

COMPILED BY  
**GLASS'S**

# Auction Report - LCV

May 2014



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# NAMA used LCV market commentary for April 2014

## Whole market – April compared to March

- LCV sales volume increased slightly to 9,220 units (+0.2%).
- Average age fell to 68.4 months.
- Average mileage rose to 85,297 miles (+2.6%).
- At £4,685 the average price achieved was 2.3% lower.
- On average, LCVs remained on site for 12 days in April.
- The average number of entries required to achieve a sale was 1.33.
- In April, 78% of LCVs sold at the 1st time of being offered (-4%).

## Volume changes - by age

	Jan-14	Feb-14	Mar-14	Apr-14
<2 Years	488	557	353	375
% Difference from previous month	144.0%	14.1%	-36.6%	6.2%

2 - 4 Years	3,082	2,668	2,949	2,539
% Difference from previous month	171.3%	-13.4%	10.5%	-13.9%

4.1 - 6 Years	2,638	2,280	2,317	2,361
% Difference from previous month	117.1%	-13.6%	1.6%	1.9%

Over 6 Years	2,977	3,078	3,579	3,945
% Difference from previous month	123.2%	3.4%	16.3%	10.2%

## Comment:

Despite sales volumes remaining static in April, the current level represents a 27% increase in LCVs number over the past 12 months.

## Mileage changes - by age

	Jan-14	Feb-14	Mar-14	Apr-14
<2 Years	24,017	26,462	19,859	21,905
% Difference from previous month	14.1%	10.2%	-25.0%	10.3%
2 - 4 Years	66,195	67,826	64,994	64,471
% Difference from previous month	0.7%	2.5%	-4.2%	-0.8%
4.1 - 6 Years	91,249	89,571	90,631	84,681
% Difference from previous month	3.0%	-1.8%	1.2%	-6.6%
Over 6 Years	105,187	104,525	99,440	105,095
% Difference from previous month	0.2%	-0.6%	-4.9%	5.7%
Average All Age	83,788	84,079	83,123	85,297

## Comment:

In April, an increase of 2.6% in average mileage was mostly driven by growth of more than 10% in the volume of older LCVs where average mileage now stands above 105k miles.

## Price changes - by age

	Jan-14	Feb-14	Mar-14	Apr-14
<2 Years	£11,145	£10,975	£12,005	£11,215
% Difference from previous month	-1.1%	-1.5%	9.4%	-6.6%

2 - 4 Years	£6,440	£6,580	£7,020	£7,135
% Difference from previous month	-2.3%	2.2%	6.7%	1.6%

4.1 - 6 Years	£4,320	£4,405	£4,470	£4,885
% Difference from previous month	-2.4%	2.0%	1.5%	9.3%

Over 6 Years	£2,510	£2,555	£2,460	£2,370
% Difference from previous month	-0.4%	1.8%	-3.7%	-3.7%

### Comment:

Although disappointing, the significant percentage fall in average price recorded in April can largely be attributed to a comparable percentage increase in average mileage. However, despite this slippage, price levels are nearly 5% higher than at the same point in 2013.

With most LCVs selling at first time of asking (78%) it is noteworthy that on average they achieved a price premium of £320 (+7%) over comparable lots sold in a subsequent sale.

## Market Overview

The data contained within this report continues to demonstrate the underlying strength of the marketplace for used LCVs. However, it would appear that prices for each of the LCV age bands we highlight have become more sensitive to changes in volume and average age/mileage. Whilst the consequences of fluctuations affecting the balance between supply and demand are well understood, this sensitivity to relatively subtle changes in age and mileage might surprise vendors.

# Whole Market Summary

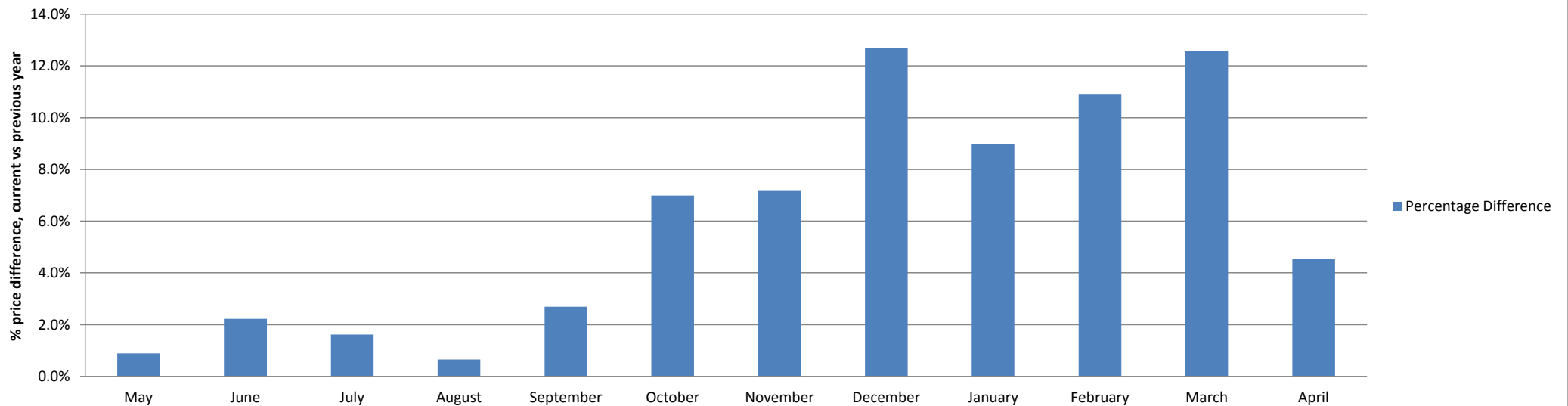
	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	Apr-13	Apr-14	Year on Year Diff
Sales Volumes All Ages	7,251	8,479	7,865	7,531	7,816	7,929	9,110	7,963	3,885	9,185	8,583	9,198	9,220	7,251	9,220	27%
% Difference to previous month	-4.0%	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	0.2%			
Average Age in Months	66.8	66.1	65.7	68.3	68.4	68.4	66.4	68.1	67.3	65.0	66.6	68.5	68.4	66.8	68.4	1.6
Average Mileage	81,464	82,469	82,214	83,746	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,297	81,464	85,297	3,833
Average No. of Entries	1.35	1.43	1.45	1.45	1.45	1.37	1.27	1.32	1.26	1.35	1.32	1.32	1.33	1.35	1.33	-0.02
% Vehicles Sold 1st Time	76%	67%	69%	70%	72%	79%	84%	81%	80%	77%	79%	82%	78%	76%	78%	1%
Average No. Days on Site	10.7	12.0	13.4	12.7	13.2	12.9	11.8	11.6	11.3	15.6	12.7	12.4	12.0	10.7	12.0	1.3
Average Sales Prices All Ages	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,481	£4,685	5%
% Difference to previous month	5.2%	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%	-2.3%			
% OCN	26.8	25.4	25.0	24.5	24.6	25.5	26.6	26.0	27.3	26.8	27.2	26.7	26.0	26.8	26.0	-0.8



# Average Sale Price Year on Year

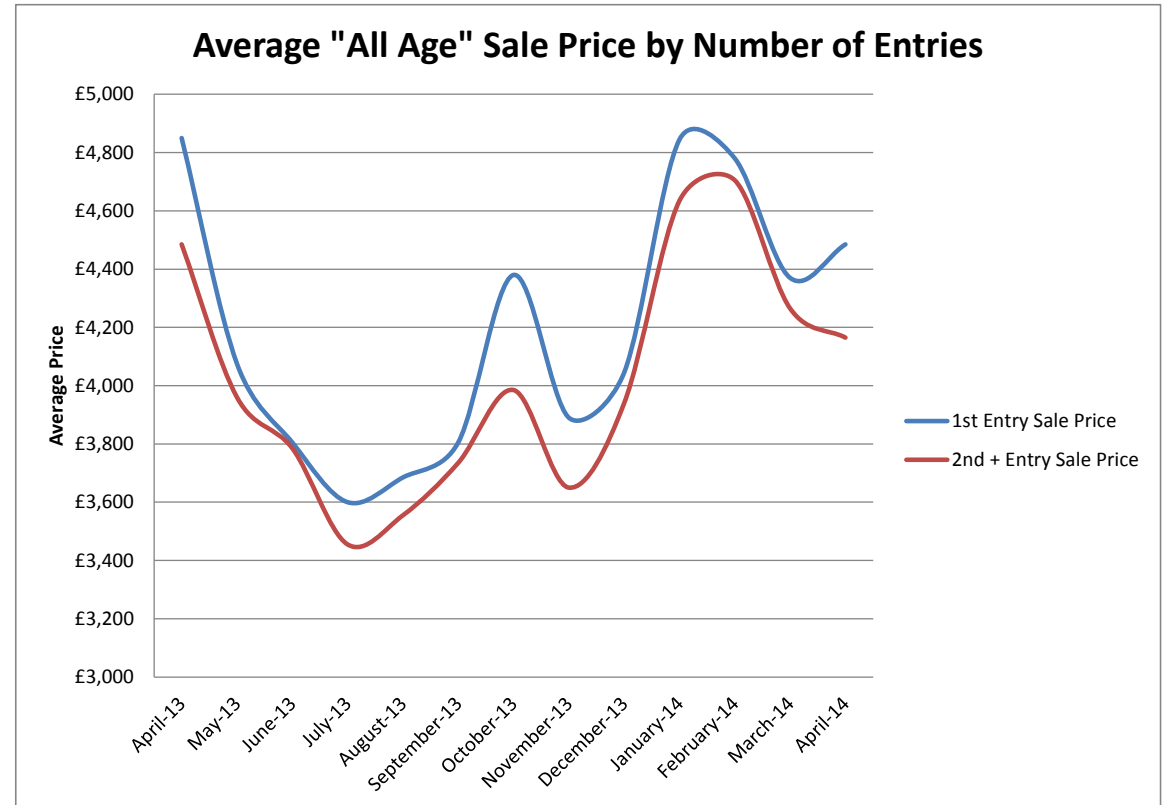
	May	June	July	August	September	October	November	December	January	February	March	April
<b>Average All Ages Sales Price Previous Year - 2013 - Pre January</b>	£4,266	£4,187	£4,075	£4,137	£4,232	£4,375	£4,209	£4,221	£4,411	£4,367	£4,258	£4,481
<b>Average All Ages Sales Price Current Year - 2014 - January Onwards</b>	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685
<b>Percentage Difference</b>	0.9%	2.2%	1.6%	0.7%	2.7%	7.0%	7.2%	12.7%	9.0%	10.9%	12.6%	4.6%

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



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

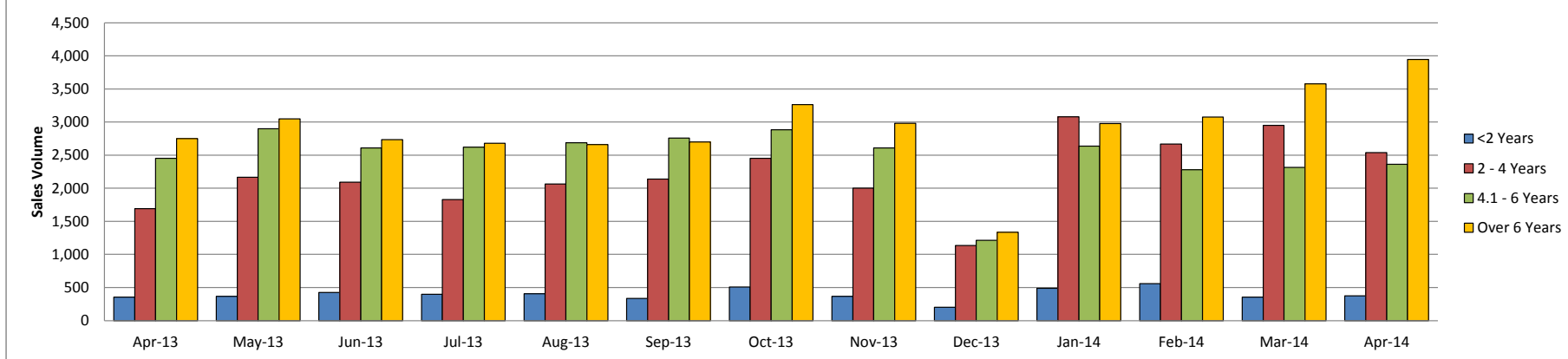
	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
April-13	£4,850	58.9	£4,485	59.2	£365	8%
May-13	£4,075	60.5	£3,960	59.0	£115	3%
June-13	£3,805	62.6	£3,785	60.0	£20	1%
July-13	£3,600	64.8	£3,455	64.2	£145	4%
August-13	£3,685	64.7	£3,555	63.5	£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%
March-14	£4,370	69.5	£4,265	65.5	£105	2%
April-14	£4,485	64.9	£4,165	65.6	£320	7%



# Sales Volume by Age Profile

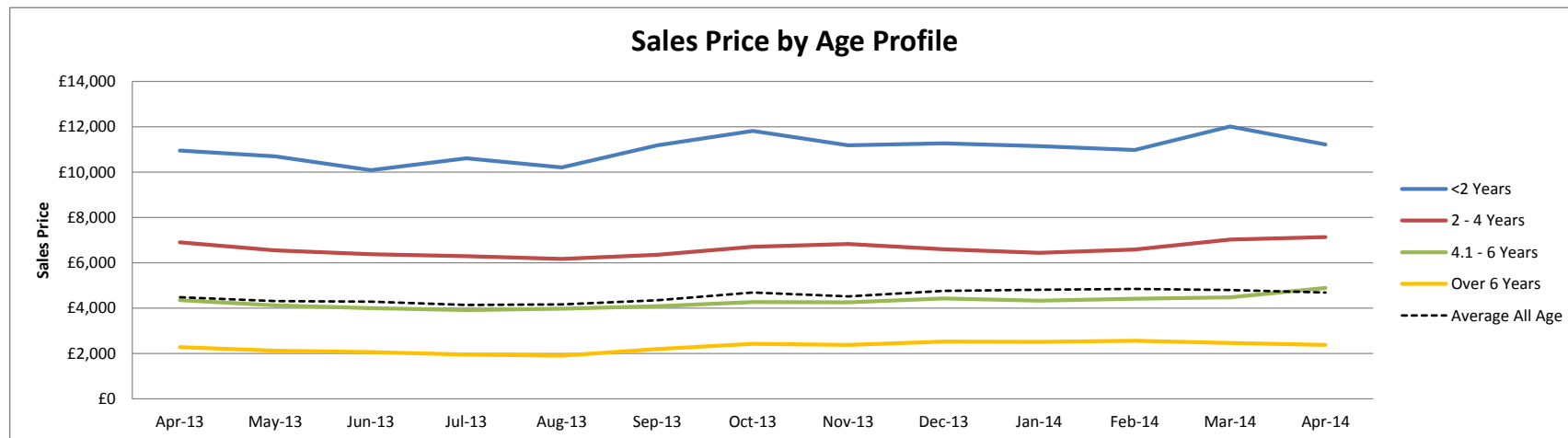
	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	12 month Total
<2 Years	356	366	426	398	404	334	508	367	200	488	557	353	375	4,776
% Difference from previous month	46.5%	2.8%	16.4%	-6.6%	1.5%	-17.3%	52.1%	-27.8%	-45.5%	144.0%	14.1%	-36.6%	6.2%	
2 - 4 Years	1,691	2,165	2,092	1,829	2,064	2,138	2,452	2,003	1,136	3,082	2,668	2,949	2,539	27,117
% Difference from previous month	-21.5%	28.0%	-3.4%	-12.6%	12.8%	3.6%	14.7%	-18.3%	-43.3%	171.3%	-13.4%	10.5%	-13.9%	
4.1 - 6 Years	2,454	2,898	2,611	2,622	2,687	2,759	2,884	2,609	1,215	2,638	2,280	2,317	2,361	29,881
% Difference from previous month	-11.9%	18.1%	-9.9%	0.4%	2.5%	2.7%	4.5%	-9.5%	-53.4%	117.1%	-13.6%	1.6%	1.9%	
Over 6 Years	2,750	3,050	2,736	2,682	2,661	2,698	3,266	2,984	1,334	2,977	3,078	3,579	3,945	34,990
% Difference from previous month	16.1%	10.9%	-10.3%	-2.0%	-0.8%	1.4%	21.1%	-8.6%	-55.3%	123.2%	3.4%	16.3%	10.2%	
<b>Total</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>9,198</b>	<b>9,220</b>	96,764
% Difference from previous month	-4.0%	16.9%	-7.2%	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	0.2%	

Sales Volume by Age Profile



# Sales Price by Age Profile

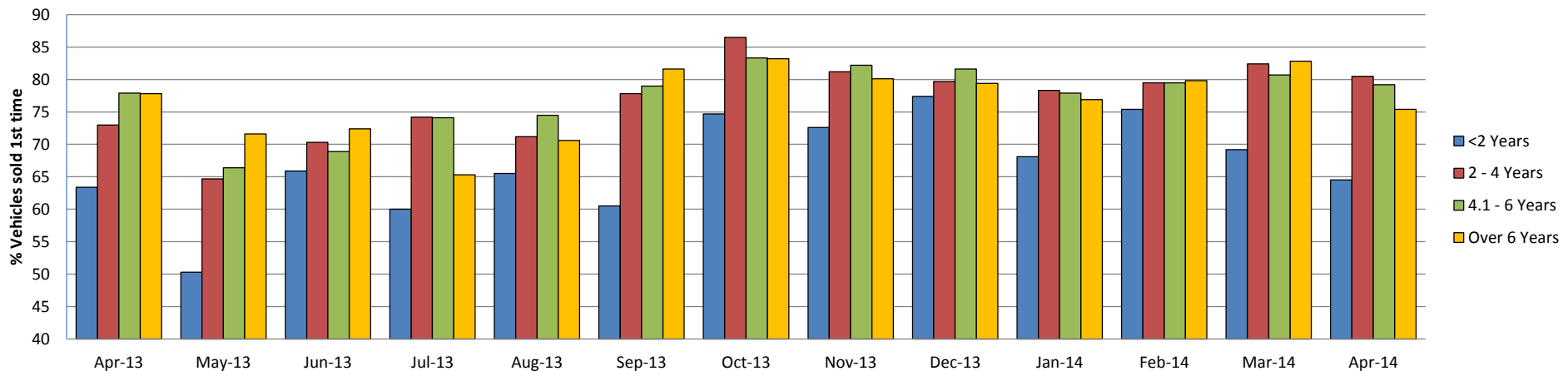
	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
<2 Years	£10,945	£10,690	£10,085	£10,605	£10,205	£11,185	£11,820	£11,175	£11,270	£11,145	£10,975	£12,005	£11,215
% Difference from previous month	-3.0%	-2.3%	-5.7%	5.2%	-3.8%	9.6%	5.7%	-5.5%	0.9%	-1.1%	-1.5%	9.4%	-6.6%
2 - 4 Years	£6,900	£6,550	£6,375	£6,285	£6,170	£6,345	£6,700	£6,830	£6,590	£6,440	£6,580	£7,020	£7,135
% Difference from previous month	8.2%	-5.1%	-2.7%	-1.4%	-1.8%	2.8%	5.6%	1.9%	-3.5%	-2.3%	2.2%	6.7%	1.6%
4.1 - 6 Years	£4,350	£4,120	£3,990	£3,915	£3,965	£4,080	£4,265	£4,250	£4,425	£4,320	£4,405	£4,470	£4,885
% Difference from previous month	8.9%	-5.3%	-3.2%	-1.9%	1.3%	2.9%	4.5%	-0.4%	4.1%	-2.4%	2.0%	1.5%	9.3%
Over 6 Years	£2,275	£2,120	£2,050	£1,945	£1,895	£2,190	£2,420	£2,370	£2,520	£2,510	£2,555	£2,460	£2,370
% Difference from previous month	18.2%	-6.8%	-3.3%	-5.1%	-2.6%	15.6%	10.5%	-2.1%	6.3%	-0.4%	1.8%	-3.7%	-3.7%
Average All Age	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685
% Difference from previous month	5.2%	-4.0%	-0.6%	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%	-2.3%



# % Vehicles Sold First Time by Age Profile

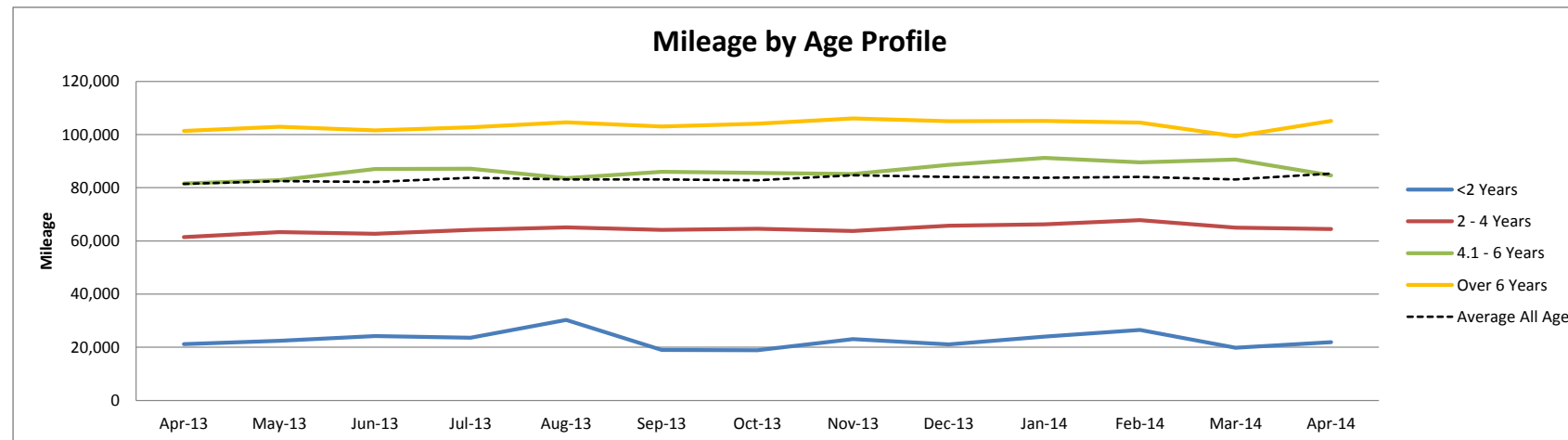
	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
<2 Years	63	50	66	60	66	61	75	73	77	68	75	69	65
% Difference from previous month	-14.2%	-20.7%	31.0%	-9.0%	9.2%	-7.6%	23.5%	-2.8%	6.6%	-12.0%	10.7%	-8.2%	-6.8%
2 - 4 Years	73	65	70	74	71	78	87	81	80	78	80	82	81
% Difference from previous month	-9.3%	-11.4%	8.7%	5.5%	-4.0%	9.3%	11.2%	-6.1%	-1.8%	-1.8%	1.5%	3.6%	-2.3%
4.1 - 6 Years	78	66	69	74	75	79	83	82	82	78	80	81	79
% Difference from previous month	-5.0%	-14.8%	3.8%	7.5%	0.5%	6.0%	5.4%	-1.3%	-0.7%	-4.5%	2.1%	1.5%	-1.9%
Over 6 Years	78	72	72	65	71	82	83	80	79	77	80	83	75
% Difference from previous month	-0.4%	-8.0%	1.1%	-9.8%	8.1%	15.6%	2.0%	-3.7%	-0.9%	-3.1%	3.8%	3.8%	-8.9%

% Vehicles Sold First Time by Age Profile



# Mileage by Age Profile

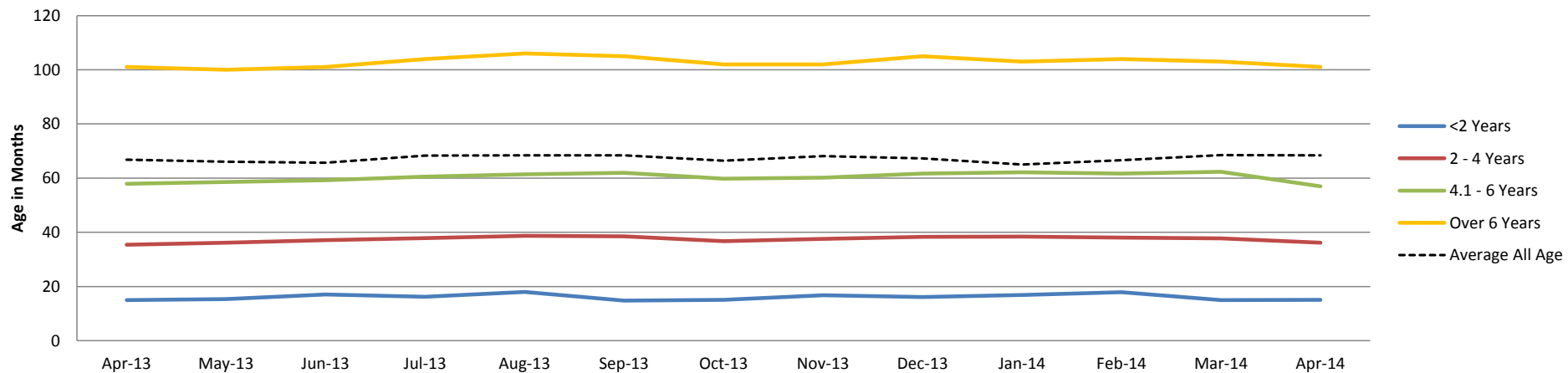
	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
<2 Years	21,146	22,453	24,204	23,632	30,248	18,987	18,830	23,061	21,055	24,017	26,462	19,859	21,905
% Difference from previous month	-4.5%	6.2%	7.8%	-2.4%	28.0%	-37.2%	-0.8%	22.5%	-8.7%	14.1%	10.2%	-25.0%	10.3%
2 - 4 Years	61,447	63,314	62,693	64,122	65,050	64,152	64,601	63,733	65,767	66,195	67,826	64,994	64,471
% Difference from previous month	-6.3%	3.0%	-1.0%	2.3%	1.4%	-1.4%	0.7%	-1.3%	3.2%	0.7%	2.5%	-4.2%	-0.8%
4.1 - 6 Years	81,637	82,842	87,068	87,138	83,602	86,039	85,586	85,143	88,592	91,249	89,571	90,631	84,681
% Difference from previous month	-8.9%	1.5%	5.1%	0.1%	-4.1%	2.9%	-0.5%	-0.5%	4.1%	3.0%	-1.8%	1.2%	-6.6%
Over 6 Years	101,426	102,912	101,540	102,733	104,640	103,002	104,099	106,052	104,998	105,187	104,525	99,440	105,095
% Difference from previous month	-4.7%	1.5%	-1.3%	1.2%	1.9%	-1.6%	1.1%	1.9%	-1.0%	0.2%	-0.6%	-4.9%	5.7%
Average All Age	81,464	82,469	82,214	83,746	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,297
% Difference from previous month	-5.1%	1.2%	-0.3%	1.9%	-0.8%	0.0%	-0.3%	2.3%	-0.8%	-0.3%	0.3%	-1.1%	2.6%



# Age in Months by Age Profile

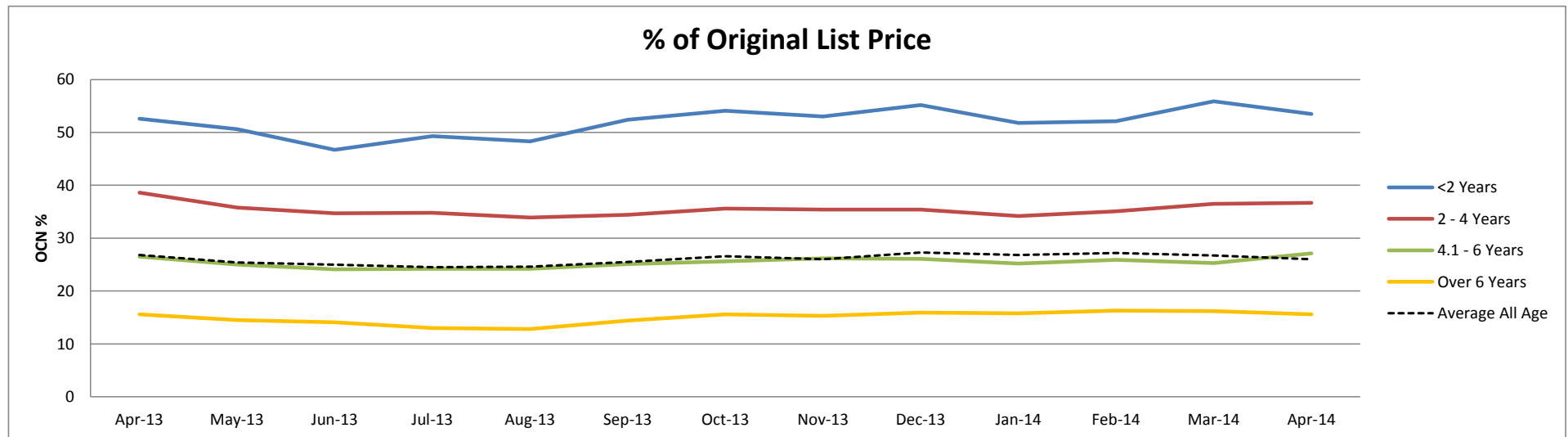
	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
<b>&lt;2 Years</b>	15	15	17	16	18	15	15	17	16	17	18	15	15
<i>% Difference from previous month</i>	-0.7%	2.7%	11.0%	-5.3%	11.1%	-17.8%	2.0%	11.3%	-4.2%	5.0%	5.9%	-16.2%	0.7%
<b>2 - 4 Years</b>	35	36	37	38	39	39	37	38	38	38	38	38	36
<i>% Difference from previous month</i>	-6.3%	2.3%	2.5%	2.2%	2.1%	-0.5%	-4.7%	2.5%	1.9%	0.3%	-0.8%	-0.8%	-4.2%
<b>4.1 - 6 Years</b>	58	59	59	61	61	62	60	60	62	62	62	62	57
<i>% Difference from previous month</i>	-5.2%	1.2%	1.0%	2.4%	1.3%	1.0%	-3.5%	0.7%	2.5%	0.8%	-0.8%	1.0%	-8.5%
<b>Over 6 Years</b>	101	100	101	104	106	105	102	102	105	103	104	103	101
<i>% Difference from previous month</i>	-5.6%	-1.0%	1.0%	3.0%	1.9%	-0.9%	-2.9%	0.0%	2.9%	-1.9%	1.0%	-1.0%	-1.9%

Age in Months by Age Profile



# Percentage of Original List Price by Age Profile

	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
<b>&lt;2 Years</b>	53	51	47	49	48	52	54	53	55	52	52	56	54
<i>% Difference from previous month</i>	-3.3%	-3.8%	-7.7%	5.6%	-2.0%	8.5%	3.2%	-2.0%	4.2%	-6.2%	0.6%	7.3%	-4.3%
<b>2 - 4 Years</b>	39	36	35	35	34	34	36	35	35	34	35	37	37
<i>% Difference from previous month</i>	8.4%	-7.3%	-3.1%	0.3%	-2.6%	1.5%	3.5%	-0.6%	0.0%	-3.4%	2.6%	4.0%	0.5%
<b>4.1 - 6 Years</b>	27	25	24	24	24	25	26	26	26	25	26	25	27
<i>% Difference from previous month</i>	10.4%	-5.7%	-3.6%	0.4%	0.0%	3.7%	2.0%	2.3%	-0.4%	-3.4%	2.8%	-2.3%	7.1%
<b>Over 6 Years</b>	16	15	14	13	13	14	16	15	16	16	16	16	16
<i>% Difference from previous month</i>	18.2%	-7.1%	-2.8%	-7.8%	-1.5%	12.5%	8.3%	-1.9%	3.9%	-0.6%	3.2%	-0.6%	-3.7%





# <2 Years Summary by Weight Band

	<2 Years	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
<b>SMALL LCV (&lt;2.6)</b>	Average age in months	15	17	18	17	18	14	15	17	16	17	18	15	15
	Recorded mileage	19898	23688	22569	22375	26486	14535	18481	25847	18340	23907	26261	22476	23486
	Conversion rate	70%	59%	55%	47%	51%	68%	59%	75%	77%	67%	79%	77%	64%
	Sales volumes	118	120	157	113	114	98	153	120	64	155	164	118	117
	Sales prices	£7,317	£6,944	£6,562	£6,666	£6,702	£7,456	£7,822	£6,915	£7,219	£6,999	£6,953	£7,279	£7,396
	% New Price	49%	46%	41%	45%	43%	48%	48%	45%	48%	44%	46%	49%	48%
<b>MEDIUM LCV (2.6 - 3.495)</b>	Average age in months	14	15	15	16	18	15	15	17	15	18	19	15	15
	Recorded mileage	19705	20545	23570	23459	25759	19308	18178	23408	21233	24666	26660	18048	21395
	Conversion rate	67%	53%	72%	64%	68%	66%	76%	68%	75%	71%	73%	67%	57%
	Sales volumes	118	103	78	103	119	113	160	117	53	145	188	90	120
	Sales prices	£11,171	£10,821	£11,455	£10,016	£10,120	£10,310	£12,639	£10,965	£11,083	£10,599	£11,018	£12,818	£11,616
	% New Price	54%	52%	51%	49%	49%	49%	56%	51%	52%	51%	53%	58%	56%
<b>LARGE LCV (3.5)</b>	Average age in months	15	15	18	16	19	15	15	17	18	17	19	16	16
	Recorded mileage	29118	26422	31636	26648	44208	28571	23664	23869	29958	31994	34615	25033	26340
	Conversion rate	75%	66%	43%	66%	69%	61%	87%	63%	69%	62%	65%	62%	58%
	Sales volumes	86	97	133	131	114	70	118	65	32	107	120	84	87
	Sales prices	£12,397	£12,403	£10,423	£12,129	£10,703	£13,105	£13,008	£13,372	£12,052	£13,012	£12,349	£13,515	£12,774
	% New Price	46%	44%	39%	44%	40%	47%	47%	47%	45%	45%	44%	47%	45%

## 2-4 Years Summary by Weight Band

2 - 4 Years		Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
SMALL LCV (<2.6)	Average age in months	35	36	37	38	39	39	37	38	38	39	38	38	36
	Recorded mileage	56120	59154	59320	62075	61026	57632	57142	61058	60007	59569	64107	61361	62051
	Conversion rate	76%	68%	73%	72%	63%	64%	78%	72%	75%	79%	83%	87%	84%
	Sales volumes	644	813	775	744	844	832	893	704	415	1077	1014	1041	856
	Sales prices	£4,930	£4,603	£4,401	£4,301	£4,196	£4,340	£4,403	£4,413	£4,478	£4,526	£4,681	£4,895	£4,879
	% New Price	37%	34%	32%	31%	30%	31%	31%	31%	31%	32%	33%	33%	33%
MEDIUM LCV (2.6 - 3.495)	Average age in months	36	37	38	39	38	39	37	38	39	38	38	39	37
	Recorded mileage	62667	63335	62900	65869	66798	66808	69265	64155	67965	67007	68656	63441	64919
	Conversion rate	77%	72%	73%	72%	74%	79%	83%	84%	85%	77%	79%	86%	82%
	Sales volumes	589	728	680	567	654	677	809	674	408	1073	871	995	836
	Sales prices	£7,408	£7,000	£6,939	£7,006	£6,889	£6,888	£7,225	£7,142	£6,975	£6,616	£7,132	£7,368	£7,333
	% New Price	39%	37%	37%	37%	36%	36%	37%	37%	37%	35%	36%	38%	38%
LARGE LCV (3.5)	Average age in months	35	35	37	37	39	38	36	37	39	39	39	38	36
	Recorded mileage	87256	83277	76289	79526	82893	79932	81096	77508	82658	81868	81955	84326	75390
	Conversion rate	61%	58%	58%	59%	64%	79%	83%	76%	73%	73%	74%	76%	77%
	Sales volumes	257	398	407	280	352	395	453	397	192	652	524	567	530
	Sales prices	£7,343	£7,260	£7,088	£6,850	£6,930	£7,139	£7,448	£7,836	£7,464	£7,293	£7,153	£7,632	£8,130
	% New Price	29%	28%	28%	27%	27%	28%	29%	30%	29%	28%	28%	29%	31%

## 4.1-6 Years Summary by Weight Band

4.1 - 6 Years		Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
SMALL LCV (<2.6)	Average age in months	58	59	60	60	60	61	59	59	61	62	61	62	57
	Recorded mileage	73568	75309	80730	75622	73790	73828	73163	70536	75458	80954	80413	81532	79337
	Conversion rate	81%	75%	75%	71%	77%	71%	83%	84%	82%	72%	85%	81%	83%
	Sales volumes	684	858	801	902	948	969	1023	986	323	775	738	646	757
	Sales prices	£3,053	£2,905	£2,762	£2,890	£2,802	£2,948	£3,034	£3,143	£3,070	£2,967	£3,142	£3,146	£3,344
	% New Price	26%	24%	23%	24%	24%	25%	25%	26%	25%	24%	25%	25%	26%
MEDIUM LCV (2.6 - 3.495)	Average age in months	57	58	58	61	62	63	61	61	63	63	62	62	57
	Recorded mileage	77459	79809	82421	87288	82622	85474	86953	87062	89295	89781	89253	85624	83109
	Conversion rate	80%	74%	70%	74%	70%	72%	77%	82%	82%	81%	82%	87%	83%
	Sales volumes	1068	1292	1151	1091	1007	1051	1029	926	529	1094	906	903	869
	Sales prices	£4,681	£4,420	£4,364	£4,255	£4,340	£4,395	£4,582	£4,617	£4,470	£4,512	£4,665	£4,832	£5,315
	% New Price	29%	27%	26%	25%	26%	26%	27%	27%	27%	26%	27%	28%	29%
LARGE LCV (3.5)	Average age in months	59	60	60	62	63	62	60	61	61	62	62	62	57
	Recorded mileage	101191	102907	108485	109832	103634	109986	106170	109934	108094	113087	106696	111055	96665
	Conversion rate	70%	65%	64%	66%	70%	65%	79%	67%	77%	70%	72%	76%	72%
	Sales volumes	561	584	544	486	574	573	656	538	267	569	478	614	592
	Sales prices	£4,485	£4,482	£4,299	£4,156	£4,366	£4,471	£4,787	£4,702	£4,773	£4,687	£4,934	£4,585	£5,498
	% New Price	20%	20%	19%	18%	19%	20%	20%	20%	21%	20%	21%	19%	22%

## >6 Years Summary by Weight Band

	Over 6 Years	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14
SMALL LCV (<2.6)	Average age in months	95	94	95	97	99	100	97	97	101	100	104	103	101
	Recorded mileage	92057	93685	94005	95479	96647	96954	99034	100365	97578	101097	98594	97746	100977
	Conversion rate	78%	76%	72%	67%	67%	81%	82%	74%	82%	76%	81%	86%	82%
	Sales volumes	865	994	884	783	823	806	945	924	358	804	949	1084	1484
	Sales prices	£1,626	£1,520	£1,498	£1,395	£1,316	£1,379	£1,484	£1,393	£1,409	£1,445	£1,438	£1,474	£1,404
	% New Price	15%	14%	13%	13%	12%	12%	13%	13%	13%	13%	13%	13%	13%
MEDIUM LCV (2.6 - 3.495)	Average age in months	95	96	98	101	102	102	98	98	99	98	101	99	96
	Recorded mileage	103022	106863	102919	101243	106286	104617	103305	109728	109753	103734	108629	94120	105310
	Conversion rate	71%	73%	73%	72%	72%	79%	78%	80%	80%	71%	81%	86%	75%
	Sales volumes	675	821	799	838	826	844	1000	872	401	855	855	1392	1208
	Sales prices	£2,453	£2,216	£2,083	£1,861	£1,970	£2,097	£2,486	£2,434	£2,621	£2,576	£2,493	£2,709	£2,662
	% New Price	16%	15%	14%	13%	13%	14%	15%	16%	16%	16%	16%	18%	17%
LARGE LCV (3.5)	Average age in months	101	100	104	105	108	107	100	100	106	98	101	103	99
	Recorded mileage	115771	113374	111224	113107	113349	110998	117709	116351	114249	116079	116989	115937	117168
	Conversion rate	76%	70%	70%	64%	70%	70%	77%	70%	78%	72%	77%	77%	72%
	Sales volumes	509	565	521	530	491	514	633	563	267	647	690	612	729
	Sales prices	£2,271	£2,336	£2,263	£2,251	£2,054	£2,422	£2,578	£2,656	£2,231	£2,617	£2,578	£2,388	£2,730
	% New Price	12%	12%	12%	11%	11%	12%	14%	13%	12%	13%	13%	12%	14%