

COMPILED BY
GLASS'S

Auction Report - LCV

February 2015

na
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NATIONAL ASSOCIATION
OF MOTOR AUCTIONS

KEY YEAR ON YEAR COMPARISONS



GLASS'S



JAN 2014

JAN 2015

VOLUME

9,185

9,730



6%

Increase

AVERAGE PRICE

£4,807

4,783



-0.5%

Decrease

% VEHICLES SOLD FIRST TIME

77

76



-1.6%

Decrease

SALE PRICE PREMIUM ON ENTRY

£210

£110



-48%

Decrease

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NAMA used LCV market commentary for January 2015

Whole market – January compared to December

- In January, sales volumes leapt ahead by 113%
- Average mileage increased from 82,831 to 84,617
- LCVs remained on site for an average of 17.2 days
- At £4,783 the average price of an LCV lot fell sharply
- 75.6% of LCVs sold at the 1st time of being offered (+0.2%)
- The average age of an LCV lot rose from 65.9 to 68.8 months
- On average, 1.3 entries were required to achieve each LCV sale

Volume changes - by age

	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
<2 Years	504	431	531	389	281	478
% Difference from previous month	-17.9%	-14.5%	23.2%	-26.7%	-27.8%	70.1%

2 - 4 Years	3,017	2,927	2,483	2,245	1,445	3,158
% Difference from previous month	3.3%	-3.0%	-15.2%	-9.6%	-35.6%	118.5%

4.1 - 6 Years	2,105	1,933	2,187	1,826	1,260	2,422
% Difference from previous month	-14.4%	-8.2%	13.1%	-16.5%	-31.0%	92.2%

Over 6 Years	2,630	2,700	3,064	2,717	1,576	3,672
% Difference from previous month	-13.8%	2.7%	13.5%	-11.3%	-42.0%	133.0%

Comment:

At 9,730, the total number of LCVs sold at auction in January grew sharply from the low point reached in December. With increases being posted across all age bands, the total sales volume stood 6% above that recorded for this same month last year.

Mileage changes - by age

	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
<2 Years	24,913	19,918	18,102	21,222	21,708	24,239
% Difference from previous month	12.1%	-20.0%	-9.1%	17.2%	2.3%	11.7%

2 - 4 Years	64,998	66,571	65,497	63,286	64,606	68,488
% Difference from previous month	-0.5%	2.4%	-1.6%	-3.4%	2.1%	6.0%

4.1 - 6 Years	86,323	88,171	87,175	82,573	83,405	86,367
% Difference from previous month	-2.3%	2.1%	-1.1%	-5.3%	1.0%	3.6%

Over 6 Years	107,482	104,653	107,724	107,820	109,981	105,194
% Difference from previous month	4.3%	-2.6%	2.9%	0.1%	2.0%	-4.4%

Average All Age	81,521	82,147	83,843	82,772	82,831	84,617
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Comment:

The average mileage for LCVs sold in January increased by 2.2%.

Price changes - by age

	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
<2 Years	£10,420	£11,050	£12,610	£10,650	£10,245	£11,475
% Difference from previous month	-5.1%	6.0%	14.1%	-15.5%	-3.8%	12.0%

2 - 4 Years	£6,330	£6,620	£7,000	£6,745	£7,155	£6,605
% Difference from previous month	-3.4%	4.6%	5.7%	-3.6%	6.1%	-7.7%

4.1 - 6 Years	£4,740	£4,640	£4,930	£4,995	£4,805	£4,750
% Difference from previous month	3.4%	-2.1%	6.3%	1.3%	-3.8%	-1.1%

Over 6 Years	£2,415	£2,440	£2,585	£2,615	£2,510	£2,365
% Difference from previous month	-2.8%	1.0%	5.9%	1.2%	-4.0%	-5.8%

Comment:

At £4,783, the average price paid for LCVs in January fell by £308 (-6%) representing a fall of £24 against the comparable figure recorded in 2014.

Market Overview

In January, the wholesale market got off to a slow start which led to LCVs remaining on site for 4 days longer than in December. Average age and mileage both increased modestly while the average price achieved fell back sharply. However, volumes bounced back very strongly (+113%) which was an increase of 545 on the tally posted 12 months ago.

On a more positive note, the number of entries required to achieve each LCV sale decreased and the percentage selling at the first time of being offered increased. Overall, it remains true that supply and demand are reasonably well balanced, yet many believe that by mid-year the number of LCVs being de-fleeted will have risen further. Therefore, in this election year, the hope is that the domestic economy continues to grow and can generate sufficient demand to soak up any increase in the volume of used stock entering the market.

Although the data presented within this latest NAMA LCV Report is open to a range of interpretations, the clear indication is that market sentiment has changed with the buyer's mood becoming more cautious. Accordingly, if the wholesale marketplace is to maintain its momentum, vendors must continue to set reserves at levels that deliver high conversion rates and thereby support used LCV prices. Confirmation of this can be found within this report where 1st time sales are demonstrated to consistently generate higher returns than any subsequent sale. Although challenging, the expectation is that 2015 will prove to be a profitable year for those remarketing LCVs.

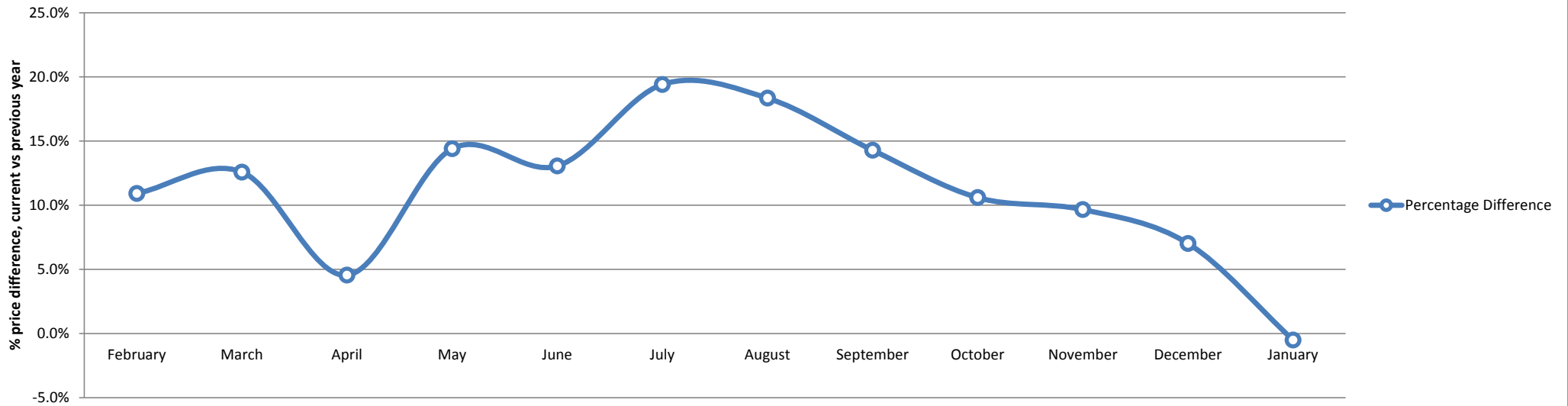
Whole Market Summary

	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Jan-14	Jan-15	Year on Year Diff
Sales Volumes All Ages	9,185	8,583	9,198	9,220	8,394	8,716	9,045	8,256	7,991	8,265	7,177	4,562	9,730	9,185	9,730	6%
% Difference to previous month	136.4%	-6.6%	7.2%	0.2%	-9.0%	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	136.4%	113.3%	-23.1%
Average Age in Months	65.0	66.6	68.5	68.4	66.6	66.1	63.9	63.8	65.4	65.5	66.3	65.9	68.8	65.0	68.8	3.8
Average Mileage	83,788	84,079	83,123	85,297	81,867	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,617	83,788	84,617	829
Average No. of Entries	1.4	1.3	1.3	1.3	1.4	1.5	1.4	1.4	1.3	1.3	1.3	1.4	1.3	1.4	1.3	0.0
% Vehicles Sold 1st Time	77.2%	79.3%	81.7%	77.5%	73.7%	70.3%	74.6%	76.3%	79.7%	83.1%	82.1%	75.4%	75.6%	77.2%	75.6%	-1.6%
Average No. Days on Site	15.6	12.7	12.4	12.0	14.1	14.8	14.3	13.8	12.9	11.5	13.2	12.8	17.2	15.6	17.2	1.6
Average Sales Prices All Ages	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,807	£4,783	-0.5%
% Difference to previous month	1.1%	0.8%	-1.0%	-2.3%	5.1%	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	1.1%	-6.0%	-7.1%
% OCN	26.8	27.2	26.7	26.0	27.3	26.6	27.0	27.0	27.1	28.0	27.6	27.8	26.0	26.8	26.0	-0.8

Average Sale Price Year on Year

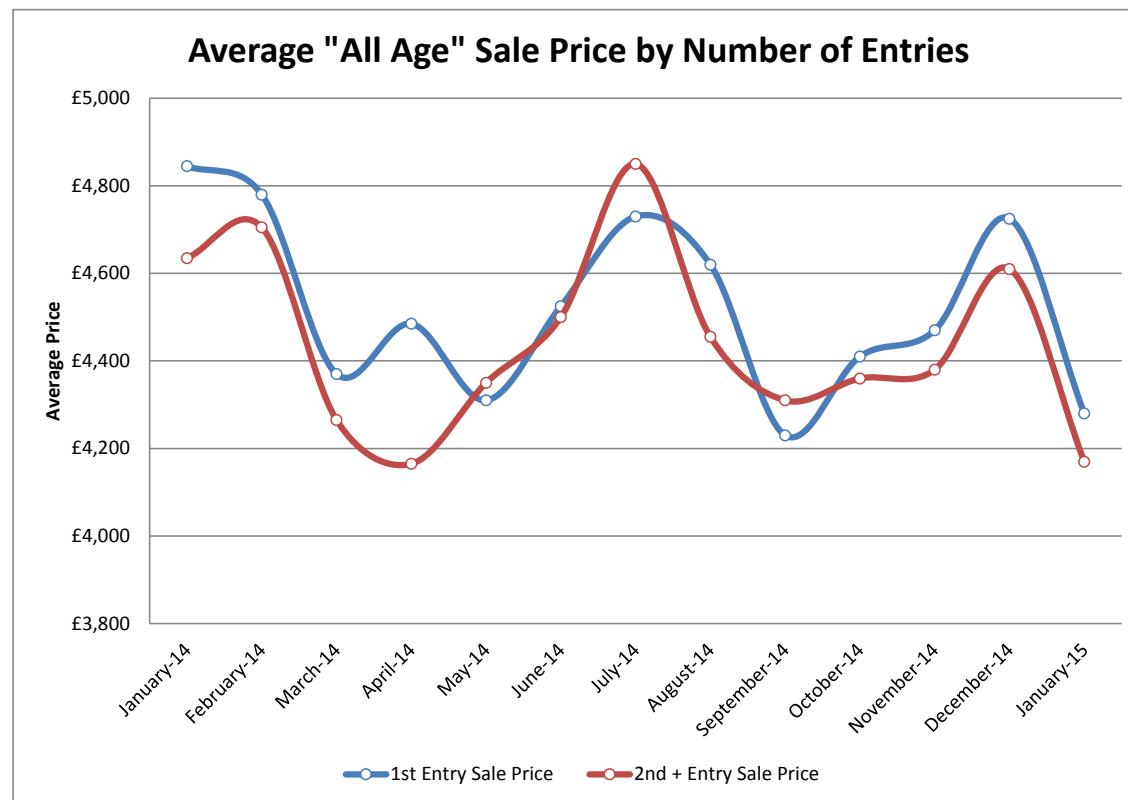
	February	March	April	May	June	July	August	September	October	November	December	January
Average All Ages Sales Price Previous Year 2014 < January	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807
Average All Ages Sales Price Current Year 2015 > January	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783
Percentage Difference	10.9%	12.6%	4.6%	14.4%	13.1%	19.4%	18.3%	14.3%	10.6%	9.7%	7.0%	-0.5%

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



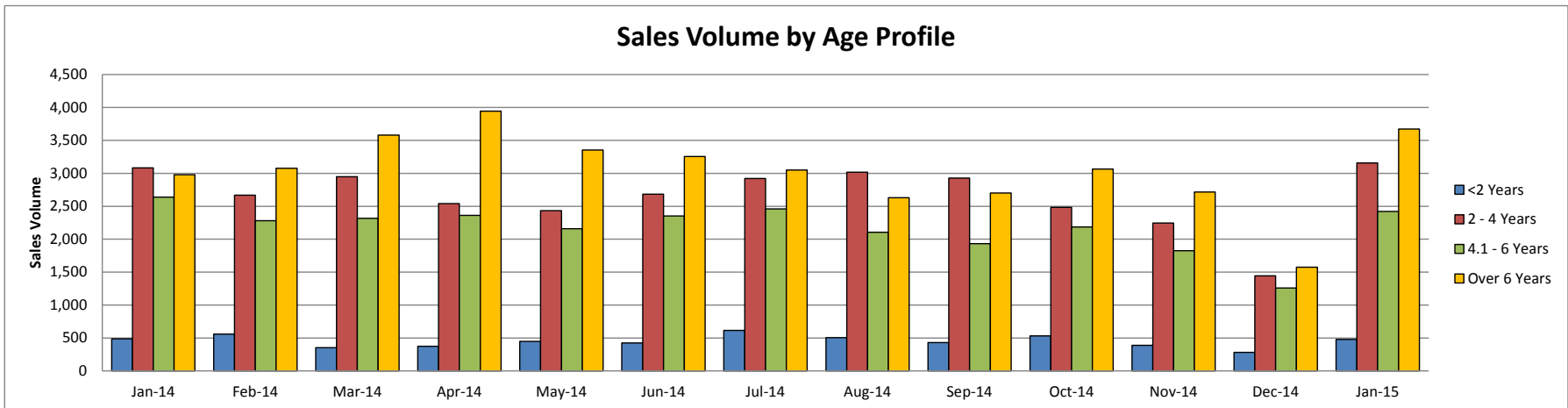
Sales Price Compared to Number of Entries (all ages)

	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
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%
July-14	£4,730	58.8	£4,850	53.5	£-120	-3%
August-14	£4,620	57.3	£4,455	55.2	£165	4%
September-14	£4,230	63.5	£4,310	57.9	£-80	-2%
October-14	£4,410	59.6	£4,360	57.6	£50	1%
November-14	£4,470	60.0	£4,380	56.0	£90	2%
December-14	£4,725	61.4	£4,610	61.1	£115	2%
January-15	£4,280	67.7	£4,170	64.4	£110	3%



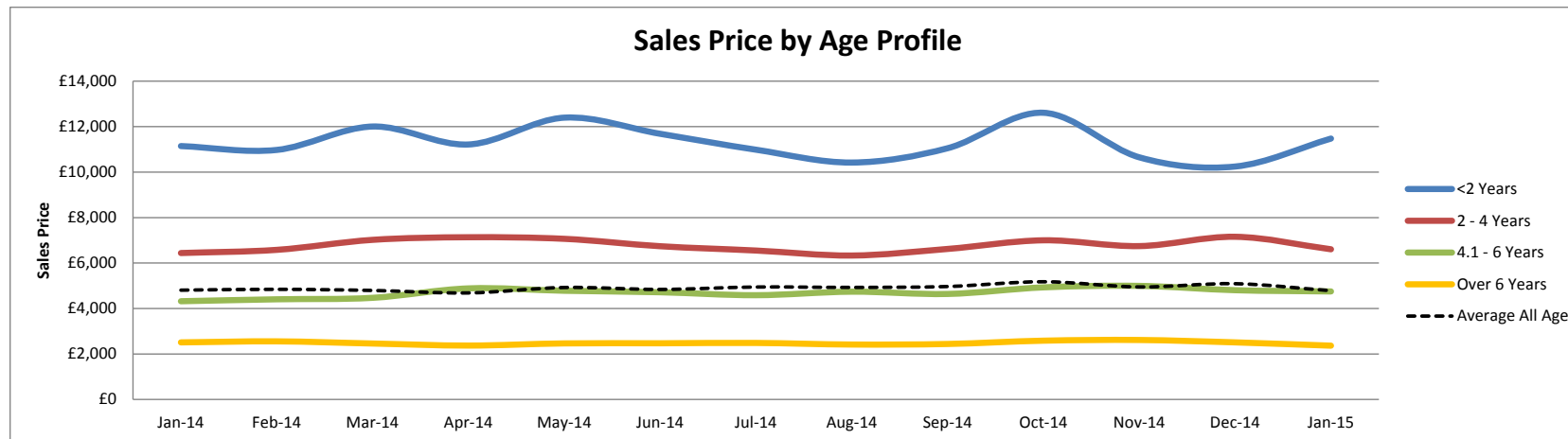
Sales Volume by Age Profile

	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	12 month Total
<2 Years	488	557	353	375	449	424	614	504	431	531	389	281	478	5,386
% Difference from previous month	144.0%	14.1%	-36.6%	6.2%	19.7%	-5.6%	44.8%	-17.9%	-14.5%	23.2%	-26.7%	-27.8%	70.1%	
2 - 4 Years	3,082	2,668	2,949	2,539	2,433	2,684	2,921	3,017	2,927	2,483	2,245	1,445	3,158	31,469
% Difference from previous month	171.3%	-13.4%	10.5%	-13.9%	-4.2%	10.3%	8.8%	3.3%	-3.0%	-15.2%	-9.6%	-35.6%	118.5%	
4.1 - 6 Years	2,638	2,280	2,317	2,361	2,158	2,353	2,459	2,105	1,933	2,187	1,826	1,260	2,422	25,661
% Difference from previous month	117.1%	-13.6%	1.6%	1.9%	-8.6%	9.0%	4.5%	-14.4%	-8.2%	13.1%	-16.5%	-31.0%	92.2%	
Over 6 Years	2,977	3,078	3,579	3,945	3,354	3,255	3,051	2,630	2,700	3,064	2,717	1,576	3,672	36,621
% Difference from previous month	123.2%	3.4%	16.3%	10.2%	-15.0%	-3.0%	-6.3%	-13.8%	2.7%	13.5%	-11.3%	-42.0%	133.0%	
Total	9,185	8,583	9,198	9,220	8,394	8,716	9,045	8,256	7,991	8,265	7,177	4,562	9,730	99,137
% Difference from previous month	136.4%	-6.6%	7.2%	0.2%	-9.0%	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	



Sales Price by Age Profile

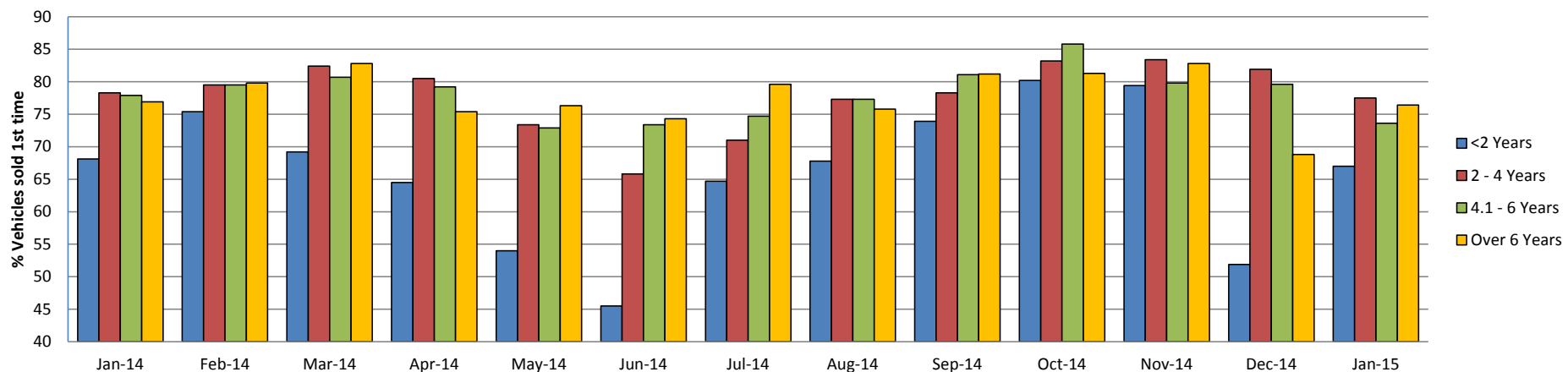
	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
<2 Years	£11,145	£10,975	£12,005	£11,215	£12,395	£11,685	£10,985	£10,420	£11,050	£12,610	£10,650	£10,245	£11,475
<i>% Difference from previous month</i>	-1.1%	-1.5%	9.4%	-6.6%	10.5%	-5.7%	-6.0%	-5.1%	6.0%	14.1%	-15.5%	-3.8%	12.0%
2 - 4 Years	£6,440	£6,580	£7,020	£7,135	£7,065	£6,740	£6,550	£6,330	£6,620	£7,000	£6,745	£7,155	£6,605
<i>% Difference from previous month</i>	-2.3%	2.2%	6.7%	1.6%	-1.0%	-4.6%	-2.8%	-3.4%	4.6%	5.7%	-3.6%	6.1%	-7.7%
4.1 - 6 Years	£4,320	£4,405	£4,470	£4,885	£4,780	£4,715	£4,585	£4,740	£4,640	£4,930	£4,995	£4,805	£4,750
<i>% Difference from previous month</i>	-2.4%	2.0%	1.5%	9.3%	-2.1%	-1.4%	-2.8%	3.4%	-2.1%	6.3%	1.3%	-3.8%	-1.1%
Over 6 Years	£2,510	£2,555	£2,460	£2,370	£2,465	£2,470	£2,485	£2,415	£2,440	£2,585	£2,615	£2,510	£2,365
<i>% Difference from previous month</i>	-0.4%	1.8%	-3.7%	-3.7%	4.0%	0.2%	0.6%	-2.8%	1.0%	5.9%	1.2%	-4.0%	-5.8%
Average All Age	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783
<i>% Difference from previous month</i>	1.1%	0.8%	-1.0%	-2.3%	5.1%	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%



% Vehicles Sold First Time by Age Profile

	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
<2 Years	68	75	69	65	54	46	65	68	74	80	79	52	67
<i>% Difference from previous month</i>	-12.0%	10.7%	-8.2%	-6.8%	-16.3%	-15.7%	42.2%	4.8%	9.0%	8.5%	-1.0%	-34.6%	29.1%
2 - 4 Years	78	80	82	81	73	66	71	77	78	83	83	82	78
<i>% Difference from previous month</i>	-1.8%	1.5%	3.6%	-2.3%	-8.8%	-10.4%	7.9%	8.9%	1.3%	6.3%	0.2%	-1.8%	-5.4%
4.1 - 6 Years	78	80	81	79	73	73	75	77	81	86	80	80	74
<i>% Difference from previous month</i>	-4.5%	2.1%	1.5%	-1.9%	-8.0%	0.7%	1.8%	3.5%	4.9%	5.8%	-7.0%	-0.3%	-7.5%
Over 6 Years	77	80	83	75	76	74	80	76	81	81	83	69	76
<i>% Difference from previous month</i>	-3.1%	3.8%	3.8%	-8.9%	1.2%	-2.6%	7.1%	-4.8%	7.1%	0.1%	1.8%	-16.9%	11.0%

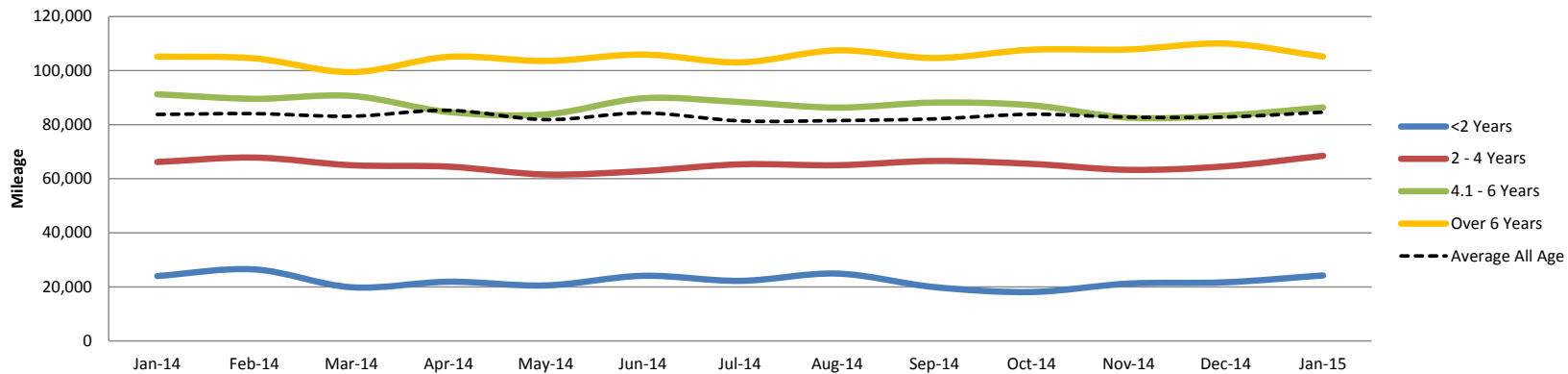
% Vehicles Sold First Time by Age Profile



Mileage by Age Profile

	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
<2 Years	24,017	26,462	19,859	21,905	20,540	24,085	22,228	24,913	19,918	18,102	21,222	21,708	24,239
% Difference from previous month	14.1%	10.2%	-25.0%	10.3%	-6.2%	17.3%	-7.7%	12.1%	-20.0%	-9.1%	17.2%	2.3%	11.7%
2 - 4 Years	66,195	67,826	64,994	64,471	61,558	62,834	65,333	64,998	66,571	65,497	63,286	64,606	68,488
% Difference from previous month	0.7%	2.5%	-4.2%	-0.8%	-4.5%	2.1%	4.0%	-0.5%	2.4%	-1.6%	-3.4%	2.1%	6.0%
4.1 - 6 Years	91,249	89,571	90,631	84,681	83,795	89,763	88,369	86,323	88,171	87,175	82,573	83,405	86,367
% Difference from previous month	3.0%	-1.8%	1.2%	-6.6%	-1.0%	7.1%	-1.6%	-2.3%	2.1%	-1.1%	-5.3%	1.0%	3.6%
Over 6 Years	105,187	104,525	99,440	105,095	103,568	105,939	103,054	107,482	104,653	107,724	107,820	109,981	105,194
% Difference from previous month	0.2%	-0.6%	-4.9%	5.7%	-1.5%	2.3%	-2.7%	4.3%	-2.6%	2.9%	0.1%	2.0%	-4.4%
Average All Age	83,788	84,079	83,123	85,297	81,867	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,617
% Difference from previous month	-0.3%	0.3%	-1.1%	2.6%	-4.0%	3.0%	-3.5%	0.2%	0.8%	2.1%	-1.3%	0.1%	2.2%

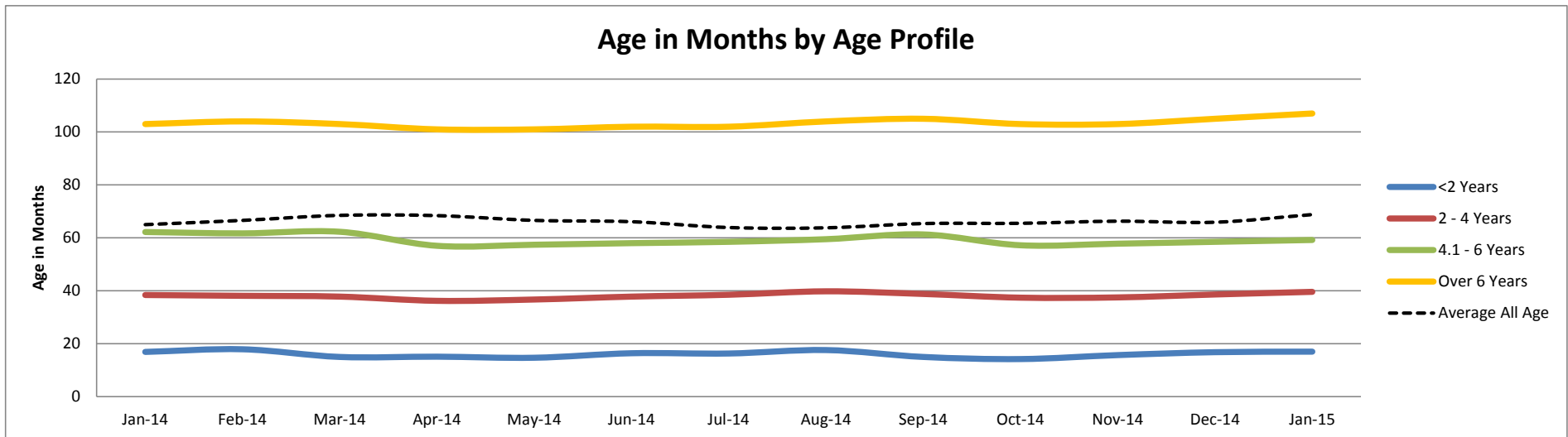
Mileage by Age Profile



Age in Months by Age Profile

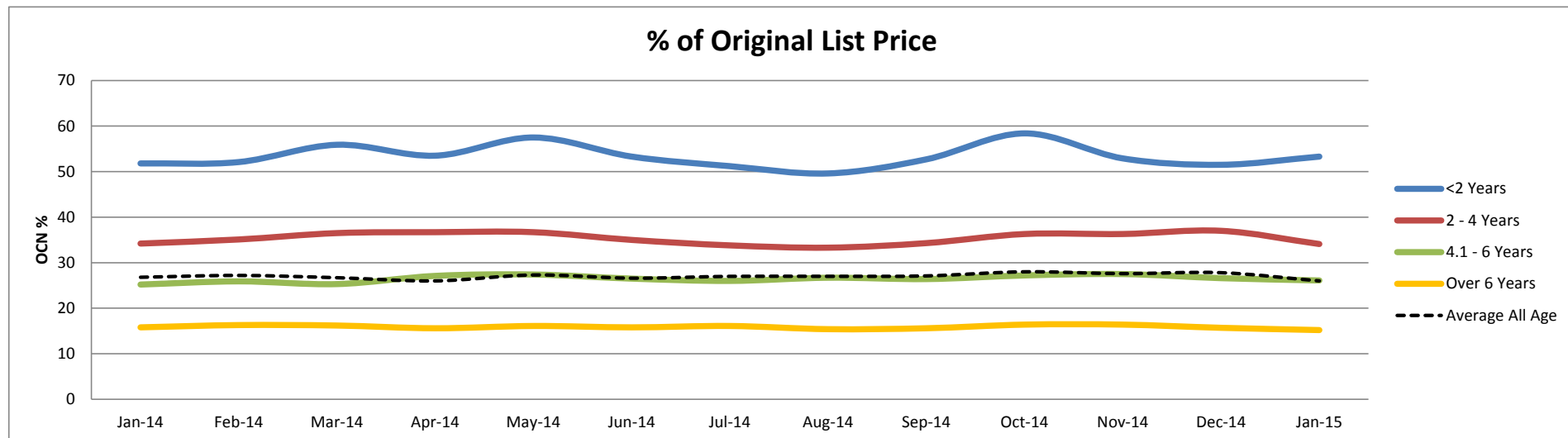
	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
<2 Years	17	18	15	15	15	16	16	18	15	14	16	17	17
<i>% Difference from previous month</i>	5.0%	5.9%	-16.2%	0.7%	-2.6%	11.6%	-0.6%	8.0%	-14.8%	-5.3%	10.6%	7.0%	1.2%
2 - 4 Years	38	38	38	36	37	38	39	40	39	37	38	39	40
<i>% Difference from previous month</i>	0.3%	-0.8%	-0.8%	-4.2%	1.4%	3.0%	1.9%	3.4%	-2.5%	-3.6%	0.3%	2.9%	2.6%
4.1 - 6 Years	62	62	62	57	57	58	59	60	61	57	58	59	59
<i>% Difference from previous month</i>	0.8%	-0.8%	1.0%	-8.5%	0.7%	1.0%	0.9%	1.7%	3.0%	-6.7%	1.0%	1.2%	1.2%
Over 6 Years	103	104	103	101	101	102	102	104	105	103	103	105	107
<i>% Difference from previous month</i>	-1.9%	1.0%	-1.0%	-1.9%	0.0%	1.0%	0.0%	2.0%	1.0%	-1.9%	0.0%	1.9%	1.9%

Age in Months by Age Profile



Percentage of Original List Price by Age Profile

	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
<2 Years	52	52	56	54	58	53	51	50	53	58	53	52	53
<i>% Difference from previous month</i>	-6.2%	0.6%	7.3%	-4.3%	7.5%	-7.3%	-3.9%	-3.1%	6.3%	10.8%	-9.4%	-2.6%	3.5%
2 - 4 Years	34	35	37	37	37	35	34	33	34	36	36	37	34
<i>% Difference from previous month</i>	-3.4%	2.6%	4.0%	0.5%	0.0%	-4.6%	-3.4%	-1.5%	3.0%	5.8%	0.0%	1.9%	-7.8%
4.1 - 6 Years	25	26	25	27	27	27	26	27	26	27	28	27	26
<i>% Difference from previous month</i>	-3.4%	2.8%	-2.3%	7.1%	1.1%	-3.3%	-1.9%	2.7%	-1.1%	3.0%	1.1%	-3.3%	-1.9%
Over 6 Years	16	16	16	16	16	16	16	15	16	16	16	16	15
<i>% Difference from previous month</i>	-0.6%	3.2%	-0.6%	-3.7%	3.2%	-1.9%	1.9%	-4.3%	1.3%	5.1%	0.0%	-4.3%	-3.2%



<2 Years Summary by Weight Band

	<2 Years	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
SMALL LCV (<2.6)	Average age in months	17	18	15	15	15	17	17	19	15	15	15	17	17
	Recorded mileage	23907	26261	22476	23486	19841	24556	21011	25085	19499	19765	23583	22976	23649
	Conversion rate	67%	79%	77%	64%	60%	52%	50%	67%	63%	83%	80%	32%	69%
	Sales volumes	155	164	118	117	135	117	178	182	145	177	147	112	150
	Sales prices	£6,999	£6,953	£7,279	£7,396	£8,479	£7,034	£6,782	£6,688	£7,191	£8,219	£6,687	£6,831	£6,889
	% New Price	44%	46%	49%	48%	53%	46%	45%	43%	46%	52%	46%	44%	46%
MEDIUM LCV (2.6 - 3.495)	Average age in months	18	19	15	15	14	15	16	16	16	14	16	17	17
	Recorded mileage	24666	26660	18048	21395	16633	20303	21456	21968	21193	17072	17794	18076	24699
	Conversion rate	71%	73%	67%	57%	39%	48%	65%	58%	63%	79%	73%	56%	64%
	Sales volumes	145	188	90	120	160	126	235	140	136	174	103	102	161
	Sales prices	£10,599	£11,018	£12,818	£11,616	£13,134	£12,442	£11,245	£11,127	£11,724	£13,909	£10,591	£11,020	£11,998
	% New Price	51%	53%	58%	56%	61%	58%	53%	53%	55%	63%	52%	54%	54%
LARGE LCV (3.5)	Average age in months	17	19	16	16	17	18	17	20	16	14	17	18	18
	Recorded mileage	31994	34615	25033	26340	31607	35009	30691	35025	22101	20008	30557	30828	32789
	Conversion rate	62%	65%	62%	58%	43%	17%	68%	69%	88%	81%	77%	44%	55%
	Sales volumes	107	120	84	87	94	107	124	105	95	107	66	36	95
	Sales prices	£13,012	£12,349	£13,515	£12,774	£13,410	£11,884	£12,440	£11,754	£12,787	£14,471	£12,813	£12,864	£12,905
	% New Price	45%	44%	47%	45%	47%	41%	43%	42%	47%	51%	47%	47%	46%

2-4 Years Summary by Weight Band

2 - 4 Years		Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
SMALL LCV (<2.6)	Average age in months	39	38	38	36	36	37	38	39	38	37	37	37	39
	Recorded mileage	59569	64107	61361	62051	56725	61052	60660	58441	62423	63113	57315	57795	63369
	Conversion rate	79%	83%	87%	84%	82%	68%	71%	80%	78%	82%	86%	83%	80%
	Sales volumes	1077	1014	1041	856	858	949	990	1153	1117	1020	1022	566	1124
	Sales prices	£4,526	£4,681	£4,895	£4,879	£4,936	£4,703	£4,618	£4,439	£4,479	£4,355	£4,612	£4,525	£4,247
	% New Price	32%	33%	33%	33%	34%	31%	31%	30%	31%	30%	32%	31%	30%
MEDIUM LCV (2.6 - 3.495)	Average age in months	38	38	39	37	38	39	39	41	40	38	39	40	40
	Recorded mileage	67007	68656	63441	64919	65889	62141	66885	67896	66991	65277	65730	70798	67818
	Conversion rate	77%	79%	86%	82%	75%	65%	73%	76%	77%	84%	82%	85%	76%
	Sales volumes	1073	871	995	836	811	937	1064	1062	918	740	637	431	1072
	Sales prices	£6,616	£7,132	£7,368	£7,333	£7,142	£7,027	£6,776	£6,553	£7,072	£8,256	£7,800	£7,968	£7,201
	% New Price	35%	36%	38%	38%	37%	36%	34%	33%	36%	40%	38%	39%	36%
LARGE LCV (3.5)	Average age in months	39	39	38	36	35	37	38	40	38	38	39	40	40
	Recorded mileage	81868	81955	84326	75390	72676	77158	81013	85331	82199	85375	91092	87594	86458
	Conversion rate	73%	74%	76%	77%	66%	54%	65%	73%	75%	87%	75%	74%	76%
	Sales volumes	652	524	567	530	429	448	531	480	572	392	315	222	653
	Sales prices	£7,293	£7,153	£7,632	£8,130	£8,495	£7,801	£7,549	£7,512	£7,689	£7,885	£7,492	£7,695	£7,504
	% New Price	28%	28%	29%	31%	32%	29%	29%	29%	29%	30%	29%	29%	29%

4.1-6 Years Summary by Weight Band

4.1 - 6 Years		Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
SMALL LCV (<2.6)	Average age in months	62	61	62	57	57	58	58	60	62	57	58	59	59
	Recorded mileage	80954	80413	81532	79337	76774	77609	77628	79673	77812	76182	75038	77244	76761
	Conversion rate	72%	85%	81%	83%	76%	80%	76%	80%	82%	85%	79%	82%	73%
	Sales volumes	775	738	646	757	789	792	872	758	693	743	637	498	843
	Sales prices	£2,967	£3,142	£3,146	£3,344	£3,379	£3,332	£3,258	£3,121	£3,045	£3,274	£3,258	£3,170	£3,044
	% New Price	24%	25%	25%	26%	26%	25%	25%	24%	24%	25%	24%	23%	23%
MEDIUM LCV (2.6 - 3.495)	Average age in months	63	62	62	57	58	58	58	59	61	56	58	58	59
	Recorded mileage	89781	89253	85624	83109	79647	84082	87651	83596	90029	90337	84075	83808	86481
	Conversion rate	81%	82%	87%	83%	77%	76%	76%	78%	84%	90%	80%	81%	72%
	Sales volumes	1094	906	903	869	765	876	929	756	677	873	697	449	857
	Sales prices	£4,512	£4,665	£4,832	£5,315	£5,485	£5,374	£5,076	£5,292	£5,185	£5,302	£5,357	£5,590	£5,357
	% New Price	26%	27%	28%	29%	31%	30%	28%	29%	28%	28%	29%	30%	29%
LARGE LCV (3.5)	Average age in months	62	62	62	57	58	58	59	60	61	59	58	59	59
	Recorded mileage	113087	106696	111055	96665	106961	121967	112077	106322	104996	108049	97176	100187	104044
	Conversion rate	70%	72%	76%	72%	64%	57%	71%	76%	77%	81%	81%	77%	78%
	Sales volumes	569	478	614	592	467	537	494	442	424	404	338	224	557
	Sales prices	£4,687	£4,934	£4,585	£5,498	£5,168	£4,871	£5,094	£5,580	£5,463	£5,774	£5,898	£5,731	£5,436
	% New Price	20%	21%	19%	22%	21%	19%	21%	23%	22%	23%	24%	23%	22%

>6 Years Summary by Weight Band

	Over 6 Years	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
SMALL LCV (<2.6)	Average age in months	100	104	103	101	101	104	104	106	106	104	104	105	108
	Recorded mileage	101097	98594	97746	100977	99552	98446	97555	100278	101279	102184	100951	106738	99577
	Conversion rate	76%	81%	86%	82%	79%	74%	80%	76%	82%	82%	81%	69%	76%
	Sales volumes	804	949	1084	1484	1230	1131	1077	946	978	1125	959	511	1159
	Sales prices	£1,445	£1,438	£1,474	£1,404	£1,402	£1,378	£1,448	£1,328	£1,280	£1,391	£1,404	£1,383	£1,266
	% New Price	13%	13%	13%	13%	12%	12%	13%	12%	11%	12%	12%	12%	11%
MEDIUM LCV (2.6 - 3.495)	Average age in months	98	101	99	96	96	97	97	100	100	99	99	99	105
	Recorded mileage	103734	108629	94120	105310	102791	106585	100577	113026	105739	109909	108829	109310	102881
	Conversion rate	71%	81%	86%	75%	80%	75%	83%	76%	81%	82%	88%	73%	81%
	Sales volumes	855	855	1392	1208	1004	980	940	772	752	843	797	481	1369
	Sales prices	£2,576	£2,493	£2,709	£2,662	£2,821	£2,834	£2,994	£2,690	£2,734	£2,789	£2,964	£2,786	£2,493
	% New Price	16%	16%	18%	17%	18%	18%	19%	17%	17%	18%	18%	17%	16%
LARGE LCV (3.5)	Average age in months	98	101	103	99	101	98	100	100	104	102	101	106	104
	Recorded mileage	116079	116989	115937	117168	117813	119021	118790	117663	114468	124755	123790	124019	121774
	Conversion rate	72%	77%	77%	72%	72%	76%	79%	82%	80%	79%	80%	71%	71%
	Sales volumes	647	690	612	729	640	688	616	538	532	604	503	316	664
	Sales prices	£2,617	£2,578	£2,388	£2,730	£2,763	£2,845	£2,698	£2,950	£2,697	£2,722	£2,786	£2,595	£2,580
	% New Price	13%	13%	12%	14%	14%	14%	14%	15%	14%	14%	14%	13%	13%