

COMPILED BY
GLASS'S

Auction Report - LCV

August 2014

na
ma
NATIONAL ASSOCIATION
OF MOTOR AUCTIONS

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NAMA used LCV market commentary for July 2014

Whole market – July compared to June

- LCV sales volumes rose by 3.8% in July.
- Average age fell from 66.1 to 63.9 months.
- At £4,945 the average price achieved rose by 2.2%.
- On average, LCVs remained on site for 14.3 days (-0.5).
- Average mileage decreased from 84,316 to 81,393 miles (-3.5%).
- In July, 75% of LCVs sold at the 1st time of being offered (+5%).
- The average number of entries required to achieve a sale fell to 1.41.

Volume changes - by age

	Mar-14	Apr-14	May-14	Jun-14	Jul-14
<2 Years	353	375	449	424	614
% Difference from previous month	-36.6%	6.2%	19.7%	-5.6%	44.8%

2 - 4 Years	2,949	2,539	2,433	2,684	2,921
% Difference from previous month	10.5%	-13.9%	-4.2%	10.3%	8.8%

4.1 - 6 Years	2,317	2,361	2,158	2,353	2,459
% Difference from previous month	1.6%	1.9%	-8.6%	9.0%	4.5%

Over 6 Years	3,579	3,945	3,354	3,255	3,051
% Difference from previous month	16.3%	10.2%	-15.0%	-3.0%	-6.3%

Comment:

The total number of LCVs sold at auction in July increased by 329 units (+3.8%).

Mileage changes - by age

	Mar-14	Apr-14	May-14	Jun-14	Jul-14
<2 Years	19,859	21,905	20,540	24,085	22,228
% Difference from previous month	-25.0%	10.3%	-6.2%	17.3%	-7.7%

2 - 4 Years	64,994	64,471	61,558	62,834	65,333
% Difference from previous month	-4.2%	-0.8%	-4.5%	2.1%	4.0%

4.1 - 6 Years	90,631	84,681	83,795	89,763	88,369
% Difference from previous month	1.2%	-6.6%	-1.0%	7.1%	-1.6%

Over 6 Years	99,440	105,095	103,568	105,939	103,054
% Difference from previous month	-4.9%	5.7%	-1.5%	2.3%	-2.7%

Average All Age	83,123	85,297	81,867	84,316	81,393
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Comment:

The average mileage for an LCV sold at auction in July decreased by 3.5%

Price changes - by age

	Mar-14	Apr-14	May-14	Jun-14	Jul-14
<2 Years	£12,005	£11,215	£12,395	£11,685	£10,985
% Difference from previous month	9.4%	-6.6%	10.5%	-5.7%	-6.0%

2 - 4 Years	£7,020	£7,135	£7,065	£6,740	£6,550
% Difference from previous month	6.7%	1.6%	-1.0%	-4.6%	-2.8%

4.1 - 6 Years	£4,470	£4,885	£4,780	£4,715	£4,585
% Difference from previous month	1.5%	9.3%	-2.1%	-1.4%	-2.8%

Over 6 Years	£2,460	£2,370	£2,465	£2,470	£2,485
% Difference from previous month	-3.7%	-3.7%	4.0%	0.2%	0.6%

Comment:

In July, the average price paid for an LCV rose from £4,839 to £4,945 (+2.2%)

Market Overview

Despite fears that demand for used LCVs would be at best patchy, there was plenty of trade activity in July that kept the wheels turning. Compared to the traditional slowdown witnessed for this same month over recent years, 2014 delivered strong results. Despite sales volumes growing by 3.8%, the overall average price paid for each lot improved by 2.2%. Encouragingly, days on site, number of entries required to achieve each sale and average age all fell modestly, whilst the conversion rate improved by 5%. Once again the market data presented in this NAMA report illustrates the underlying strength of demand for LCVs at all years and clearly bodes well for sales prospects over the coming months.

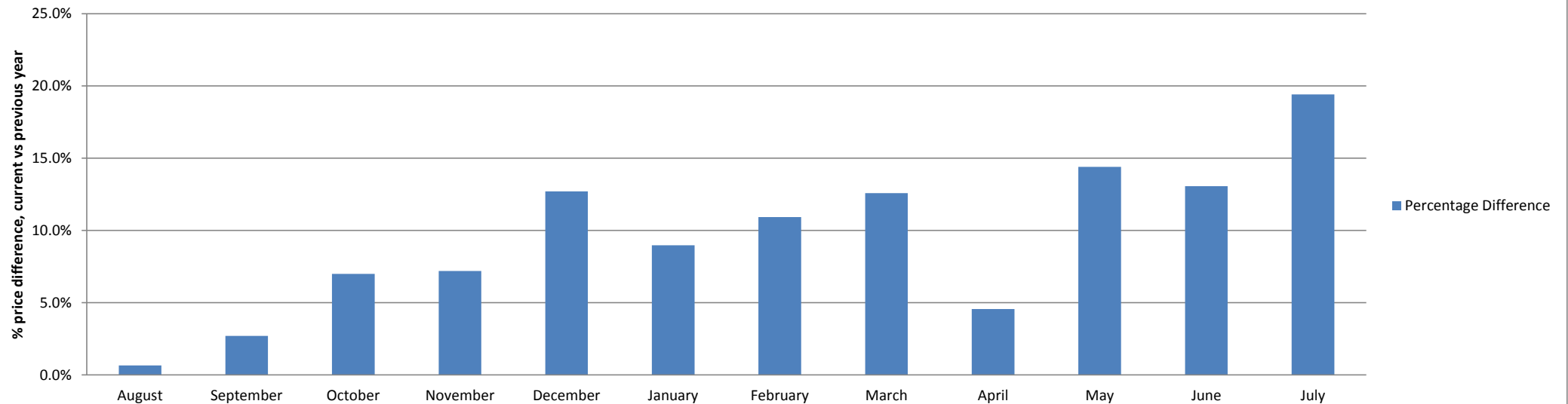
Whole Market Summary

	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Jul-13	Jul-14	Year on Year Diff
Sales Volumes All Ages	7,531	7,816	7,929	9,110	7,963	3,885	9,185	8,583	9,198	9,220	8,394	8,716	9,045	7,531	9,045	20%
% Difference to previous month	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	0.2%	-9.0%	3.8%	3.8%			
Average Age in Months	68.3	68.4	68.4	66.4	68.1	67.3	65.0	66.6	68.5	68.4	66.6	66.1	63.9	68.3	63.9	-4.4
Average Mileage	83,746	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,297	81,867	84,316	81,393	83,746	81,393	-2,353
Average No. of Entries	1.45	1.45	1.37	1.27	1.32	1.26	1.35	1.32	1.32	1.33	1.39	1.45	1.41	1.45	1.41	-0.04
% Vehicles Sold 1st Time	70%	72%	79%	84%	81%	80%	77%	79%	82%	78%	74%	70%	75%	70%	75%	4%
Average No. Days on Site	12.7	13.2	12.9	11.8	11.6	11.3	15.6	12.7	12.4	12.0	14.1	14.8	14.3	12.7	14.3	1.6
Average Sales Prices All Ages	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,141	£4,945	19%
% Difference to previous month	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%	-2.3%	5.1%	-1.7%	2.2%			
% OCN	24.5	24.6	25.5	26.6	26.0	27.3	26.8	27.2	26.7	26.0	27.3	26.6	27.0	24.5	27.0	2.5

Average Sale Price Year on Year

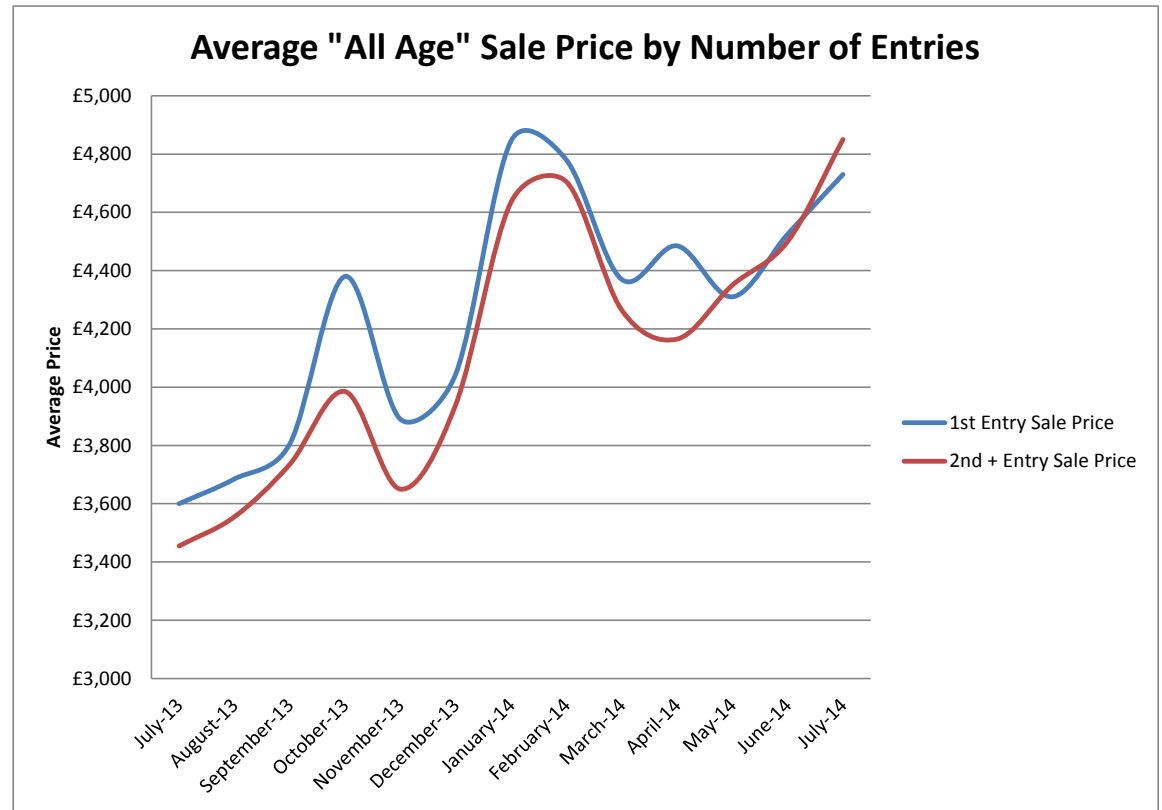
	August	September	October	November	December	January	February	March	April	May	June	July
Average All Ages Sales Price Previous Year 2013 - Pre January	£4,137	£4,232	£4,375	£4,209	£4,221	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141
Average All Ages Sales Price Current Year 2014 - January Onwards	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945
Percentage Difference	0.7%	2.7%	7.0%	7.2%	12.7%	9.0%	10.9%	12.6%	4.6%	14.4%	13.1%	19.4%

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



Sales Price Compared to Number of Entries (all ages)

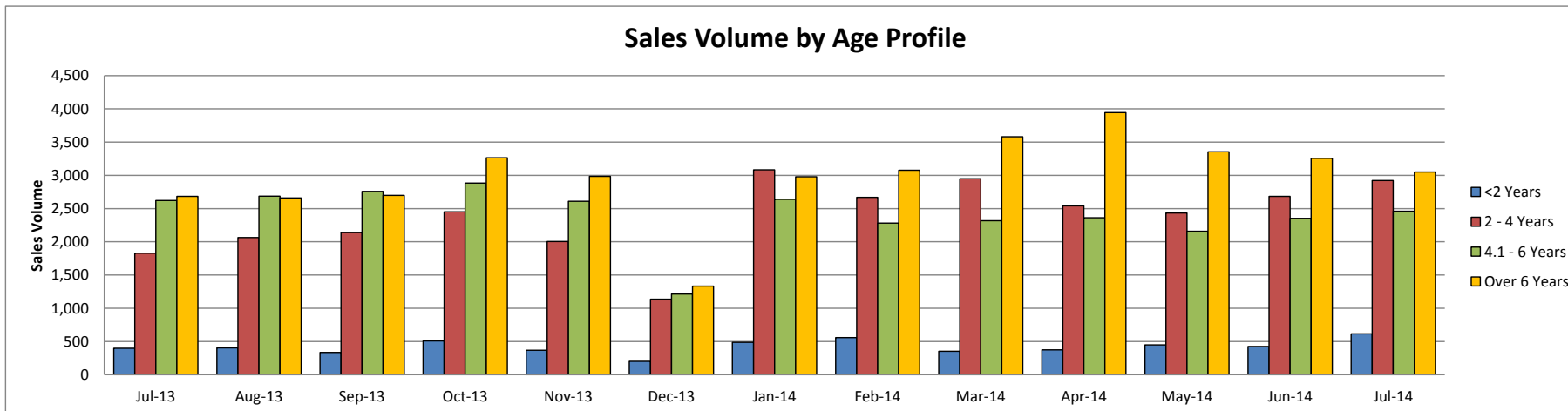
	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
July-13	£3,600	64.8	£3,455	64.2	£145	4%
August-13	£3,685	64.7	£3,555	63.5	£130	4%
September-13	£3,805	64.5	£3,735	60.9	£70	2%
October-13	£4,380	61.4	£3,985	63.2	£395	9%
November-13	£3,890	64.5	£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%
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%



Sales Volume by Age Profile

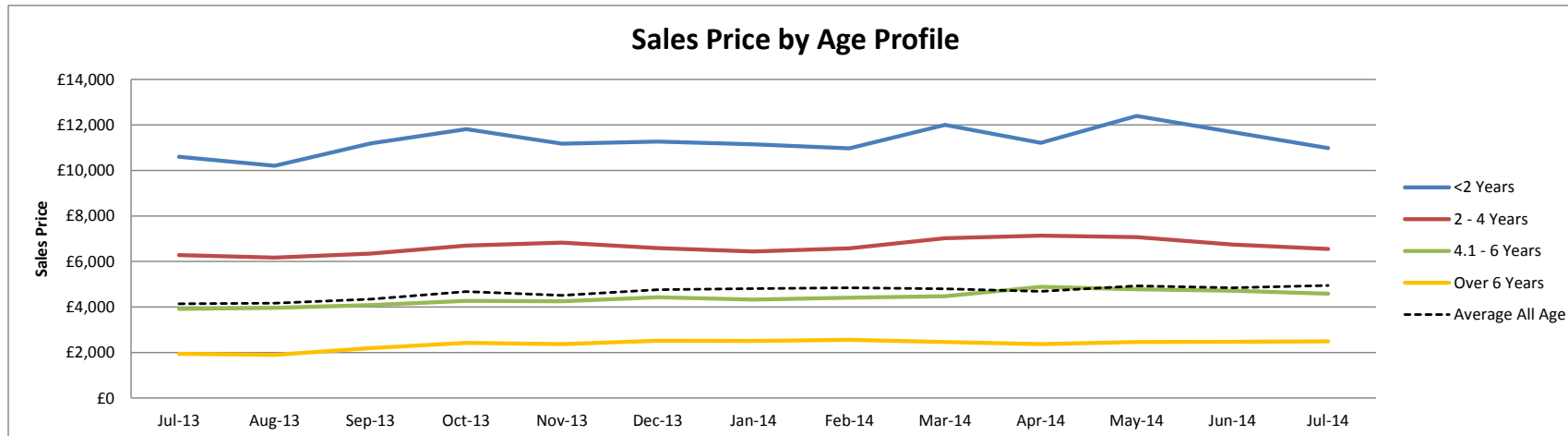
	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	12 month Total
<2 Years	398	404	334	508	367	200	488	557	353	375	449	424	614	5,073
% Difference from previous month	-6.6%	1.5%	-17.3%	52.1%	-27.8%	-45.5%	144.0%	14.1%	-36.6%	6.2%	19.7%	-5.6%	44.8%	
2 - 4 Years	1,829	2,064	2,138	2,452	2,003	1,136	3,082	2,668	2,949	2,539	2,433	2,684	2,921	29,069
% Difference from previous month	-12.6%	12.8%	3.6%	14.7%	-18.3%	-43.3%	171.3%	-13.4%	10.5%	-13.9%	-4.2%	10.3%	8.8%	
4.1 - 6 Years	2,622	2,687	2,759	2,884	2,609	1,215	2,638	2,280	2,317	2,361	2,158	2,353	2,459	28,720
% Difference from previous month	0.4%	2.5%	2.7%	4.5%	-9.5%	-53.4%	117.1%	-13.6%	1.6%	1.9%	-8.6%	9.0%	4.5%	
Over 6 Years	2,682	2,661	2,698	3,266	2,984	1,334	2,977	3,078	3,579	3,945	3,354	3,255	3,051	36,182
% Difference from previous month	-2.0%	-0.8%	1.4%	21.1%	-8.6%	-55.3%	123.2%	3.4%	16.3%	10.2%	-15.0%	-3.0%	-6.3%	
Total	7,531	7,816	7,929	9,110	7,963	3,885	9,185	8,583	9,198	9,220	8,394	8,716	9,045	99,044
% Difference from previous month	-4.2%	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	0.2%	-9.0%	3.8%	3.8%	

Sales Volume by Age Profile



Sales Price by Age Profile

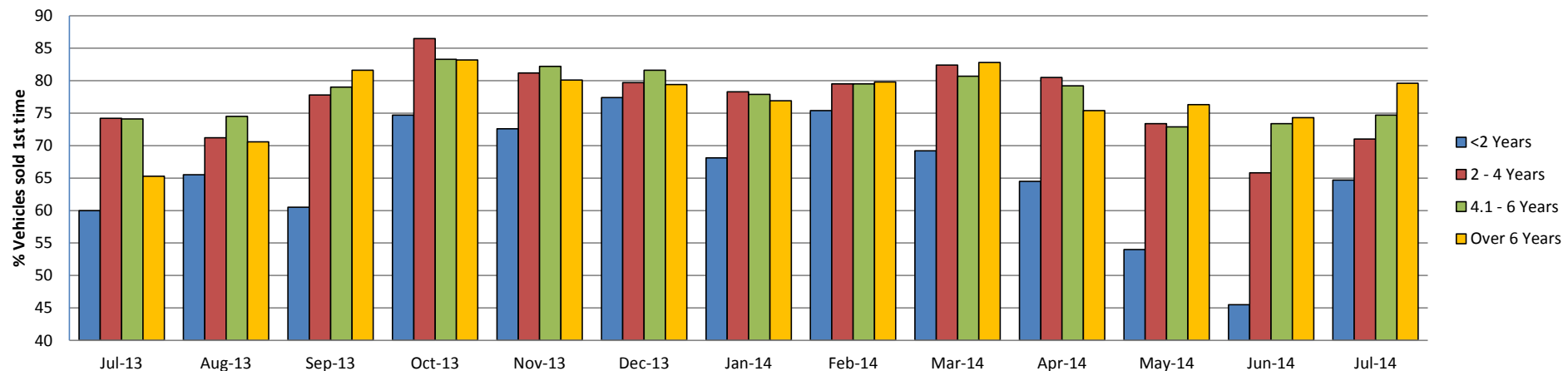
	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14
<2 Years	£10,605	£10,205	£11,185	£11,820	£11,175	£11,270	£11,145	£10,975	£12,005	£11,215	£12,395	£11,685	£10,985
<i>% Difference from previous month</i>	5.2%	-3.8%	9.6%	5.7%	-5.5%	0.9%	-1.1%	-1.5%	9.4%	-6.6%	10.5%	-5.7%	-6.0%
2 - 4 Years	£6,285	£6,170	£6,345	£6,700	£6,830	£6,590	£6,440	£6,580	£7,020	£7,135	£7,065	£6,740	£6,550
<i>% Difference from previous month</i>	-1.4%	-1.8%	2.8%	5.6%	1.9%	-3.5%	-2.3%	2.2%	6.7%	1.6%	-1.0%	-4.6%	-2.8%
4.1 - 6 Years	£3,915	£3,965	£4,080	£4,265	£4,250	£4,425	£4,320	£4,405	£4,470	£4,885	£4,780	£4,715	£4,585
<i>% Difference from previous month</i>	-1.9%	1.3%	2.9%	4.5%	-0.4%	4.1%	-2.4%	2.0%	1.5%	9.3%	-2.1%	-1.4%	-2.8%
Over 6 Years	£1,945	£1,895	£2,190	£2,420	£2,370	£2,520	£2,510	£2,555	£2,460	£2,370	£2,465	£2,470	£2,485
<i>% Difference from previous month</i>	-5.1%	-2.6%	15.6%	10.5%	-2.1%	6.3%	-0.4%	1.8%	-3.7%	-3.7%	4.0%	0.2%	0.6%
Average All Age	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945
<i>% Difference from previous month</i>	-3.2%	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%	-2.3%	5.1%	-1.7%	2.2%



% Vehicles Sold First Time by Age Profile

	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14
<2 Years	60	66	61	75	73	77	68	75	69	65	54	46	65
<i>% Difference from previous month</i>	-9.0%	9.2%	-7.6%	23.5%	-2.8%	6.6%	-12.0%	10.7%	-8.2%	-6.8%	-16.3%	-15.7%	42.2%
2 - 4 Years	74	71	78	87	81	80	78	80	82	81	73	66	71
<i>% Difference from previous month</i>	5.5%	-4.0%	9.3%	11.2%	-6.1%	-1.8%	-1.8%	1.5%	3.6%	-2.3%	-8.8%	-10.4%	7.9%
4.1 - 6 Years	74	75	79	83	82	82	78	80	81	79	73	73	75
<i>% Difference from previous month</i>	7.5%	0.5%	6.0%	5.4%	-1.3%	-0.7%	-4.5%	2.1%	1.5%	-1.9%	-8.0%	0.7%	1.8%
Over 6 Years	65	71	82	83	80	79	77	80	83	75	76	74	80
<i>% Difference from previous month</i>	-9.8%	8.1%	15.6%	2.0%	-3.7%	-0.9%	-3.1%	3.8%	3.8%	-8.9%	1.2%	-2.6%	7.1%

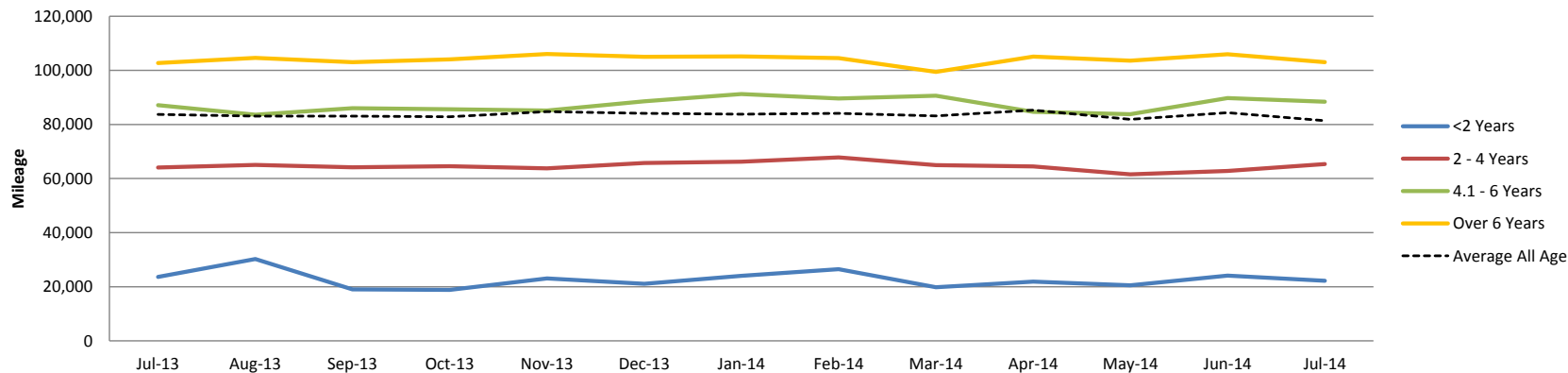
% Vehicles Sold First Time by Age Profile



Mileage by Age Profile

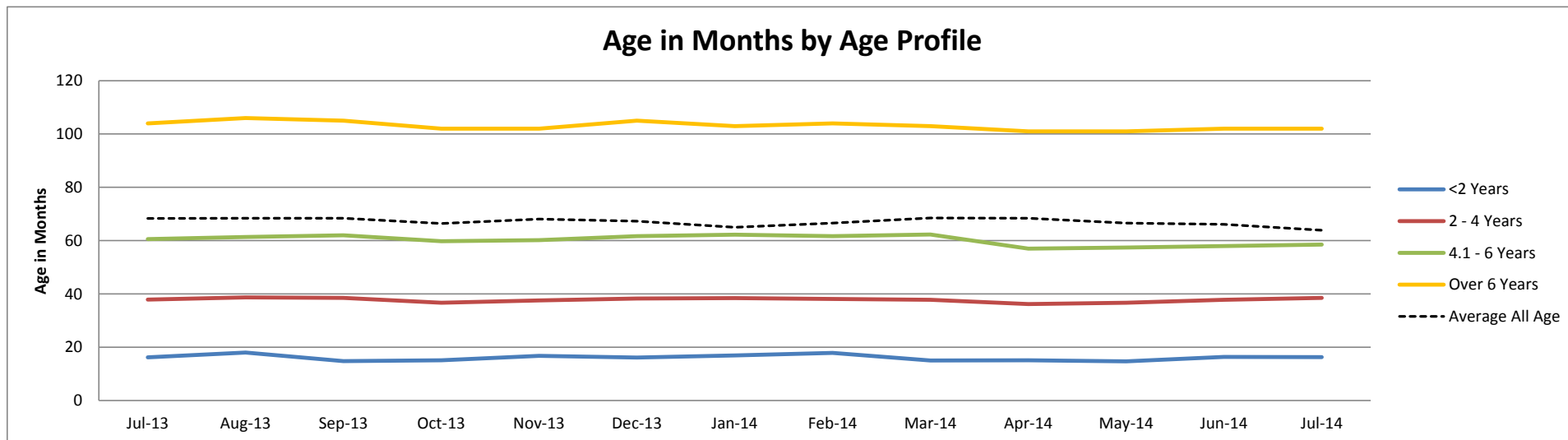
	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14
<2 Years	23,632	30,248	18,987	18,830	23,061	21,055	24,017	26,462	19,859	21,905	20,540	24,085	22,228
<i>% Difference from previous month</i>	-2.4%	28.0%	-37.2%	-0.8%	22.5%	-8.7%	14.1%	10.2%	-25.0%	10.3%	-6.2%	17.3%	-7.7%
2 - 4 Years	64,122	65,050	64,152	64,601	63,733	65,767	66,195	67,826	64,994	64,471	61,558	62,834	65,333
<i>% Difference from previous month</i>	2.3%	1.4%	-1.4%	0.7%	-1.3%	3.2%	0.7%	2.5%	-4.2%	-0.8%	-4.5%	2.1%	4.0%
4.1 - 6 Years	87,138	83,602	86,039	85,586	85,143	88,592	91,249	89,571	90,631	84,681	83,795	89,763	88,369
<i>% Difference from previous month</i>	0.1%	-4.1%	2.9%	-0.5%	-0.5%	4.1%	3.0%	-1.8%	1.2%	-6.6%	-1.0%	7.1%	-1.6%
Over 6 Years	102,733	104,640	103,002	104,099	106,052	104,998	105,187	104,525	99,440	105,095	103,568	105,939	103,054
<i>% Difference from previous month</i>	1.2%	1.9%	-1.6%	1.1%	1.9%	-1.0%	0.2%	-0.6%	-4.9%	5.7%	-1.5%	2.3%	-2.7%
Average All Age	83,746	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,297	81,867	84,316	81,393
<i>% Difference from previous month</i>	1.9%	-0.8%	0.0%	-0.3%	2.3%	-0.8%	-0.3%	0.3%	-1.1%	2.6%	-4.0%	3.0%	-3.5%

Mileage by Age Profile



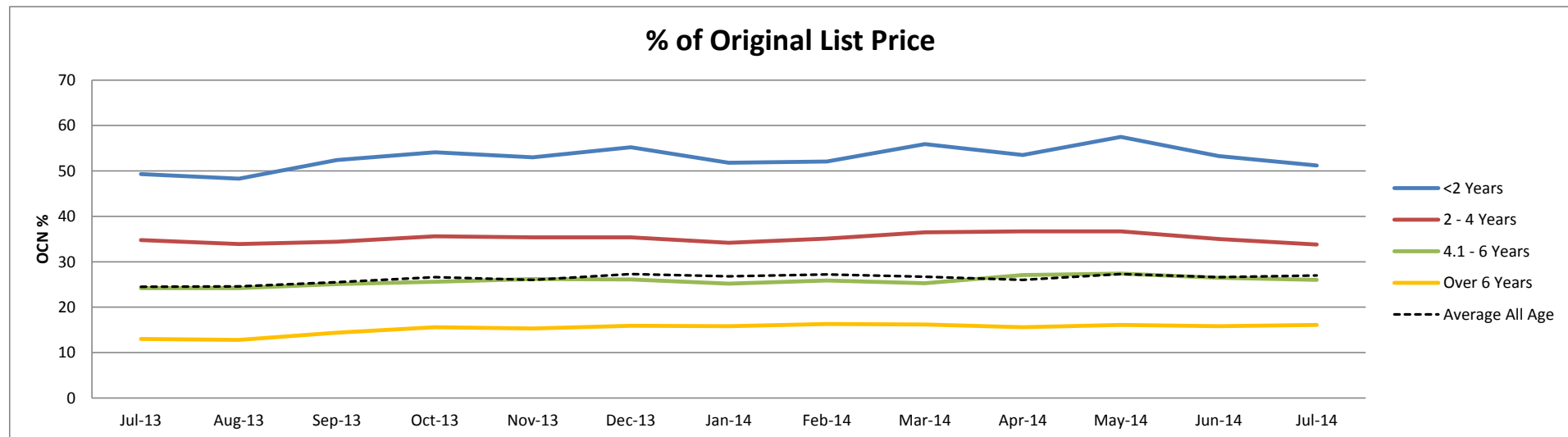
Age in Months by Age Profile

	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14
<2 Years	16	18	15	15	17	16	17	18	15	15	15	16	16
% Difference from previous month	-5.3%	11.1%	-17.8%	2.0%	11.3%	-4.2%	5.0%	5.9%	-16.2%	0.7%	-2.6%	11.6%	-0.6%
2 - 4 Years	38	39	39	37	38	38	38	38	38	36	37	38	39
% Difference from previous month	2.2%	2.1%	-0.5%	-4.7%	2.5%	1.9%	0.3%	-0.8%	-0.8%	-4.2%	1.4%	3.0%	1.9%
4.1 - 6 Years	61	61	62	60	60	62	62	62	62	57	57	58	59
% Difference from previous month	2.4%	1.3%	1.0%	-3.5%	0.7%	2.5%	0.8%	-0.8%	1.0%	-8.5%	0.7%	1.0%	0.9%
Over 6 Years	104	106	105	102	102	105	103	104	103	101	101	102	102
% Difference from previous month	3.0%	1.9%	-0.9%	-2.9%	0.0%	2.9%	-1.9%	1.0%	-1.0%	-1.9%	0.0%	1.0%	0.0%



Percentage of Original List Price by Age Profile

	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14
<2 Years	49	48	52	54	53	55	52	52	56	54	58	53	51
<i>% Difference from previous month</i>	5.6%	-2.0%	8.5%	3.2%	-2.0%	4.2%	-6.2%	0.6%	7.3%	-4.3%	7.5%	-7.3%	-3.9%
2 - 4 Years	35	34	34	36	35	35	34	35	37	37	37	35	34
<i>% Difference from previous month</i>	0.3%	-2.6%	1.5%	3.5%	-0.6%	0.0%	-3.4%	2.6%	4.0%	0.5%	0.0%	-4.6%	-3.4%
4.1 - 6 Years	24	24	25	26	26	26	25	26	25	27	27	27	26
<i>% Difference from previous month</i>	0.4%	0.0%	3.7%	2.0%	2.3%	-0.4%	-3.4%	2.8%	-2.3%	7.1%	1.1%	-3.3%	-1.9%
Over 6 Years	13	13	14	16	15	16	16	16	16	16	16	16	16
<i>% Difference from previous month</i>	-7.8%	-1.5%	12.5%	8.3%	-1.9%	3.9%	-0.6%	3.2%	-0.6%	-3.7%	3.2%	-1.9%	1.9%



<2 Years Summary by Weight Band

	<2 Years	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14
SMALL LCV (<2.6)	Average age in months	17	18	14	15	17	16	17	18	15	15	15	17	17
	Recorded mileage	22375	26486	14535	18481	25847	18340	23907	26261	22476	23486	19841	24556	21011
	Conversion rate	47%	51%	68%	59%	75%	77%	67%	79%	77%	64%	60%	52%	50%
	Sales volumes	113	114	98	153	120	64	155	164	118	117	135	117	178
	Sales prices	£6,666	£6,702	£7,456	£7,822	£6,915	£7,219	£6,999	£6,953	£7,279	£7,396	£8,479	£7,034	£6,782
	% New Price	45%	43%	48%	48%	45%	48%	44%	46%	49%	48%	53%	46%	45%
MEDIUM LCV (2.6 - 3.495)	Average age in months	16	18	15	15	17	15	18	19	15	15	14	15	16
	Recorded mileage	23459	25759	19308	18178	23408	21233	24666	26660	18048	21395	16633	20303	21456
	Conversion rate	64%	68%	66%	76%	68%	75%	71%	73%	67%	57%	39%	48%	65%
	Sales volumes	103	119	113	160	117	53	145	188	90	120	160	126	235
	Sales prices	£10,016	£10,120	£10,310	£12,639	£10,965	£11,083	£10,599	£11,018	£12,818	£11,616	£13,134	£12,442	£11,245
	% New Price	49%	49%	49%	56%	51%	52%	51%	53%	58%	56%	61%	58%	53%
LARGE LCV (3.5)	Average age in months	16	19	15	15	17	18	17	19	16	16	17	18	17
	Recorded mileage	26648	44208	28571	23664	23869	29958	31994	34615	25033	26340	31607	35009	30691
	Conversion rate	66%	69%	61%	87%	63%	69%	62%	65%	62%	58%	43%	17%	68%
	Sales volumes	131	114	70	118	65	32	107	120	84	87	94	107	124
	Sales prices	£12,129	£10,703	£13,105	£13,008	£13,372	£12,052	£13,012	£12,349	£13,515	£12,774	£13,410	£11,884	£12,440
	% New Price	44%	40%	47%	47%	47%	45%	45%	44%	47%	45%	47%	41%	43%

2-4 Years Summary by Weight Band

2 - 4 Years		Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14
SMALL LCV (<2.6)	Average age in months	38	39	39	37	38	38	39	38	38	36	36	37	38
	Recorded mileage	62075	61026	57632	57142	61058	60007	59569	64107	61361	62051	56725	61052	60660
	Conversion rate	72%	63%	64%	78%	72%	75%	79%	83%	87%	84%	82%	68%	71%
	Sales volumes	744	844	832	893	704	415	1077	1014	1041	856	858	949	990
	Sales prices	£4,301	£4,196	£4,340	£4,403	£4,413	£4,478	£4,526	£4,681	£4,895	£4,879	£4,936	£4,703	£4,618
	% New Price	31%	30%	31%	31%	31%	31%	32%	33%	33%	33%	34%	31%	31%
MEDIUM LCV (2.6 - 3.495)	Average age in months	39	38	39	37	38	39	38	38	39	37	38	39	39
	Recorded mileage	65869	66798	66808	69265	64155	67965	67007	68656	63441	64919	65889	62141	66885
	Conversion rate	72%	74%	79%	83%	84%	85%	77%	79%	86%	82%	75%	65%	73%
	Sales volumes	567	654	677	809	674	408	1073	871	995	836	811	937	1064
	Sales prices	£7,006	£6,889	£6,888	£7,225	£7,142	£6,975	£6,616	£7,132	£7,368	£7,333	£7,142	£7,027	£6,776
	% New Price	37%	36%	36%	37%	37%	37%	35%	36%	38%	38%	37%	36%	34%
LARGE LCV (3.5)	Average age in months	37	39	38	36	37	39	39	39	38	36	35	37	38
	Recorded mileage	79526	82893	79932	81096	77508	82658	81868	81955	84326	75390	72676	77158	81013
	Conversion rate	59%	64%	79%	83%	76%	73%	73%	74%	76%	77%	66%	54%	65%
	Sales volumes	280	352	395	453	397	192	652	524	567	530	429	448	531
	Sales prices	£6,850	£6,930	£7,139	£7,448	£7,836	£7,464	£7,293	£7,153	£7,632	£8,130	£8,495	£7,801	£7,549
	% New Price	27%	27%	28%	29%	30%	29%	28%	28%	29%	31%	32%	29%	29%

4.1-6 Years Summary by Weight Band

4.1 - 6 Years		Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14
SMALL LCV (<2.6)	Average age in months	60	60	61	59	59	61	62	61	62	57	57	58	58
	Recorded mileage	75622	73790	73828	73163	70536	75458	80954	80413	81532	79337	76774	77609	77628
	Conversion rate	71%	77%	71%	83%	84%	82%	72%	85%	81%	83%	76%	80%	76%
	Sales volumes	902	948	969	1023	986	323	775	738	646	757	789	792	872
	Sales prices	£2,890	£2,802	£2,948	£3,034	£3,143	£3,070	£2,967	£3,142	£3,146	£3,344	£3,379	£3,332	£3,258
	% New Price	24%	24%	25%	25%	26%	25%	24%	25%	25%	26%	26%	25%	25%
MEDIUM LCV (2.6 - 3.495)	Average age in months	61	62	63	61	61	63	63	62	62	57	58	58	58
	Recorded mileage	87288	82622	85474	86953	87062	89295	89781	89253	85624	83109	79647	84082	87651
	Conversion rate	74%	70%	72%	77%	82%	82%	81%	82%	87%	83%	77%	76%	76%
	Sales volumes	1091	1007	1051	1029	926	529	1094	906	903	869	765	876	929
	Sales prices	£4,255	£4,340	£4,395	£4,582	£4,617	£4,470	£4,512	£4,665	£4,832	£5,315	£5,485	£5,374	£5,076
	% New Price	25%	26%	26%	27%	27%	27%	26%	27%	28%	29%	31%	30%	28%
LARGE LCV (3.5)	Average age in months	62	63	62	60	61	61	62	62	62	57	58	58	59
	Recorded mileage	109832	103634	109986	106170	109934	108094	113087	106696	111055	96665	106961	121967	112077
	Conversion rate	66%	70%	65%	79%	67%	77%	70%	72%	76%	72%	64%	57%	71%
	Sales volumes	486	574	573	656	538	267	569	478	614	592	467	537	494
	Sales prices	£4,156	£4,366	£4,471	£4,787	£4,702	£4,773	£4,687	£4,934	£4,585	£5,498	£5,168	£4,871	£5,094
	% New Price	18%	19%	20%	20%	20%	21%	20%	21%	19%	22%	21%	19%	21%

>6 Years Summary by Weight Band

	Over 6 Years	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14
SMALL LCV (<2.6)	Average age in months	97	99	100	97	97	101	100	104	103	101	101	104	104
	Recorded mileage	95479	96647	96954	99034	100365	97578	101097	98594	97746	100977	99552	98446	97555
	Conversion rate	67%	67%	81%	82%	74%	82%	76%	81%	86%	82%	79%	74%	80%
	Sales volumes	783	823	806	945	924	358	804	949	1084	1484	1230	1131	1077
	Sales prices	£1,395	£1,316	£1,379	£1,484	£1,393	£1,409	£1,445	£1,438	£1,474	£1,404	£1,402	£1,378	£1,448
	% New Price	13%	12%	12%	13%	13%	13%	13%	13%	13%	13%	12%	12%	13%
MEDIUM LCV (2.6 - 3.495)	Average age in months	101	102	102	98	98	99	98	101	99	96	96	97	97
	Recorded mileage	101243	106286	104617	103305	109728	109753	103734	108629	94120	105310	102791	106585	100577
	Conversion rate	72%	72%	79%	78%	80%	80%	71%	81%	86%	75%	80%	75%	83%
	Sales volumes	838	826	844	1000	872	401	855	855	1392	1208	1004	980	940
	Sales prices	£1,861	£1,970	£2,097	£2,486	£2,434	£2,621	£2,576	£2,493	£2,709	£2,662	£2,821	£2,834	£2,994
	% New Price	13%	13%	14%	15%	16%	16%	16%	16%	18%	17%	18%	18%	19%
LARGE LCV (3.5)	Average age in months	105	108	107	100	100	106	98	101	103	99	101	98	100
	Recorded mileage	113107	113349	110998	117709	116351	114249	116079	116989	115937	117168	117813	119021	118790
	Conversion rate	64%	70%	70%	77%	70%	78%	72%	77%	77%	72%	72%	76%	79%
	Sales volumes	530	491	514	633	563	267	647	690	612	729	640	688	616
	Sales prices	£2,251	£2,054	£2,422	£2,578	£2,656	£2,231	£2,617	£2,578	£2,388	£2,730	£2,763	£2,845	£2,698
	% New Price	11%	11%	12%	14%	13%	12%	13%	13%	12%	14%	14%	14%	14%