

COMPILED BY
GLASS'S

Auction Report - LCV

June 2015

na
ma
NATIONAL ASSOCIATION
OF MOTOR AUCTIONS

KEY YEAR ON YEAR COMPARISONS



MAY 2014

MAY 2015

VOLUME

8,394

9,567



14%
Increase

AVERAGE PRICE

£4,924

£4,599



-6.6%
Decrease

% VEHICLES SOLD FIRST TIME

74

78



4%
Increase

SALE PRICE PREMIUM ON ENTRY

-£40

£145



£185
Increase

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NAMA used LCV market commentary for May 2015

Whole market – May compared to April

- In May, sales volumes fell by 4.1%
- Average age fell from 70.6 to 69.3 months
- Average mileage decreased from 82,175 to 81,761
- LCVs remained on site for an average of 14.9 days
- At £4,599 the average price paid for an LCV rose 0.6%
- 77.5% of LCVs sold at the 1st time of being offered (+5.3%)
- On average, 1.4 entries were required to achieve each LCV sale

Volume changes - by age

	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
<2 Years	281	478	684	460	499	400
% Difference from previous month	-27.8%	70.1%	43.1%	-32.7%	8.5%	-19.8%

2 - 4 Years	1,445	3,158	3,236	3,848	2,537	2,673
% Difference from previous month	-35.6%	118.5%	2.5%	18.9%	-34.1%	5.4%

4.1 - 6 Years	1,260	2,422	2,613	2,635	2,646	2,635
% Difference from previous month	-31.0%	92.2%	7.9%	0.8%	0.4%	-0.4%

Over 6 Years	1,576	3,672	4,033	4,386	4,291	3,859
% Difference from previous month	-42.0%	133.0%	9.8%	8.8%	-2.2%	-10.1%

Comment:

At 9,567 units, despite 406 fewer LCVs being sold at auction in May when compared to the previous month, against the same month in 2014 volumes stood 14% higher. With a solid uplift of 5.4%, it was only the 2 - 4 year age band that delivered any growth although this followed the big fall posted by this sector in April.

Mileage changes - by age

	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
<2 Years	21,708	24,239	21,977	15,509	17,993	18,774
% Difference from previous month	2.3%	11.7%	-9.3%	-29.4%	16.0%	4.3%

2 - 4 Years	64,606	68,488	65,936	64,748	60,802	59,432
% Difference from previous month	2.1%	6.0%	-3.7%	-1.8%	-6.1%	-2.3%

4.1 - 6 Years	83,405	86,367	87,877	88,077	84,201	83,456
% Difference from previous month	1.0%	3.6%	1.7%	0.2%	-4.4%	-0.9%

Over 6 Years	109,981	105,194	102,965	101,059	101,025	102,600
% Difference from previous month	2.0%	-4.4%	-2.1%	-1.9%	0.0%	1.6%

Average All Age	82,831	84,617	82,650	82,232	82,175	81,761
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Comment:

In May, despite the average recorded mileage of a LCV lot falling by 0.5%, this still represented an increase of 106 miles over the same month last year.

Price changes - by age

	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
<2 Years	£10,245	£11,475	£11,410	£11,530	£11,560	£11,135
% Difference from previous month	-3.8%	12.0%	-0.6%	1.1%	0.3%	-3.7%

2 - 4 Years	£7,155	£6,605	£6,530	£6,690	£6,835	£6,670
% Difference from previous month	6.1%	-7.7%	-1.1%	2.5%	2.2%	-2.4%

4.1 - 6 Years	£4,805	£4,750	£4,615	£4,460	£4,825	£4,715
% Difference from previous month	-3.8%	-1.1%	-2.8%	-3.4%	8.2%	-2.3%

Over 6 Years	£2,510	£2,365	£2,275	£2,180	£2,265	£2,405
% Difference from previous month	-4.0%	-5.8%	-3.8%	-4.2%	3.9%	

Comment:

In May, the average price achieved for LCVs increased modestly by £27 (0.6%). However, as the average return has fallen by £325 (-6.6%) over the past 12 months it's now apparent that price levels are gravitating to a more sustainable level.

Market Overview

Following some patchy performances earlier in 2015, May proved to be a good month for those wholesaling light commercial vehicles. Falls in average age, mileage and volume each helped deliver a modest, though welcome increase in average price. Perhaps the most encouraging statistic to be seen in this NAMA LCV Report was that at 77.5% (+5.3%) the percentage of LCV lots selling at the first time of being offered was the highest recorded in 6 months.

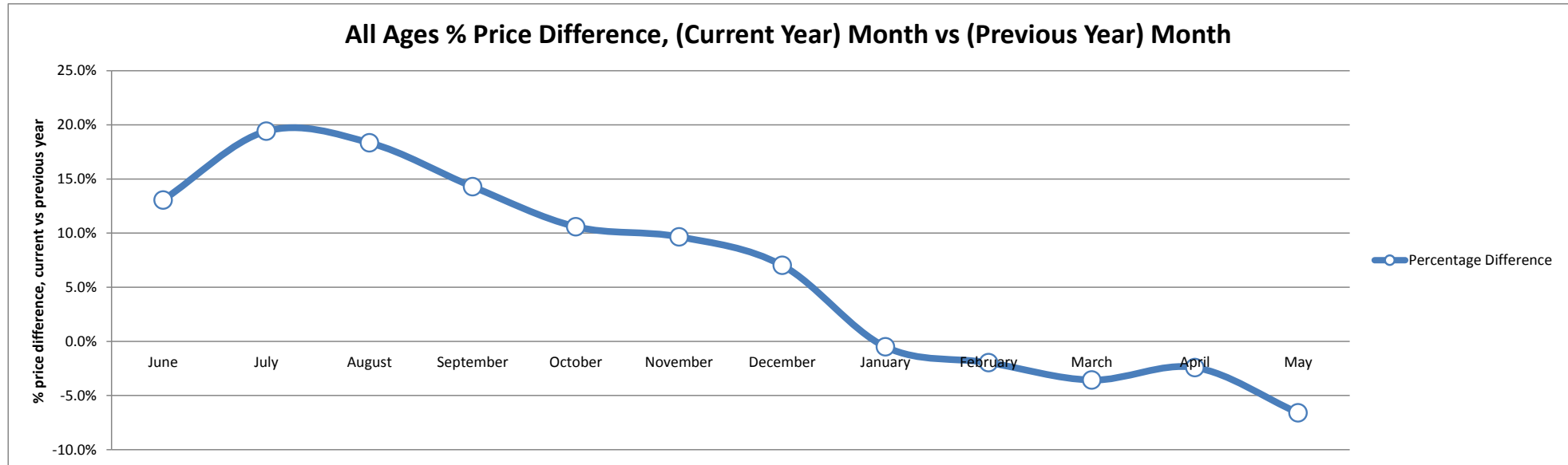
As we move through the remainder of 2015, it is likely that relatively small swings in the balance between supply and demand will be felt more sharply. Where volumes fall short of the maximum that the trade can absorb, we can expect to see stable market conditions with prices holding firm. However, for any sector and/or age band where even just a few too many LCVs are being de-fleeted, price slippage should be anticipated.

Whole Market Summary

	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	May-14	May-15	Year on Year Diff
Sales Volumes All Ages	8,394	8,716	9,045	8,256	7,991	8,265	7,177	4,562	9,730	10,566	11,329	9,973	9,567	8,394	9,567	14%
% Difference to previous month	-9.0%	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	7.2%	-12.0%	-4.1%	-9.0%	-4.1%	4.9%
Average Age in Months	66.6	66.1	63.9	63.8	65.4	65.5	66.3	65.9	68.8	68.6	70.1	70.6	69.3	66.6	69.3	2.7
Average Mileage	81,867	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,617	82,650	82,232	82,175	81,761	81,867	81,761	-106
Average No. of Entries	1.4	1.5	1.4	1.4	1.3	1.3	1.3	1.4	1.3	1.4	1.4	1.4	1.4	1.4	1.4	0.0
% Vehicles Sold 1st Time	73.7%	70.3%	74.6%	76.3%	79.7%	83.1%	82.1%	75.4%	75.6%	71.5%	72.4%	72.2%	77.5%	73.7%	77.5%	3.8%
Average No. Days on Site	14.1	14.8	14.3	13.8	12.9	11.5	13.2	12.8	17.2	15.0	14.9	15.7	14.9	14.1	14.9	0.8
Average Sales Prices All Ages	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,599	£4,924	£4,599	-6.6%
% Difference to previous month	5.1%	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	-2.7%	-1.1%	0.6%	5.1%	0.6%	-4.5%
% OCN	27.3	26.6	27.0	27.0	27.1	28.0	27.6	27.8	26.0	25.5	25.4	25.3	25.7	27.3	25.7	-1.6

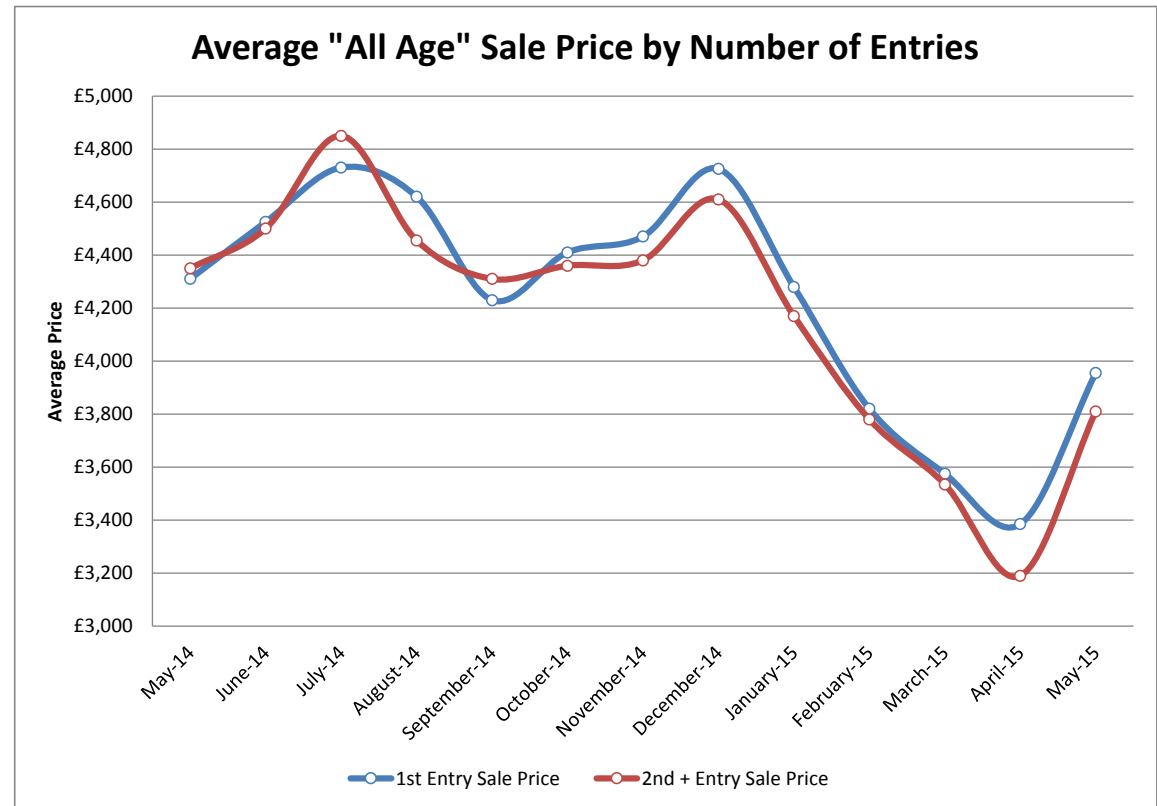
Average Sale Price Year on Year

	June	July	August	September	October	November	December	January	February	March	April	May
Average All Ages Sales Price Previous Year* 2014 < January	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924
Average All Ages Sales Price Current Year** 2015 > January	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,599
Percentage Difference	13.1%	19.4%	18.3%	14.3%	10.6%	9.7%	7.0%	-0.5%	-2.0%	-3.6%	-2.4%	-6.6%



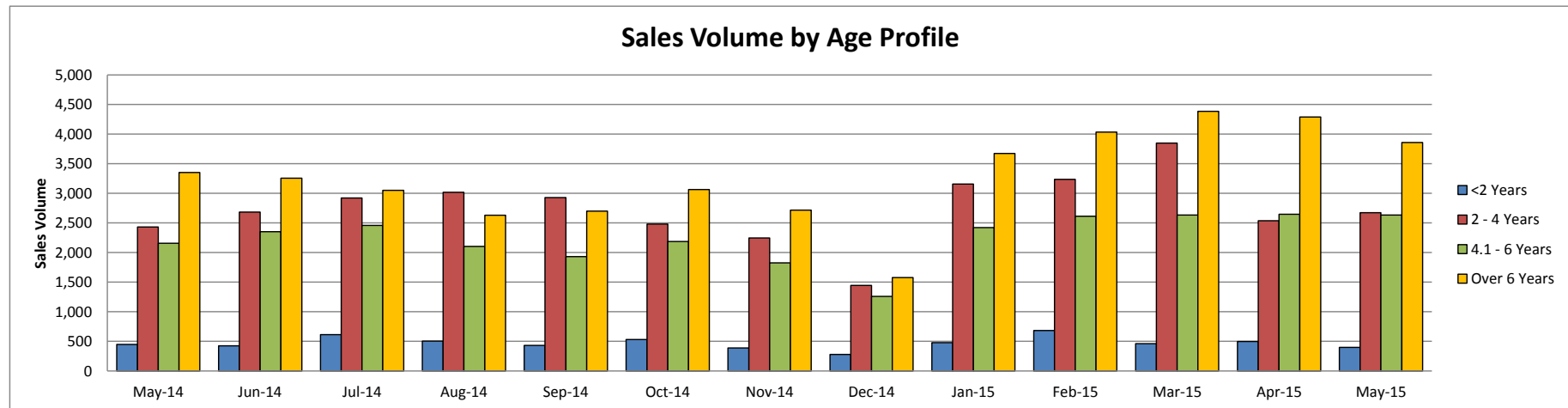
Sales Price Compared to Number of Entries (all ages)

	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
May-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%
February-15	£3,820	74.7	£3,780	70.9	£40	1%
March-15	£3,575	78.7	£3,535	75.7	£40	1%
April-15	£3,385	78.2	£3,190	78.5	£195	6%
May-15	£3,955	69.4	£3,810	69.9	£145	4%



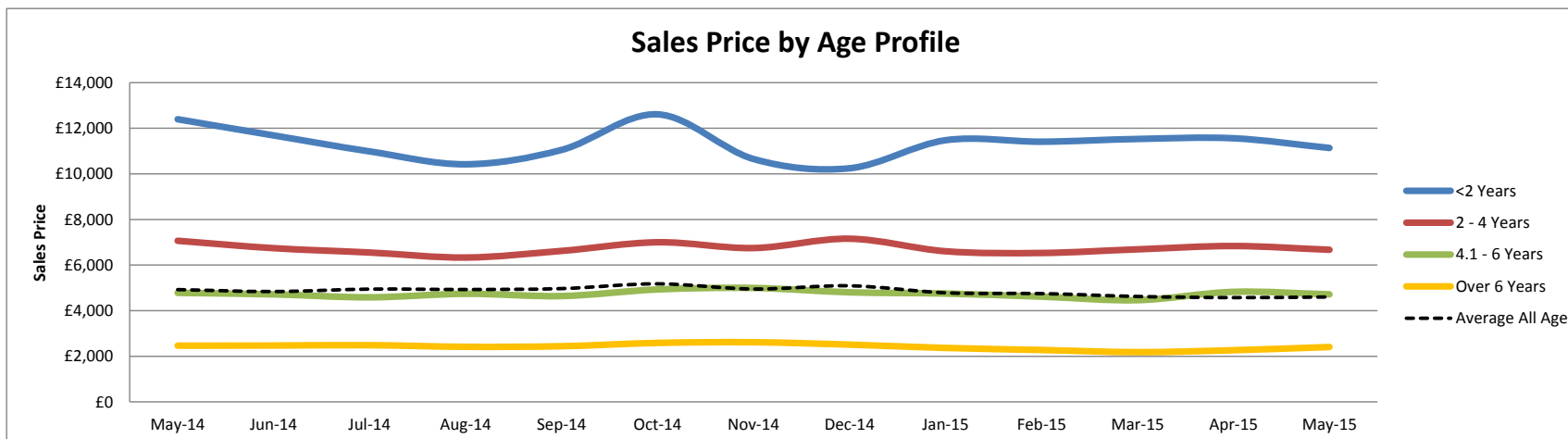
Sales Volume by Age Profile

	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	12 month Total
<2 Years	449	424	614	504	431	531	389	281	478	684	460	499	400	5,695
% Difference from previous month	19.7%	-5.6%	44.8%	-17.9%	-14.5%	23.2%	-26.7%	-27.8%	70.1%	43.1%	-32.7%	8.5%	-19.8%	
2 - 4 Years	2,433	2,684	2,921	3,017	2,927	2,483	2,245	1,445	3,158	3,236	3,848	2,537	2,673	33,174
% Difference from previous month	-4.2%	10.3%	8.8%	3.3%	-3.0%	-15.2%	-9.6%	-35.6%	118.5%	2.5%	18.9%	-34.1%	5.4%	
4.1 - 6 Years	2,158	2,353	2,459	2,105	1,933	2,187	1,826	1,260	2,422	2,613	2,635	2,646	2,635	27,074
% Difference from previous month	-8.6%	9.0%	4.5%	-14.4%	-8.2%	13.1%	-16.5%	-31.0%	92.2%	7.9%	0.8%	0.4%	-0.4%	
Over 6 Years	3,354	3,255	3,051	2,630	2,700	3,064	2,717	1,576	3,672	4,033	4,386	4,291	3,859	39,234
% Difference from previous month	-15.0%	-3.0%	-6.3%	-13.8%	2.7%	13.5%	-11.3%	-42.0%	133.0%	9.8%	8.8%	-2.2%	-10.1%	
Total	8,394	8,716	9,045	8,256	7,991	8,265	7,177	4,562	9,730	10,566	11,329	9,973	9,567	105,177
% Difference from previous month	-9.0%	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	7.2%	-12.0%	-4.1%	



Sales Price by Age Profile

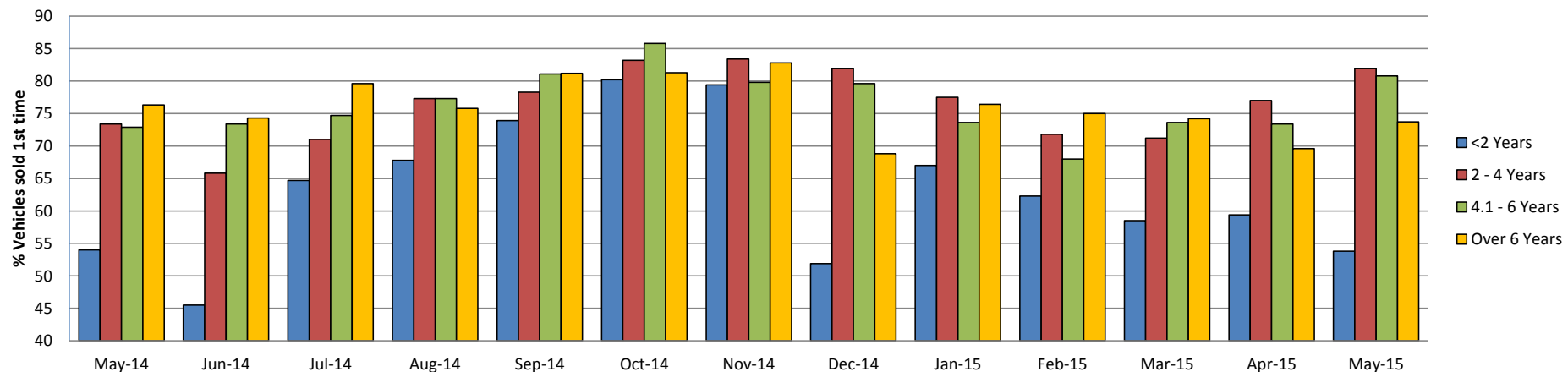
	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
<2 Years	£12,395	£11,685	£10,985	£10,420	£11,050	£12,610	£10,650	£10,245	£11,475	£11,410	£11,530	£11,560	£11,135
<i>% Difference from previous month</i>	10.5%	-5.7%	-6.0%	-5.1%	6.0%	14.1%	-15.5%	-3.8%	12.0%	-0.6%	1.1%	0.3%	-3.7%
2 - 4 Years	£7,065	£6,740	£6,550	£6,330	£6,620	£7,000	£6,745	£7,155	£6,605	£6,530	£6,690	£6,835	£6,670
<i>% Difference from previous month</i>	-1.0%	-4.6%	-2.8%	-3.4%	4.6%	5.7%	-3.6%	6.1%	-7.7%	-1.1%	2.5%	2.2%	-2.4%
4.1 - 6 Years	£4,780	£4,715	£4,585	£4,740	£4,640	£4,930	£4,995	£4,805	£4,750	£4,615	£4,460	£4,825	£4,715
<i>% Difference from previous month</i>	-2.1%	-1.4%	-2.8%	3.4%	-2.1%	6.3%	1.3%	-3.8%	-1.1%	-2.8%	-3.4%	8.2%	-2.3%
Over 6 Years	£2,465	£2,470	£2,485	£2,415	£2,440	£2,585	£2,615	£2,510	£2,365	£2,275	£2,180	£2,265	£2,405
<i>% Difference from previous month</i>	4.0%	0.2%	0.6%	-2.8%	1.0%	5.9%	1.2%	-4.0%	-5.8%	-3.8%	-4.2%	3.9%	6.2%
Average All Age	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,599
<i>% Difference from previous month</i>	5.1%	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	-2.7%	-1.1%	0.6%



% Vehicles Sold First Time by Age Profile

	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
<2 Years	54	46	65	68	74	80	79	52	67	62	59	59	54
% Difference from previous month	-16.3%	-15.7%	42.2%	4.8%	9.0%	8.5%	-1.0%	-34.6%	29.1%	-7.0%	-6.1%	1.5%	-9.4%
2 - 4 Years	73	66	71	77	78	83	83	82	78	72	71	77	82
% Difference from previous month	-8.8%	-10.4%	7.9%	8.9%	1.3%	6.3%	0.2%	-1.8%	-5.4%	-7.4%	-0.8%	8.1%	6.4%
4.1 - 6 Years	73	73	75	77	81	86	80	80	74	68	74	73	81
% Difference from previous month	-8.0%	0.7%	1.8%	3.5%	4.9%	5.8%	-7.0%	-0.3%	-7.5%	-7.6%	8.2%	-0.3%	10.1%
Over 6 Years	76	74	80	76	81	81	83	69	76	75	74	70	74
% Difference from previous month	1.2%	-2.6%	7.1%	-4.8%	7.1%	0.1%	1.8%	-16.9%	11.0%	-1.8%	-1.1%	-6.2%	5.9%

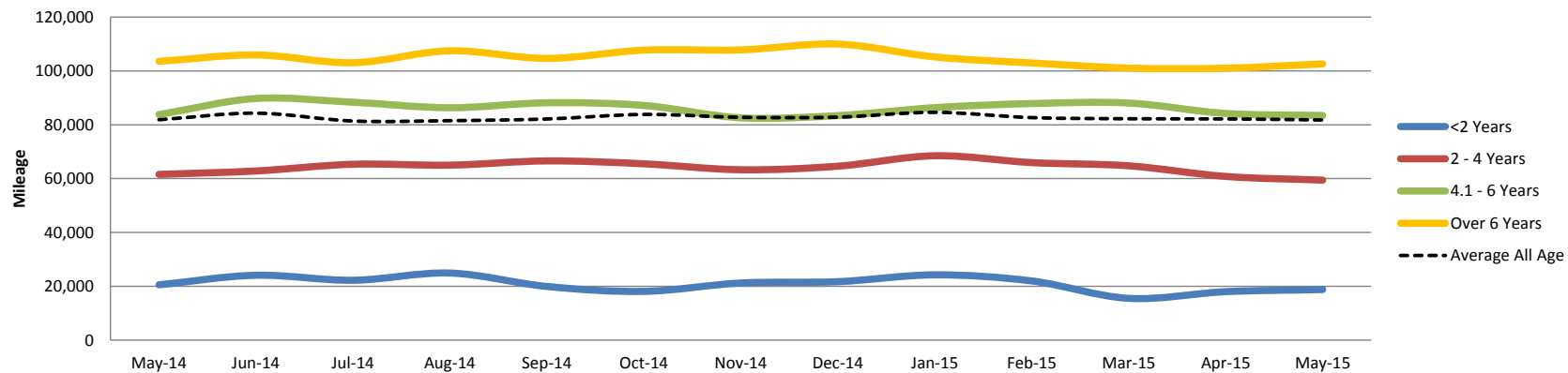
% Vehicles Sold First Time by Age Profile



Mileage by Age Profile

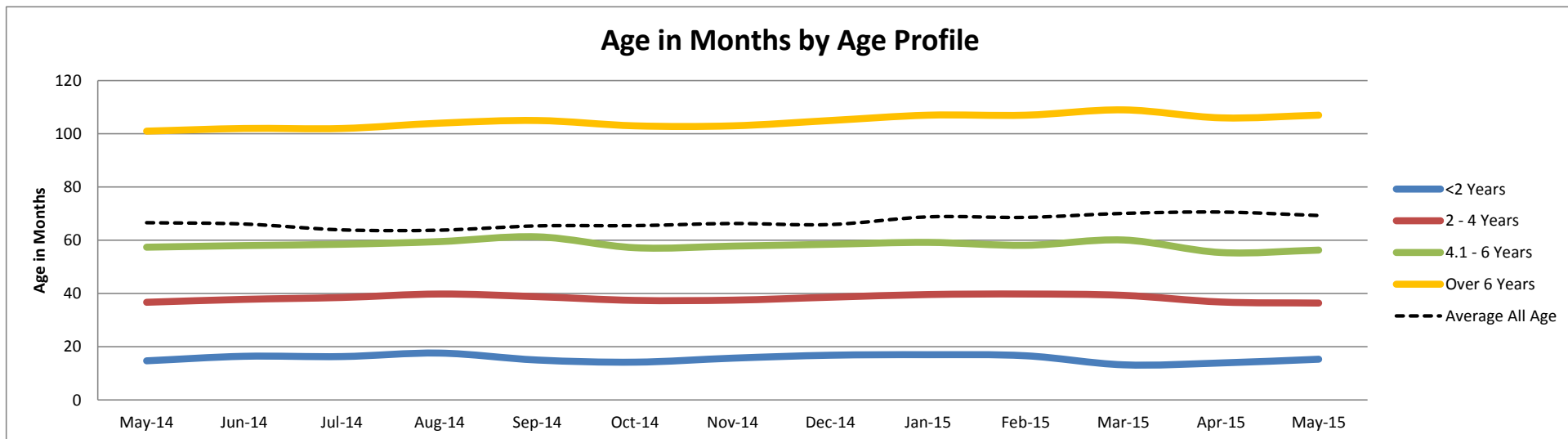
	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
<2 Years	20,540	24,085	22,228	24,913	19,918	18,102	21,222	21,708	24,239	21,977	15,509	17,993	18,774
<i>% Difference from previous month</i>	-6.2%	17.3%	-7.7%	12.1%	-20.0%	-9.1%	17.2%	2.3%	11.7%	-9.3%	-29.4%	16.0%	4.3%
2 - 4 Years	61,558	62,834	65,333	64,998	66,571	65,497	63,286	64,606	68,488	65,936	64,748	60,802	59,432
<i>% Difference from previous month</i>	-4.5%	2.1%	4.0%	-0.5%	2.4%	-1.6%	-3.4%	2.1%	6.0%	-3.7%	-1.8%	-6.1%	-2.3%
4.1 - 6 Years	83,795	89,763	88,369	86,323	88,171	87,175	82,573	83,405	86,367	87,877	88,077	84,201	83,456
<i>% Difference from previous month</i>	-1.0%	7.1%	-1.6%	-2.3%	2.1%	-1.1%	-5.3%	1.0%	3.6%	1.7%	0.2%	-4.4%	-0.9%
Over 6 Years	103,568	105,939	103,054	107,482	104,653	107,724	107,820	109,981	105,194	102,965	101,059	101,025	102,600
<i>% Difference from previous month</i>	-1.5%	2.3%	-2.7%	4.3%	-2.6%	2.9%	0.1%	2.0%	-4.4%	-2.1%	-1.9%	0.0%	1.6%
Average All Age	81,867	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,617	82,650	82,232	82,175	81,761
<i>% Difference from previous month</i>	-4.0%	3.0%	-3.5%	0.2%	0.8%	2.1%	-1.3%	0.1%	2.2%	-2.3%	-0.5%	-0.1%	-0.5%

Mileage by Age Profile



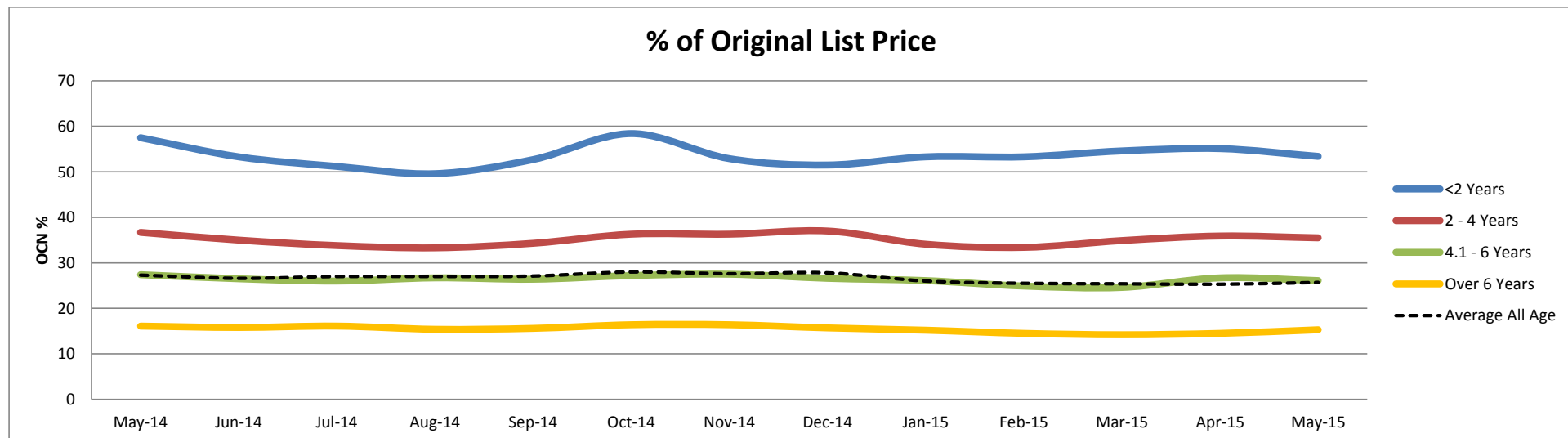
Age in Months by Age Profile

	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
<2 Years	15	16	16	18	15	14	16	17	17	17	13	14	15
% Difference from previous month	-2.6%	11.6%	-0.6%	8.0%	-14.8%	-5.3%	10.6%	7.0%	1.2%	-2.4%	-20.5%	5.3%	10.1%
2 - 4 Years	37	38	39	40	39	37	38	39	40	40	39	37	36
% Difference from previous month	1.4%	3.0%	1.9%	3.4%	-2.5%	-3.6%	0.3%	2.9%	2.6%	0.5%	-1.3%	-6.4%	-1.1%
4.1 - 6 Years	57	58	59	60	61	57	58	59	59	58	60	55	56
% Difference from previous month	0.7%	1.0%	0.9%	1.7%	3.0%	-6.7%	1.0%	1.2%	1.2%	-1.9%	3.4%	-7.8%	1.6%
Over 6 Years	101	102	102	104	105	103	103	105	107	107	109	106	107
% Difference from previous month	0.0%	1.0%	0.0%	2.0%	1.0%	-1.9%	0.0%	1.9%	1.9%	0.0%	1.9%	-2.8%	0.9%



Percentage of Original List Price by Age Profile

	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
<2 Years	58	53	51	50	53	58	53	52	53	53	55	55	53
<i>% Difference from previous month</i>	7.5%	-7.3%	-3.9%	-3.1%	6.3%	10.8%	-9.4%	-2.6%	3.5%	0.0%	2.4%	0.9%	-3.1%
2 - 4 Years	37	35	34	33	34	36	36	37	34	33	35	36	36
<i>% Difference from previous month</i>	0.0%	-4.6%	-3.4%	-1.5%	3.0%	5.8%	0.0%	1.9%	-7.8%	-2.1%	4.5%	2.9%	-1.1%
4.1 - 6 Years	27	27	26	27	26	27	28	27	26	25	25	27	26
<i>% Difference from previous month</i>	1.1%	-3.3%	-1.9%	2.7%	-1.1%	3.0%	1.1%	-3.3%	-1.9%	-4.6%	-1.2%	8.5%	-2.2%
Over 6 Years	16	16	16	15	16	16	16	16	15	15	14	15	15
<i>% Difference from previous month</i>	3.2%	-1.9%	1.9%	-4.3%	1.3%	5.1%	0.0%	-4.3%	-3.2%	-4.6%	-2.1%	2.1%	5.5%



<2 Years Summary by Weight Band

	<2 Years	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
SMALL LCV (<2.6)	Average age in months	15	17	17	19	15	15	15	17	17	17	12	14	15
	Recorded mileage	19841	24556	21011	25085	19499	19765	23583	22976	23649	21471	11909	16658	16373
	Conversion rate	60%	52%	50%	67%	63%	83%	80%	32%	69%	67%	55%	45%	62%
	Sales volumes	135	117	178	182	145	177	147	112	150	222	147	136	113
	Sales prices	£8,479	£7,034	£6,782	£6,688	£7,191	£8,219	£6,687	£6,831	£6,889	£7,232	£7,129	£7,300	£6,812
	% New Price	53%	46%	45%	43%	46%	52%	46%	44%	46%	46%	48%	50%	47%
MEDIUM LCV (2.6 - 3.495)	Average age in months	14	15	16	16	16	14	16	17	17	17	14	15	16
	Recorded mileage	16633	20303	21456	21968	21193	17072	17794	18076	24699	22681	19254	20771	20243
	Conversion rate	39%	48%	65%	58%	63%	79%	73%	56%	64%	54%	56%	48%	30%
	Sales volumes	160	126	235	140	136	174	103	102	161	243	154	178	132
	Sales prices	£13,134	£12,442	£11,245	£11,127	£11,724	£13,909	£10,591	£11,020	£11,998	£11,898	£11,820	£11,354	£10,775
	% New Price	61%	58%	53%	53%	55%	63%	52%	54%	54%	55%	56%	54%	51%
LARGE LCV (3.5)	Average age in months	17	18	17	20	16	14	17	18	18	17	13	14	16
	Recorded mileage	31607	35009	30691	35025	22101	20008	30557	30828	32789	25668	17674	22735	26337
	Conversion rate	43%	17%	68%	69%	88%	81%	77%	44%	55%	69%	59%	64%	24%
	Sales volumes	94	107	124	105	95	107	66	36	95	137	91	97	74
	Sales prices	£13,410	£11,884	£12,440	£11,754	£12,787	£14,471	£12,813	£12,864	£12,905	£13,676	£13,728	£12,966	£12,449
	% New Price	47%	41%	43%	42%	47%	51%	47%	47%	46%	48%	49%	47%	46%

2-4 Years Summary by Weight Band

2 - 4 Years		May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
SMALL LCV (<2.6)	Average age in months	36	37	38	39	38	37	37	37	39	39	39	37	37
	Recorded mileage	56725	61052	60660	58441	62423	63113	57315	57795	63369	58373	56192	53203	54690
	Conversion rate	82%	68%	71%	80%	78%	82%	86%	83%	80%	83%	76%	80%	85%
	Sales volumes	858	949	990	1153	1117	1020	1022	566	1124	1111	1377	974	1200
	Sales prices	£4,936	£4,703	£4,618	£4,439	£4,479	£4,355	£4,612	£4,525	£4,247	£4,459	£4,586	£4,660	£4,606
	% New Price	34%	31%	31%	30%	31%	30%	32%	31%	30%	30%	33%	33%	33%
MEDIUM LCV (2.6 - 3.495)	Average age in months	38	39	39	41	40	38	39	40	40	41	40	37	36
	Recorded mileage	65889	62141	66885	67896	66991	65277	65730	70798	67818	64504	66661	64868	60939
	Conversion rate	75%	65%	73%	76%	77%	84%	82%	85%	76%	72%	72%	82%	82%
	Sales volumes	811	937	1064	1062	918	740	637	431	1072	1124	1344	855	861
	Sales prices	£7,142	£7,027	£6,776	£6,553	£7,072	£8,256	£7,800	£7,968	£7,201	£6,921	£7,057	£7,436	£7,484
	% New Price	37%	36%	34%	33%	36%	40%	38%	39%	36%	34%	35%	36%	37%
LARGE LCV (3.5)	Average age in months	35	37	38	40	38	38	39	40	40	40	40	38	37
	Recorded mileage	72676	77158	81013	85331	82199	85375	91092	87594	86458	86389	84096	78806	79341
	Conversion rate	66%	54%	65%	73%	75%	87%	75%	74%	76%	47%	56%	64%	77%
	Sales volumes	429	448	531	480	572	392	315	222	653	690	748	446	378
	Sales prices	£8,495	£7,801	£7,549	£7,512	£7,689	£7,885	£7,492	£7,695	£7,504	£7,119	£7,419	£7,271	£8,056
	% New Price	32%	29%	29%	29%	29%	30%	29%	29%	29%	27%	28%	29%	30%

4.1-6 Years Summary by Weight Band

	4.1 - 6 Years	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
SMALL LCV (<2.6)	Average age in months	57	58	58	60	62	57	58	59	59	59	61	55	56
	Recorded mileage	76774	77609	77628	79673	77812	76182	75038	77244	76761	78094	76841	74698	74325
	Conversion rate	76%	80%	76%	80%	82%	85%	79%	82%	73%	70%	78%	76%	84%
	Sales volumes	789	792	872	758	693	743	637	498	843	901	911	979	1043
	Sales prices	£3,379	£3,332	£3,258	£3,121	£3,045	£3,274	£3,258	£3,170	£3,044	£3,006	£3,011	£3,262	£3,262
	% New Price	26%	25%	25%	24%	24%	25%	24%	23%	23%	22%	23%	24%	24%
MEDIUM LCV (2.6 - 3.495)	Average age in months	58	58	58	59	61	56	58	58	59	58	59	55	56
	Recorded mileage	79647	84082	87651	83596	90029	90337	84075	83808	86481	84189	86493	83281	84372
	Conversion rate	77%	76%	76%	78%	84%	90%	80%	81%	72%	75%	79%	76%	83%
	Sales volumes	765	876	929	756	677	873	697	449	857	896	919	982	899
	Sales prices	£5,485	£5,374	£5,076	£5,292	£5,185	£5,302	£5,357	£5,590	£5,357	£5,252	£4,809	£5,367	£5,127
	% New Price	31%	30%	28%	29%	28%	28%	29%	30%	29%	28%	26%	28%	27%
LARGE LCV (3.5)	Average age in months	58	58	59	60	61	59	58	59	59	58	60	56	58
	Recorded mileage	106961	121967	112077	106322	104996	108049	97176	100187	104044	108767	110793	110480	105490
	Conversion rate	64%	57%	71%	76%	77%	81%	81%	77%	78%	52%	59%	66%	75%
	Sales volumes	467	537	494	442	424	404	338	224	557	667	619	497	513
	Sales prices	£5,168	£4,871	£5,094	£5,580	£5,463	£5,774	£5,898	£5,731	£5,436	£5,197	£4,974	£5,310	£5,549
	% New Price	21%	19%	21%	23%	22%	23%	24%	23%	22%	20%	20%	21%	22%

>6 Years Summary by Weight Band

	Over 6 Years	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15
SMALL LCV (<2.6)	Average age in months	101	104	104	106	106	104	104	105	108	109	110	107	107
	Recorded mileage	99552	98446	97555	100278	101279	102184	100951	106738	99577	98295	95764	96104	98020
	Conversion rate	79%	74%	80%	76%	82%	82%	81%	69%	76%	78%	78%	70%	75%
	Sales volumes	1230	1131	1077	946	978	1125	959	511	1159	1466	1586	1570	1234
	Sales prices	£1,402	£1,378	£1,448	£1,328	£1,280	£1,391	£1,404	£1,383	£1,266	£1,215	£1,168	£1,219	£1,295
	% New Price	12%	12%	13%	12%	11%	12%	12%	12%	11%	11%	11%	11%	12%
MEDIUM LCV (2.6 - 3.495)	Average age in months	96	97	97	100	100	99	99	99	105	105	108	104	104
	Recorded mileage	102791	106585	100577	113026	105739	109909	108829	109310	102881	99934	100632	99092	99790
	Conversion rate	80%	75%	83%	76%	81%	82%	88%	73%	81%	76%	73%	71%	76%
	Sales volumes	1004	980	940	772	752	843	797	481	1369	1369	1569	1472	1414
	Sales prices	£2,821	£2,834	£2,994	£2,690	£2,734	£2,789	£2,964	£2,786	£2,493	£2,469	£2,308	£2,467	£2,661
	% New Price	18%	18%	19%	17%	17%	18%	18%	17%	16%	16%	15%	16%	17%
LARGE LCV (3.5)	Average age in months	101	98	100	100	104	102	101	106	104	101	106	102	105
	Recorded mileage	117813	119021	118790	117663	114468	124755	123790	124019	121774	121345	114784	116649	118321
	Conversion rate	72%	76%	79%	82%	80%	79%	80%	71%	71%	68%	72%	70%	70%
	Sales volumes	640	688	616	538	532	604	503	316	664	690	679	696	686
	Sales prices	£2,763	£2,845	£2,698	£2,950	£2,697	£2,722	£2,786	£2,595	£2,580	£2,716	£2,447	£2,637	£2,385
	% New Price	14%	14%	14%	15%	14%	14%	14%	13%	13%	13%	12%	13%	12%