

COMPILED BY  
**GLASS'S**

# Auction Report - LCV

May 2015

**na**  
**ma**  
NATIONAL ASSOCIATION  
OF MOTOR AUCTIONS

# KEY YEAR ON YEAR COMPARISONS



GLASS'S



APR 2014

APR 2015

VOLUME

9,220

9,973



8%

Increase

AVERAGE PRICE

£4,685

£4,572



-2.4%

Decrease

% VEHICLES SOLD FIRST TIME

78

72



-5%

Decrease

SALE PRICE PREMIUM ON ENTRY

£320

£195



-39%

Decrease

**na**  
**ma**  
NATIONAL ASSOCIATION  
OF MOTOR AUCTIONS

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# NAMA used LCV market commentary for April 2015

## Whole market – April compared to March

- In April, sales volumes fell by 12%
- Average age rose from 70.1 to 70.6 months
- Average mileage decreased from 82,232 to 82,175
- LCVs remained on site for an average of 15.7 days
- At £4,572 the average price paid for an LCV fell 1.1%
- 72.2% of LCVs sold at the 1st time of being offered (-0.2%)
- On average, 1.4 entries were required to achieve each LCV sale

## Volume changes - by age

	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
<2 Years	389	281	478	684	460	499
% Difference from previous month	-26.7%	-27.8%	70.1%	43.1%	-32.7%	8.5%

2 - 4 Years	2,245	1,445	3,158	3,236	3,848	2,537
% Difference from previous month	-9.6%	-35.6%	118.5%	2.5%	18.9%	-34.1%

4.1 - 6 Years	1,826	1,260	2,422	2,613	2,635	2,646
% Difference from previous month	-16.5%	-31.0%	92.2%	7.9%	0.8%	0.4%

Over 6 Years	2,717	1,576	3,672	4,033	4,386	4,291
% Difference from previous month	-11.3%	-42.0%	133.0%	9.8%	8.8%	-2.2%

## Comment:

At 9,973, the total number of LCVs sold at auction decreased by an unexpectedly large amount (-12%). In particular, it was the shortage of lots in the 2 - 4 year age band that accounted for the lion's share of this slippage. More encouragingly, when compared to the same month in 2014, volumes in April 2015 were up by a healthy 8.2%.

## Mileage changes - by age

	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
<2 Years	21,222	21,708	24,239	21,977	15,509	17,993
% Difference from previous month	17.2%	2.3%	11.7%	-9.3%	-29.4%	16.0%

2 - 4 Years	63,286	64,606	68,488	65,936	64,748	60,802
% Difference from previous month	-3.4%	2.1%	6.0%	-3.7%	-1.8%	-6.1%

4.1 - 6 Years	82,573	83,405	86,367	87,877	88,077	84,201
% Difference from previous month	-5.3%	1.0%	3.6%	1.7%	0.2%	-4.4%

Over 6 Years	107,820	109,981	105,194	102,965	101,059	101,025
% Difference from previous month	0.1%	2.0%	-4.4%	-2.1%	-1.9%	0.0%

Average All Age	82,772	82,831	84,617	82,650	82,232	82,175
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## Comment:

In April, average recorded LCV mileage was just 57 miles lower (-0.1%).

## Price changes - by age

	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
<2 Years	£10,650	£10,245	£11,475	£11,410	£11,530	£11,560
% Difference from previous month	-15.5%	-3.8%	12.0%	-0.6%	1.1%	0.3%

2 - 4 Years	£6,745	£7,155	£6,605	£6,530	£6,690	£6,835
% Difference from previous month	-3.6%	6.1%	-7.7%	-1.1%	2.5%	2.2%

4.1 - 6 Years	£4,995	£4,805	£4,750	£4,615	£4,460	£4,825
% Difference from previous month	1.3%	-3.8%	-1.1%	-2.8%	-3.4%	8.2%

Over 6 Years	£2,615	£2,510	£2,365	£2,275	£2,180	£2,265
% Difference from previous month	1.2%	-4.0%	-5.8%	-3.8%	-4.2%	3.9%

## Comment:

In April, due to a sizeable fall in the proportion of younger and therefore higher value LCVs being remarketed, the average price was modestly lower (-1.1%). From a highpoint of £5,091 reached in December, the average price has fallen each month of 2015 to where in April it stands more than 10% lower.

## Market Overview

The data contained within this NAMA LCV Report confirms that the pattern of trading seen during the first 4 months has now become a trend that signals how the market will perform over the remainder of 2015.

Reports for April confirm that as the wholesale marketplace became more challenging, vendors demonstrated themselves prepared to adopt a proactive stance. With the prices paid for used LCVs having fallen steadily from the start of this year it became essential to lower reserve prices in order to maintain conversion rates and hopefully bolster returns. Despite average age continuing to increase with mileage remaining stubbornly high, the prices generated by clean LCVs within each age band appear to have stabilised.



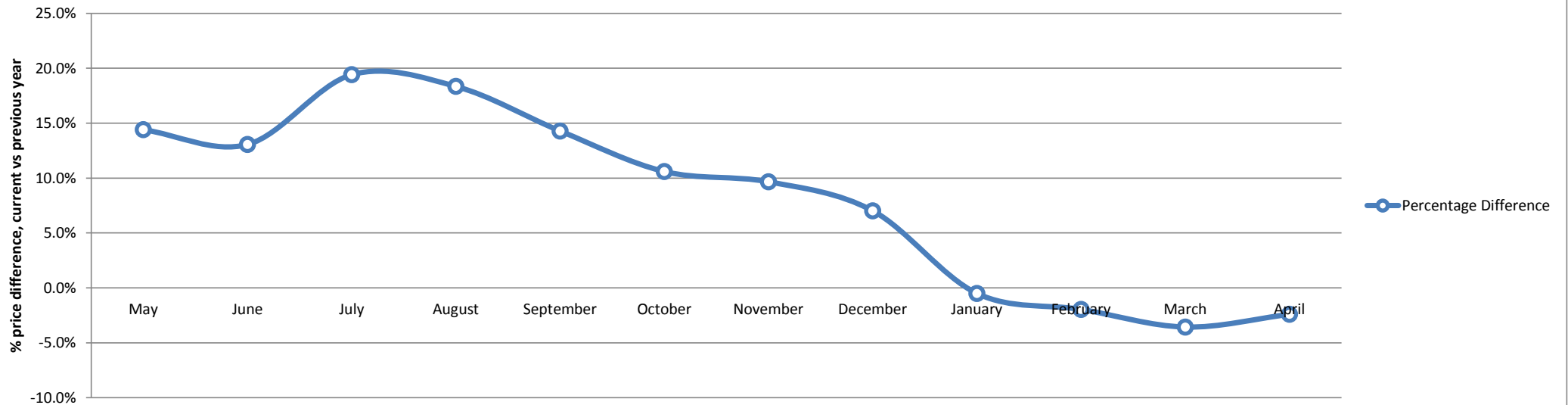
# Whole Market Summary

	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	Apr-14	Apr-15	Year on Year Diff
<b>Sales Volumes All Ages</b>	9,220	8,394	8,716	9,045	8,256	7,991	8,265	7,177	4,562	9,730	10,566	11,329	9,973	9,220	9,973	8%
<b>% Difference to previous month</b>	0.2%	-9.0%	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	7.2%	-12.0%	0.2%	-12.0%	-12.2%
<b>Average Age in Months</b>	68.4	66.6	66.1	63.9	63.8	65.4	65.5	66.3	65.9	68.8	68.6	70.1	70.6	68.4	70.6	2.2
<b>Average Mileage</b>	85,297	81,867	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,617	82,650	82,232	82,175	85,297	82,175	-3,122
<b>Average No. of Entries</b>	1.3	1.4	1.5	1.4	1.4	1.3	1.3	1.3	1.4	1.3	1.4	1.4	1.4	1.3	1.4	0.1
<b>% Vehicles Sold 1st Time</b>	77.5%	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%	72.2%	-5.3%
<b>Average No. Days on Site</b>	12.0	14.1	14.8	14.3	13.8	12.9	11.5	13.2	12.8	17.2	15.0	14.9	15.7	12.0	15.7	3.7
<b>Average Sales Prices All Ages</b>	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,685	£4,572	-2.4%
<b>% Difference to previous month</b>	-2.3%	5.1%	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	-2.7%	-1.1%	-2.3%	-1.1%	1.2%
<b>% OCN</b>	26.0	27.3	26.6	27.0	27.0	27.1	28.0	27.6	27.8	26.0	25.5	25.4	25.3	26.0	25.3	-0.7

# Average Sale Price Year on Year

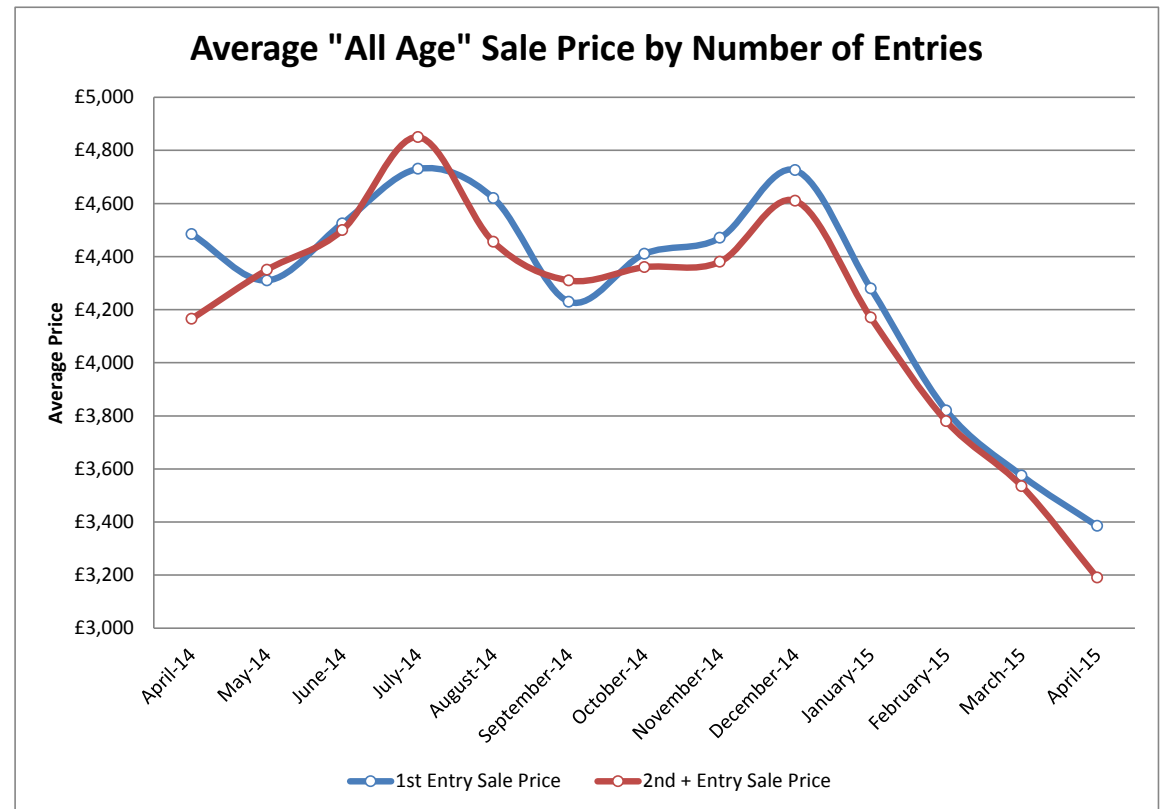
	May	June	July	August	September	October	November	December	January	February	March	April
<b>Average All Ages Sales Price Previous Year*</b> <i>2014 &lt; January</i>	£4,304	£4,280	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685
<b>Average All Ages Sales Price Current Year**</b> <i>2015 &gt; January</i>	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572
<b>Percentage Difference</b>	14.4%	13.1%	19.4%	18.3%	14.3%	10.6%	9.7%	7.0%	-0.5%	-2.0%	-3.6%	-2.4%

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



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

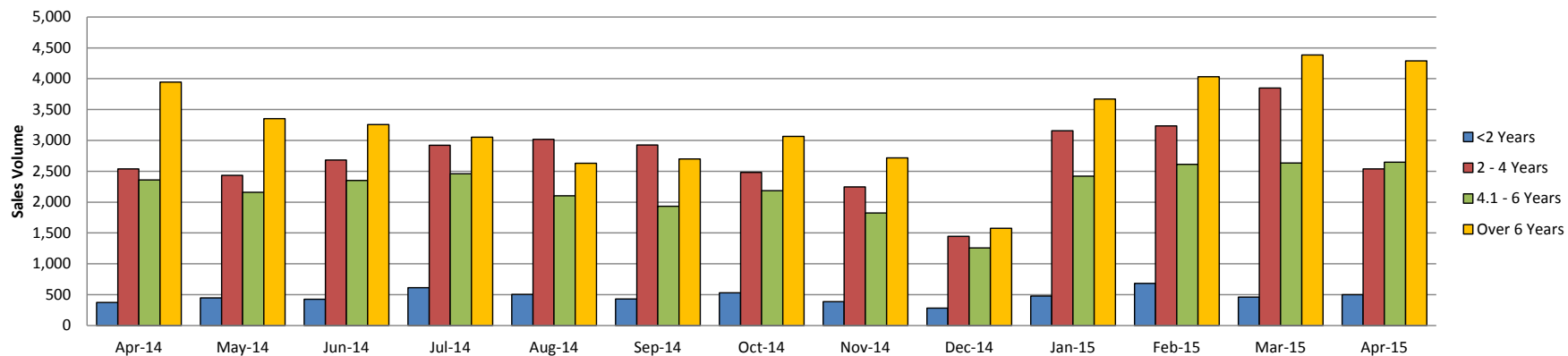
	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
April-14	£4,485	64.9	£4,165	65.6	£320	7%
May-14	£4,310	67.5	£4,350	64.1	£-40	-1%
June-14	£4,525	62.7	£4,500	60.5	£25	1%
July-14	£4,730	58.8	£4,850	53.5	£-120	-3%
August-14	£4,620	57.3	£4,455	55.2	£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%
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%



# Sales Volume by Age Profile

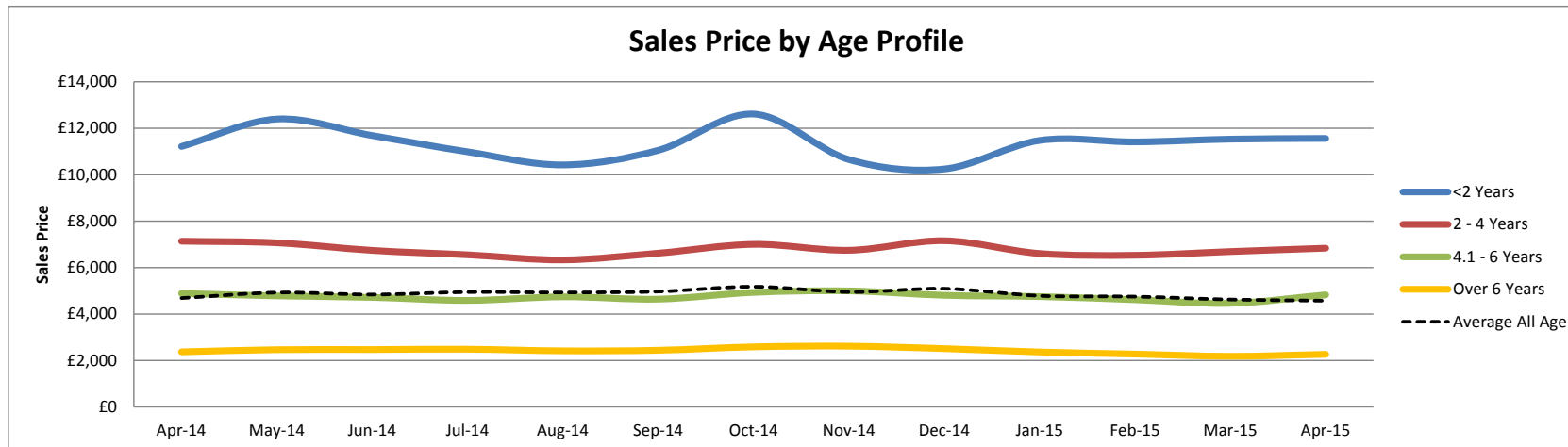
	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	12 month Total
<2 Years	375	449	424	614	504	431	531	389	281	478	684	460	499	5,744
% Difference from previous month	6.2%	19.7%	-5.6%	44.8%	-17.9%	-14.5%	23.2%	-26.7%	-27.8%	70.1%	43.1%	-32.7%	8.5%	
2 - 4 Years	2,539	2,433	2,684	2,921	3,017	2,927	2,483	2,245	1,445	3,158	3,236	3,848	2,537	32,934
% Difference from previous month	-13.9%	-4.2%	10.3%	8.8%	3.3%	-3.0%	-15.2%	-9.6%	-35.6%	118.5%	2.5%	18.9%	-34.1%	
4.1 - 6 Years	2,361	2,158	2,353	2,459	2,105	1,933	2,187	1,826	1,260	2,422	2,613	2,635	2,646	26,597
% Difference from previous month	1.9%	-8.6%	9.0%	4.5%	-14.4%	-8.2%	13.1%	-16.5%	-31.0%	92.2%	7.9%	0.8%	0.4%	
Over 6 Years	3,945	3,354	3,255	3,051	2,630	2,700	3,064	2,717	1,576	3,672	4,033	4,386	4,291	38,729
% Difference from previous month	10.2%	-15.0%	-3.0%	-6.3%	-13.8%	2.7%	13.5%	-11.3%	-42.0%	133.0%	9.8%	8.8%	-2.2%	
<b>Total</b>	<b>9,220</b>	<b>8,394</b>	<b>8,716</b>	<b>9,045</b>	<b>8,256</b>	<b>7,991</b>	<b>8,265</b>	<b>7,177</b>	<b>4,562</b>	<b>9,730</b>	<b>10,566</b>	<b>11,329</b>	<b>9,973</b>	104,004
% Difference from previous month	0.2%	-9.0%	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	7.2%	-12.0%	

Sales Volume by Age Profile



# Sales Price by Age Profile

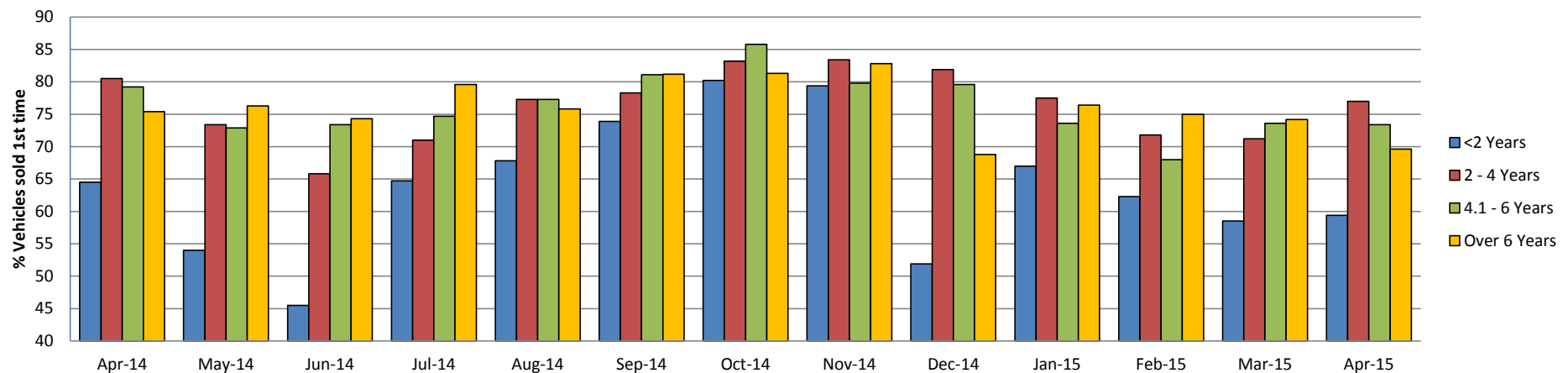
	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
<b>&lt;2 Years</b>	£11,215	£12,395	£11,685	£10,985	£10,420	£11,050	£12,610	£10,650	£10,245	£11,475	£11,410	£11,530	£11,560
<i>% Difference from previous month</i>	-6.6%	10.5%	-5.7%	-6.0%	-5.1%	6.0%	14.1%	-15.5%	-3.8%	12.0%	-0.6%	1.1%	0.3%
<b>2 - 4 Years</b>	£7,135	£7,065	£6,740	£6,550	£6,330	£6,620	£7,000	£6,745	£7,155	£6,605	£6,530	£6,690	£6,835
<i>% Difference from previous month</i>	1.6%	-1.0%	-4.6%	-2.8%	-3.4%	4.6%	5.7%	-3.6%	6.1%	-7.7%	-1.1%	2.5%	2.2%
<b>4.1 - 6 Years</b>	£4,885	£4,780	£4,715	£4,585	£4,740	£4,640	£4,930	£4,995	£4,805	£4,750	£4,615	£4,460	£4,825
<i>% Difference from previous month</i>	9.3%	-2.1%	-1.4%	-2.8%	3.4%	-2.1%	6.3%	1.3%	-3.8%	-1.1%	-2.8%	-3.4%	8.2%
<b>Over 6 Years</b>	£2,370	£2,465	£2,470	£2,485	£2,415	£2,440	£2,585	£2,615	£2,510	£2,365	£2,275	£2,180	£2,265
<i>% Difference from previous month</i>	-3.7%	4.0%	0.2%	0.6%	-2.8%	1.0%	5.9%	1.2%	-4.0%	-5.8%	-3.8%	-4.2%	3.9%
<b>Average All Age</b>	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572
<i>% Difference from previous month</i>	-2.3%	5.1%	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	-2.7%	-1.1%



# % Vehicles Sold First Time by Age Profile

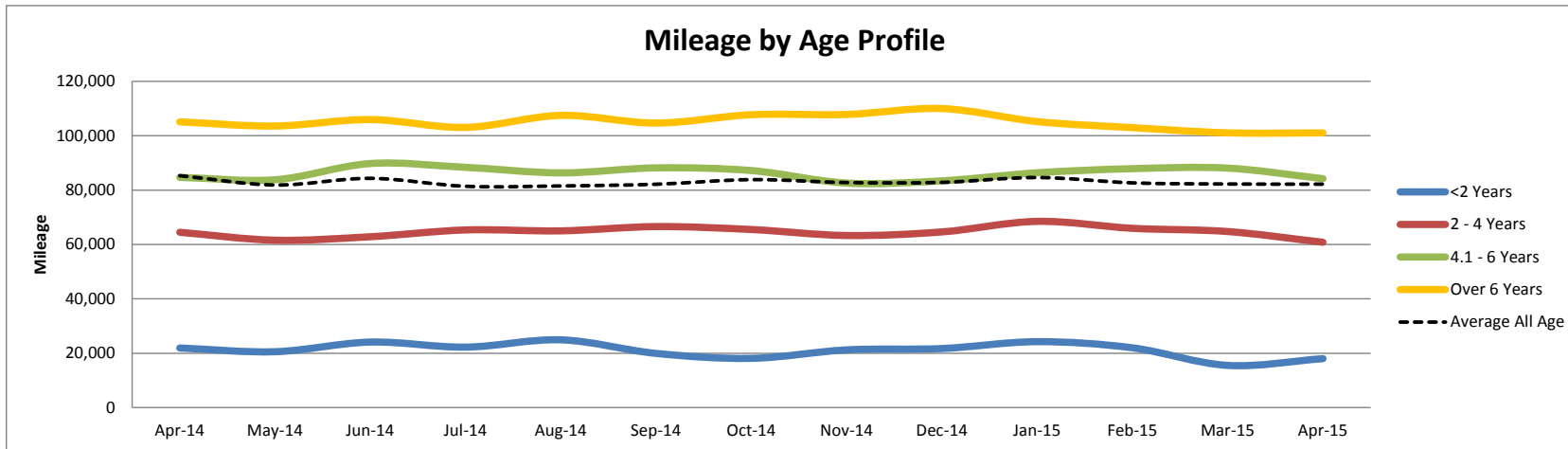
	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
<b>&lt;2 Years</b>	65	54	46	65	68	74	80	79	52	67	62	59	59
<i>% Difference from previous month</i>	-6.8%	-16.3%	-15.7%	42.2%	4.8%	9.0%	8.5%	-1.0%	-34.6%	29.1%	-7.0%	-6.1%	1.5%
<b>2 - 4 Years</b>	81	73	66	71	77	78	83	83	82	78	72	71	77
<i>% Difference from previous month</i>	-2.3%	-8.8%	-10.4%	7.9%	8.9%	1.3%	6.3%	0.2%	-1.8%	-5.4%	-7.4%	-0.8%	8.1%
<b>4.1 - 6 Years</b>	79	73	73	75	77	81	86	80	80	74	68	74	73
<i>% Difference from previous month</i>	-1.9%	-8.0%	0.7%	1.8%	3.5%	4.9%	5.8%	-7.0%	-0.3%	-7.5%	-7.6%	8.2%	-0.3%
<b>Over 6 Years</b>	75	76	74	80	76	81	81	83	69	76	75	74	70
<i>% Difference from previous month</i>	-8.9%	1.2%	-2.6%	7.1%	-4.8%	7.1%	0.1%	1.8%	-16.9%	11.0%	-1.8%	-1.1%	-6.2%

### % Vehicles Sold First Time by Age Profile



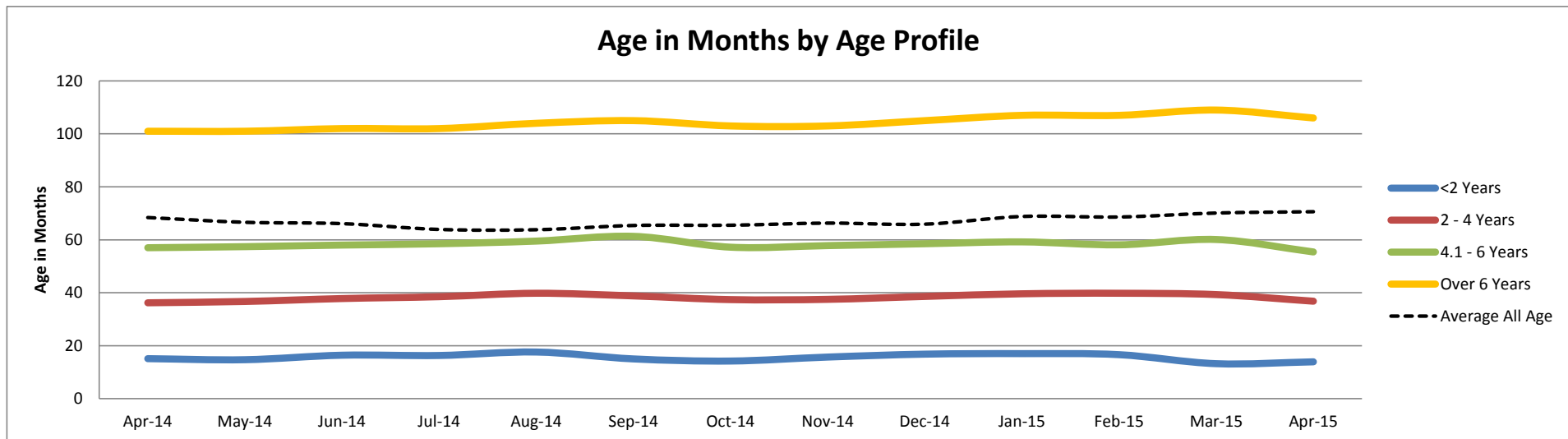
# Mileage by Age Profile

	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
<b>&lt;2 Years</b>	21,905	20,540	24,085	22,228	24,913	19,918	18,102	21,222	21,708	24,239	21,977	15,509	17,993
<i>% Difference from previous month</i>	10.3%	-6.2%	17.3%	-7.7%	12.1%	-20.0%	-9.1%	17.2%	2.3%	11.7%	-9.3%	-29.4%	16.0%
<b>2 - 4 Years</b>	64,471	61,558	62,834	65,333	64,998	66,571	65,497	63,286	64,606	68,488	65,936	64,748	60,802
<i>% Difference from previous month</i>	-0.8%	-4.5%	2.1%	4.0%	-0.5%	2.4%	-1.6%	-3.4%	2.1%	6.0%	-3.7%	-1.8%	-6.1%
<b>4.1 - 6 Years</b>	84,681	83,795	89,763	88,369	86,323	88,171	87,175	82,573	83,405	86,367	87,877	88,077	84,201
<i>% Difference from previous month</i>	-6.6%	-1.0%	7.1%	-1.6%	-2.3%	2.1%	-1.1%	-5.3%	1.0%	3.6%	1.7%	0.2%	-4.4%
<b>Over 6 Years</b>	105,095	103,568	105,939	103,054	107,482	104,653	107,724	107,820	109,981	105,194	102,965	101,059	101,025
<i>% Difference from previous month</i>	5.7%	-1.5%	2.3%	-2.7%	4.3%	-2.6%	2.9%	0.1%	2.0%	-4.4%	-2.1%	-1.9%	0.0%
<b>Average All Age</b>	85,297	81,867	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,617	82,650	82,232	82,175
<i>% Difference from previous month</i>	2.6%	-4.0%	3.0%	-3.5%	0.2%	0.8%	2.1%	-1.3%	0.1%	2.2%	-2.3%	-0.5%	-0.1%



# Age in Months by Age Profile

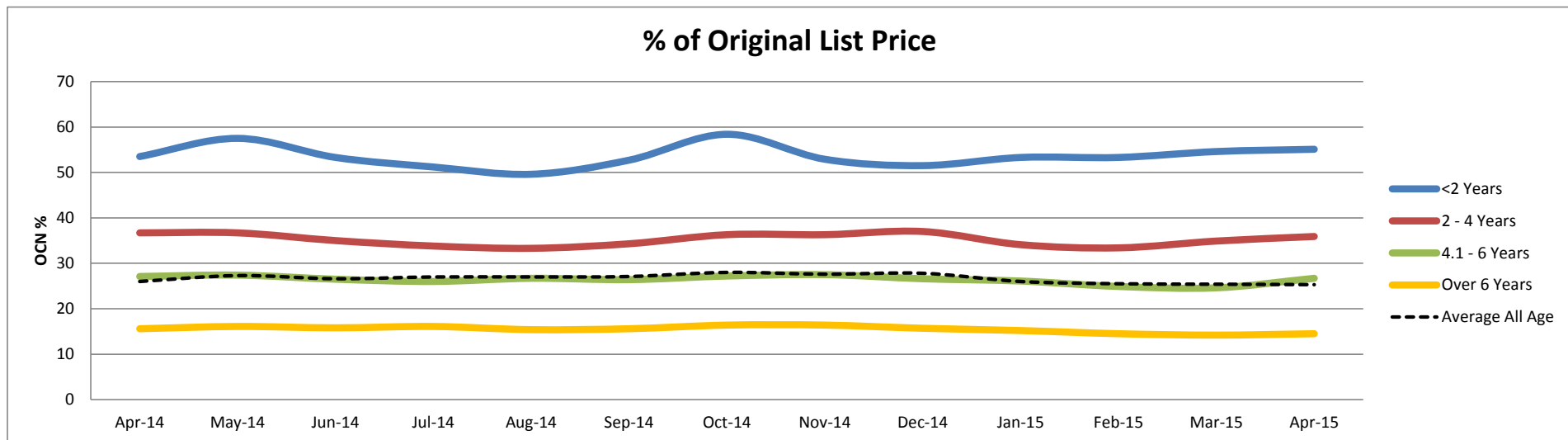
	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
<b>&lt;2 Years</b>	15	15	16	16	18	15	14	16	17	17	17	13	14
<i>% Difference from previous month</i>	0.7%	-2.6%	11.6%	-0.6%	8.0%	-14.8%	-5.3%	10.6%	7.0%	1.2%	-2.4%	-20.5%	5.3%
<b>2 - 4 Years</b>	36	37	38	39	40	39	37	38	39	40	40	39	37
<i>% Difference from previous month</i>	-4.2%	1.4%	3.0%	1.9%	3.4%	-2.5%	-3.6%	0.3%	2.9%	2.6%	0.5%	-1.3%	-6.4%
<b>4.1 - 6 Years</b>	57	57	58	59	60	61	57	58	59	59	58	60	55
<i>% Difference from previous month</i>	-8.5%	0.7%	1.0%	0.9%	1.7%	3.0%	-6.7%	1.0%	1.2%	1.2%	-1.9%	3.4%	-7.8%
<b>Over 6 Years</b>	101	101	102	102	104	105	103	103	105	107	107	109	106
<i>% Difference from previous month</i>	-1.9%	0.0%	1.0%	0.0%	2.0%	1.0%	-1.9%	0.0%	1.9%	1.9%	0.0%	1.9%	-2.8%





# Percentage of Original List Price by Age Profile

	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
<b>&lt;2 Years</b>	54	58	53	51	50	53	58	53	52	53	53	55	55
<i>% Difference from previous month</i>	-4.3%	7.5%	-7.3%	-3.9%	-3.1%	6.3%	10.8%	-9.4%	-2.6%	3.5%	0.0%	2.4%	0.9%
<b>2 - 4 Years</b>	37	37	35	34	33	34	36	36	37	34	33	35	36
<i>% Difference from previous month</i>	0.5%	0.0%	-4.6%	-3.4%	-1.5%	3.0%	5.8%	0.0%	1.9%	-7.8%	-2.1%	4.5%	2.9%
<b>4.1 - 6 Years</b>	27	27	27	26	27	26	27	28	27	26	25	25	27
<i>% Difference from previous month</i>	7.1%	1.1%	-3.3%	-1.9%	2.7%	-1.1%	3.0%	1.1%	-3.3%	-1.9%	-4.6%	-1.2%	8.5%
<b>Over 6 Years</b>	16	16	16	16	15	16	16	16	16	15	15	14	15
<i>% Difference from previous month</i>	-3.7%	3.2%	-1.9%	1.9%	-4.3%	1.3%	5.1%	0.0%	-4.3%	-3.2%	-4.6%	-2.1%	2.1%



# <2 Years Summary by Weight Band

	<2 Years	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
<b>SMALL LCV (&lt;2.6)</b>	Average age in months	15	15	17	17	19	15	15	15	17	17	17	12	14
	Recorded mileage	23486	19841	24556	21011	25085	19499	19765	23583	22976	23649	21471	11909	16658
	Conversion rate	64%	60%	52%	50%	67%	63%	83%	80%	32%	69%	67%	55%	45%
	Sales volumes	117	135	117	178	182	145	177	147	112	150	222	147	136
	Sales prices	£7,396	£8,479	£7,034	£6,782	£6,688	£7,191	£8,219	£6,687	£6,831	£6,889	£7,232	£7,129	£7,300
	% New Price	48%	53%	46%	45%	43%	46%	52%	46%	44%	46%	46%	48%	50%
<b>MEDIUM LCV (2.6 - 3.495)</b>	Average age in months	15	14	15	16	16	16	14	16	17	17	17	14	15
	Recorded mileage	21395	16633	20303	21456	21968	21193	17072	17794	18076	24699	22681	19254	20771
	Conversion rate	57%	39%	48%	65%	58%	63%	79%	73%	56%	64%	54%	56%	48%
	Sales volumes	120	160	126	235	140	136	174	103	102	161	243	154	178
	Sales prices	£11,616	£13,134	£12,442	£11,245	£11,127	£11,724	£13,909	£10,591	£11,020	£11,998	£11,898	£11,820	£11,354
	% New Price	56%	61%	58%	53%	53%	55%	63%	52%	54%	54%	55%	56%	54%
<b>LARGE LCV (3.5)</b>	Average age in months	16	17	18	17	20	16	14	17	18	18	17	13	14
	Recorded mileage	26340	31607	35009	30691	35025	22101	20008	30557	30828	32789	25668	17674	22735
	Conversion rate	58%	43%	17%	68%	69%	88%	81%	77%	44%	55%	69%	59%	64%
	Sales volumes	87	94	107	124	105	95	107	66	36	95	137	91	97
	Sales prices	£12,774	£13,410	£11,884	£12,440	£11,754	£12,787	£14,471	£12,813	£12,864	£12,905	£13,676	£13,728	£12,966
	% New Price	45%	47%	41%	43%	42%	47%	51%	47%	47%	46%	48%	49%	47%

# 2-4 Years Summary by Weight Band

2 - 4 Years		Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
SMALL LCV (<2.6)	Average age in months	36	36	37	38	39	38	37	37	37	39	39	39	37
	Recorded mileage	62051	56725	61052	60660	58441	62423	63113	57315	57795	63369	58373	56192	53203
	Conversion rate	84%	82%	68%	71%	80%	78%	82%	86%	83%	80%	83%	76%	80%
	Sales volumes	856	858	949	990	1153	1117	1020	1022	566	1124	1111	1377	974
	Sales prices	£4,879	£4,936	£4,703	£4,618	£4,439	£4,479	£4,355	£4,612	£4,525	£4,247	£4,459	£4,586	£4,660
	% New Price	33%	34%	31%	31%	30%	31%	30%	32%	31%	30%	30%	33%	33%
MEDIUM LCV (2.6 - 3.495)	Average age in months	37	38	39	39	41	40	38	39	40	40	41	40	37
	Recorded mileage	64919	65889	62141	66885	67896	66991	65277	65730	70798	67818	64504	66661	64868
	Conversion rate	82%	75%	65%	73%	76%	77%	84%	82%	85%	76%	72%	72%	82%
	Sales volumes	836	811	937	1064	1062	918	740	637	431	1072	1124	1344	855
	Sales prices	£7,333	£7,142	£7,027	£6,776	£6,553	£7,072	£8,256	£7,800	£7,968	£7,201	£6,921	£7,057	£7,436
	% New Price	38%	37%	36%	34%	33%	36%	40%	38%	39%	36%	34%	35%	36%
LARGE LCV (3.5)	Average age in months	36	35	37	38	40	38	38	39	40	40	40	40	38
	Recorded mileage	75390	72676	77158	81013	85331	82199	85375	91092	87594	86458	86389	84096	78806
	Conversion rate	77%	66%	54%	65%	73%	75%	87%	75%	74%	76%	47%	56%	64%
	Sales volumes	530	429	448	531	480	572	392	315	222	653	690	748	446
	Sales prices	£8,130	£8,495	£7,801	£7,549	£7,512	£7,689	£7,885	£7,492	£7,695	£7,504	£7,119	£7,419	£7,271
	% New Price	31%	32%	29%	29%	29%	29%	30%	29%	29%	29%	27%	28%	29%

# 4.1-6 Years Summary by Weight Band

4.1 - 6 Years		Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
SMALL LCV (<2.6)	Average age in months	57	57	58	58	60	62	57	58	59	59	59	61	55
	Recorded mileage	79337	76774	77609	77628	79673	77812	76182	75038	77244	76761	78094	76841	74698
	Conversion rate	83%	76%	80%	76%	80%	82%	85%	79%	82%	73%	70%	78%	76%
	Sales volumes	757	789	792	872	758	693	743	637	498	843	901	911	979
	Sales prices	£3,344	£3,379	£3,332	£3,258	£3,121	£3,045	£3,274	£3,258	£3,170	£3,044	£3,006	£3,011	£3,262
	% New Price	26%	26%	25%	25%	24%	24%	25%	24%	23%	23%	22%	23%	24%
MEDIUM LCV (2.6 - 3.495)	Average age in months	57	58	58	58	59	61	56	58	58	59	58	59	55
	Recorded mileage	83109	79647	84082	87651	83596	90029	90337	84075	83808	86481	84189	86493	83281
	Conversion rate	83%	77%	76%	76%	78%	84%	90%	80%	81%	72%	75%	79%	76%
	Sales volumes	869	765	876	929	756	677	873	697	449	857	896	919	982
	Sales prices	£5,315	£5,485	£5,374	£5,076	£5,292	£5,185	£5,302	£5,357	£5,590	£5,357	£5,252	£4,809	£5,367
	% New Price	29%	31%	30%	28%	29%	28%	28%	29%	30%	29%	28%	26%	28%
LARGE LCV (3.5)	Average age in months	57	58	58	59	60	61	59	58	59	59	58	60	56
	Recorded mileage	96665	106961	121967	112077	106322	104996	108049	97176	100187	104044	108767	110793	110480
	Conversion rate	72%	64%	57%	71%	76%	77%	81%	81%	77%	78%	52%	59%	66%
	Sales volumes	592	467	537	494	442	424	404	338	224	557	667	619	497
	Sales prices	£5,498	£5,168	£4,871	£5,094	£5,580	£5,463	£5,774	£5,898	£5,731	£5,436	£5,197	£4,974	£5,310
	% New Price	22%	21%	19%	21%	23%	22%	23%	24%	23%	22%	20%	20%	21%

## >6 Years Summary by Weight Band

	Over 6 Years	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
<b>SMALL LCV (&lt;2.6)</b>	Average age in months	101	101	104	104	106	106	104	104	105	108	109	110	107
	Recorded mileage	100977	99552	98446	97555	100278	101279	102184	100951	106738	99577	98295	95764	96104
	Conversion rate	82%	79%	74%	80%	76%	82%	82%	81%	69%	76%	78%	78%	70%
	Sales volumes	1484	1230	1131	1077	946	978	1125	959	511	1159	1466	1586	1570
	Sales prices	£1,404	£1,402	£1,378	£1,448	£1,328	£1,280	£1,391	£1,404	£1,383	£1,266	£1,215	£1,168	£1,219
	% New Price	13%	12%	12%	13%	12%	11%	12%	12%	12%	11%	11%	11%	11%
<b>MEDIUM LCV (2.6 - 3.495)</b>	Average age in months	96	96	97	97	100	100	99	99	99	105	105	108	104
	Recorded mileage	105310	102791	106585	100577	113026	105739	109909	108829	109310	102881	99934	100632	99092
	Conversion rate	75%	80%	75%	83%	76%	81%	82%	88%	73%	81%	76%	73%	71%
	Sales volumes	1208	1004	980	940	772	752	843	797	481	1369	1369	1569	1472
	Sales prices	£2,662	£2,821	£2,834	£2,994	£2,690	£2,734	£2,789	£2,964	£2,786	£2,493	£2,469	£2,308	£2,467
	% New Price	17%	18%	18%	19%	17%	17%	18%	18%	17%	16%	16%	15%	16%
<b>LARGE LCV (3.5)</b>	Average age in months	99	101	98	100	100	104	102	101	106	104	101	106	102
	Recorded mileage	117168	117813	119021	118790	117663	114468	124755	123790	124019	121774	121345	114784	116649
	Conversion rate	72%	72%	76%	79%	82%	80%	79%	80%	71%	71%	68%	72%	70%
	Sales volumes	729	640	688	616	538	532	604	503	316	664	690	679	696
	Sales prices	£2,730	£2,763	£2,845	£2,698	£2,950	£2,697	£2,722	£2,786	£2,595	£2,580	£2,716	£2,447	£2,637
	% New Price	14%	14%	14%	14%	15%	14%	14%	14%	14%	13%	13%	13%	12%