	106170	109934	108094	113087	106696
	Conversion rate	71%	69%	70%	65%	64%	66%	70%	65%	79%	67%	77%	70%	72%
	Sales volumes	726	728	561	584	544	486	574	573	656	538	267	569	478
	Sales prices	£3,925	£4,059	£4,485	£4,482	£4,299	£4,156	£4,366	£4,471	£4,787	£4,702	£4,773	£4,687	£4,934
	% New Price	17%	18%	20%	20%	19%	18%	19%	20%	20%	20%	21%	20%	21%

# >6 Years Summary by Weight Band

	Over 6 Years	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14
SMALL LCV (<2.6)	Average age in months	97	101	95	94	95	97	99	100	97	97	101	100	104
	Recorded mileage	94460	99158	92057	93685	94005	95479	96647	96954	99034	100365	97578	101097	98594
	Conversion rate	82%	79%	78%	76%	72%	67%	67%	81%	82%	74%	82%	76%	81%
	Sales volumes	647	762	865	994	884	783	823	806	945	924	358	804	949
	Sales prices	£1,391	£1,335	£1,626	£1,520	£1,498	£1,395	£1,316	£1,379	£1,484	£1,393	£1,409	£1,445	£1,438
	% New Price	13%	12%	15%	14%	13%	13%	12%	12%	13%	13%	13%	13%	13%
MEDIUM LCV (2.6 - 3.495)	Average age in months	98	100	95	96	98	101	102	102	98	98	99	98	101
	Recorded mileage	107134	108191	103022	106863	102919	101243	106286	104617	103305	109728	109753	103734	108629
	Conversion rate	78%	76%	71%	73%	73%	72%	72%	79%	78%	80%	80%	71%	81%
	Sales volumes	560	539	675	821	799	838	826	844	1000	872	401	855	855
	Sales prices	£2,282	£2,155	£2,453	£2,216	£2,083	£1,861	£1,970	£2,097	£2,486	£2,434	£2,621	£2,576	£2,493
	% New Price	15%	14%	16%	15%	14%	13%	13%	14%	15%	16%	16%	16%	16%
LARGE LCV (3.5)	Average age in months	105	107	101	100	104	105	108	107	100	100	106	98	101
	Recorded mileage	122077	119736	115771	113374	111224	113107	113349	110998	117709	116351	114249	116079	116989
	Conversion rate	74%	69%	76%	70%	70%	64%	70%	70%	77%	70%	78%	72%	77%
	Sales volumes	406	453	509	565	521	530	491	514	633	563	267	647	690
	Sales prices	£1,994	£1,848	£2,271	£2,336	£2,263	£2,251	£2,054	£2,422	£2,578	£2,656	£2,231	£2,617	£2,578
	% New Price	10%	10%	12%	12%	12%	11%	11%	12%	14%	13%	12%	13%	13%