

COMPILED BY
GLASS'S

Auction Report - LCV

September 2014

na
ma
NATIONAL ASSOCIATION
OF MOTOR AUCTIONS

Contents

Market Commentary	Page 3
Whole Market Summary	Page 8
Average Sales Price Year on Year	Page 9
Sales Price Compared to Number of Entries (all ages)	Page 10
Sales Volume by Age Profile	Page 11
Sales Price by Age Profile	Page 12
% Vehicles Sold First Time by Age Profile	Page 13
Mileage by Age Profile	Page 14
Age in Months by Age Profile	Page 15
Percentage of Original List Price by Age Profile	Page 16
<2 Years Summary by Weight Band	Page 17
2-4 Years Summary by Weight Band	Page 18
4.1-6 Years Summary by Weight Band	Page 19
6 Years Summary by Weight Band	Page 20

NAMA used LCV market commentary for August 2014

Whole market – August compared to July

- LCV sales volumes fell by 8.7% in August.
- The average age fell from 63.9 to 63.8 months.
- At £4,928 the average price achieved fell by 0.3%.
- Average mileage grew modestly 81,393 to 81,521 miles.
- On average, LCVs remained on site for 13.8 days (-0.5).
- In August, 76% of LCVs sold at the 1st time of being offered (+1%).
- The average number of entries required to achieve a sale fell to 1.38.

Volume changes - by age

	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14
<2 Years	353	375	449	424	614	504
% Difference from previous month	-36.6%	6.2%	19.7%	-5.6%	44.8%	-17.9%

2 - 4 Years	2,949	2,539	2,433	2,684	2,921	3,017
% Difference from previous month	10.5%	-13.9%	-4.2%	10.3%	8.8%	3.3%

4.1 - 6 Years	2,317	2,361	2,158	2,353	2,459	2,105
% Difference from previous month	1.6%	1.9%	-8.6%	9.0%	4.5%	-14.4%

Over 6 Years	3,579	3,945	3,354	3,255	3,051	2,630
% Difference from previous month	16.3%	10.2%	-15.0%	-3.0%	-6.3%	-13.8%

Comment:

The total number of LCVs sold at auction in August decreased by 789 units (-8.7%).

Mileage changes - by age

	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14
<2 Years	19,859	21,905	20,540	24,085	22,228	24,913
% Difference from previous month	-25.0%	10.3%	-6.2%	17.3%	-7.7%	12.1%

2 - 4 Years	64,994	64,471	61,558	62,834	65,333	64,998
% Difference from previous month	-4.2%	-0.8%	-4.5%	2.1%	4.0%	-0.5%

4.1 - 6 Years	90,631	84,681	83,795	89,763	88,369	86,323
% Difference from previous month	1.2%	-6.6%	-1.0%	7.1%	-1.6%	-2.3%

Over 6 Years	99,440	105,095	103,568	105,939	103,054	107,482
% Difference from previous month	-4.9%	5.7%	-1.5%	2.3%	-2.7%	4.3%

Average All Age	83,123	85,297	81,867	84,316	81,393	81,521
-----------------	--------	--------	--------	--------	--------	--------

Comment:

The average mileage for an LCV sold at auction in August increased by just 0.2%

Price changes - by age

	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14
<2 Years	£12,005	£11,215	£12,395	£11,685	£10,985	£10,420
% Difference from previous month	9.4%	-6.6%	10.5%	-5.7%	-6.0%	-5.1%

2 - 4 Years	£7,020	£7,135	£7,065	£6,740	£6,550	£6,330
% Difference from previous month	6.7%	1.6%	-1.0%	-4.6%	-2.8%	-3.4%

4.1 - 6 Years	£4,470	£4,885	£4,780	£4,715	£4,585	£4,740
% Difference from previous month	1.5%	9.3%	-2.1%	-1.4%	-2.8%	3.4%

Over 6 Years	£2,460	£2,370	£2,465	£2,470	£2,485	£2,415
% Difference from previous month	-3.7%	-3.7%	4.0%	0.2%	0.6%	-2.8%

Comment:

In August, the average price paid for an LCV was slightly lower £4,928 (-0.3%)

Market Overview

With most of us taking our holidays in August, this is destined to always be a slow month with little trade activity. In the main, the data contained within this NAMA LCV Report delivered good news, yet with sales volumes having slipped significantly (-8.7%) it is likely that the small reduction in average price (-0.3%) would have been more pronounced if the number of LCVs being wholesaled had remained high.

Despite average mileage having increased over the month by 128 miles, the other metrics we track each improved. Average age fell modestly, the proportion of LCVs selling at the 1st time of asking was 1% higher and the number of days that LCV stock remained on site fell. Encouragingly, when these small improvements are brought together they suggest that the fundamentals within the wholesale LCV market remain in good health.

For September it is reasonable to expect increased demand across all light commercial vehicle sectors with even 4x4 double cabs performing somewhat better than seen over the past 12 months. However, across most light commercial vehicle sectors, price levels are approaching a high point in the current cycle. Accordingly, in order to extract the maximum return from each lot, vendors should ensure that they consistently present their stock to its best advantage. If not, the risk is that trade buyers might soon begin to view such LCVs as being overpriced which would lead inevitably to problems.

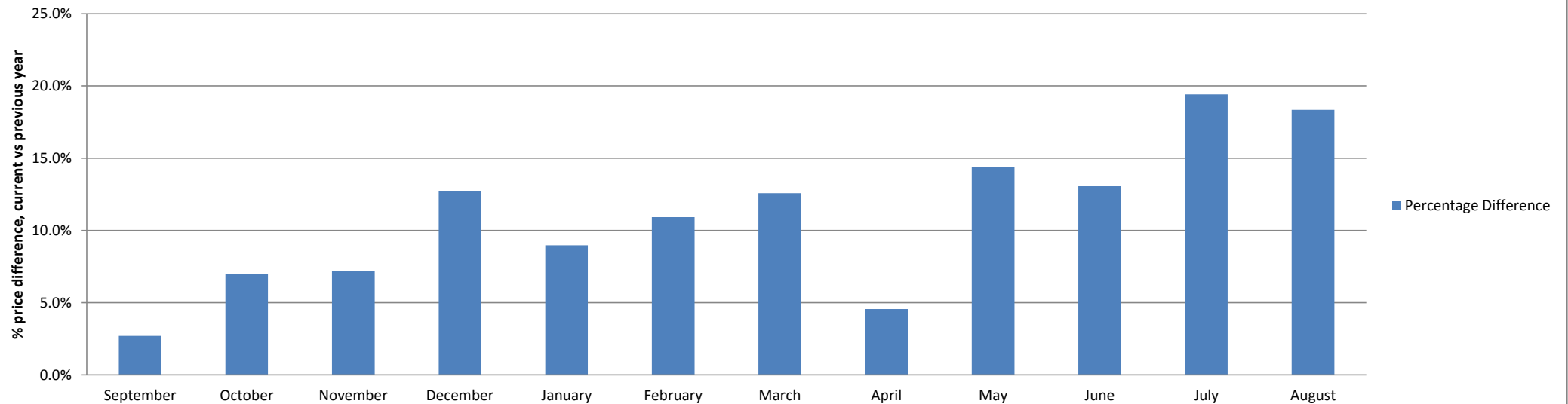
Whole Market Summary

	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Aug-13	Aug-14	Year on Year Diff
Sales Volumes All Ages	7,816	7,929	9,110	7,963	3,885	9,185	8,583	9,198	9,220	8,394	8,716	9,045	8,256	7,816	8,256	6%
% Difference to previous month	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	0.2%	-9.0%	3.8%	3.8%	-8.7%			
Average Age in Months	68.4	68.4	66.4	68.1	67.3	65.0	66.6	68.5	68.4	66.6	66.1	63.9	63.8	68.4	63.8	-4.6
Average Mileage	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,297	81,867	84,316	81,393	81,521	83,107	81,521	-1,586
Average No. of Entries	1.45	1.37	1.27	1.32	1.26	1.35	1.32	1.32	1.33	1.39	1.45	1.41	1.38	1.45	1.38	-0.07
% Vehicles Sold 1st Time	72%	79%	84%	81%	80%	77%	79%	82%	78%	74%	70%	75%	76%	72%	76%	4%
Average No. Days on Site	13.2	12.9	11.8	11.6	11.3	15.6	12.7	12.4	12.0	14.1	14.8	14.3	13.8	13.2	13.8	0.6
Average Sales Prices All Ages	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,164	£4,928	18%
% Difference to previous month	0.6%	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%	-2.3%	5.1%	-1.7%	2.2%	-0.3%			
% OCN	24.6	25.5	26.6	26.0	27.3	26.8	27.2	26.7	26.0	27.3	26.6	27.0	27.0	24.6	27.0	2.4

Average Sale Price Year on Year

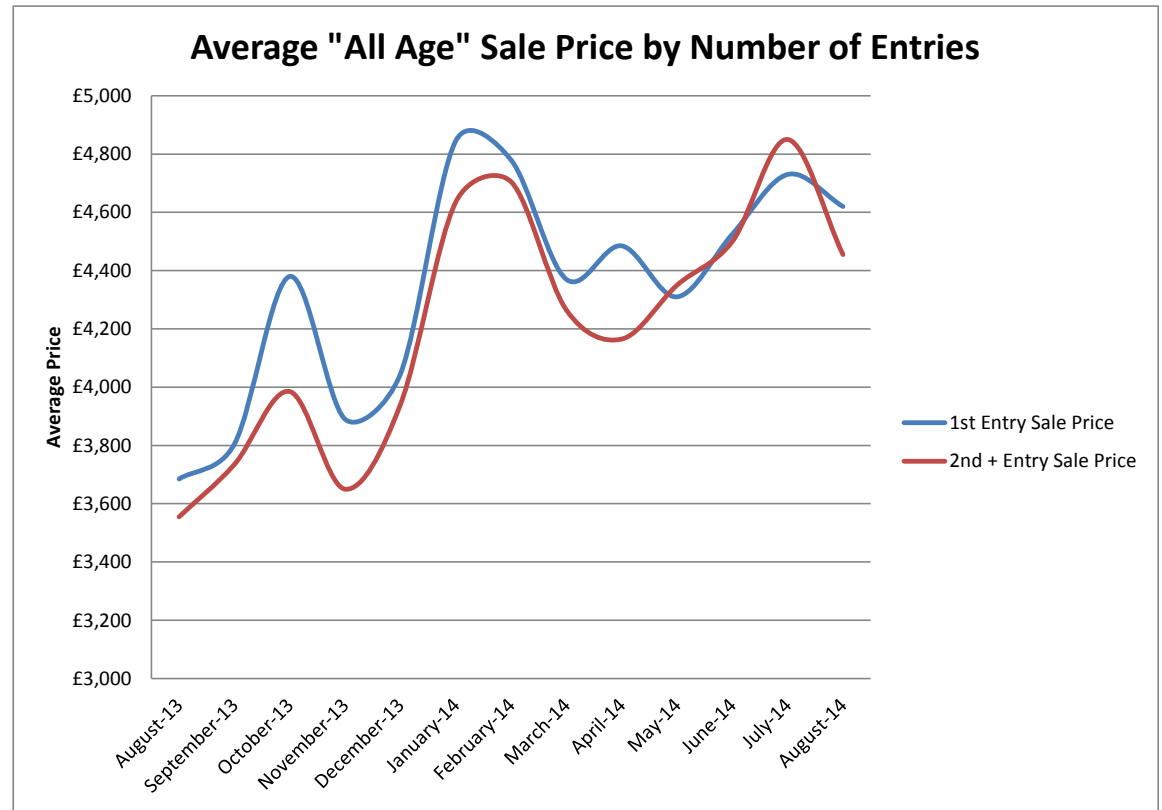
	September	October	November	December	January	February	March	April	May	June	July	August
Average All Ages Sales Price Previous Year 2013 - Pre January	£4,232	£4,375	£4,209	£4,221	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164
Average All Ages Sales Price Current Year 2014 - January Onwards	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928
Percentage Difference	2.7%	7.0%	7.2%	12.7%	9.0%	10.9%	12.6%	4.6%	14.4%	13.1%	19.4%	18.3%

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



Sales Price Compared to Number of Entries (all ages)

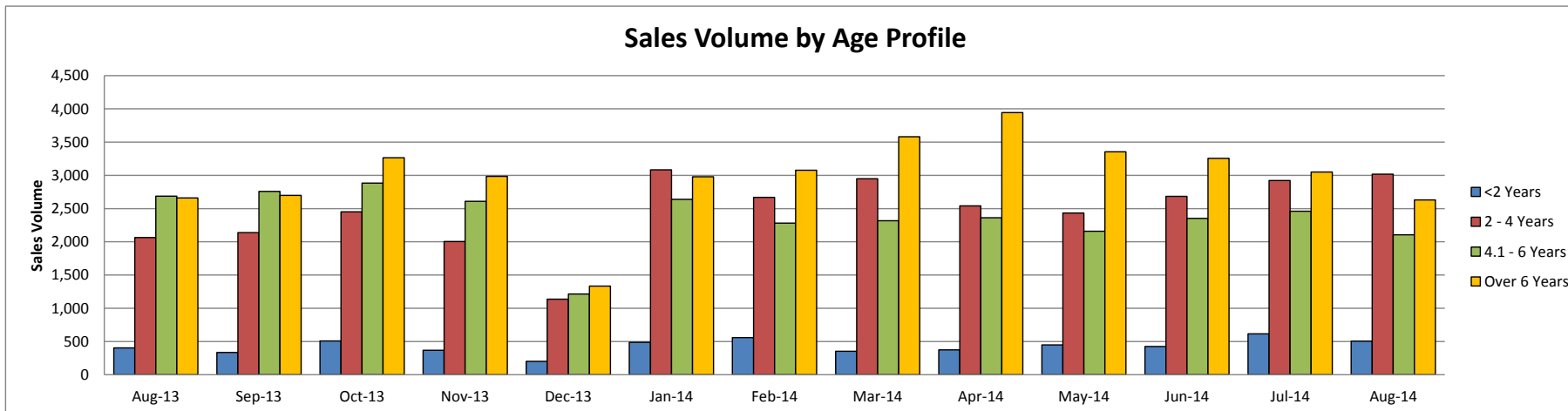
	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
August-13	£3,685	64.7	£3,555	63.5	£130	4%
September-13	£3,805	64.5	£3,735	60.9	£70	2%
October-13	£4,380	61.4	£3,985	63.2	£395	9%
November-13	£3,890	64.5	£3,650	64.6	£240	6%
December-13	£4,045	67.8	£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%
August-14	£4,620	57.3	£4,455	55.2	£165	4%



Sales Volume by Age Profile

	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	12 month Total
<2 Years	404	334	508	367	200	488	557	353	375	449	424	614	504	5,173
% Difference from previous month	1.5%	-17.3%	52.1%	-27.8%	-45.5%	144.0%	14.1%	-36.6%	6.2%	19.7%	-5.6%	44.8%	-17.9%	
2 - 4 Years	2,064	2,138	2,452	2,003	1,136	3,082	2,668	2,949	2,539	2,433	2,684	2,921	3,017	30,022
% Difference from previous month	12.8%	3.6%	14.7%	-18.3%	-43.3%	171.3%	-13.4%	10.5%	-13.9%	-4.2%	10.3%	8.8%	3.3%	
4.1 - 6 Years	2,687	2,759	2,884	2,609	1,215	2,638	2,280	2,317	2,361	2,158	2,353	2,459	2,105	28,138
% Difference from previous month	2.5%	2.7%	4.5%	-9.5%	-53.4%	117.1%	-13.6%	1.6%	1.9%	-8.6%	9.0%	4.5%	-14.4%	
Over 6 Years	2,661	2,698	3,266	2,984	1,334	2,977	3,078	3,579	3,945	3,354	3,255	3,051	2,630	36,151
% Difference from previous month	-0.8%	1.4%	21.1%	-8.6%	-55.3%	123.2%	3.4%	16.3%	10.2%	-15.0%	-3.0%	-6.3%	-13.8%	
Total	7,816	7,929	9,110	7,963	3,885	9,185	8,583	9,198	9,220	8,394	8,716	9,045	8,256	99,484
% Difference from previous month	3.8%	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	0.2%	-9.0%	3.8%	3.8%	-8.7%	

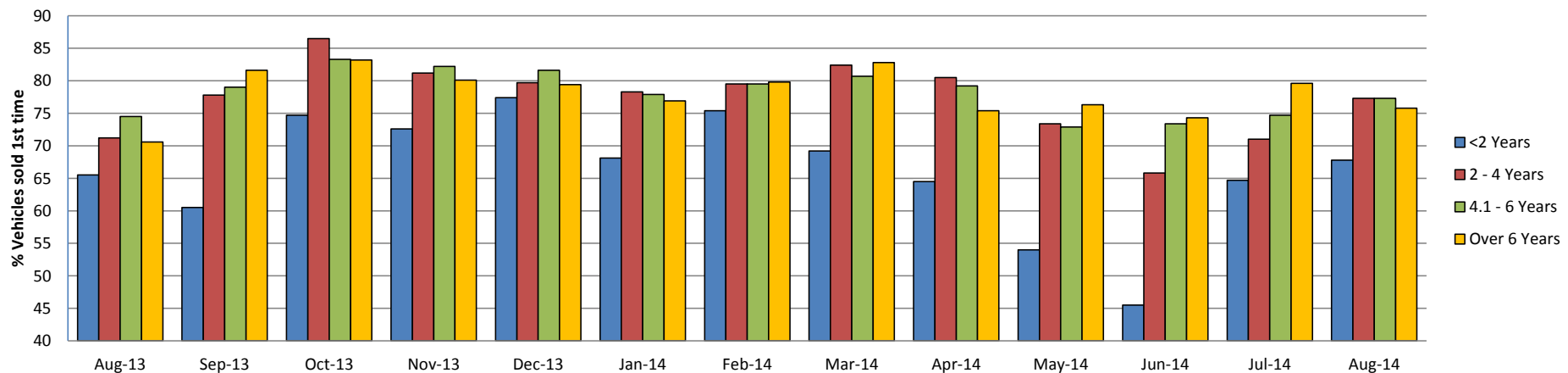
Sales Volume by Age Profile



Sales Price by Age Profile

	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14
<2 Years	66	61	75	73	77	68	75	69	65	54	46	65	68
<i>% Difference from previous month</i>	9.2%	-7.6%	23.5%	-2.8%	6.6%	-12.0%	10.7%	-8.2%	-6.8%	-16.3%	-15.7%	42.2%	4.8%
2 - 4 Years	71	78	87	81	80	78	80	82	81	73	66	71	77
<i>% Difference from previous month</i>	-4.0%	9.3%	11.2%	-6.1%	-1.8%	-1.8%	1.5%	3.6%	-2.3%	-8.8%	-10.4%	7.9%	8.9%
4.1 - 6 Years	75	79	83	82	82	78	80	81	79	73	73	75	77
<i>% Difference from previous month</i>	0.5%	6.0%	5.4%	-1.3%	-0.7%	-4.5%	2.1%	1.5%	-1.9%	-8.0%	0.7%	1.8%	3.5%
Over 6 Years	71	82	83	80	79	77	80	83	75	76	74	80	76
<i>% Difference from previous month</i>	8.1%	15.6%	2.0%	-3.7%	-0.9%	-3.1%	3.8%	3.8%	-8.9%	1.2%	-2.6%	7.1%	-4.8%

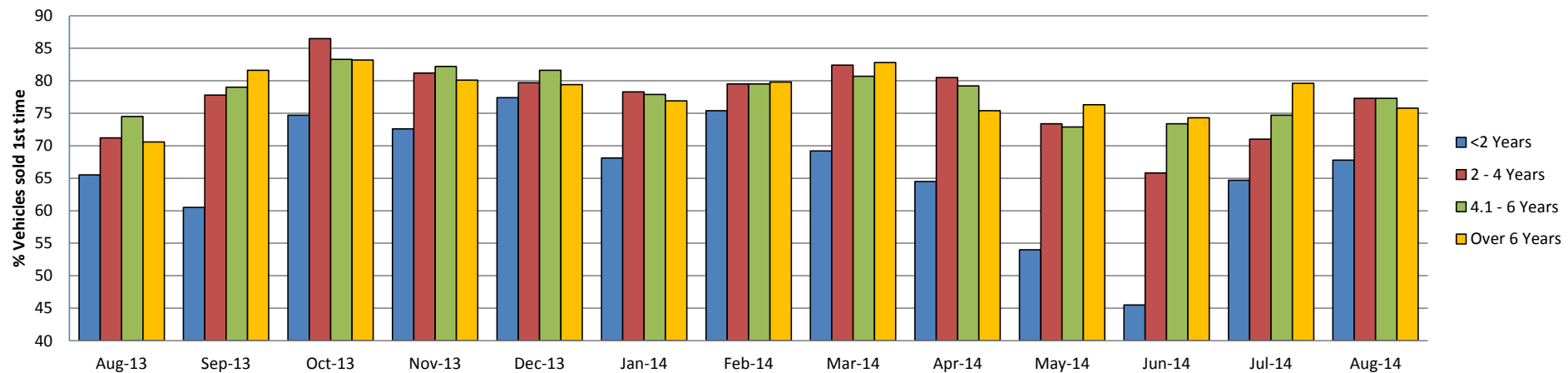
% Vehicles Sold First Time by Age Profile



% Vehicles Sold First Time by Age Profile

	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14
<2 Years	66	61	75	73	77	68	75	69	65	54	46	65	68
<i>% Difference from previous month</i>	9.2%	-7.6%	23.5%	-2.8%	6.6%	-12.0%	10.7%	-8.2%	-6.8%	-16.3%	-15.7%	42.2%	4.8%
2 - 4 Years	71	78	87	81	80	78	80	82	81	73	66	71	77
<i>% Difference from previous month</i>	-4.0%	9.3%	11.2%	-6.1%	-1.8%	-1.8%	1.5%	3.6%	-2.3%	-8.8%	-10.4%	7.9%	8.9%
4.1 - 6 Years	75	79	83	82	82	78	80	81	79	73	73	75	77
<i>% Difference from previous month</i>	0.5%	6.0%	5.4%	-1.3%	-0.7%	-4.5%	2.1%	1.5%	-1.9%	-8.0%	0.7%	1.8%	3.5%
Over 6 Years	71	82	83	80	79	77	80	83	75	76	74	80	76
<i>% Difference from previous month</i>	8.1%	15.6%	2.0%	-3.7%	-0.9%	-3.1%	3.8%	3.8%	-8.9%	1.2%	-2.6%	7.1%	-4.8%

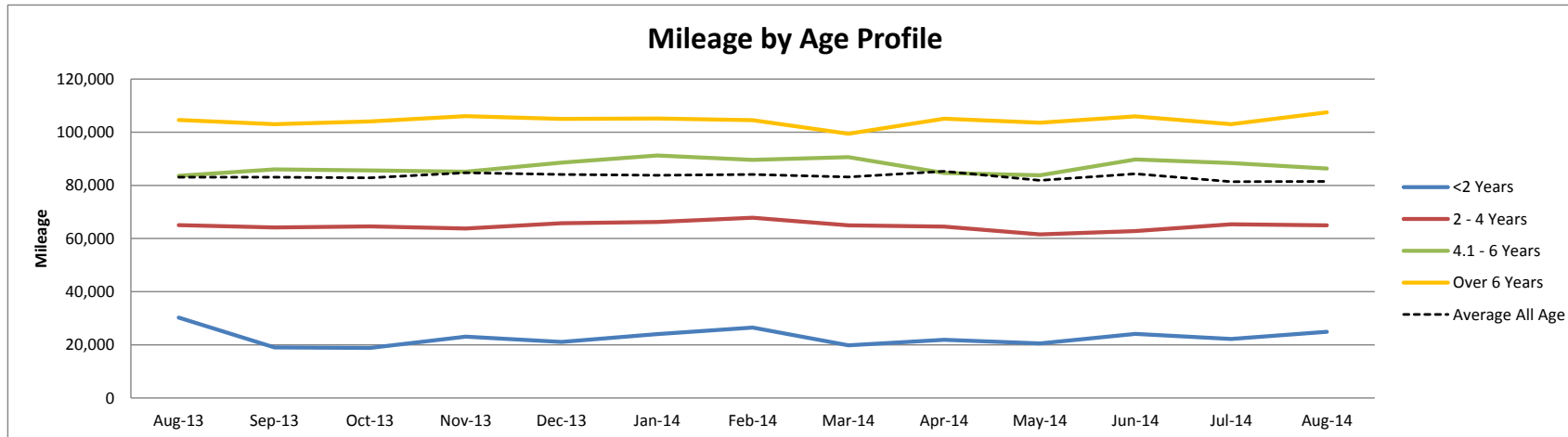
% Vehicles Sold First Time by Age Profile



Mileage by Age Profile

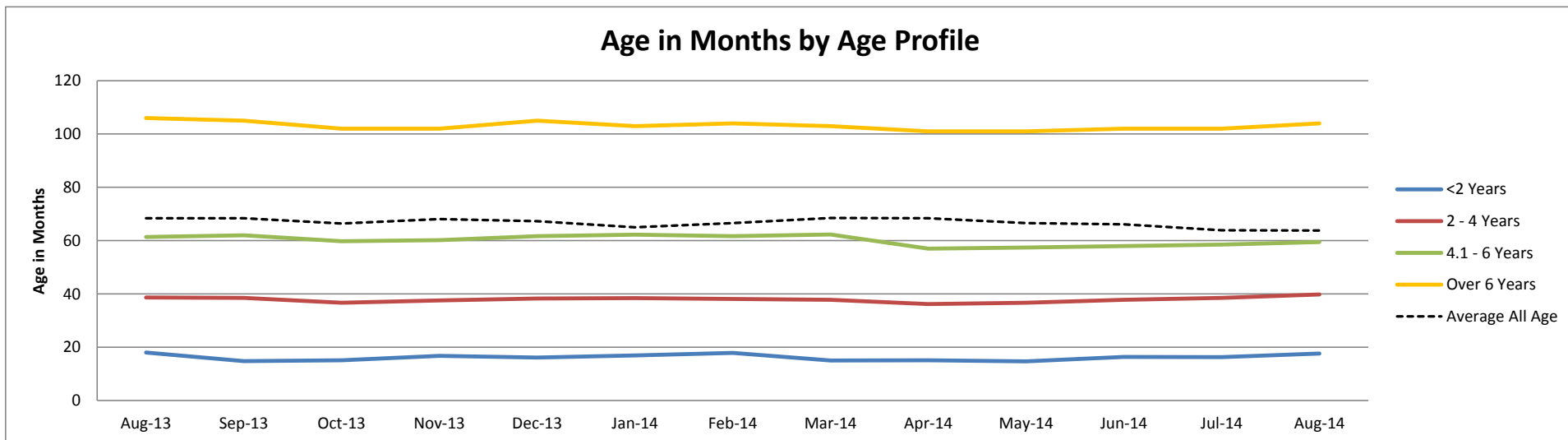
	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14
<2 Years	30,248	18,987	18,830	23,061	21,055	24,017	26,462	19,859	21,905	20,540	24,085	22,228	24,913
<i>% Difference from previous month</i>	28.0%	-37.2%	-0.8%	22.5%	-8.7%	14.1%	10.2%	-25.0%	10.3%	-6.2%	17.3%	-7.7%	12.1%
2 - 4 Years	65,050	64,152	64,601	63,733	65,767	66,195	67,826	64,994	64,471	61,558	62,834	65,333	64,998
<i>% Difference from previous month</i>	1.4%	-1.4%	0.7%	-1.3%	3.2%	0.7%	2.5%	-4.2%	-0.8%	-4.5%	2.1%	4.0%	-0.5%
4.1 - 6 Years	83,602	86,039	85,586	85,143	88,592	91,249	89,571	90,631	84,681	83,795	89,763	88,369	86,323
<i>% Difference from previous month</i>	-4.1%	2.9%	-0.5%	-0.5%	4.1%	3.0%	-1.8%	1.2%	-6.6%	-1.0%	7.1%	-1.6%	-2.3%
Over 6 Years	104,640	103,002	104,099	106,052	104,998	105,187	104,525	99,440	105,095	103,568	105,939	103,054	107,482
<i>% Difference from previous month</i>	1.9%	-1.6%	1.1%	1.9%	-1.0%	0.2%	-0.6%	-4.9%	5.7%	-1.5%	2.3%	-2.7%	4.3%
Average All Age	83,107	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,297	81,867	84,316	81,393	81,521
<i>% Difference from previous month</i>	-0.8%	0.0%	-0.3%	2.3%	-0.8%	-0.3%	0.3%	-1.1%	2.6%	-4.0%	3.0%	-3.5%	0.2%

Mileage by Age Profile



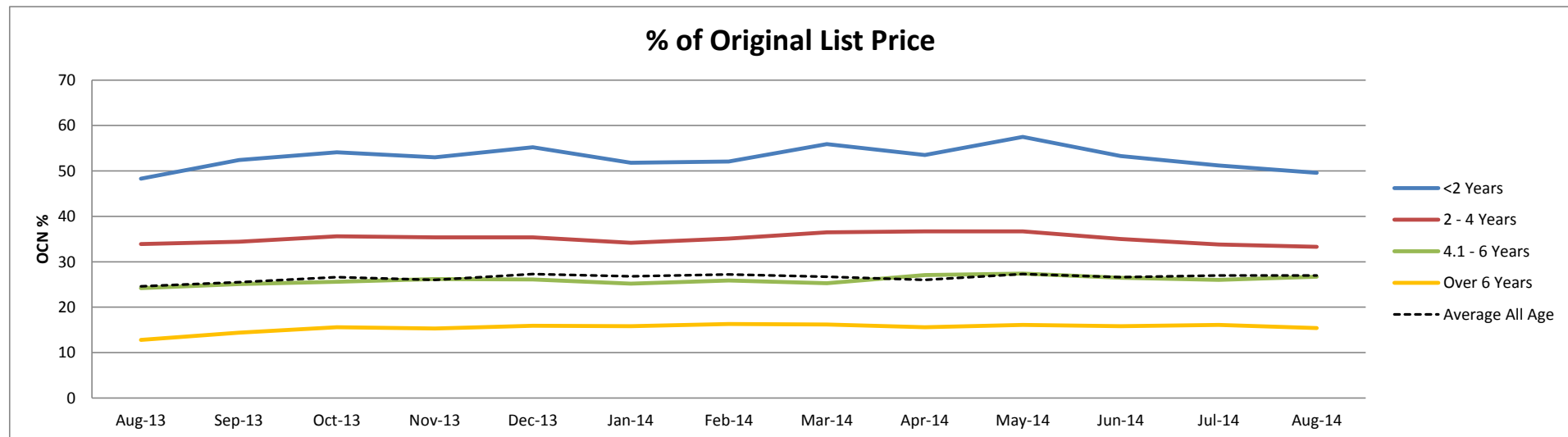
Age in Months by Age Profile

	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14
<2 Years	18	15	15	17	16	17	18	15	15	15	16	16	18
% Difference from previous month	11.1%	-17.8%	2.0%	11.3%	-4.2%	5.0%	5.9%	-16.2%	0.7%	-2.6%	11.6%	-0.6%	8.0%
2 - 4 Years	39	39	37	38	38	38	38	38	36	37	38	39	40
% Difference from previous month	2.1%	-0.5%	-4.7%	2.5%	1.9%	0.3%	-0.8%	-0.8%	-4.2%	1.4%	3.0%	1.9%	3.4%
4.1 - 6 Years	61	62	60	60	62	62	62	62	57	57	58	59	60
% Difference from previous month	1.3%	1.0%	-3.5%	0.7%	2.5%	0.8%	-0.8%	1.0%	-8.5%	0.7%	1.0%	0.9%	1.7%
Over 6 Years	106	105	102	102	105	103	104	103	101	101	102	102	104
% Difference from previous month	1.9%	-0.9%	-2.9%	0.0%	2.9%	-1.9%	1.0%	-1.0%	-1.9%	0.0%	1.0%	0.0%	2.0%



Percentage of Original List Price by Age Profile

	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14
<2 Years	48	52	54	53	55	52	52	56	54	58	53	51	50
<i>% Difference from previous month</i>	-2.0%	8.5%	3.2%	-2.0%	4.2%	-6.2%	0.6%	7.3%	-4.3%	7.5%	-7.3%	-3.9%	-3.1%
2 - 4 Years	34	34	36	35	35	34	35	37	37	37	35	34	33
<i>% Difference from previous month</i>	-2.6%	1.5%	3.5%	-0.6%	0.0%	-3.4%	2.6%	4.0%	0.5%	0.0%	-4.6%	-3.4%	-1.5%
4.1 - 6 Years	24	25	26	26	26	25	26	25	27	27	27	26	27
<i>% Difference from previous month</i>	0.0%	3.7%	2.0%	2.3%	-0.4%	-3.4%	2.8%	-2.3%	7.1%	1.1%	-3.3%	-1.9%	2.7%
Over 6 Years	13	14	16	15	16	16	16	16	16	16	16	16	15
<i>% Difference from previous month</i>	-1.5%	12.5%	8.3%	-1.9%	3.9%	-0.6%	3.2%	-0.6%	-3.7%	3.2%	-1.9%	1.9%	-4.3%



<2 Years Summary by Weight Band

	<2 Years	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14
SMALL LCV (<2.6)	Average age in months	18	14	15	17	16	17	18	15	15	15	17	17	19
	Recorded mileage	26486	14535	18481	25847	18340	23907	26261	22476	23486	19841	24556	21011	25085
	Conversion rate	51%	68%	59%	75%	77%	67%	79%	77%	64%	60%	52%	50%	67%
	Sales volumes	114	98	153	120	64	155	164	118	117	135	117	178	182
	Sales prices	£6,702	£7,456	£7,822	£6,915	£7,219	£6,999	£6,953	£7,279	£7,396	£8,479	£7,034	£6,782	£6,688
	% New Price	43%	48%	48%	45%	48%	44%	46%	49%	48%	53%	46%	45%	43%
MEDIUM LCV (2.6 - 3.495)	Average age in months	18	15	15	17	15	18	19	15	15	14	15	16	16
	Recorded mileage	25759	19308	18178	23408	21233	24666	26660	18048	21395	16633	20303	21456	21968
	Conversion rate	68%	66%	76%	68%	75%	71%	73%	67%	57%	39%	48%	65%	58%
	Sales volumes	119	113	160	117	53	145	188	90	120	160	126	235	140
	Sales prices	£10,120	£10,310	£12,639	£10,965	£11,083	£10,599	£11,018	£12,818	£11,616	£13,134	£12,442	£11,245	£11,127
	% New Price	49%	49%	56%	51%	52%	51%	53%	58%	56%	61%	58%	53%	53%
LARGE LCV (3.5)	Average age in months	19	15	15	17	18	17	19	16	16	17	18	17	20
	Recorded mileage	44208	28571	23664	23869	29958	31994	34615	25033	26340	31607	35009	30691	35025
	Conversion rate	69%	61%	87%	63%	69%	62%	65%	62%	58%	43%	17%	68%	69%
	Sales volumes	114	70	118	65	32	107	120	84	87	94	107	124	105
	Sales prices	£10,703	£13,105	£13,008	£13,372	£12,052	£13,012	£12,349	£13,515	£12,774	£13,410	£11,884	£12,440	£11,754
	% New Price	40%	47%	47%	47%	45%	45%	44%	47%	45%	47%	41%	43%	42%

2-4 Years Summary by Weight Band

2 - 4 Years		Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14
SMALL LCV (<2.6)	Average age in months	39	39	37	38	38	39	38	38	36	36	37	38	39
	Recorded mileage	61026	57632	57142	61058	60007	59569	64107	61361	62051	56725	61052	60660	58441
	Conversion rate	63%	64%	78%	72%	75%	79%	83%	87%	84%	82%	68%	71%	80%
	Sales volumes	844	832	893	704	415	1077	1014	1041	856	858	949	990	1153
	Sales prices	£4,196	£4,340	£4,403	£4,413	£4,478	£4,526	£4,681	£4,895	£4,879	£4,936	£4,703	£4,618	£4,439
	% New Price	30%	31%	31%	31%	31%	32%	33%	33%	33%	34%	31%	31%	30%
MEDIUM LCV (2.6 - 3.495)	Average age in months	38	39	37	38	39	38	38	39	37	38	39	39	41
	Recorded mileage	66798	66808	69265	64155	67965	67007	68656	63441	64919	65889	62141	66885	67896
	Conversion rate	74%	79%	83%	84%	85%	77%	79%	86%	82%	75%	65%	73%	76%
	Sales volumes	654	677	809	674	408	1073	871	995	836	811	937	1064	1062
	Sales prices	£6,889	£6,888	£7,225	£7,142	£6,975	£6,616	£7,132	£7,368	£7,333	£7,142	£7,027	£6,776	£6,553
	% New Price	36%	36%	37%	37%	37%	35%	36%	38%	38%	37%	36%	34%	33%
LARGE LCV (3.5)	Average age in months	39	38	36	37	39	39	39	38	36	35	37	38	40
	Recorded mileage	82893	79932	81096	77508	82658	81868	81955	84326	75390	72676	77158	81013	85331
	Conversion rate	64%	79%	83%	76%	73%	73%	74%	76%	77%	66%	54%	65%	73%
	Sales volumes	352	395	453	397	192	652	524	567	530	429	448	531	480
	Sales prices	£6,930	£7,139	£7,448	£7,836	£7,464	£7,293	£7,153	£7,632	£8,130	£8,495	£7,801	£7,549	£7,512
	% New Price	27%	28%	29%	30%	29%	28%	28%	29%	31%	32%	29%	29%	29%

4.1-6 Years Summary by Weight Band

4.1 - 6 Years		Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14
SMALL LCV (<2.6)	Average age in months	60	61	59	59	61	62	61	62	57	57	58	58	60
	Recorded mileage	73790	73828	73163	70536	75458	80954	80413	81532	79337	76774	77609	77628	79673
	Conversion rate	77%	71%	83%	84%	82%	72%	85%	81%	83%	76%	80%	76%	80%
	Sales volumes	948	969	1023	986	323	775	738	646	757	789	792	872	758
	Sales prices	£2,802	£2,948	£3,034	£3,143	£3,070	£2,967	£3,142	£3,146	£3,344	£3,379	£3,332	£3,258	£3,121
	% New Price	24%	25%	25%	26%	25%	24%	25%	25%	26%	26%	25%	25%	24%
MEDIUM LCV (2.6 - 3.495)	Average age in months	62	63	61	61	63	63	62	62	57	58	58	58	59
	Recorded mileage	82622	85474	86953	87062	89295	89781	89253	85624	83109	79647	84082	87651	83596
	Conversion rate	70%	72%	77%	82%	82%	81%	82%	87%	83%	77%	76%	76%	78%
	Sales volumes	1007	1051	1029	926	529	1094	906	903	869	765	876	929	756
	Sales prices	£4,340	£4,395	£4,582	£4,617	£4,470	£4,512	£4,665	£4,832	£5,315	£5,485	£5,374	£5,076	£5,292
	% New Price	26%	26%	27%	27%	27%	26%	27%	28%	29%	31%	30%	28%	29%
LARGE LCV (3.5)	Average age in months	63	62	60	61	61	62	62	62	57	58	58	59	60
	Recorded mileage	103634	109986	106170	109934	108094	113087	106696	111055	96665	106961	121967	112077	106322
	Conversion rate	70%	65%	79%	67%	77%	70%	72%	76%	72%	64%	57%	71%	76%
	Sales volumes	574	573	656	538	267	569	478	614	592	467	537	494	442
	Sales prices	£4,366	£4,471	£4,787	£4,702	£4,773	£4,687	£4,934	£4,585	£5,498	£5,168	£4,871	£5,094	£5,580
	% New Price	19%	20%	20%	20%	21%	20%	21%	19%	22%	21%	19%	21%	23%

>6 Years Summary by Weight Band

	Over 6 Years	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14
SMALL LCV (<2.6)	Average age in months	99	100	97	97	101	100	104	103	101	101	104	104	106
	Recorded mileage	96647	96954	99034	100365	97578	101097	98594	97746	100977	99552	98446	97555	100278
	Conversion rate	67%	81%	82%	74%	82%	76%	81%	86%	82%	79%	74%	80%	76%
	Sales volumes	823	806	945	924	358	804	949	1084	1484	1230	1131	1077	946
	Sales prices	£1,316	£1,379	£1,484	£1,393	£1,409	£1,445	£1,438	£1,474	£1,404	£1,402	£1,378	£1,448	£1,328
	% New Price	12%	12%	13%	13%	13%	13%	13%	13%	13%	12%	12%	13%	12%
MEDIUM LCV (2.6 - 3.495)	Average age in months	102	102	98	98	99	98	101	99	96	96	97	97	100
	Recorded mileage	106286	104617	103305	109728	109753	103734	108629	94120	105310	102791	106585	100577	113026
	Conversion rate	72%	79%	78%	80%	80%	71%	81%	86%	75%	80%	75%	83%	76%
	Sales volumes	826	844	1000	872	401	855	855	1392	1208	1004	980	940	772
	Sales prices	£1,970	£2,097	£2,486	£2,434	£2,621	£2,576	£2,493	£2,709	£2,662	£2,821	£2,834	£2,994	£2,690
	% New Price	13%	14%	15%	16%	16%	16%	16%	18%	17%	18%	18%	19%	17%
LARGE LCV (3.5)	Average age in months	108	107	100	100	106	98	101	103	99	101	98	100	100
	Recorded mileage	113349	110998	117709	116351	114249	116079	116989	115937	117168	117813	119021	118790	117663
	Conversion rate	70%	70%	77%	70%	78%	72%	77%	77%	72%	72%	76%	79%	82%
	Sales volumes	491	514	633	563	267	647	690	612	729	640	688	616	538
	Sales prices	£2,054	£2,422	£2,578	£2,656	£2,231	£2,617	£2,578	£2,388	£2,730	£2,763	£2,845	£2,698	£2,950
	% New Price	11%	12%	14%	13%	12%	13%	13%	12%	14%	14%	14%	14%	15%