

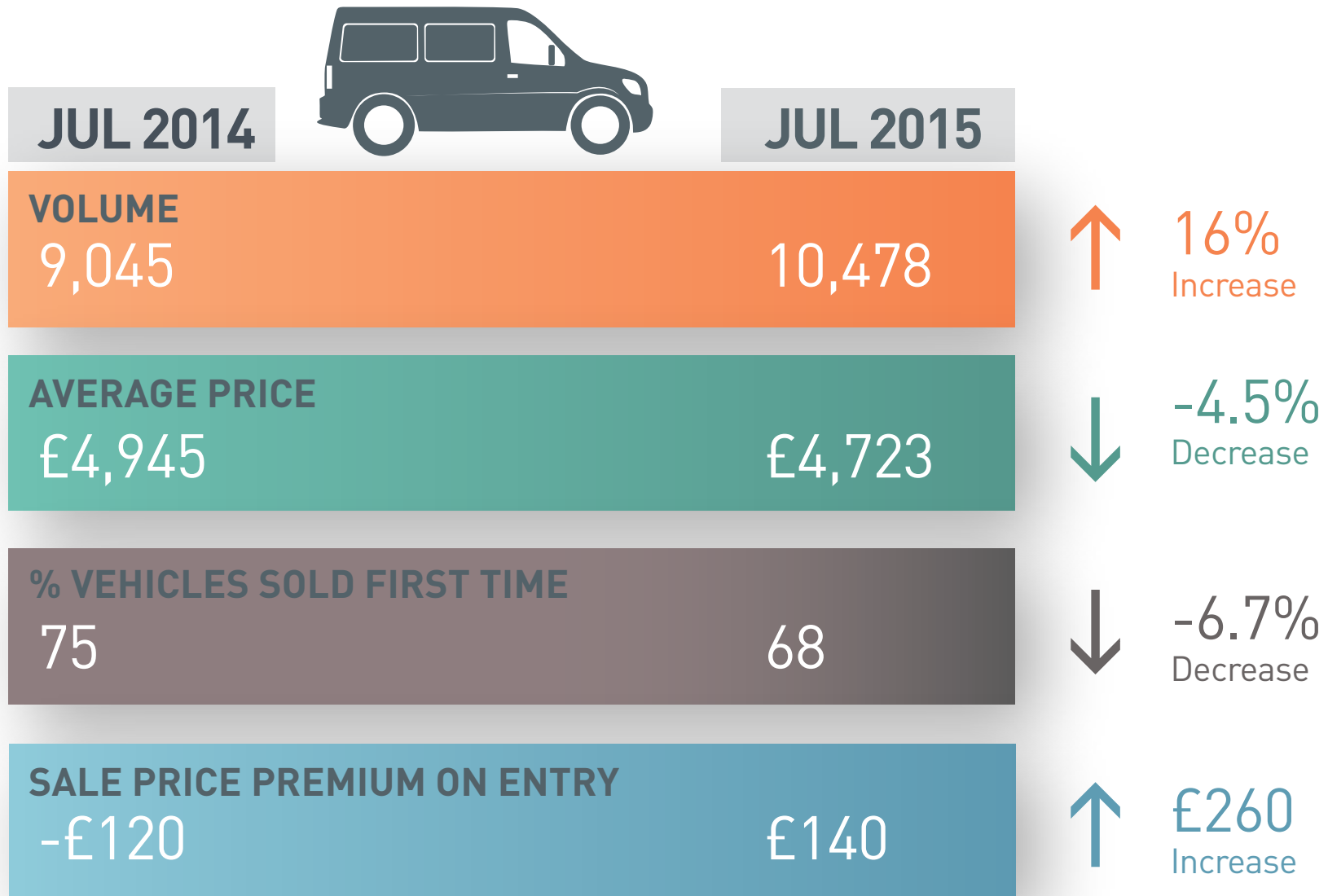
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# Auction Report - LCV

## August 2015



# KEY YEAR ON YEAR COMPARISONS



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# NAMA used LCV market commentary for August 2015

## Whole market – July compared to June

- Monthly sales volume increases to 10,478 units (+2.7%)
- Compared to July 2014 volume sits 16% higher
- First time conversion rate dropped to lowest point in last 12 months
- Average mileage increased marginally compared to last month
- Average age remains steady
- Average sale value down 4.5% compared to July 2015

# Volume changes - by age

	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15
<2 Years	478	684	460	499	400	484	573
% Difference from previous month	70.1%	43.1%	-32.7%	8.5%	-19.8%	21.0%	18.4%
2 - 4 Years	3,158	3,236	3,848	2,537	2,673	2,985	3,123
% Difference from previous month	118.5%	2.5%	18.9%	-34.1%	5.4%	11.7%	4.6%
4.1 - 6 Years	2,422	2,613	2,635	2,646	2,635	2,944	3,032
% Difference from previous month	92.2%	7.9%	0.8%	0.4%	-0.4%	11.7%	3.0%
Over 6 Years	3,672	4,033	4,386	4,291	3,859	3,789	3,750
% Difference from previous month	133.0%	9.8%	8.8%	-2.2%	-10.1%	-1.8%	-1.0%

## Comment:

Sold units in July increased for the third consecutive month to 10,478. Those units under 2 years of age increased by 18.4% over the previous month and 43% over this year's low point in May.

Units between 2 and 4 years of age have been steadily increasing. This is a sector of the market with the potential to increase substantially as it has been reported that a significant proportion of current PCP deals are being written over a 2-year term. Deals being offered in the current market place for new LCV's have been reported as working out more cost effective than buying nearly new. Should this continue it is a fair assumption to make, that the majority of PCP customers will hand vehicles back at the end of the contract and start again with a new vehicle. Whilst this cycle works for manufacturers and dealers in terms of growing their order banks, it will undoubtedly put pressure on used values. However, an influx of 2-year-old units is likely to be welcomed by the auction community.

# Mileage changes - by age

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

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

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

Over 6 Years	105,194	102,965	101,059	101,025	102,600	104,423	103,854
% Difference from previous month	-4.4%	-2.1%	-1.9%	0.0%	1.6%	1.8%	-0.5%
Average All Age	84,617	82,650	82,232	82,175	81,761	80,504	80,615

## Comment:

Average mileage has increased only slightly this month by 111 miles. However, when the data is split by age sector, it becomes evident that it is only the largest Over 6 Years sector that has eased back, giving the overall appearance of only minimal change, when in fact all the other sectors have increased. It is particularly interesting to see the month-on-month increase in the mileage of vehicles under 2 years of age. This could be due to rental company de-fleet cycles. If this is the case, we should expect a further rise next month, followed by a reduction and thereafter following normal plate change cycles.

# Price changes - by age

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

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

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

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

## Comment:

The average price achieved for LCV's increased in July by 1%. Compared to this period last year however, average prices sit 4.5% lower. Whilst it is interesting to compare average selling prices and it is a measure that has long been used by auction companies, it is difficult to draw any cast-iron conclusions without looking at a more granular level, as factors including volume, mix, age and mileage can muddy the output.

# Market Overview

First-time conversion rates dropped in July to 67.9%, which is the lowest rate for 12 months and some 6.7% down on this time last year. However, sales volumes have risen by 16% compared to a year ago.

Sentiment suggests that whilst there would appear to be an overbalance in the favour of supply vs. demand there continues to be reasonable retail-driven demand in the market place and recent activity in auction halls reflects this.

Vehicles with high mileage and in poor condition continue to be overlooked by buyers as there is little shortage of fresh units arriving on the scene. Whilst the cost of rectification can be vast, those vendors who are able to reclaim damage costs from customers would be advised to use some or all of that revenue to improve vehicle condition as the pound note net gain will likely be in their favour and conversion rates positively affected.

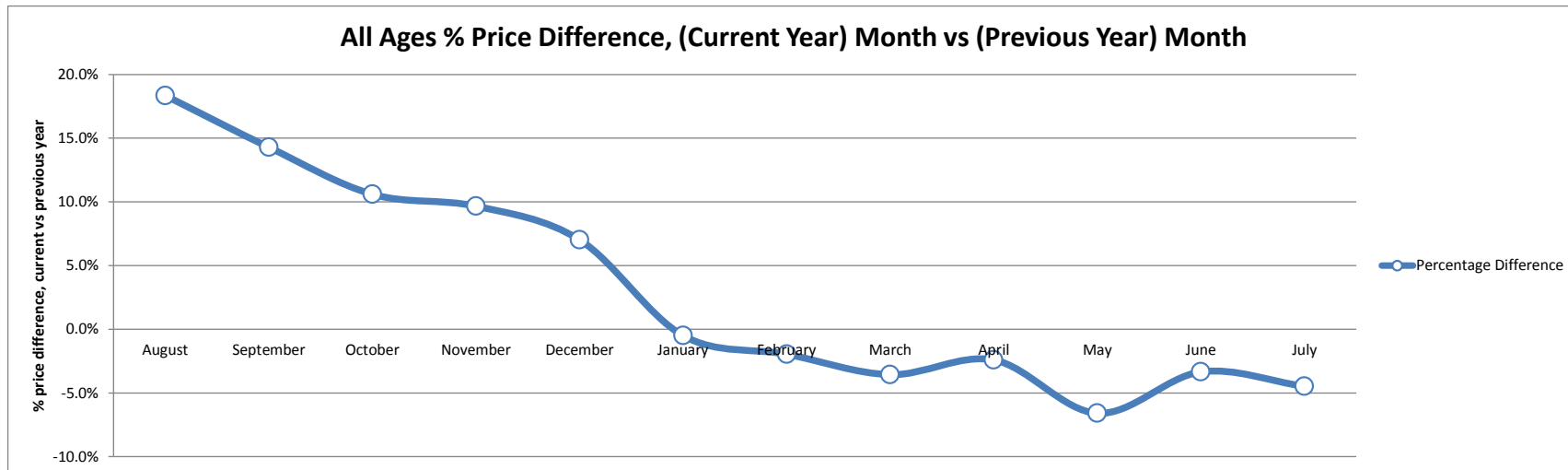


# Whole Market Summary

	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Jul-14	Jul-15	Year on Year Diff
Sales Volumes All Ages	9,045	8,256	7,991	8,265	7,177	4,562	9,730	10,566	11,329	9,973	9,567	10,202	10,478	9,045	10,478	16%
% Difference to previous month	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	7.2%	-12.0%	-4.1%	6.6%	2.7%	3.8%	2.7%	-1.1%
Average Age in Months	63.9	63.8	65.4	65.5	66.3	65.9	68.8	68.6	70.1	70.6	69.3	67.7	67.2	63.9	67.2	3.3
Average Mileage	81,393	81,521	82,147	83,843	82,772	82,831	84,617	82,650	82,232	82,175	81,761	80,504	80,615	81,393	80,615	-778
Average No. of Entries	1.4	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	1.5	0.1
% Vehicles Sold 1st Time	74.6%	76.3%	79.7%	83.1%	82.1%	75.4%	75.6%	71.5%	72.4%	72.2%	77.5%	71.3%	67.9%	74.6%	67.9%	-6.7%
Average No. Days on Site	14.3	13.8	12.9	11.5	13.2	12.8	17.2	15.0	14.9	15.7	14.9	15.4	15.6	14.3	15.6	1.3
Average Sales Prices All Ages	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,599	£4,677	£4,723	£4,945	£4,723	-4.5%
% Difference to previous month	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	-2.7%	-1.1%	0.6%	1.7%	1.0%	2.2%	1.0%	-1.2%
% OCN	27.0	27.0	27.1	28.0	27.6	27.8	26.0	25.5	25.4	25.3	25.7	25.9	25.9	27.0	25.9	-1.1

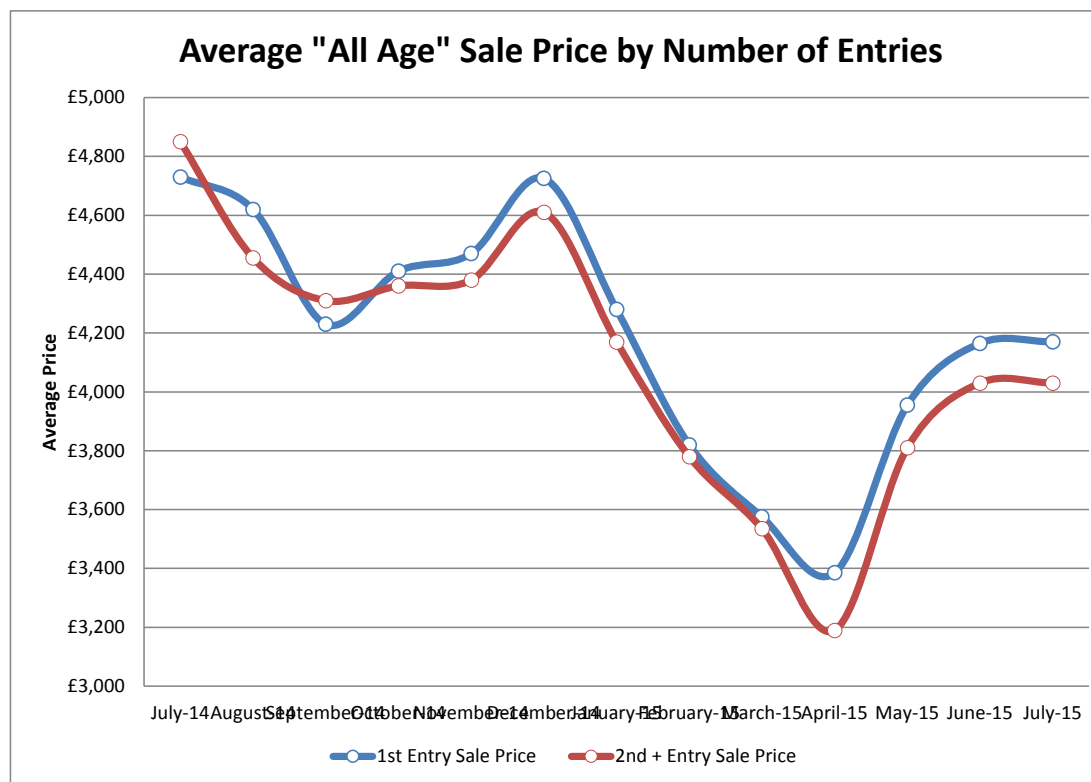
# Average Sale Price Year on Year

	August	September	October	November	December	January	February	March	April	May	June	July
<b>Average All Ages Sales Price Previous Year*</b> <i>2014 &lt; January</i>	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945
<b>Average All Ages Sales Price Current Year**</b> <i>2015 &gt; January</i>	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,599	£4,677	£4,723
<b>Percentage Difference</b>	18.3%	14.3%	10.6%	9.7%	7.0%	-0.5%	-2.0%	-3.6%	-2.4%	-6.6%	-3.3%	-4.5%



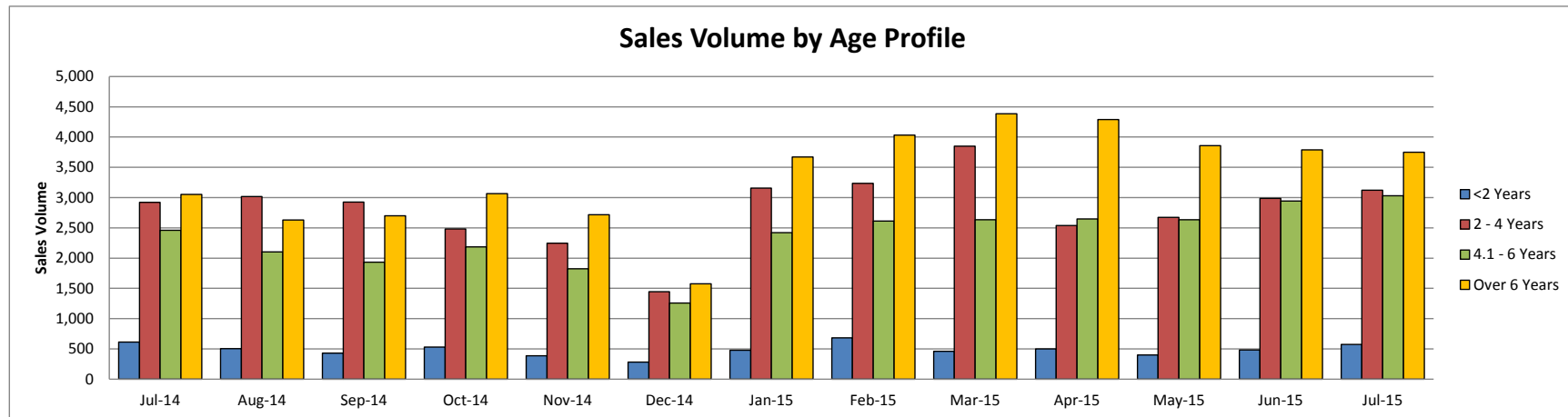
# Sales Price Compared to Number of Entries (all ages)

	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
July-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%
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%



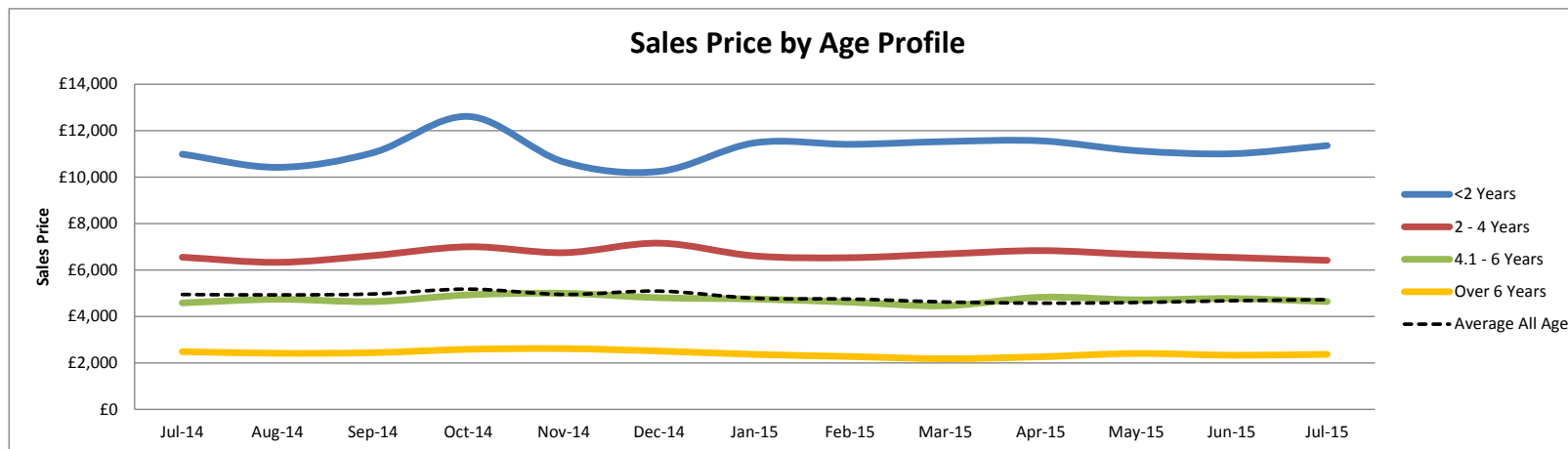
# Sales Volume by Age Profile

	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	12 month Total
<2 Years	614	504	431	531	389	281	478	684	460	499	400	484	573	5,714
% Difference from previous month	44.8%	-17.9%	-14.5%	23.2%	-26.7%	-27.8%	70.1%	43.1%	-32.7%	8.5%	-19.8%	21.0%	18.4%	
2 - 4 Years	2,921	3,017	2,927	2,483	2,245	1,445	3,158	3,236	3,848	2,537	2,673	2,985	3,123	33,677
% Difference from previous month	8.8%	3.3%	-3.0%	-15.2%	-9.6%	-35.6%	118.5%	2.5%	18.9%	-34.1%	5.4%	11.7%	4.6%	
4.1 - 6 Years	2,459	2,105	1,933	2,187	1,826	1,260	2,422	2,613	2,635	2,646	2,635	2,944	3,032	28,238
% Difference from previous month	4.5%	-14.4%	-8.2%	13.1%	-16.5%	-31.0%	92.2%	7.9%	0.8%	0.4%	-0.4%	11.7%	3.0%	
Over 6 Years	3,051	2,630	2,700	3,064	2,717	1,576	3,672	4,033	4,386	4,291	3,859	3,789	3,750	40,467
% Difference from previous month	-6.3%	-13.8%	2.7%	13.5%	-11.3%	-42.0%	133.0%	9.8%	8.8%	-2.2%	-10.1%	-1.8%	-1.0%	
<b>Total</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>	<b>9,567</b>	<b>10,202</b>	<b>10,478</b>	108,096
% Difference from previous month	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	7.2%	-12.0%	-4.1%	6.6%	2.7%	



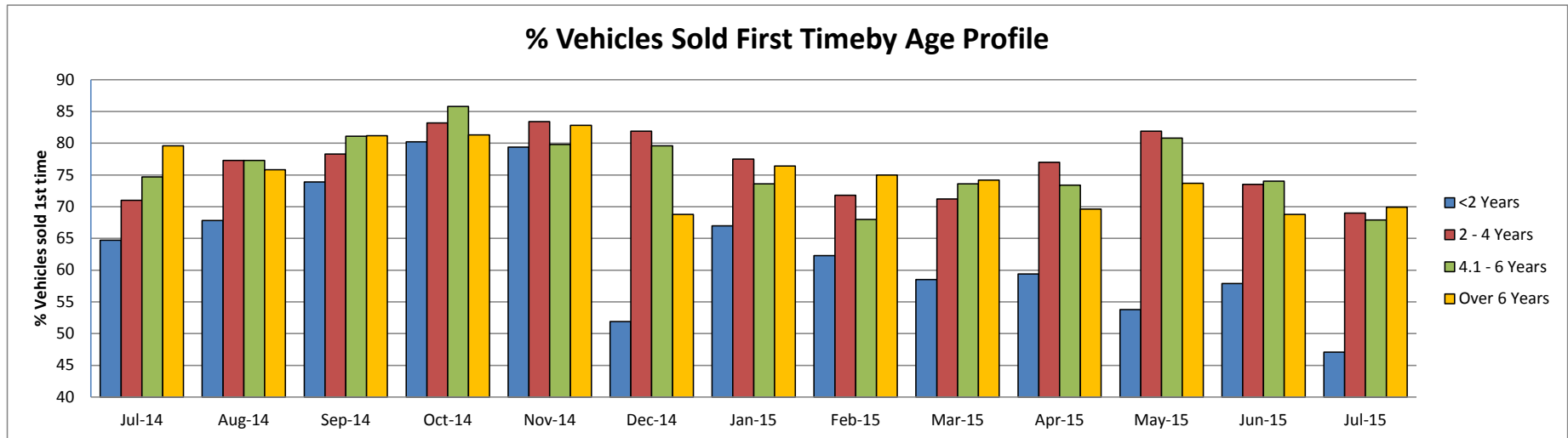
# Sales Price by Age Profile

	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15
<2 Years	£10,985	£10,420	£11,050	£12,610	£10,650	£10,245	£11,475	£11,410	£11,530	£11,560	£11,135	£11,005	£11,355
% Difference from previous month	-6.0%	-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 - 4 Years	£6,550	£6,330	£6,620	£7,000	£6,745	£7,155	£6,605	£6,530	£6,690	£6,835	£6,670	£6,540	£6,415
% Difference from previous month	-2.8%	-3.4%	4.6%	5.7%	-3.6%	6.1%	-7.7%	-1.1%	2.5%	2.2%	-2.4%	-1.9%	-1.9%
4.1 - 6 Years	£4,585	£4,740	£4,640	£4,930	£4,995	£4,805	£4,750	£4,615	£4,460	£4,825	£4,715	£4,770	£4,640
% Difference from previous month	-2.8%	3.4%	-2.1%	6.3%	1.3%	-3.8%	-1.1%	-2.8%	-3.4%	8.2%	-2.3%	1.2%	-2.7%
Over 6 Years	£2,485	£2,415	£2,440	£2,585	£2,615	£2,510	£2,365	£2,275	£2,180	£2,265	£2,405	£2,330	£2,370
% Difference from previous month	0.6%	-2.8%	1.0%	5.9%	1.2%	-4.0%	-5.8%	-3.8%	-4.2%	3.9%	6.2%	-3.1%	1.7%
Average All Age	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,599	£4,677	£4,723
% Difference from previous month	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	-2.7%	-1.1%	0.6%	1.7%	1.0%



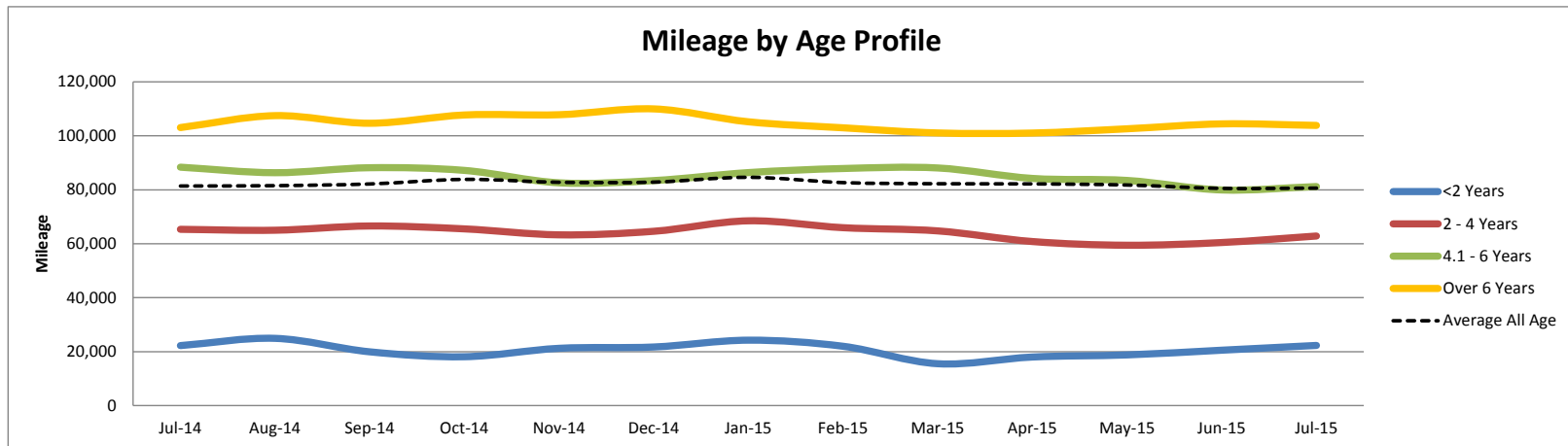
# % Vehicles Sold First Time by Age Profile

	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15
<b>&lt;2 Years</b>	65	68	74	80	79	52	67	62	59	59	54	58	47
<i>% Difference from previous month</i>	42.2%	4.8%	9.0%	8.5%	-1.0%	-34.6%	29.1%	-7.0%	-6.1%	1.5%	-9.4%	7.6%	-18.7%
<b>2 - 4 Years</b>	71	77	78	83	83	82	78	72	71	77	82	74	69
<i>% Difference from previous month</i>	7.9%	8.9%	1.3%	6.3%	0.2%	-1.8%	-5.4%	-7.4%	-0.8%	8.1%	6.4%	-10.3%	-6.1%
<b>4.1 - 6 Years</b>	75	77	81	86	80	80	74	68	74	73	81	74	68
<i>% Difference from previous month</i>	1.8%	3.5%	4.9%	5.8%	-7.0%	-0.3%	-7.5%	-7.6%	8.2%	-0.3%	10.1%	-8.4%	-8.2%
<b>Over 6 Years</b>	80	76	81	81	83	69	76	75	74	70	74	69	70
<i>% Difference from previous month</i>	7.1%	-4.8%	7.1%	0.1%	1.8%	-16.9%	11.0%	-1.8%	-1.1%	-6.2%	5.9%	-6.6%	1.6%



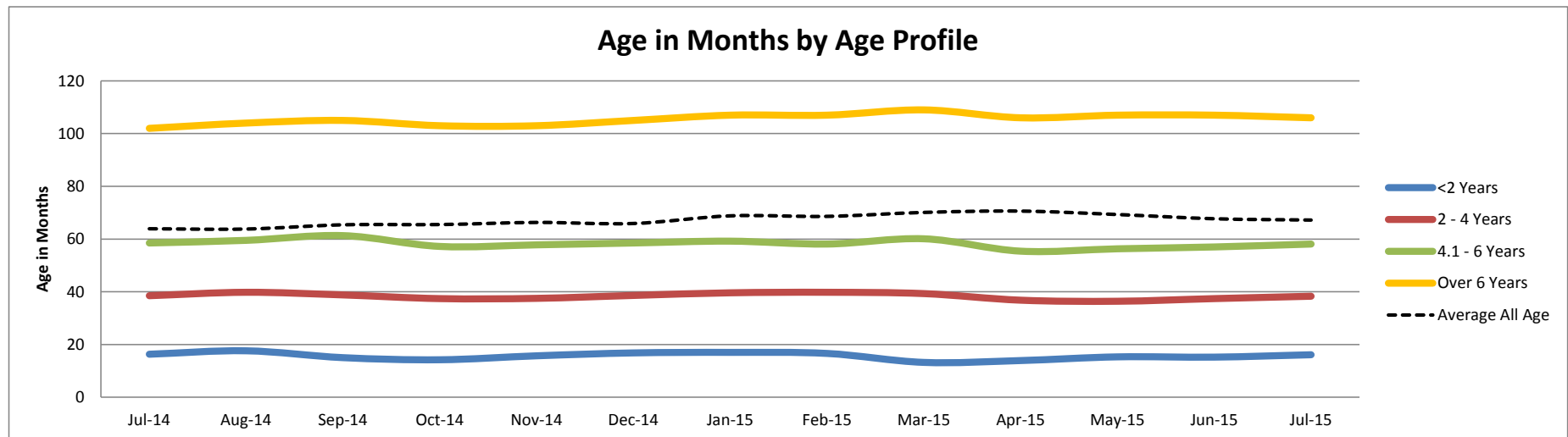
# Mileage by Age Profile

	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15
<2 Years	22,228	24,913	19,918	18,102	21,222	21,708	24,239	21,977	15,509	17,993	18,774	20,524	22,289
% Difference from previous month	-7.7%	12.1%	-20.0%	-9.1%	17.2%	2.3%	11.7%	-9.3%	-29.4%	16.0%	4.3%	9.3%	8.6%
2 - 4 Years	65,333	64,998	66,571	65,497	63,286	64,606	68,488	65,936	64,748	60,802	59,432	60,440	62,852
% Difference from previous month	4.0%	-0.5%	2.4%	-1.6%	-3.4%	2.1%	6.0%	-3.7%	-1.8%	-6.1%	-2.3%	1.7%	4.0%
4.1 - 6 Years	88,369	86,323	88,171	87,175	82,573	83,405	86,367	87,877	88,077	84,201	83,456	79,925	81,190
% Difference from previous month	-1.6%	-2.3%	2.1%	-1.1%	-5.3%	1.0%	3.6%	1.7%	0.2%	-4.4%	-0.9%	-4.2%	1.6%
Over 6 Years	103,054	107,482	104,653	107,724	107,820	109,981	105,194	102,965	101,059	101,025	102,600	104,423	103,854
% Difference from previous month	-2.7%	4.3%	-2.6%	2.9%	0.1%	2.0%	-4.4%	-2.1%	-1.9%	0.0%	1.6%	1.8%	-0.5%
Average All Age	81,393	81,521	82,147	83,843	82,772	82,831	84,617	82,650	82,232	82,175	81,761	80,504	80,615
% Difference from previous month	-3.5%	0.2%	0.8%	2.1%	-1.3%	0.1%	2.2%	-2.3%	-0.5%	-0.1%	-0.5%	-1.5%	0.1%



# Age in Months by Age Profile

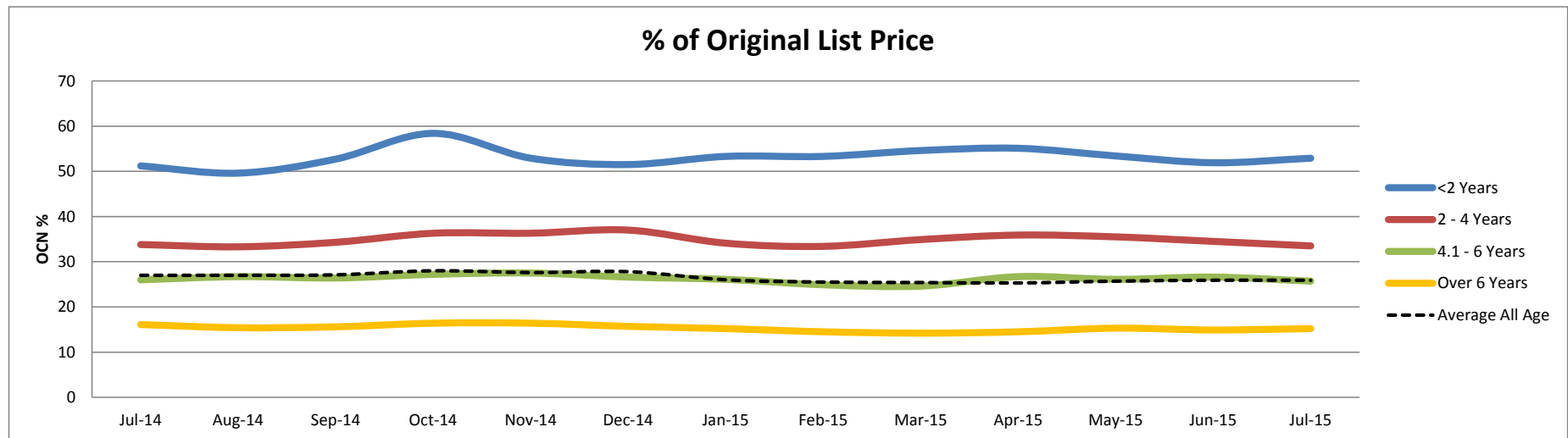
	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15
<2 Years	16	18	15	14	16	17	17	17	13	14	15	15	16
% Difference from previous month	-0.6%	8.0%	-14.8%	-5.3%	10.6%	7.0%	1.2%	-2.4%	-20.5%	5.3%	10.1%	-0.7%	5.9%
2 - 4 Years	39	40	39	37	38	39	40	40	39	37	36	37	38
% Difference from previous month	1.9%	3.4%	-2.5%	-3.6%	0.3%	2.9%	2.6%	0.5%	-1.3%	-6.4%	-1.1%	2.7%	2.4%
4.1 - 6 Years	59	60	61	57	58	59	59	58	60	55	56	57	58
% Difference from previous month	0.9%	1.7%	3.0%	-6.7%	1.0%	1.2%	1.2%	-1.9%	3.4%	-7.8%	1.6%	1.2%	1.9%
Over 6 Years	102	104	105	103	103	105	107	107	109	106	107	107	106
% Difference from previous month	0.0%	2.0%	1.0%	-1.9%	0.0%	1.9%	1.9%	0.0%	1.9%	-2.8%	0.9%	0.0%	-0.9%





# Percentage of Original List Price by Age Profile

	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15
<b>&lt;2 Years</b>	51	50	53	58	53	52	53	53	55	55	53	52	53
<i>% Difference from previous month</i>	-3.9%	-3.1%	6.3%	10.8%	-9.4%	-2.6%	3.5%	0.0%	2.4%	0.9%	-3.1%	-2.8%	1.9%
<b>2 - 4 Years</b>	34	33	34	36	36	37	34	33	35	36	36	35	34
<i>% Difference from previous month</i>	-3.4%	-1.5%	3.0%	5.8%	0.0%	1.9%	-7.8%	-2.1%	4.5%	2.9%	-1.1%	-2.8%	-2.9%
<b>4.1 - 6 Years</b>	26	27	26	27	28	27	26	25	25	27	26	27	26
<i>% Difference from previous month</i>	-1.9%	2.7%	-1.1%	3.0%	1.1%	-3.3%	-1.9%	-4.6%	-1.2%	8.5%	-2.2%	1.9%	-3.4%
<b>Over 6 Years</b>	16	15	16	16	16	16	15	15	14	15	15	15	15
<i>% Difference from previous month</i>	1.9%	-4.3%	1.3%	5.1%	0.0%	-4.3%	-3.2%	-4.6%	-2.1%	2.1%	5.5%	-2.6%	2.0%



# <2 Years Summary by Weight Band

	<2 Years	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15
SMALL LCV (<2.6)	Average age in months	17	19	15	15	15	17	17	17	12	14	15	15	17
	Recorded mileage	21011	25085	19499	19765	23583	22976	23649	21471	11909	16658	16373	18366	20907
	Conversion rate	50%	67%	63%	83%	80%	32%	69%	67%	55%	45%	62%	54%	55%
	Sales volumes	178	182	145	177	147	112	150	222	147	136	113	138	150
	Sales prices	£6,782	£6,688	£7,191	£8,219	£6,687	£6,831	£6,889	£7,232	£7,129	£7,300	£6,812	£6,488	£6,466
	% New Price	45%	43%	46%	52%	46%	44%	46%	46%	48%	50%	47%	44%	44%
MEDIUM LCV (2.6 - 3.495)	Average age in months	16	16	16	14	16	17	17	17	14	15	16	15	16
	Recorded mileage	21456	21968	21193	17072	17794	18076	24699	22681	19254	20771	20243	20962	23040
	Conversion rate	65%	58%	63%	79%	73%	56%	64%	54%	56%	48%	30%	48%	52%
	Sales volumes	235	140	136	174	103	102	161	243	154	178	132	181	218
	Sales prices	£11,245	£11,127	£11,724	£13,909	£10,591	£11,020	£11,998	£11,898	£11,820	£11,354	£10,775	£11,658	£11,639
	% New Price	53%	53%	55%	63%	52%	54%	54%	55%	56%	54%	51%	55%	55%
LARGE LCV (3.5)	Average age in months	17	20	16	14	17	18	18	17	13	14	16	16	17
	Recorded mileage	30691	35025	22101	20008	30557	30828	32789	25668	17674	22735	26337	28015	27434
	Conversion rate	68%	69%	88%	81%	77%	44%	55%	69%	59%	64%	24%	65%	47%
	Sales volumes	124	105	95	107	66	36	95	137	91	97	74	96	133
	Sales prices	£12,440	£11,754	£12,787	£14,471	£12,813	£12,864	£12,905	£13,676	£13,728	£12,966	£12,449	£12,844	£12,998
	% New Price	43%	42%	47%	51%	47%	47%	46%	48%	49%	47%	46%	46%	48%

# 2-4 Years Summary by Weight Band

2 - 4 Years		Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15
SMALL LCV (<2.6)	Average age in months	38	39	38	37	37	37	39	39	39	37	37	38	38
	Recorded mileage	60660	58441	62423	63113	57315	57795	63369	58373	56192	53203	54690	55385	57943
	Conversion rate	71%	80%	78%	82%	86%	83%	80%	83%	76%	80%	85%	72%	69%
	Sales volumes	990	1153	1117	1020	1022	566	1124	1111	1377	974	1200	1256	1250
	Sales prices	£4,618	£4,439	£4,479	£4,355	£4,612	£4,525	£4,247	£4,459	£4,586	£4,660	£4,606	£4,384	£4,134
	% New Price	31%	30%	31%	30%	32%	31%	30%	30%	33%	33%	33%	31%	29%
MEDIUM LCV (2.6 - 3.495)	Average age in months	39	41	40	38	39	40	40	41	40	37	36	37	38
	Recorded mileage	66885	67896	66991	65277	65730	70798	67818	64504	66661	64868	60939	61661	61307
	Conversion rate	73%	76%	77%	84%	82%	85%	76%	72%	72%	82%	82%	79%	68%
	Sales volumes	1064	1062	918	740	637	431	1072	1124	1344	855	861	1033	1055
	Sales prices	£6,776	£6,553	£7,072	£8,256	£7,800	£7,968	£7,201	£6,921	£7,057	£7,436	£7,484	£7,280	£7,262
	% New Price	34%	33%	36%	40%	38%	39%	36%	34%	35%	36%	37%	36%	35%
LARGE LCV (3.5)	Average age in months	38	40	38	38	39	40	40	40	40	38	37	38	39
	Recorded mileage	81013	85331	82199	85375	91092	87594	86458	86389	84096	78806	79341	79026	84403
	Conversion rate	65%	73%	75%	87%	75%	74%	76%	47%	56%	64%	77%	71%	69%
	Sales volumes	531	480	572	392	315	222	653	690	748	446	378	437	527
	Sales prices	£7,549	£7,512	£7,689	£7,885	£7,492	£7,695	£7,504	£7,119	£7,419	£7,271	£8,056	£8,180	£7,621
	% New Price	29%	29%	29%	30%	29%	29%	29%	27%	28%	29%	30%	30%	29%

# 4.1-6 Years Summary by Weight Band

4.1 - 6 Years		Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15
SMALL LCV (<2.6)	Average age in months	58	60	62	57	58	59	59	59	61	55	56	57	58
	Recorded mileage	77628	79673	77812	76182	75038	77244	76761	78094	76841	74698	74325	71108	71724
	Conversion rate	76%	80%	82%	85%	79%	82%	73%	70%	78%	76%	84%	76%	63%
	Sales volumes	872	758	693	743	637	498	843	901	911	979	1043	1158	1165
	Sales prices	£3,258	£3,121	£3,045	£3,274	£3,258	£3,170	£3,044	£3,006	£3,011	£3,262	£3,262	£3,245	£3,200
	% New Price	25%	24%	24%	25%	24%	23%	23%	22%	23%	24%	24%	25%	24%
MEDIUM LCV (2.6 - 3.495)	Average age in months	58	59	61	56	58	58	59	58	59	55	56	56	57
	Recorded mileage	87651	83596	90029	90337	84075	83808	86481	84189	86493	83281	84372	80649	82754
	Conversion rate	76%	78%	84%	90%	80%	81%	72%	75%	79%	76%	83%	77%	70%
	Sales volumes	929	756	677	873	697	449	857	896	919	982	899	1013	1106
	Sales prices	£5,076	£5,292	£5,185	£5,302	£5,357	£5,590	£5,357	£5,252	£4,809	£5,367	£5,127	£5,343	£5,036
	% New Price	28%	29%	28%	28%	29%	30%	29%	28%	26%	28%	27%	28%	26%
LARGE LCV (3.5)	Average age in months	59	60	61	59	58	59	59	58	60	56	58	58	59
	Recorded mileage	112077	106322	104996	108049	97176	100187	104044	108767	110793	110480	105490	101012	102747
	Conversion rate	71%	76%	77%	81%	81%	77%	78%	52%	59%	66%	75%	69%	70%
	Sales volumes	494	442	424	404	338	224	557	667	619	497	513	572	540
	Sales prices	£5,094	£5,580	£5,463	£5,774	£5,898	£5,731	£5,436	£5,197	£4,974	£5,310	£5,549	£5,537	£5,448
	% New Price	21%	23%	22%	23%	24%	23%	22%	20%	20%	21%	22%	22%	22%

# >6 Years Summary by Weight Band

	Over 6 Years	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15
SMALL LCV (<2.6)	Average age in months	104	106	106	104	104	105	108	109	110	107	107	107	107
	Recorded mileage	97555	100278	101279	102184	100951	106738	99577	98295	95764	96104	98020	98280	99464
	Conversion rate	80%	76%	82%	82%	81%	69%	76%	78%	78%	70%	75%	74%	73%
	Sales volumes	1077	946	978	1125	959	511	1159	1466	1586	1570	1234	1194	1289
	Sales prices	£1,448	£1,328	£1,280	£1,391	£1,404	£1,383	£1,266	£1,215	£1,168	£1,219	£1,295	£1,274	£1,253
	% New Price	13%	12%	11%	12%	12%	12%	11%	11%	11%	11%	12%	11%	11%
MEDIUM LCV (2.6 - 3.495)	Average age in months	97	100	100	99	99	99	105	105	108	104	104	104	104
	Recorded mileage	100577	113026	105739	109909	108829	109310	102881	99934	100632	99092	99790	102468	103686
	Conversion rate	83%	76%	81%	82%	88%	73%	81%	76%	73%	71%	76%	67%	71%
	Sales volumes	940	772	752	843	797	481	1369	1369	1569	1472	1414	1332	1290
	Sales prices	£2,994	£2,690	£2,734	£2,789	£2,964	£2,786	£2,493	£2,469	£2,308	£2,467	£2,661	£2,588	£2,687
	% New Price	19%	17%	17%	18%	18%	17%	16%	16%	15%	16%	17%	17%	17%
LARGE LCV (3.5)	Average age in months	100	100	104	102	101	106	104	101	106	102	105	104	104
	Recorded mileage	118790	117663	114468	124755	123790	124019	121774	121345	114784	116649	118321	119994	118098
	Conversion rate	79%	82%	80%	79%	80%	71%	71%	68%	72%	70%	70%	67%	64%
	Sales volumes	616	538	532	604	503	316	664	690	679	696	686	760	609
	Sales prices	£2,698	£2,950	£2,697	£2,722	£2,786	£2,595	£2,580	£2,716	£2,447	£2,637	£2,385	£2,351	£2,451
	% New Price	14%	15%	14%	14%	14%	13%	13%	13%	12%	13%	12%	12%	12%