

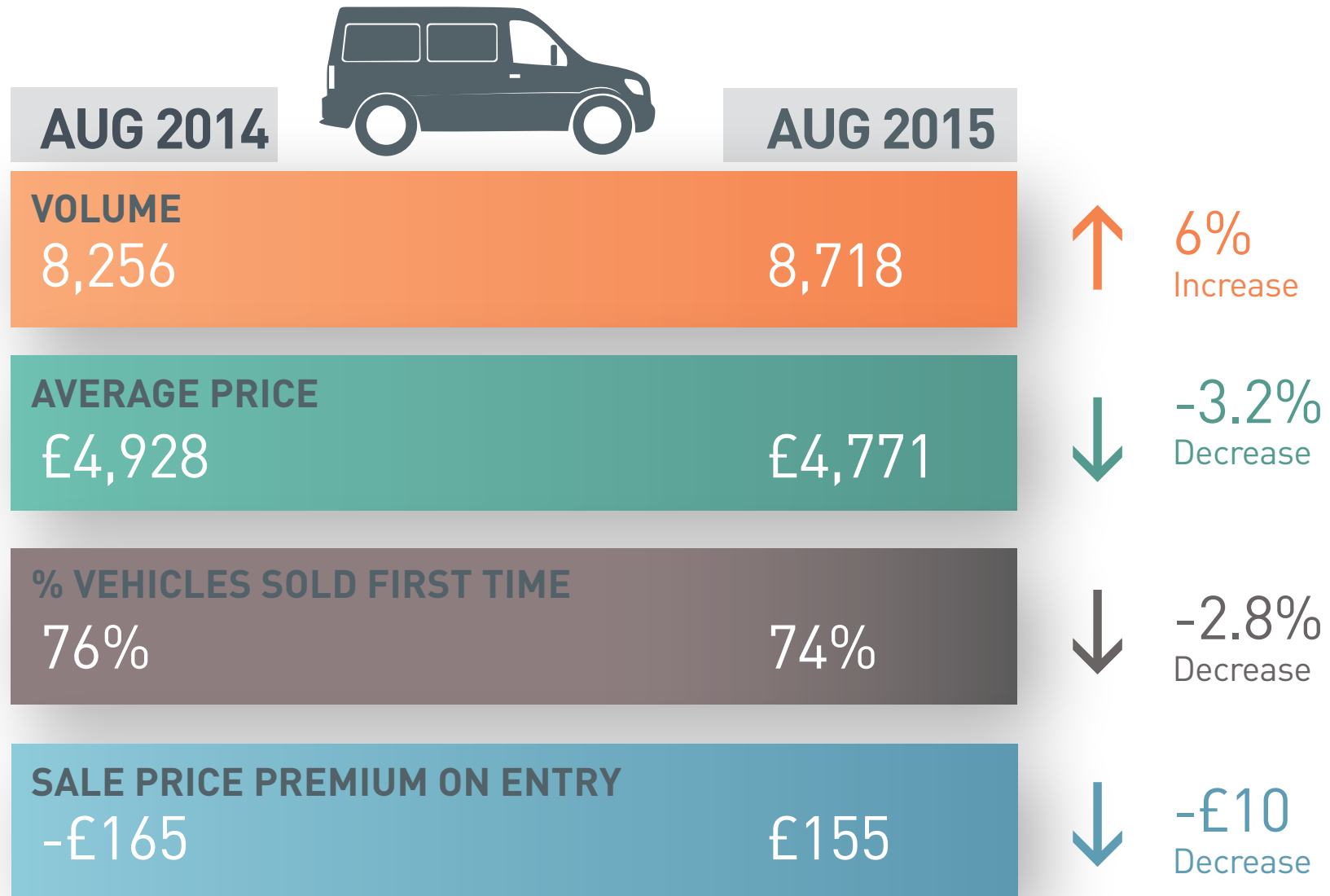
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Auction Report - LCV

September 2015

na
ma
NATIONAL ASSOCIATION
OF MOTOR AUCTIONS

KEY YEAR ON YEAR COMPARISONS



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NAMA used LCV market commentary for September 2015

Whole market – August compared to July

- Sales volumes reduced by 16.8% over July but sat 6% up on last year
- First time conversion rate rallies to 73.5%
- Average mileage falls below 80,000 miles for the first time this year
- Average age continues to fall
- Average value falls by 1%

Volume changes - by age

	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15
<2 Years	478	684	460	499	400	484	573	471
% Difference from previous month	70.1%	43.1%	-32.7%	8.5%	-19.8%	21.0%	18.4%	-17.8%

2 - 4 Years	3,158	3,236	3,848	2,537	2,673	2,985	3,123	2,897
% Difference from previous month	118.5%	2.5%	18.9%	-34.1%	5.4%	11.7%	4.6%	-7.2%

4.1 - 6 Years	2,422	2,613	2,635	2,646	2,635	2,944	3,032	2,514
% Difference from previous month	92.2%	7.9%	0.8%	0.4%	-0.4%	11.7%	3.0%	-17.1%

Over 6 Years	3,672	4,033	4,386	4,291	3,859	3,789	3,750	2,836
% Difference from previous month	133.0%	9.8%	8.8%	-2.2%	-10.1%	-1.8%	-1.0%	-24.4%

Total	9,730	10,566	11,329	9,973	9,567	10,202	10,478	8,718
% Difference from previous month	113.3%	8.6%	7.2%	-12.0%	-4.1%	6.6%	2.7%	-16.8%

Comment:

Auction activity is often lack lustre during August with a noticeable reduction of buyers in halls due to holiday commitments. It is a month that also sees a reduction in fresh fleet entries with many contract hire and leasing change cycles set up to coincide with the plate change in September.

This August was no exception and as a consequence volumes sold fell to the lowest point this year, down 16.8% on last month. The general trend that is emerging however, of year on year increases in auction volumes, is again reflected with a 6% increase in volumes sold in August versus this time last year.

Mileage changes - by age

	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15
<2 Years	24,239	21,977	15,509	17,993	18,774	20,524	22,289	23,489
% Difference from previous month	11.7%	-9.3%	-29.4%	16.0%	4.3%	9.3%	8.6%	5.4%

2 - 4 Years	68,488	65,936	64,748	60,802	59,432	60,440	62,852	61,262
% Difference from previous month	6.0%	-3.7%	-1.8%	-6.1%	-2.3%	1.7%	4.0%	-2.5%

4.1 - 6 Years	86,367	87,877	88,077	84,201	83,456	79,925	81,190	80,817
% Difference from previous month	3.6%	1.7%	0.2%	-4.4%	-0.9%	-4.2%	1.6%	-0.5%

Over 6 Years	105,194	102,965	101,059	101,025	102,600	104,423	103,854	104,344
% Difference from previous month	-4.4%	-2.1%	-1.9%	0.0%	1.6%	1.8%	-0.5%	0.5%

Average All Age	84,617	82,650	82,232	82,175	81,761	80,504	80,615	78,875
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Comment:

Average mileage fell below 80,000 miles for the first time this year in August, standing at 78,875 miles. Whilst we have seen a gradual reduction in average mileages throughout this year, it is likely that August's reduction has more to do with buyers being more selective rather than there being many more low mileage vehicles on offer. If volumes start to ramp up during late September and early October as would normally be expected, with the extra volume will come extra choice, so buyers may have been reluctant to invest in anything other than the very best examples during August.

Price changes - by age

	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15
<2 Years	£11,475	£11,410	£11,530	£11,560	£11,135	£11,005	£11,355	£11,620
% Difference from previous month	12.0%	-0.6%	1.1%	0.3%	-3.7%	-1.2%	3.2%	2.3%

2 - 4 Years	£6,605	£6,530	£6,690	£6,835	£6,670	£6,540	£6,415	£6,320
% Difference from previous month	-7.7%	-1.1%	2.5%	2.2%	-2.4%	-1.9%	-1.9%	-1.5%

4.1 - 6 Years	£4,750	£4,615	£4,460	£4,825	£4,715	£4,770	£4,640	£4,365
% Difference from previous month	-1.1%	-2.8%	-3.4%	8.2%	-2.3%	1.2%	-2.7%	-5.9%

Over 6 Years	£2,365	£2,275	£2,180	£2,265	£2,405	£2,330	£2,370	£2,415
% Difference from previous month	-5.8%	-3.8%	-4.2%	3.9%	6.2%	-3.1%	1.7%	1.9%

Average All Age	£4,783	£4,749	£4,623	£4,572	£4,599	£4,677	£4,723	£4,771
% Difference from previous month	-6.0%	-0.7%	-2.7%	-1.1%	0.6%	1.7%	1.0%	1.0%

Comment:

The average hammer price across the LCV sector of the market increased by 1% in August to £4,771. This is the second highest value this year, beaten only by the average prices that were achieved in January, which is typically expected to be a strong month. Average values of vehicles up to 2 years of age increased in August by 2.3% to £11,620 which is £1,200 up on August last year across a similar volume, although based on a slightly lower average mileage. As has been touched on in previous reports it is difficult to draw too many concrete conclusions from average hammer prices, but again the strong prices this month may be a further indicator of buyers choosing only the best stock, but being prepared to pay reasonable money for the privilege.

Market Overview

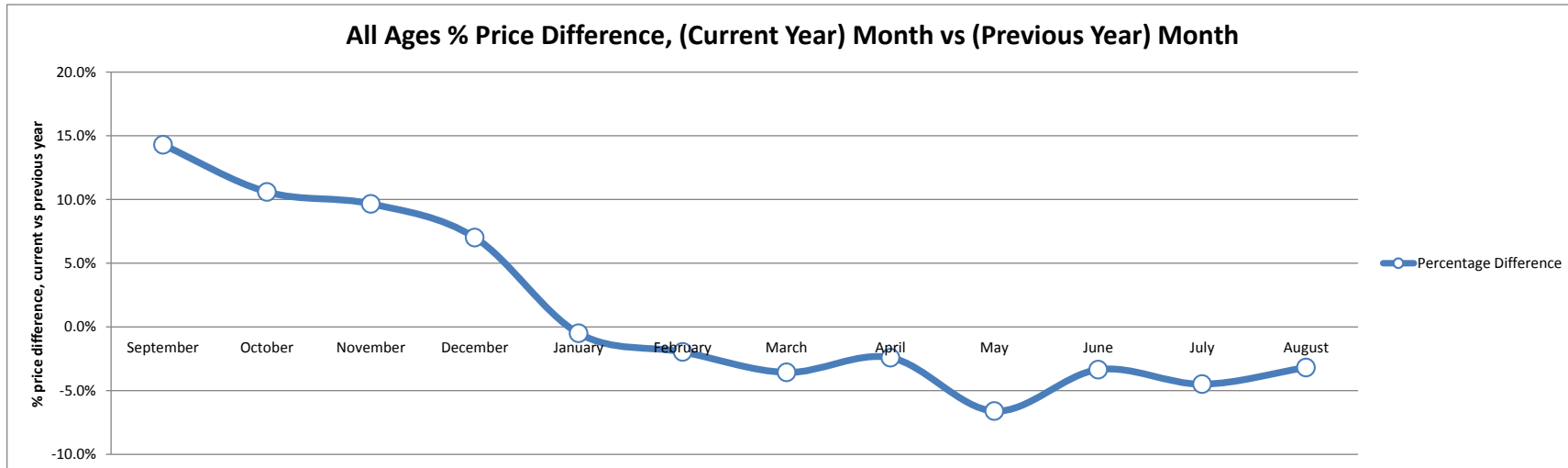
As a consequence of a reduction of fresh entries, first time conversion rates rallied from the lows of July but still sat almost 3% down on last year. It is becoming noticeable that unsold stock is appearing on a regular basis with vendors often choosing to move units between auction sites to gain a fresh audience. Poor vehicle condition continues to contribute to the volume of re-runs and with buyers getting used to having enough choice in order to be able to cherry pick the best examples, it makes disposing of problem units that much harder. As we look ahead to the back end of September and early October when it would be expected that fresh entries will increase following September's plate change, extra choice will increase further. Vendors are therefore encouraged to dispose of problem vehicles now, despite potential losses before the increase in volume starts arriving in halls.

Whole Market Summary

	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Aug-14	Aug-15	Year on Year Diff
Sales Volumes All Ages	8,256	7,991	8,265	7,177	4,562	9,730	10,566	11,329	9,973	9,567	10,202	10,478	8,718	8,256	8,718	6%
% Difference to previous month	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	7.2%	-12.0%	-4.1%	6.6%	2.7%	-16.8%	-8.7%	-16.8%	-8.1%
Average Age in Months	63.8	65.4	65.5	66.3	65.9	68.8	68.6	70.1	70.6	69.3	67.7	67.2	65.9	63.8	65.9	2.1
Average Mileage	81,521	82,147	83,843	82,772	82,831	84,617	82,650	82,232	82,175	81,761	80,504	80,615	78,875	81,521	78,875	-2,646
Average No. of Entries	1.4	1.3	1.3	1.3	1.4	1.3	1.4	1.4	1.4	1.4	1.5	1.5	1.4	1.4	1.4	0.0
% Vehicles Sold 1st Time	76.3%	79.7%	83.1%	82.1%	75.4%	75.6%	71.5%	72.4%	72.2%	77.5%	71.3%	67.9%	73.5%	76.3%	73.5%	-2.8%
Average No. Days on Site	13.8	12.9	11.5	13.2	12.8	17.2	15.0	14.9	15.7	14.9	15.4	15.6	16.4	13.8	16.4	2.6
Average Sales Prices All Ages	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,599	£4,677	£4,723	£4,771	£4,928	£4,771	-3.2%
% Difference to previous month	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	-2.7%	-1.1%	0.6%	1.7%	1.0%	1.0%	-0.3%	1.0%	1.4%
% OCN	27.0	27.1	28.0	27.6	27.8	26.0	25.5	25.4	25.3	25.7	25.9	25.9	26.1	27.0	26.1	-0.9

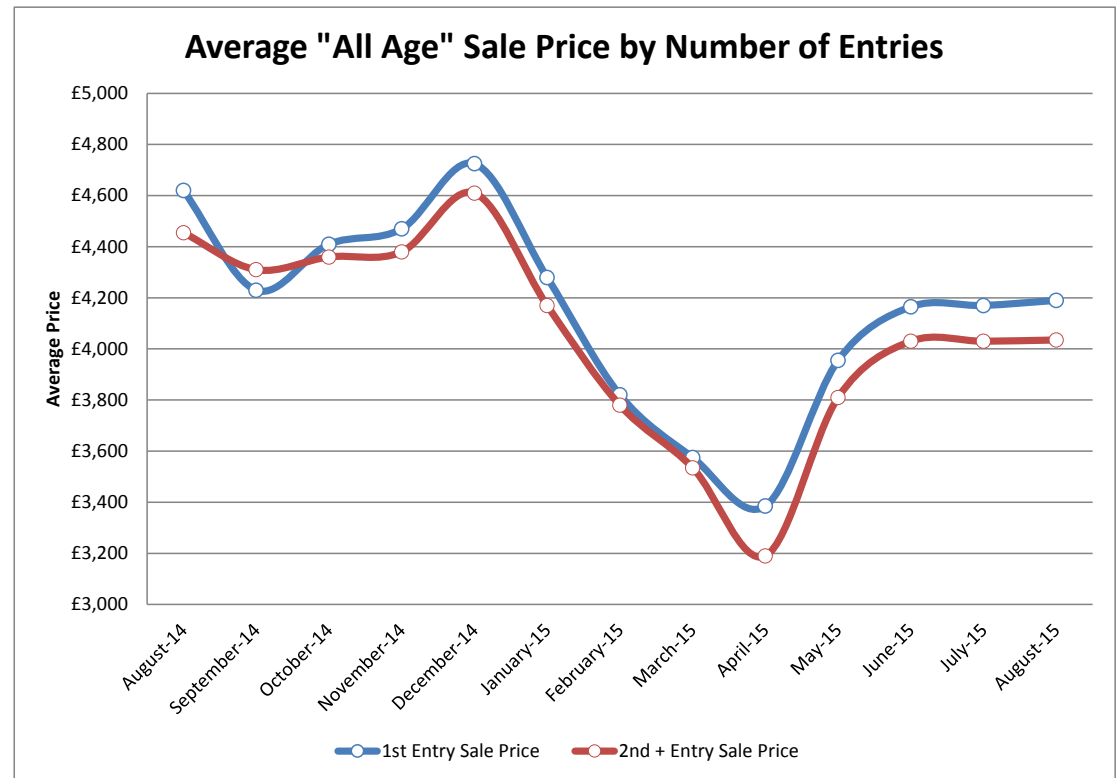
Average Sale Price Year on Year

	September	October	November	December	January	February	March	April	May	June	July	August
Average All Ages Sales Price Previous Year* <i>2014 < January</i>	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928
Average All Ages Sales Price Current Year** <i>2015 > January</i>	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,599	£4,677	£4,723	£4,771
Percentage Difference	14.3%	10.6%	9.7%	7.0%	-0.5%	-2.0%	-3.6%	-2.4%	-6.6%	-3.3%	-4.5%	-3.2%



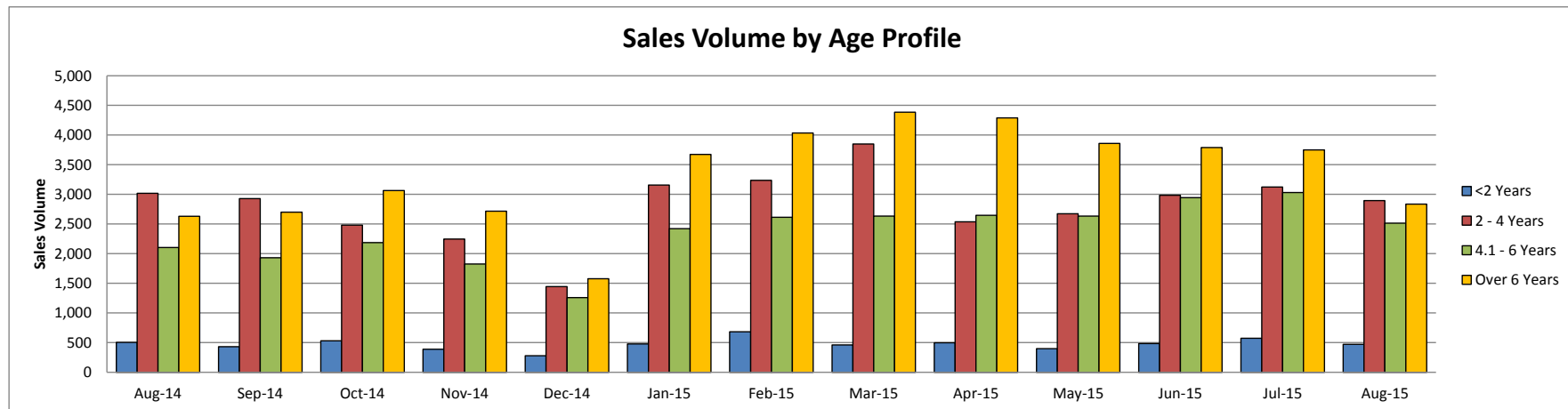
Sales Price Compared to Number of Entries (all ages)

	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
August-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%
June-15	£4,165	63.6	£4,030	62.9	£135	3%
July-15	£4,170	62.2	£4,030	60.6	£140	3%
August-15	£4,190	61.1	£4,035	59.6	£155	4%



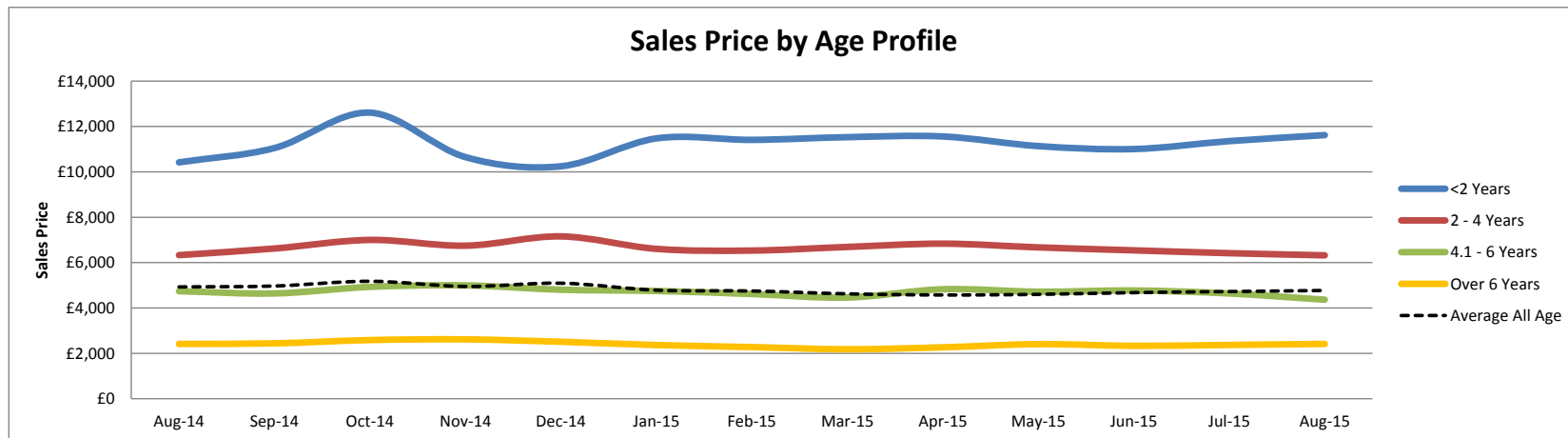
Sales Volume by Age Profile

	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	12 month Total
<2 Years	504	431	531	389	281	478	684	460	499	400	484	573	471	5,681
% Difference from previous month	-17.9%	-14.5%	23.2%	-26.7%	-27.8%	70.1%	43.1%	-32.7%	8.5%	-19.8%	21.0%	18.4%	-17.8%	
2 - 4 Years	3,017	2,927	2,483	2,245	1,445	3,158	3,236	3,848	2,537	2,673	2,985	3,123	2,897	33,557
% Difference from previous month	3.3%	-3.0%	-15.2%	-9.6%	-35.6%	118.5%	2.5%	18.9%	-34.1%	5.4%	11.7%	4.6%	-7.2%	
4.1 - 6 Years	2,105	1,933	2,187	1,826	1,260	2,422	2,613	2,635	2,646	2,635	2,944	3,032	2,514	28,647
% Difference from previous month	-14.4%	-8.2%	13.1%	-16.5%	-31.0%	92.2%	7.9%	0.8%	0.4%	-0.4%	11.7%	3.0%	-17.1%	
Over 6 Years	2,630	2,700	3,064	2,717	1,576	3,672	4,033	4,386	4,291	3,859	3,789	3,750	2,836	40,673
% Difference from previous month	-13.8%	2.7%	13.5%	-11.3%	-42.0%	133.0%	9.8%	8.8%	-2.2%	-10.1%	-1.8%	-1.0%	-24.4%	
Total	8,256	7,991	8,265	7,177	4,562	9,730	10,566	11,329	9,973	9,567	10,202	10,478	8,718	108,558
% Difference from previous month	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	7.2%	-12.0%	-4.1%	6.6%	2.7%	-16.8%	



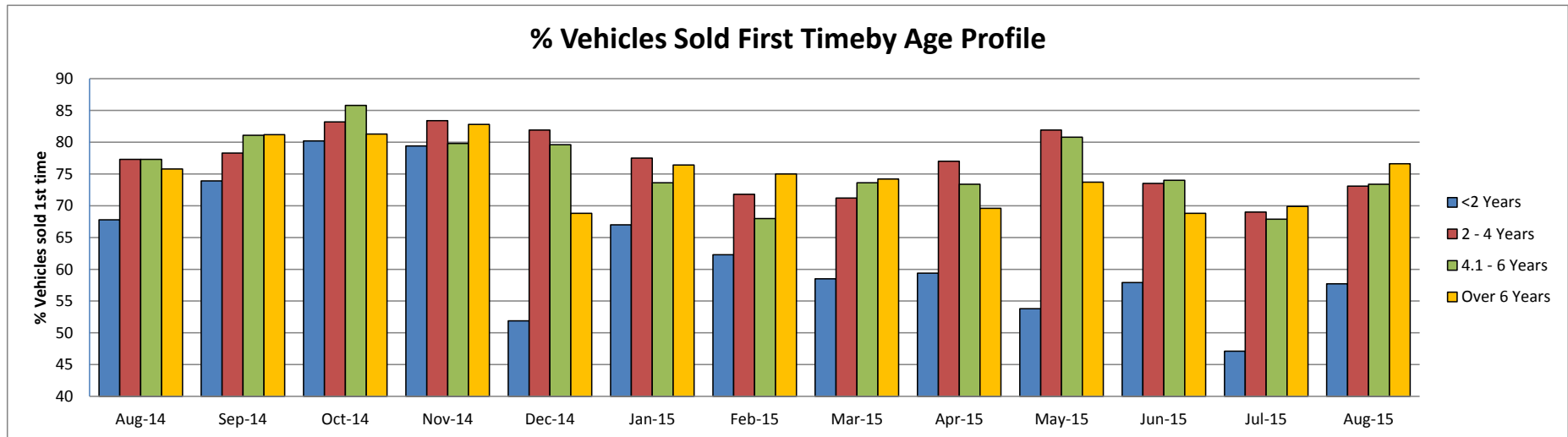
Sales Price by Age Profile

	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15
<2 Years	£10,420	£11,050	£12,610	£10,650	£10,245	£11,475	£11,410	£11,530	£11,560	£11,135	£11,005	£11,355	£11,620
<i>% Difference from previous month</i>	-5.1%	6.0%	14.1%	-15.5%	-3.8%	12.0%	-0.6%	1.1%	0.3%	-3.7%	-1.2%	3.2%	2.3%
2 - 4 Years	£6,330	£6,620	£7,000	£6,745	£7,155	£6,605	£6,530	£6,690	£6,835	£6,670	£6,540	£6,415	£6,320
<i>% Difference from previous month</i>	-3.4%	4.6%	5.7%	-3.6%	6.1%	-7.7%	-1.1%	2.5%	2.2%	-2.4%	-1.9%	-1.9%	-1.5%
4.1 - 6 Years	£4,740	£4,640	£4,930	£4,995	£4,805	£4,750	£4,615	£4,460	£4,825	£4,715	£4,770	£4,640	£4,365
<i>% Difference from previous month</i>	3.4%	-2.1%	6.3%	1.3%	-3.8%	-1.1%	-2.8%	-3.4%	8.2%	-2.3%	1.2%	-2.7%	-5.9%
Over 6 Years	£2,415	£2,440	£2,585	£2,615	£2,510	£2,365	£2,275	£2,180	£2,265	£2,405	£2,330	£2,370	£2,415
<i>% Difference from previous month</i>	-2.8%	1.0%	5.9%	1.2%	-4.0%	-5.8%	-3.8%	-4.2%	3.9%	6.2%	-3.1%	1.7%	1.9%
Average All Age	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,599	£4,677	£4,723	£4,771
<i>% Difference from previous month</i>	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	-2.7%	-1.1%	0.6%	1.7%	1.0%	1.0%



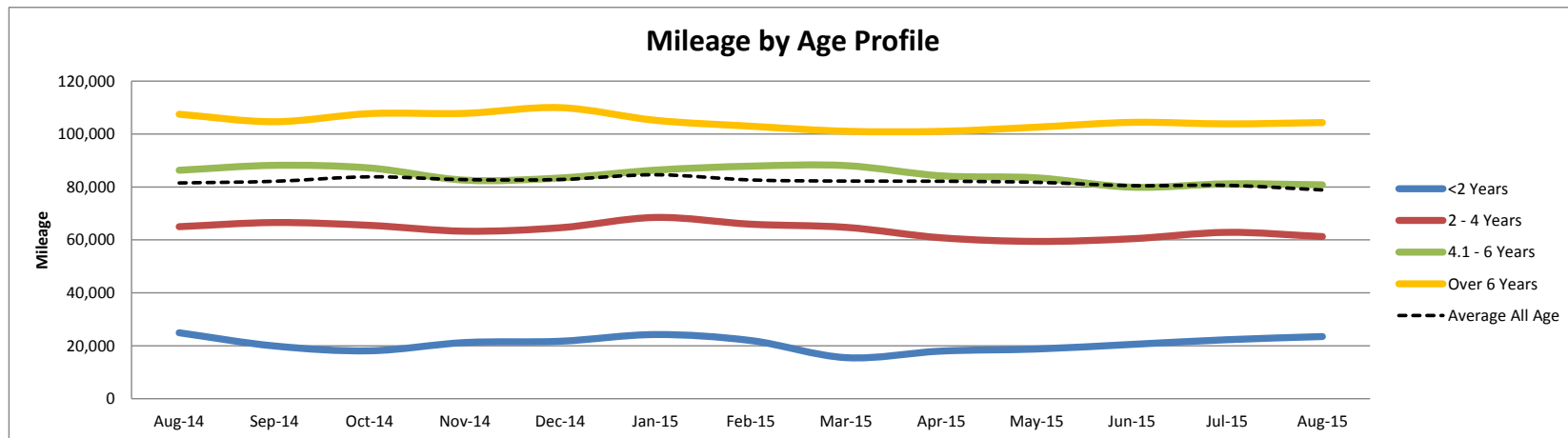
% Vehicles Sold First Time by Age Profile

	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15
<2 Years	68	74	80	79	52	67	62	59	59	54	58	47	58
% Difference from previous month	4.8%	9.0%	8.5%	-1.0%	-34.6%	29.1%	-7.0%	-6.1%	1.5%	-9.4%	7.6%	-18.7%	22.5%
2 - 4 Years	77	78	83	83	82	78	72	71	77	82	74	69	73
% Difference from previous month	8.9%	1.3%	6.3%	0.2%	-1.8%	-5.4%	-7.4%	-0.8%	8.1%	6.4%	-10.3%	-6.1%	5.9%
4.1 - 6 Years	77	81	86	80	80	74	68	74	73	81	74	68	73
% Difference from previous month	3.5%	4.9%	5.8%	-7.0%	-0.3%	-7.5%	-7.6%	8.2%	-0.3%	10.1%	-8.4%	-8.2%	8.1%
Over 6 Years	76	81	81	83	69	76	75	74	70	74	69	70	77
% Difference from previous month	-4.8%	7.1%	0.1%	1.8%	-16.9%	11.0%	-1.8%	-1.1%	-6.2%	5.9%	-6.6%	1.6%	9.6%



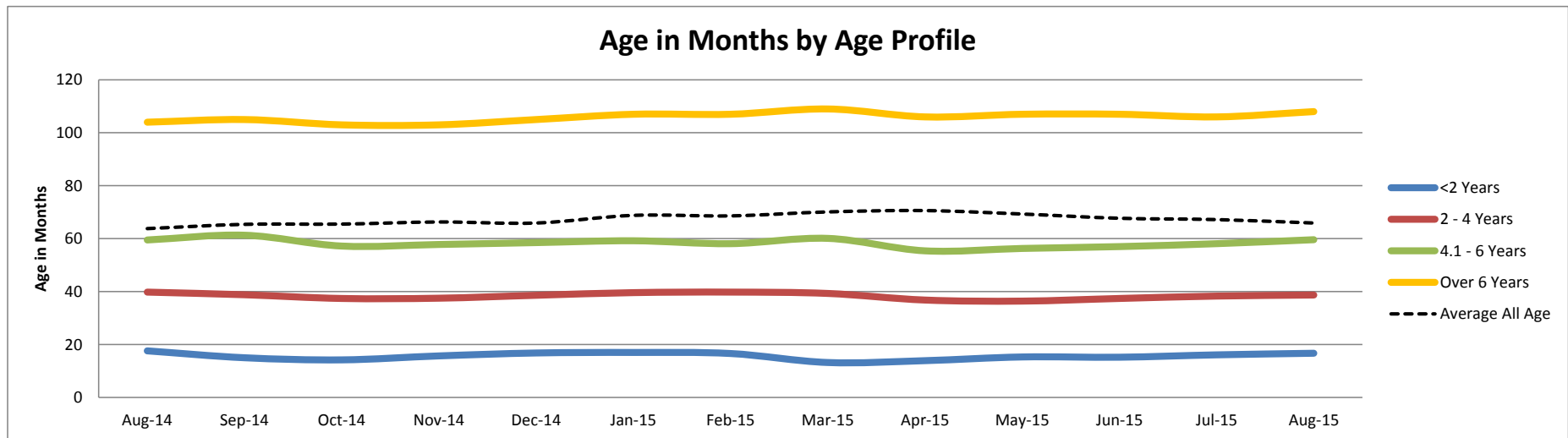
Mileage by Age Profile

	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15
<2 Years	24,913	19,918	18,102	21,222	21,708	24,239	21,977	15,509	17,993	18,774	20,524	22,289	23,489
<i>% Difference from previous month</i>	12.1%	-20.0%	-9.1%	17.2%	2.3%	11.7%	-9.3%	-29.4%	16.0%	4.3%	9.3%	8.6%	5.4%
2 - 4 Years	64,998	66,571	65,497	63,286	64,606	68,488	65,936	64,748	60,802	59,432	60,440	62,852	61,262
<i>% Difference from previous month</i>	-0.5%	2.4%	-1.6%	-3.4%	2.1%	6.0%	-3.7%	-1.8%	-6.1%	-2.3%	1.7%	4.0%	-2.5%
4.1 - 6 Years	86,323	88,171	87,175	82,573	83,405	86,367	87,877	88,077	84,201	83,456	79,925	81,190	80,817
<i>% Difference from previous month</i>	-2.3%	2.1%	-1.1%	-5.3%	1.0%	3.6%	1.7%	0.2%	-4.4%	-0.9%	-4.2%	1.6%	-0.5%
Over 6 Years	107,482	104,653	107,724	107,820	109,981	105,194	102,965	101,059	101,025	102,600	104,423	103,854	104,344
<i>% Difference from previous month</i>	4.3%	-2.6%	2.9%	0.1%	2.0%	-4.4%	-2.1%	-1.9%	0.0%	1.6%	1.8%	-0.5%	0.5%
Average All Age	81,521	82,147	83,843	82,772	82,831	84,617	82,650	82,232	82,175	81,761	80,504	80,615	78,875
<i>% Difference from previous month</i>	0.2%	0.8%	2.1%	-1.3%	0.1%	2.2%	-2.3%	-0.5%	-0.1%	-0.5%	-1.5%	0.1%	-2.2%



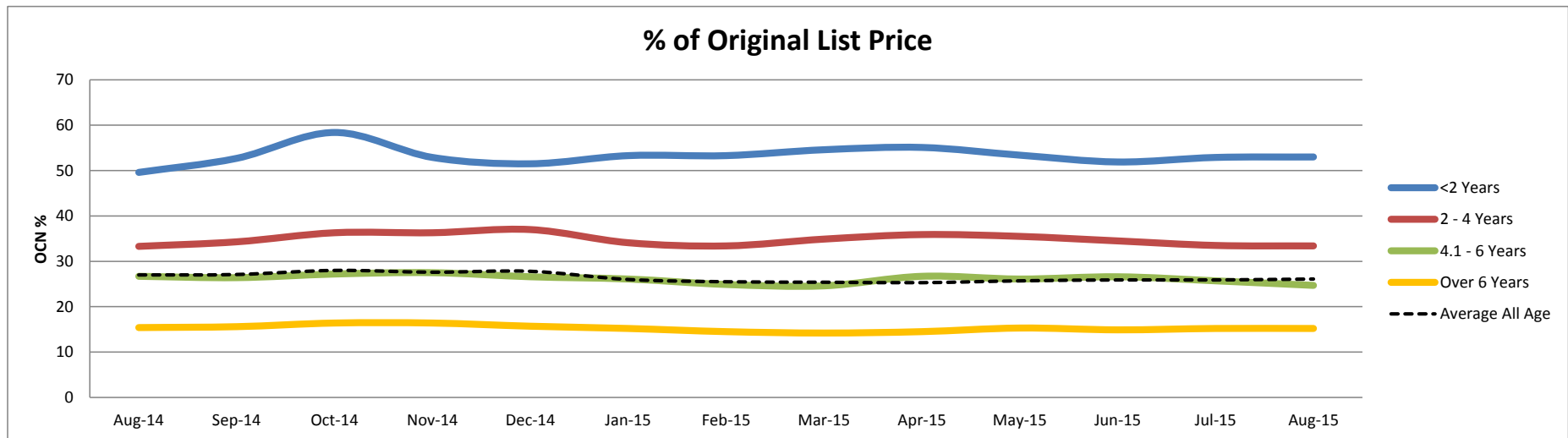
Age in Months by Age Profile

	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15
<2 Years	18	15	14	16	17	17	17	13	14	15	15	16	17
% Difference from previous month	8.0%	-14.8%	-5.3%	10.6%	7.0%	1.2%	-2.4%	-20.5%	5.3%	10.1%	-0.7%	5.9%	3.7%
2 - 4 Years	40	39	37	38	39	40	40	39	37	36	37	38	39
% Difference from previous month	3.4%	-2.5%	-3.6%	0.3%	2.9%	2.6%	0.5%	-1.3%	-6.4%	-1.1%	2.7%	2.4%	1.0%
4.1 - 6 Years	60	61	57	58	59	59	58	60	55	56	57	58	60
% Difference from previous month	1.7%	3.0%	-6.7%	1.0%	1.2%	1.2%	-1.9%	3.4%	-7.8%	1.6%	1.2%	1.9%	2.6%
Over 6 Years	104	105	103	103	105	107	107	109	106	107	107	106	108
% Difference from previous month	2.0%	1.0%	-1.9%	0.0%	1.9%	1.9%	0.0%	1.9%	-2.8%	0.9%	0.0%	-0.9%	1.9%



Percentage of Original List Price by Age Profile

	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15
<2 Years	50	53	58	53	52	53	53	55	55	53	52	53	53
<i>% Difference from previous month</i>	-3.1%	6.3%	10.8%	-9.4%	-2.6%	3.5%	0.0%	2.4%	0.9%	-3.1%	-2.8%	1.9%	0.2%
2 - 4 Years	33	34	36	36	37	34	33	35	36	36	35	34	33
<i>% Difference from previous month</i>	-1.5%	3.0%	5.8%	0.0%	1.9%	-7.8%	-2.1%	4.5%	2.9%	-1.1%	-2.8%	-2.9%	-0.3%
4.1 - 6 Years	27	26	27	28	27	26	25	25	27	26	27	26	25
<i>% Difference from previous month</i>	2.7%	-1.1%	3.0%	1.1%	-3.3%	-1.9%	-4.6%	-1.2%	8.5%	-2.2%	1.9%	-3.4%	-3.9%
Over 6 Years	15	16	16	16	16	15	15	14	15	15	15	15	15
<i>% Difference from previous month</i>	-4.3%	1.3%	5.1%	0.0%	-4.3%	-3.2%	-4.6%	-2.1%	2.1%	5.5%	-2.6%	2.0%	0.0%



<2 Years Summary by Weight Band

	<2 Years	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15
SMALL LCV (<2.6)	Average age in months	19	15	15	15	17	17	17	12	14	15	15	17	17
	Recorded mileage	25085	19499	19765	23583	22976	23649	21471	11909	16658	16373	18366	20907	22942
	Conversion rate	67%	63%	83%	80%	32%	69%	67%	55%	45%	62%	54%	55%	76%
	Sales volumes	182	145	177	147	112	150	222	147	136	113	138	150	96
	Sales prices	£6,688	£7,191	£8,219	£6,687	£6,831	£6,889	£7,232	£7,129	£7,300	£6,812	£6,488	£6,466	£6,596
	% New Price	43%	46%	52%	46%	44%	46%	46%	48%	50%	47%	44%	44%	44%
MEDIUM LCV (2.6 - 3.495)	Average age in months	16	16	14	16	17	17	17	14	15	16	15	16	17
	Recorded mileage	21968	21193	17072	17794	18076	24699	22681	19254	20771	20243	20962	23040	22756
	Conversion rate	58%	63%	79%	73%	56%	64%	54%	56%	48%	30%	48%	52%	67%
	Sales volumes	140	136	174	103	102	161	243	154	178	132	181	218	208
	Sales prices	£11,127	£11,724	£13,909	£10,591	£11,020	£11,998	£11,898	£11,820	£11,354	£10,775	£11,658	£11,639	£11,385
	% New Price	53%	55%	63%	52%	54%	54%	55%	56%	54%	51%	55%	55%	54%
LARGE LCV (3.5)	Average age in months	20	16	14	17	18	18	17	13	14	16	16	17	17
	Recorded mileage	35025	22101	20008	30557	30828	32789	25668	17674	22735	26337	28015	27434	29886
	Conversion rate	69%	88%	81%	77%	44%	55%	69%	59%	64%	24%	65%	47%	69%
	Sales volumes	105	95	107	66	36	95	137	91	97	74	96	133	101
	Sales prices	£11,754	£12,787	£14,471	£12,813	£12,864	£12,905	£13,676	£13,728	£12,966	£12,449	£12,844	£12,998	£12,523
	% New Price	42%	47%	51%	47%	47%	46%	48%	49%	47%	46%	46%	48%	46%

2-4 Years Summary by Weight Band

2 - 4 Years		Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15
SMALL LCV (<2.6)	Average age in months	39	38	37	37	37	39	39	39	37	37	38	38	39
	Recorded mileage	58441	62423	63113	57315	57795	63369	58373	56192	53203	54690	55385	57943	57017
	Conversion rate	80%	78%	82%	86%	83%	80%	83%	76%	80%	85%	72%	69%	78%
	Sales volumes	1153	1117	1020	1022	566	1124	1111	1377	974	1200	1256	1250	1180
	Sales prices	£4,439	£4,479	£4,355	£4,612	£4,525	£4,247	£4,459	£4,586	£4,660	£4,606	£4,384	£4,134	£4,198
	% New Price	30%	31%	30%	32%	31%	30%	30%	33%	33%	33%	31%	29%	30%
MEDIUM LCV (2.6 - 3.495)	Average age in months	41	40	38	39	40	40	41	40	37	36	37	38	39
	Recorded mileage	67896	66991	65277	65730	70798	67818	64504	66661	64868	60939	61661	61307	61595
	Conversion rate	76%	77%	84%	82%	85%	76%	72%	72%	82%	82%	79%	68%	80%
	Sales volumes	1062	918	740	637	431	1072	1124	1344	855	861	1033	1055	1016
	Sales prices	£6,553	£7,072	£8,256	£7,800	£7,968	£7,201	£6,921	£7,057	£7,436	£7,484	£7,280	£7,262	£6,997
	% New Price	33%	36%	40%	38%	39%	36%	34%	35%	36%	37%	36%	35%	35%
LARGE LCV (3.5)	Average age in months	40	38	38	39	40	40	40	40	38	37	38	39	39
	Recorded mileage	85331	82199	85375	91092	87594	86458	86389	84096	78806	79341	79026	84403	79271
	Conversion rate	73%	75%	87%	75%	74%	76%	47%	56%	64%	77%	71%	69%	80%
	Sales volumes	480	572	392	315	222	653	690	748	446	378	437	527	449
	Sales prices	£7,512	£7,689	£7,885	£7,492	£7,695	£7,504	£7,119	£7,419	£7,271	£8,056	£8,180	£7,621	£7,728
	% New Price	29%	29%	30%	29%	29%	29%	27%	28%	29%	30%	30%	29%	29%

4.1-6 Years Summary by Weight Band

	4.1 - 6 Years	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15
SMALL LCV (<2.6)	Average age in months	60	62	57	58	59	59	59	61	55	56	57	58	60
	Recorded mileage	79673	77812	76182	75038	77244	76761	78094	76841	74698	74325	71108	71724	70256
	Conversion rate	80%	82%	85%	79%	82%	73%	70%	78%	76%	84%	76%	63%	78%
	Sales volumes	758	693	743	637	498	843	901	911	979	1043	1158	1165	1090
	Sales prices	£3,121	£3,045	£3,274	£3,258	£3,170	£3,044	£3,006	£3,011	£3,262	£3,262	£3,245	£3,200	£3,119
	% New Price	24%	24%	25%	24%	23%	23%	22%	23%	24%	24%	25%	24%	23%
MEDIUM LCV (2.6 - 3.495)	Average age in months	59	61	56	58	58	59	58	59	55	56	56	57	59
	Recorded mileage	83596	90029	90337	84075	83808	86481	84189	86493	83281	84372	80649	82754	82557
	Conversion rate	78%	84%	90%	80%	81%	72%	75%	79%	76%	83%	77%	70%	81%
	Sales volumes	756	677	873	697	449	857	896	919	982	899	1013	1106	847
	Sales prices	£5,292	£5,185	£5,302	£5,357	£5,590	£5,357	£5,252	£4,809	£5,367	£5,127	£5,343	£5,036	£4,902
	% New Price	29%	28%	28%	29%	30%	29%	28%	26%	28%	27%	28%	26%	26%
LARGE LCV (3.5)	Average age in months	60	61	59	58	59	59	58	60	56	58	58	59	60
	Recorded mileage	106322	104996	108049	97176	100187	104044	108767	110793	110480	105490	101012	102747	103451
	Conversion rate	76%	77%	81%	81%	77%	78%	52%	59%	66%	75%	69%	70%	81%
	Sales volumes	442	424	404	338	224	557	667	619	497	513	572	540	418
	Sales prices	£5,580	£5,463	£5,774	£5,898	£5,731	£5,436	£5,197	£4,974	£5,310	£5,549	£5,537	£5,448	£5,281
	% New Price	23%	22%	23%	24%	23%	22%	20%	20%	21%	22%	22%	22%	21%

>6 Years Summary by Weight Band

	Over 6 Years	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15
SMALL LCV (<2.6)	Average age in months	106	106	104	104	105	108	109	110	107	107	107	107	109
	Recorded mileage	100278	101279	102184	100951	106738	99577	98295	95764	96104	98020	98280	99464	98345
	Conversion rate	76%	82%	82%	81%	69%	76%	78%	78%	70%	75%	74%	73%	77%
	Sales volumes	946	978	1125	959	511	1159	1466	1586	1570	1234	1194	1289	993
	Sales prices	£1,328	£1,280	£1,391	£1,404	£1,383	£1,266	£1,215	£1,168	£1,219	£1,295	£1,274	£1,253	£1,222
	% New Price	12%	11%	12%	12%	12%	11%	11%	11%	11%	12%	11%	11%	11%
MEDIUM LCV (2.6 - 3.495)	Average age in months	100	100	99	99	99	105	105	108	104	104	104	104	105
	Recorded mileage	113026	105739	109909	108829	109310	102881	99934	100632	99092	99790	102468	103686	104493
	Conversion rate	76%	81%	82%	88%	73%	81%	76%	73%	71%	76%	67%	71%	83%
	Sales volumes	772	752	843	797	481	1369	1369	1569	1472	1414	1332	1290	877
	Sales prices	£2,690	£2,734	£2,789	£2,964	£2,786	£2,493	£2,469	£2,308	£2,467	£2,661	£2,588	£2,687	£2,612
	% New Price	17%	17%	18%	18%	17%	16%	16%	15%	16%	17%	17%	17%	16%
LARGE LCV (3.5)	Average age in months	100	104	102	101	106	104	101	106	102	105	104	104	105
	Recorded mileage	117663	114468	124755	123790	124019	121774	121345	114784	116649	118321	119994	118098	118626
	Conversion rate	82%	80%	79%	80%	71%	71%	68%	72%	70%	70%	67%	64%	83%
	Sales volumes	538	532	604	503	316	664	690	679	696	686	760	609	505
	Sales prices	£2,950	£2,697	£2,722	£2,786	£2,595	£2,580	£2,716	£2,447	£2,637	£2,385	£2,351	£2,451	£2,641
	% New Price	15%	14%	14%	14%	13%	13%	13%	12%	13%	12%	12%	12%	13%