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GLASS'S

Auction Report
October 2015

nama

NATIONAL ASSOCIATION OF MOTOR AUCTIONS

KEY YEAR ON YEAR COMPARISONS

	SEP 2014	SEP 2015	Change
VOLUME	99,165	112,288	↑ 13.2% Increase
AVERAGE PRICE	£5,395	£5,391	↓ -0.1% Decrease
% VEHICLES SOLD FIRST TIME	84.1%	85.4%	↑ 1.5% Increase
SALE PRICE PREMIUM ON ENTRY	£350	£300	↓ -£50 Decrease

CONTENTS

Click on text to go to page

NAMA Used Car Market Commentary for September 2015

Whole Market Summary:

- Sales volumes for September rose by 12.6% in comparison to August 2015, in line with the seasonal trends during the September plate change. In terms of a year-on-year comparison, vehicle auction sales have risen by 13.2% from 99,165 in September 2014 to 112,888 in September 2015.
- The September average sales price reduced by 3.5% from August 2015 to £5,391 from £5,588. Compared to September 2014, there was also a marginal fall in the average sale price from £5,395, a reduction of 0.1%.
- The percentage of vehicles sold first time in September increased from 84.1% in August 2015 to 85.4%, an increase of 1.5%. In Comparison to September 2014 this is also up from 84.1%.
- The average days on site decreased in September to 7.3 days from 8.2 in August. Compared to September 2014 the days on site improved from 7.8 days, a reduction of 0.5 days.
- The average number of entries before sale fell to 1.25 days in September compared to the figure of 1.28 in August 2015. Compared to September 2014 the days remained static at 1.28.
- The price premium for vehicles sold first time in September 2015 is £300 falling from £350 in August 2015. CSeptember 2014 the premium also reduced from £350, a premium reduction of £50.
- Sales volume in the Late and Low Sector in September saw an increase of 7% compared to August 2015. There was also a rise compared to September 2014 of 11.7%
- Fleet profile vehicle sales increased on the August 2015 figure by 11.4% from 22,068 to 24,586. There was also an increase compared to September 2014 from 22,064, also a growth of 11.4%.
- The PX profile young sector has also seen an upturn from August 2015 to 14,754 from 12,802, an increase of 15.2%. Looking at September 2014, the upward trend continued from 13,927 sales to reflect an increase of 5.9%.
- The PX profile old sector has continued the September growth in numbers increasing to 36,709 sales in August 2015, moving upwards by 13.3%. Compared to September 2014 the numbers also saw a rise from 33,142 units, an increment of 10.7%.
- Budget vehicles are up from 19,891 sales in August 2015 to 22,859 in September, up by 14.9%. Looking at the September 2014 number there has also been an increase from 18,054 units, a rise of 26.6%.

Sale Price by Age Profile

September 2015 compared to September 2014

	2014	2015	% Diff
Late & Low 0-2.5 yrs	£14,275	£14,050	-1.6%
Fleet 2.6-4.5 yrs	£8,625	£8,800	+2.0%
PX (Young) 4.6-6.5yrs	£5,275	£5,675	+7.6%
PX (Old) 6.6-10.5yrs	£2,575	£2,675	+3.8%
Budget 10.5yrs>	£825	£825	0.0%

Comment:

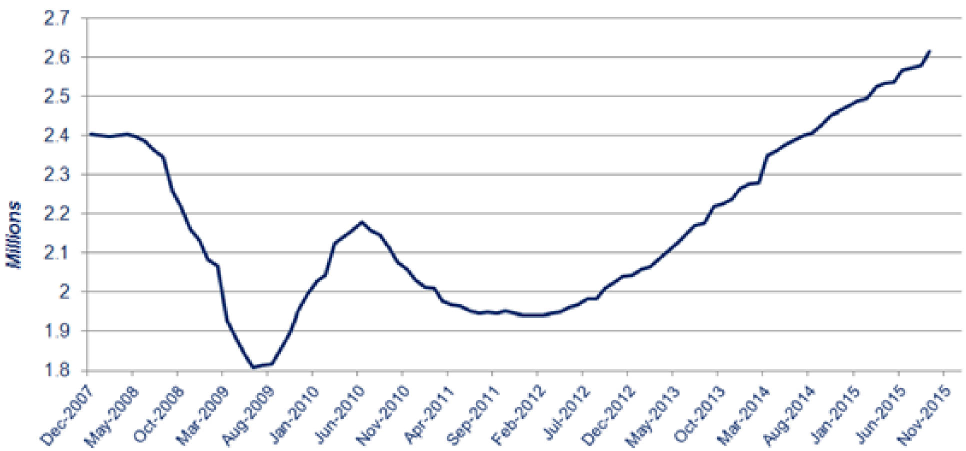
Three out of five market sectors saw price growth on the equivalent month in 2014 with no change in the budget sector and the late and low category showing a fall of -1.6%. There has been a significant number of Budget vehicles sold at auction during the month and that masks some of the value achieved in other sectors. Generally speaking, prices in three out of the five sectors trended downwards compared to August 2015, as can be seen in the Age Profile Sales Page of this report. Demand has remained positive in September which is demonstrated by the Age Profile Conversion page in this month's release.

Expected Market Activity in October:

September 2015 saw new car registrations in the UK reach their highest ever September total of 462,517 and the 43rd month of consecutive growth, up by 8.6% on September 2014.

Gains were made across all market sectors – private, fleet and business, with all fuel types showing an increase in demand. Registrations of diesels saw a growth of 4.1% whilst petrol were up by 12.3% and alternative fuelled vehicles recording another strong month with volumes up by 21.7%. This takes the total market up by 7.1% to 2,096,886 unit's year to date for passenger cars.

New car registrations - rolling year totals, December 2007 to present



At the wholesale level conversion rates in all sectors remained over 80% in September with some pushing through 85%. The September plate change has driven volume up through the month with values compared to August 2015 starting to decline. Available volume in auction is significantly up at the start of October and conversion rates have lowered. It is anticipated that volumes will continue to grow in during the month as fleet returns and part exchange volume continue to fill the lanes. Values will come under mounting pressure during October and will see an additional fall. The manufacturer supported used vehicle campaigns have started for October as franchised dealers push to liquidate stock before the next wave of used vehicles arrive.

Despite a record month for new vehicle registrations in September, which includes LCV and motorcycles, the sales campaigns will continue as manufacturers push for more volume and market share. Bonus incentives have already been announced by most manufacturers as they go for that final push.

Vendor Auction partners need to be close to the market changes and advise swiftly on the rostrum and council at the pre-auction briefing to ensure days to sale remain down and the best values are achieved on the day.

Whole Market Summary

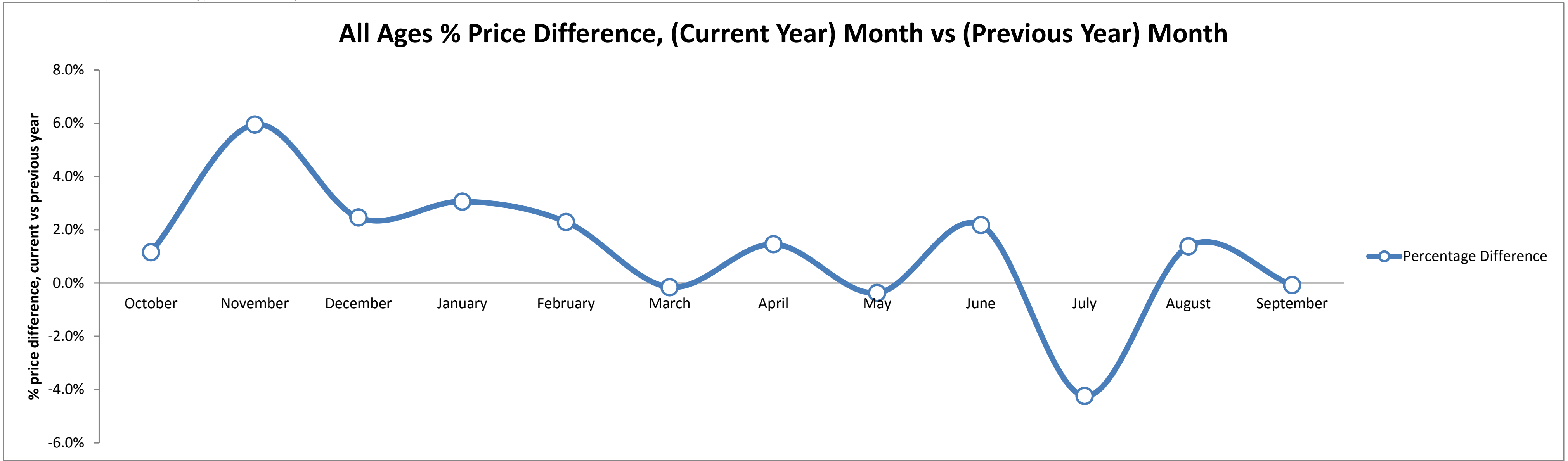
	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Sep-14	Sep-15	Year on Year Diff
Average Sales Prices All Ages	£5,395	£5,263	£5,737	£5,670	£5,592	£5,567	£5,251	£5,228	£5,400	£5,498	£5,358	£5,588	£5,391	£5,395	£5,391	-0.1%
% Difference to previous month	-2.1	-2.4	9.0	-1.2	-1.4	-0.4	-5.7	-0.4	3.3	1.8	-2.5	4.3	-3.5	-2.1	-3.5	-1.4
% OCN	25.6	24.8	26.1	25.5	25.7	25.5	24.7	24.4	24.5	24.8	24.2	25.1	24.6	25.6	24.6	-1.0
Average Age in Months	84.2	85.1	81.4	82.8	83.1	85.2	87.6	87.3	85.7	85.0	86.6	85.3	86.6	84.2	86.6	2.4
Average Mileage	66,558	67,391	65,331	66,357	66,659	67,380	67,704	67,379	66,936	66,760	67,617	65,846	66,208	66,558	66,208	-350
Average No. of Entries	1.28	1.34	1.42	1.48	1.35	1.28	1.26	1.37	1.46	1.46	1.36	1.28	1.25	1.28	1.25	-0.03
% of Vehicles Sold First Time	84	80	76	73	82	84	84	77	73	73	80	84	85	84	85	1.2
Average No. Days on Site	7.8	7.8	9.1	9.7	12.0	8.2	6.8	7.6	8.4	8.8	8.1	8.2	7.3	7.8	7.3	-0.5
Sales Volumes All Ages	99,165	102,707	88,288	55,625	110,904	102,848	122,543	118,861	106,752	108,950	113,553	99,680	112,288	99,165	112,288	13.2%
% Difference to previous month	-2.7	3.6	-14.0	-37.0	99.4	-7.3	19.1	-3.0	-10.2	2.1	4.2	-12.2	12.6	-2.7	12.6	15.4

Source: NAMA (sold stock only), Glass's Analysis

Average Sales Price Year on Year (all ages)

	October	November	December	January	February	March	April	May	June	July	August	September
Average All Ages Sales Price Previous Year* 2014 < January	£5,203	£5,415	£5,534	£5,426	£5,442	£5,259	£5,153	£5,420	£5,381	£5,595	£5,512	£5,395
Average All Ages Sales Price Current Year** 2015 > January	£5,263	£5,737	£5,670	£5,592	£5,567	£5,251	£5,228	£5,400	£5,498	£5,358	£5,588	£5,391
Percentage Difference	1.2%	5.9%	2.5%	3.1%	2.3%	-0.2%	1.5%	-0.4%	2.2%	-4.2%	1.4%	-0.1%

Source: NAMA (sold stock only), Glass's Analysis

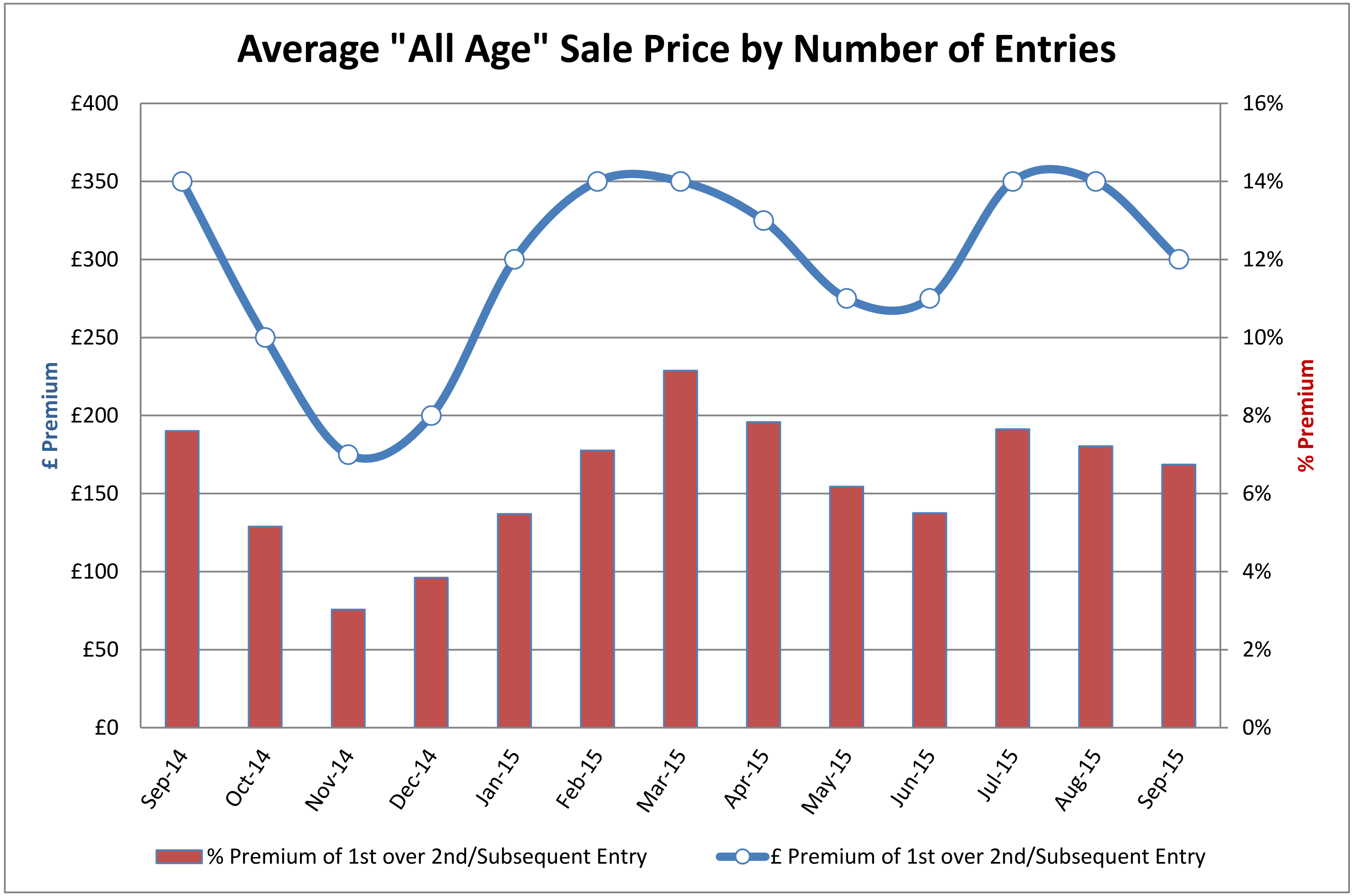


Source: NAMA (sold stock only), Glass's Analysis

Sales Price Compared to Number of Entries (all ages)

	£ Premium	% Premium
September-14	£350	8%
October-14	£250	5%
November-14	£175	3%
December-14	£200	4%
January-15	£300	5%
February-15	£350	7%
March-15	£350	9%
April-15	£325	8%
May-15	£275	6%
June-15	£275	6%
July-15	£350	8%
August-15	£350	7%
September-15	£300	7%

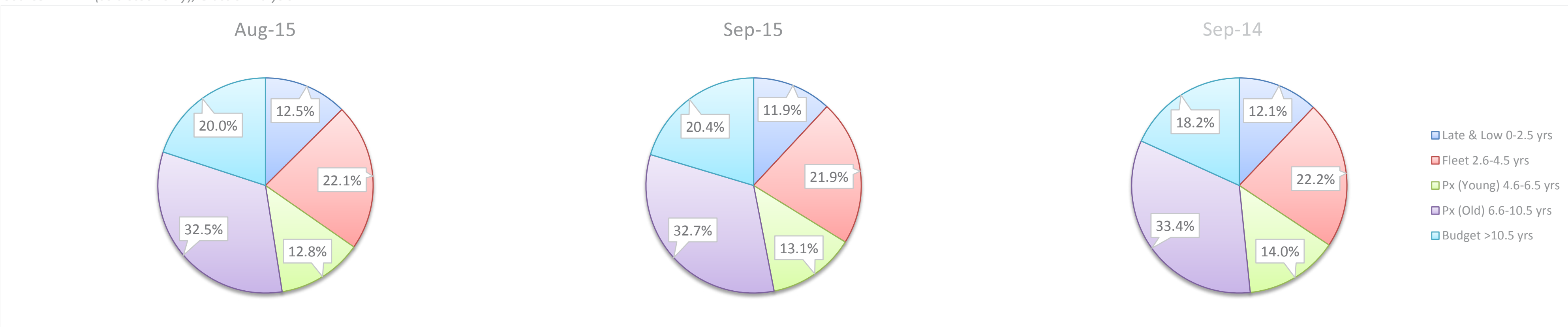
Source: NAMA (sold stock only), Glass's Analysis



Sales Volumes by Age Profile

	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	12 month Total
Late & Low *0 - 2.5 Years*	11,978	9,063	10,278	6,746	13,481	12,893	13,931	11,443	11,492	12,684	13,098	12,505	13,380	140,994
% Difference from previous month	-6.3%	-24.3%	13.4%	-34.4%	99.8%	-4.4%	8.1%	-17.9%	0.4%	10.4%	3.3%	-4.5%	7.0%	
Fleet Profile *2.6 - 4.5 Years*	22,064	22,493	21,122	12,945	26,005	22,423	25,371	25,047	23,387	24,688	24,578	22,068	24,586	274,713
% Difference from previous month	-4.0%	1.9%	-6.1%	-38.7%	100.9%	-13.8%	13.1%	-1.3%	-6.6%	5.6%	-0.4%	-10.2%	11.4%	
PX Profile (Young) *4.6 - 6.5 Years*	13,927	13,360	11,199	6,629	13,270	11,927	15,098	14,866	13,791	13,749	14,689	12,802	14,754	156,134
% Difference from previous month	0.5%	-4.1%	-16.2%	-40.8%	100.2%	-10.1%	26.6%	-1.5%	-7.2%	-0.3%	6.8%	-12.8%	15.2%	
PX Profile (Old) *6.6 - 10.5 Years*	33,142	35,325	28,105	18,164	36,546	34,467	42,376	40,016	35,180	35,689	38,086	32,414	36,709	413,077
% Difference from previous month	-2.4%	6.6%	-20.4%	-35.4%	101.2%	-5.7%	22.9%	-5.6%	-12.1%	1.4%	6.7%	-14.9%	13.3%	
Budget *>10.5 Years*	18,054	22,466	17,584	11,141	21,602	21,138	25,767	27,489	22,902	22,140	23,102	19,891	22,859	258,081
% Difference from previous month	-1.6%	24.4%	-21.7%	-36.6%	93.9%	-2.1%	21.9%	6.7%	-16.7%	-3.3%	4.3%	-13.9%	14.9%	
Total	99,165	102,707	88,288	55,625	110,904	102,848	122,543	118,861	106,752	108,950	113,553	99,680	112,288	1,242,999
% Difference from previous month	-2.7%	3.6%	-14.0%	-37.0%	99.4%	-7.3%	19.1%	-3.0%	-10.2%	2.1%	4.2%	-12.2%	12.6%	

Source: NAMA (sold stock only), Glass's Analysis

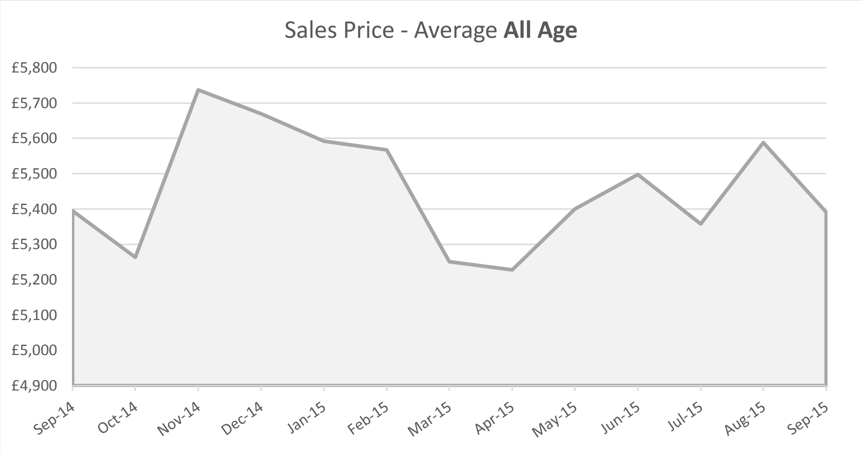


Source: NAMA (sold stock only), Glass's Analysis

Sales Prices by Age Profile

	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15
Late & Low *0 - 2.5 Years*	£14,275	£14,975	£15,075	£15,825	£14,700	£15,050	£14,300	£14,450	£14,750	£14,575	£14,525	£14,800	£14,050
% Difference from previous month	-4%	5%	1%	5%	-7%	2%	-5%	1%	2%	-1%	0%	2%	-5%
Fleet Profile *2.6 - 4.5 Years*	£8,625	£9,050	£8,875	£8,375	£8,650	£8,800	£8,825	£9,200	£8,975	£8,925	£8,800	£8,800	£8,800
% Difference from previous month	0%	5%	-2%	-6%	3%	2%	0%	4%	-2%	-1%	-1%	0%	0%
PX Profile (Young) *4.6 - 6.5 Years*	£5,275	£6,025	£5,950	£5,825	£5,700	£5,750	£5,600	£5,925	£5,800	£5,625	£5,575	£5,650	£5,675
% Difference from previous month	2%	14%	-1%	-2%	-2%	1%	-3%	6%	-2%	-3%	-1%	1%	0.4%
PX Profile (Old) *6.6 - 10.5 Years*	£2,575	£2,850	£2,875	£2,825	£2,800	£2,725	£2,675	£2,850	£2,775	£2,725	£2,650	£2,725	£2,675
% Difference from previous month	1%	11%	1%	-2%	-1%	-3%	-2%	7%	-3%	-2%	-3%	3%	-2%
Budget *>10.5 Years*	£825	£875	£925	£900	£900	£900	£850	£850	£850	£875	£825	£875	£825
% Difference from previous month	6%	6%	6%	-3%	0%	0%	-6%	0%	0%	3%	-6%	6%	-6%
All Age	£5,395	£5,263	£5,737	£5,670	£5,592	£5,567	£5,251	£5,228	£5,400	£5,498	£5,358	£5,588	£5,391
% Difference from previous month	-2%	-2%	9%	-1%	-1%	0%	-6%	0%	3%	2%	-3%	4%	-4%

Source: NAMA (sold stock only), Glass's Analysis



Source: NAMA (sold stock only), Glass's Analysis

Compared to August 2015 Sales Prices in all but the Fleet Profile sector have dropped noticeably. This perhaps reflects a greater volume of pre-registered, ex PCP or rental product in the Late and Low sector and part exchange volumes in other categories. Fleet vehicles have still not returned to the market in significant quantity which has helped prices hold for the month in the Fleet Profile. The marked increase in new car registrations in both August and September has resulted in greater volumes in the other market sectors which has contributed to the drop in values. This decline is expected to continue into October.

Age in Months by Age Profile

	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15
Late & Low *0 - 2.5 Years*	20	16	17	17	19	19	20	18	19	20	20	20	20
% Difference from previous month	2%	-16%	6%	-2%	9%	1%	5%	-8%	6%	4%	2%	1%	0%
100 Age Index*	107.8	90.1	95.1	93.4	101.9	102.4	107.9	99.1	104.6	108.5	110.1	110.7	110.7
Fleet Profile *2.6 - 4.5 Years*	44	40	41	42	43	43	43	41	42	43	44	44	44
% Difference from previous month	1%	-8%	2%	3%	1%	1%	0%	-5%	2%	2%	2%	0%	0%
100 Age Index*	104.7	95.8	97.7	100.9	101.0	101.9	102.2	97.2	99.5	101.9	104.1	104.1	104.3
PX Profile (Young) *4.6 - 6.5 Years*	69	63	64	65	66	67	68	65	66	67	68	68	69
% Difference from previous month	1%	-9%	2%	2%	2%	2%	1%	-5%	1%	2%	1%	0%	1%
100 Age Index*	103.2	93.8	95.4	96.9	99.0	100.6	102.1	96.9	98.1	99.9	101.4	101.1	102.6
PX Profile (Old) *6.6 - 10.5 Years*	104	99	100	101	102	103	104	101	102	103	104	104	105
% Difference from previous month	1%	-5%	1%	1%	1%	1%	1%	-3%	1%	1%	1%	0%	1%
100 Age Index*	102.0	97.2	98.0	99.0	100.1	101.0	102.0	99.1	100.1	101.0	102.0	102.0	103.0
Budget *>10.5 Years*	152	149	149	150	151	152	153	151	151	152	154	154	154
% Difference from previous month	0%	-2%	0%	1%	1%	1%	1%	-1%	0%	1%	1%	0%	0%
100 Age Index*	102.0	99.9	99.9	100.6	100.3	100.9	101.6	100.3	100.3	100.9	102.3	102.3	102.3
All Age	84	85	81	83	83	85	88	87	86	85	87	85	87
% Difference from previous month	1%	1%	-4%	2%	0%	3%	3%	0%	-2%	-1%	2%	-2%	2%
100 Age Index*	106.6	107.7	103.1	104.8	98.6	101.1	104.0	103.6	101.7	100.9	102.8	101.3	102.8

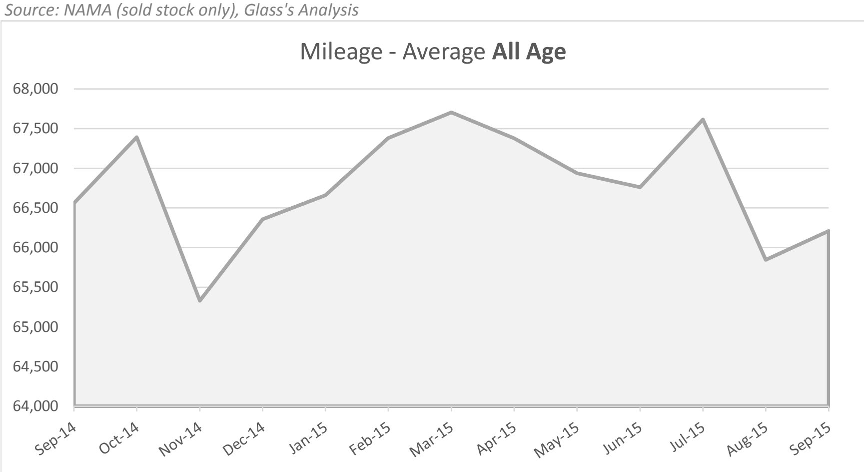
Source: NAMA (sold stock only), Glass's Analysis

**100 = Jan15 (2014 Average) <Jan15 (2013 Average)*

Mileage by Age Profile

	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15
Late & Low *0 - 2.5 Years*	17,607	15,381	15,849	15,344	17,010	16,846	17,898	16,110	16,394	17,272	17,767	17,515	17,571
% Difference from previous month	-1.0%	-12.6%	3.0%	-3.2%	10.9%	-1.0%	6.2%	-10.0%	1.8%	5.4%	2.9%	-1.4%	0.3%
Fleet Profile *2.6 - 4.5 Years*	51,688	46,688	47,917	50,740	50,446	51,307	50,280	47,505	48,908	50,032	50,925	49,007	48,959
% Difference from previous month	4.0%	-9.7%	2.6%	5.9%	-0.6%	1.7%	-2.0%	-5.5%	3.0%	2.3%	1.8%	-3.8%	-0.1%
PX Profile (Young) *4.6 - 6.5 Years*	63,867	62,637	62,506	63,988	63,132	63,456	62,135	60,760	61,228	62,227	62,256	61,374	61,922
% Difference from previous month	0.2%	-1.9%	-0.2%	2.4%	-1.3%	0.5%	-2.1%	-2.2%	0.8%	1.6%	0.0%	-1.4%	0.9%
PX Profile (Old) *6.6 - 10.5 Years*	80,297	78,889	79,693	80,411	81,321	81,241	80,321	79,024	79,827	80,540	80,878	80,275	79,870
% Difference from previous month	-0.6%	-1.8%	1.0%	0.9%	1.1%	-0.1%	-1.1%	-1.6%	1.0%	0.9%	0.4%	-0.7%	-0.5%
Budget *>10.5 Years*	94,061	93,847	94,014	93,887	94,521	94,866	94,303	93,459	94,344	94,366	95,185	94,276	94,057
% Difference from previous month	-1.4%	-0.2%	0.2%	-0.1%	0.7%	0.4%	-0.6%	-0.9%	0.9%	0.0%	0.9%	-1.0%	-0.2%
All Age	66,558	67,391	65,331	66,357	66,659	67,380	67,704	67,379	66,936	66,760	67,617	65,846	66,208
% Difference from previous month	0.6%	1.3%	-3.1%	1.6%	0.5%	1.1%	0.5%	-0.5%	-0.7%	-0.3%	1.3%	-2.6%	0.5%

Source: NAMA (sold stock only), Glass's Analysis



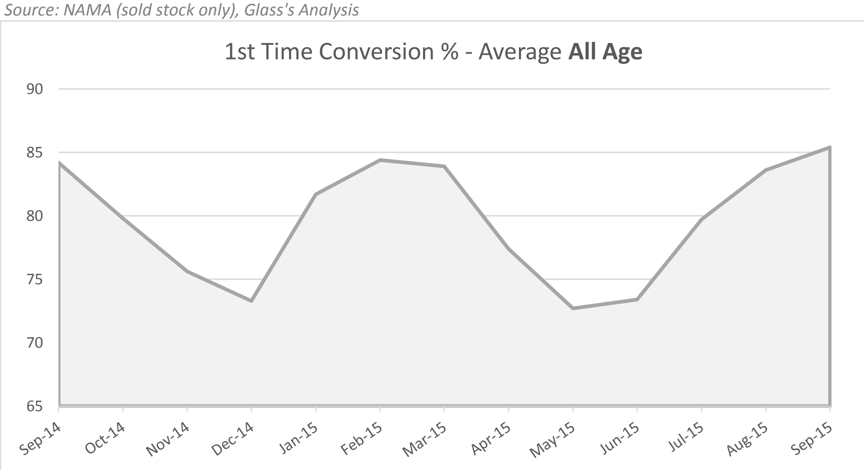
Source: NAMA (sold stock only), Glass's Analysis

There have been no significant changes during this month.

Vehicles Sold First Time by Age Profile

	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15
Late & Low *0 - 2.5 Years*	87.2	78.0	75.0	77.3	82.1	86.1	87.7	82.4	79.5	77.0	82.9	84.2	83.7
Δ to previous month (% points)	3.7	-9.2	-3.0	2.3	4.8	4.0	1.6	-5.3	-2.9	-2.5	5.9	1.3	-0.5
Fleet Profile *2.6 - 4.5 Years*	82.5	77.0	67.2	64.9	77.2	84.8	89.0	81.1	73.7	71.6	80.6	84.1	85.1
Δ to previous month (% points)	4.6	-5.5	-9.8	-2.3	12.3	7.6	4.2	-7.9	-7.4	-2.1	9.0	3.5	1.0
PX Profile (Young) *4.6 - 6.5 Years*	81.0	73.2	67.2	61.9	77.8	82.6	82.4	74.3	64.5	64.4	75.1	80.7	83.1
Δ to previous month (% points)	6.4	-7.8	-6.0	-5.3	15.9	4.8	-0.2	-8.1	-9.8	-0.1	10.7	5.6	2.4
PX Profile (Old) *6.6 - 10.5 Years*	83.8	80.0	77.6	74.0	82.2	82.7	79.4	71.8	67.4	70.1	76.6	82.1	85.0
Δ to previous month (% points)	4.5	-3.8	-2.4	-3.6	8.2	0.5	-3.3	-7.6	-4.4	2.7	6.5	5.5	2.9
Budget *>10.5 Years*	87.1	86.3	86.1	84.1	88.1	86.3	84.2	80.8	79.7	83.0	84.4	86.9	88.8
Δ to previous month (% points)	1.6	-0.8	-0.2	-2.0	4.0	-1.8	-2.1	-3.4	-1.1	3.3	1.4	2.5	1.9
All Age	84.2	79.8	75.6	73.3	81.7	84.4	83.9	77.4	72.7	73.4	79.7	83.6	85.4
Δ to previous month (% points)	4.1	-4.4	-4.2	-2.3	8.4	2.7	-0.5	-6.5	-4.7	0.7	6.3	3.9	1.8

Source: NAMA (sold stock only), Glass's Analysis



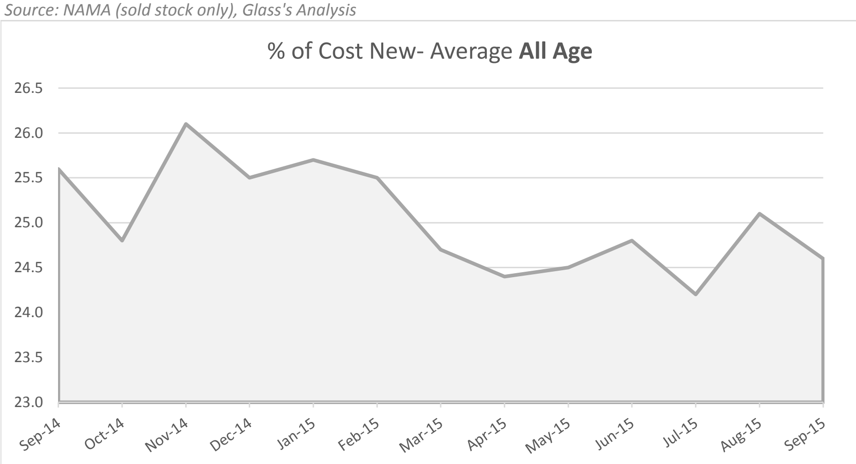
Source: NAMA (sold stock only), Glass's Analysis

Except for the Late and Low profile, conversion rates have continued to trend upwards in September from August which is in line with positive consumer demand during the month. As such both the supermarkets and smaller dealers have continued to buy stock for the retail consumer. Franchised dealers have bought less cars as part exchange stock has arrived in quantity, but they are buying stock tactically that they know they can sell to make sure they achieve the purchase targets they have agreed with their manufacturer partners. Conversion rates are also up on the equivalent month 2014 except for the Late and Low sector which has seen a fall of 3.5%.

OCN Percentage by Age Profile

	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15
Late & Low *0 - 2.5 Years*	59.3	61.0	59.5	60.1	58.4	59.1	58.3	59.3	58.3	57.6	56.9	57.5	56.9
Δ to previous month (% points)	0.3	1.7	-1.5	0.6	-1.7	0.7	-0.8	1.0	-1.0	-0.7	-0.7	0.6	-0.6
Fleet Profile *2.6 - 4.5 Years*	38.7	40.1	38.8	37.1	37.8	38.3	39.1	40.1	38.8	38.4	38.1	38.6	38.4
Δ to previous month (% points)	0.1	1.4	-1.3	-1.7	0.7	0.5	0.8	1.0	-1.3	-0.4	-0.3	0.5	-0.2
PX Profile (Young) *4.6 - 6.5 Years*	27.4	29.4	28.6	27.8	28.1	28.2	28.3	29.0	28.1	27.4	27.1	27.4	27.4
Δ to previous month (% points)	0.3	2.0	-0.8	-0.8	0.3	0.1	0.1	0.7	-0.9	-0.7	-0.3	0.3	0.0
PX Profile (Old) *6.6 - 10.5 Years*	14.3	15.6	15.5	15.0	15.1	15.2	15.0	15.4	14.8	14.3	14.0	14.4	14.2
Δ to previous month (% points)	0.2	1.3	-0.1	-0.5	0.1	0.1	-0.2	0.4	-0.6	-0.5	-0.3	0.4	-0.2
Budget *>10.5 Years*	5.1	5.5	5.6	5.5	5.6	5.5	5.2	5.2	5.0	5.0	4.8	4.9	4.9
Δ to previous month (% points)	0.2	0.3	0.1	-0.1	0.1	-0.1	-0.3	0.0	-0.2	0.0	-0.2	0.1	-0.1
All Age	25.6	24.8	26.1	25.5	25.7	25.5	24.7	24.4	24.5	24.8	24.2	25.1	24.6
Δ to previous month (% points)	-0.1	-0.8	1.3	-0.6	0.2	-0.2	-0.8	-0.3	0.1	0.3	-0.6	0.9	-0.5

Source: NAMA (sold stock only), Glass's Analysis



Source: NAMA (sold stock only), Glass's Analysis

There have been no significant changes during this month.