

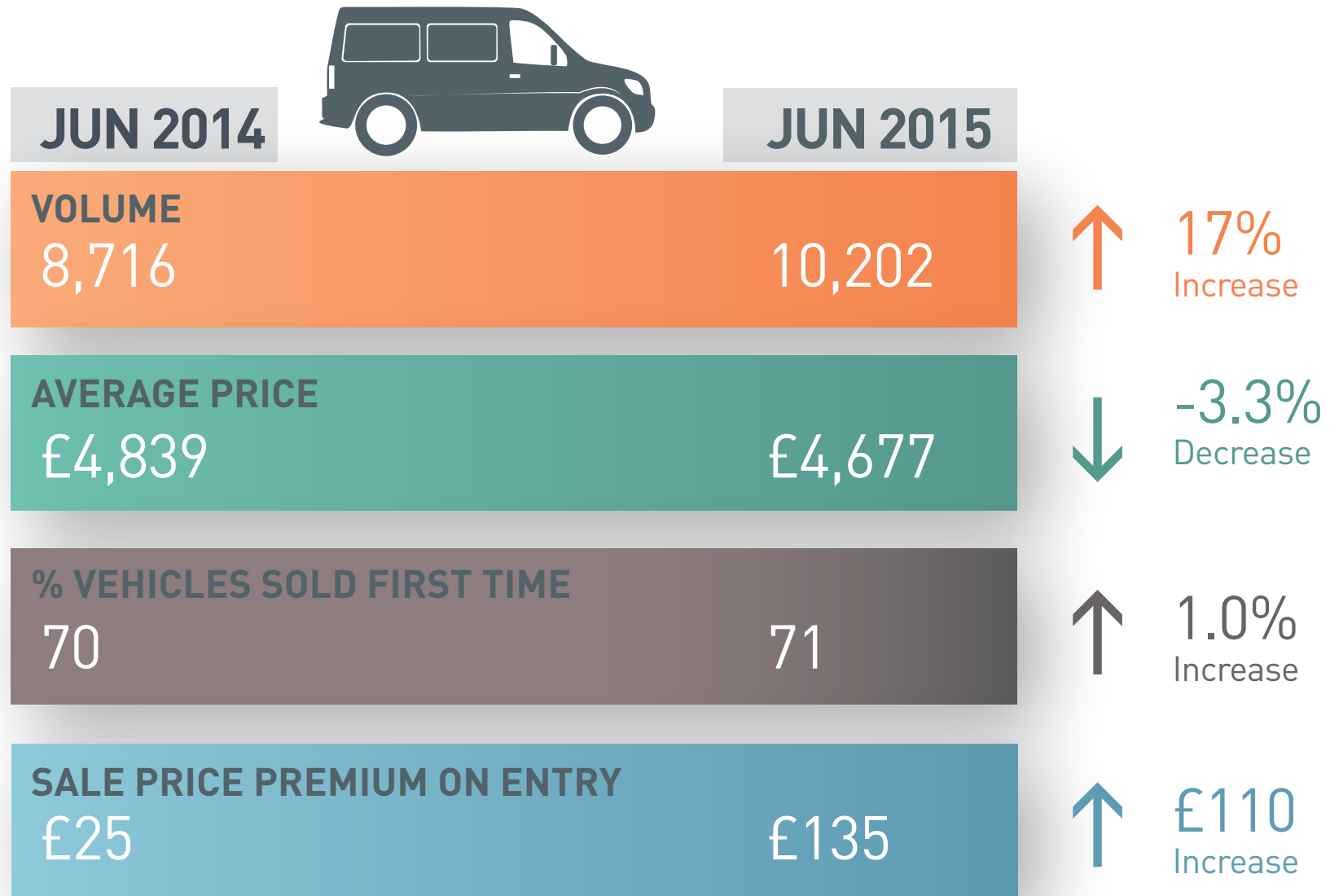
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Auction Report - LCV

July 2015

na
ma
NATIONAL ASSOCIATION
OF MOTOR AUCTIONS

KEY YEAR ON YEAR COMPARISONS



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NAMA used LCV market commentary for June 2015

Whole market – June compared to May

- In June, sales volumes rose by 6.6%
- Average age fell from 69.3 to 67.7 months
- Average mileage reduced from 81,761 to 80,504
- At £4,677, the average price paid was 1.7% higher
- LCVs remained on site for an average of 15.4 days (+0.5)
- 71.3% of LCVs sold at the 1st time of being offered (-6.2%)
- On average, 1.5 entries were required to achieve each LCV sale

Volume changes - by age

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

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

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

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

Comment:

In June, there was a sizeable increase in the number of LCVs being wholesaled through the auction system. Growth of 6.6% took the monthly tally to 10,202 units and delivered an increase of 17% over the same month in 2014. Encouragingly, with the exception of the oldest lots, supply improved at all years, which will be greatly appreciated by trade buyers.

Mileage changes - by age

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

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

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

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

Comment:

In June, despite a welcome fall of 3,818 miles in average recorded mileage compared to this time last year, the typical LCV lot has still covered well over 80,000 miles. On a more positive note, with successive falls over each month in 2015, it is likely that by the turn of the year average mileage will be standing at a more acceptable level.

Price changes - by age

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

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

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

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

Comment:

In June, despite the average price achieved for LCVs increasing by £78 (1.7%), this still represented a fall of £162 (-3.3%) over the past 12 months.

Market Overview

This NAMA LCV Report delivers plenty of good news for those wholesaling used LCVs to digest and highlights that the market for used LCVs remains robust. In June, average price and overall volume each saw healthy gains with average mileage continuing to fall back. These are positives that set the scene, once we are through the summer lull, for a strong second half. The less good news is that used LCVs are remaining on site for longer, with a sizeable increase in the proportion that do not sell at the first time of being offered.

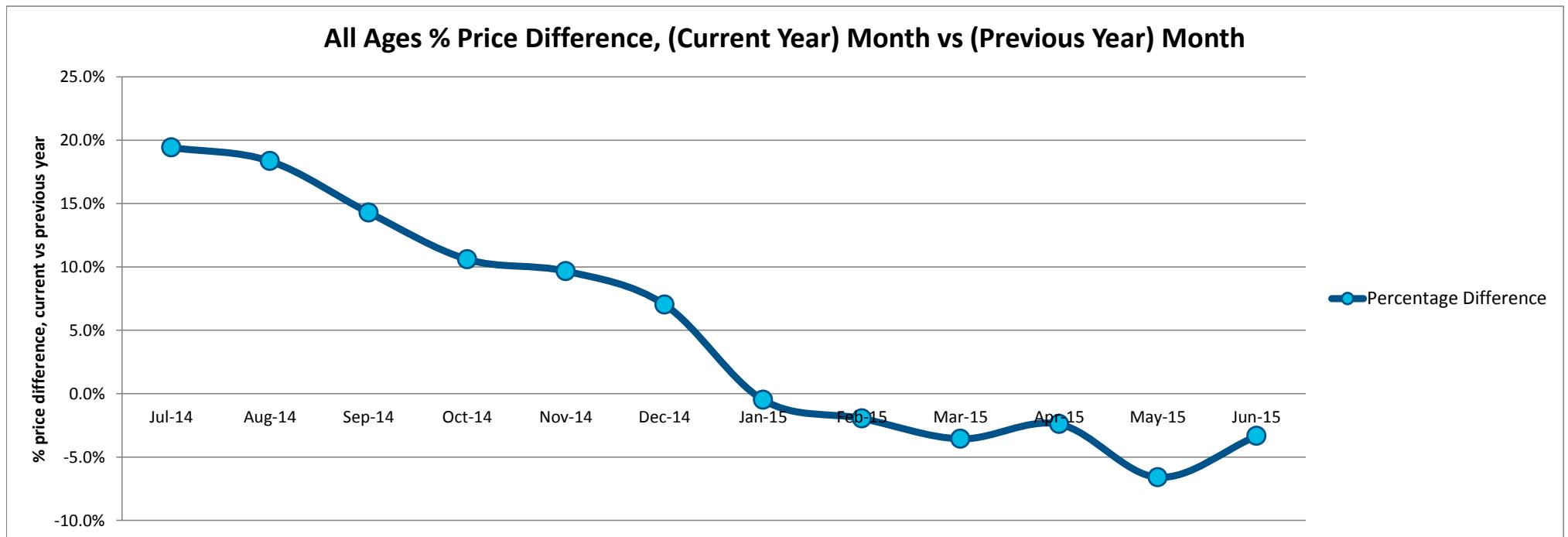
Hopefully, any indications of tougher times ahead are mostly being driven by the approaching holiday season when traditionally few dealers would wish to be holding too much stock. However, vendors would be well advised to heed such warning signs and take steps to ensure that the used LCVs they bring to auction are presented in a manner that will maximise returns. Although there are undoubtedly challenges ahead of us, with the UK economy now being well managed and set to grow over the coming 12 months, there is good reason to be optimistic over the medium term.

Whole Market Summary

	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jun-14	Jun-15	Year on Year Diff
Sales Volumes All Ages	8,716	9,045	8,256	7,991	8,265	7,177	4,562	9,730	10,566	11,329	9,973	9,567	10,202	8,716	10,202	17%
% Difference to previous month	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	7.2%	-12.0%	-4.1%	6.6%	3.8%	6.6%	2.8%
Average Age in Months	66.1	63.9	63.8	65.4	65.5	66.3	65.9	68.8	68.6	70.1	70.6	69.3	67.7	66.1	67.7	1.6
Average Mileage	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,617	82,650	82,232	82,175	81,761	80,504	84,316	80,504	-3,812
Average No. of Entries	1.5	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	1.5	0.0
% Vehicles Sold 1st Time	70.3%	74.6%	76.3%	79.7%	83.1%	82.1%	75.4%	75.6%	71.5%	72.4%	72.2%	77.5%	71.3%	70.3%	71.3%	1.0%
Average No. Days on Site	14.8	14.3	13.8	12.9	11.5	13.2	12.8	17.2	15.0	14.9	15.7	14.9	15.4	14.8	15.4	0.6
Average Sales Prices All Ages	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,599	£4,677	£4,839	£4,677	-3.3%
% Difference to previous month	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	-2.7%	-1.1%	0.6%	1.7%	-1.7%	1.7%	3.4%
% OCN	26.6	27.0	27.0	27.1	28.0	27.6	27.8	26.0	25.5	25.4	25.3	25.7	25.9	26.6	25.9	-0.7

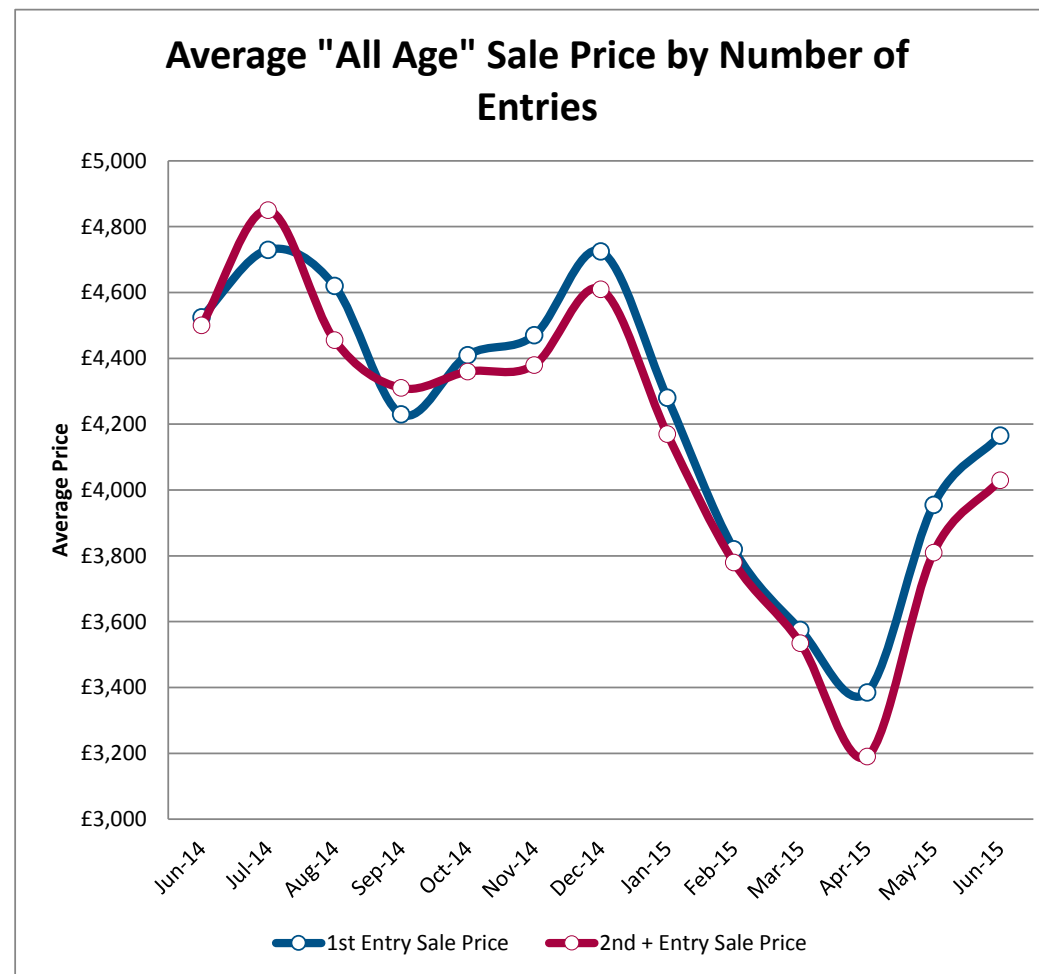
Average Sale Price Year on Year

	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15
Average All Ages Sales Price Previous Year* 2014 < January	£4,141	£4,164	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839
Average All Ages Sales Price Current Year** 2015 > January	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,599	£4,677
Percentage Difference	19.4%	18.3%	14.3%	10.6%	9.7%	7.0%	-0.5%	-2.0%	-3.6%	-2.4%	-6.6%	-3.3%



Sales Price Compared to Number of Entries (all ages)

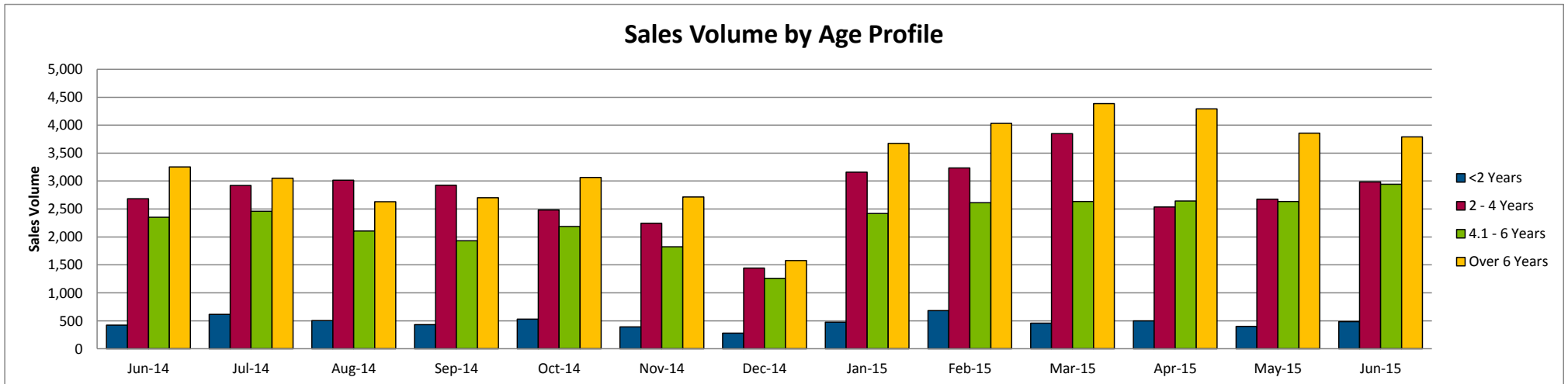
	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
Jun-14	£4,525	62.7	£4,500	60.5	£25	1%
Jul-14	£4,730	58.8	£4,850	53.5	-£120	-3%
Aug-14	£4,620	57.3	£4,455	55.2	£165	4%
Sep-14	£4,230	63.5	£4,310	57.9	-£80	-2%
Oct-14	£4,410	59.6	£4,360	57.6	£50	1%
Nov-14	£4,470	60.0	£4,380	56.0	£90	2%
Dec-14	£4,725	61.4	£4,610	61.1	£115	2%
Jan-15	£4,280	67.7	£4,170	64.4	£110	3%
Feb-15	£3,820	74.7	£3,780	70.9	£40	1%
Mar-15	£3,575	78.7	£3,535	75.7	£40	1%
Apr-15	£3,385	78.2	£3,190	78.5	£195	6%
May-15	£3,955	69.4	£3,810	69.9	£145	4%
Jun-15	£4,165	63.6	£4,030	62.9	£135	3%



Sales Volume by Age Profile

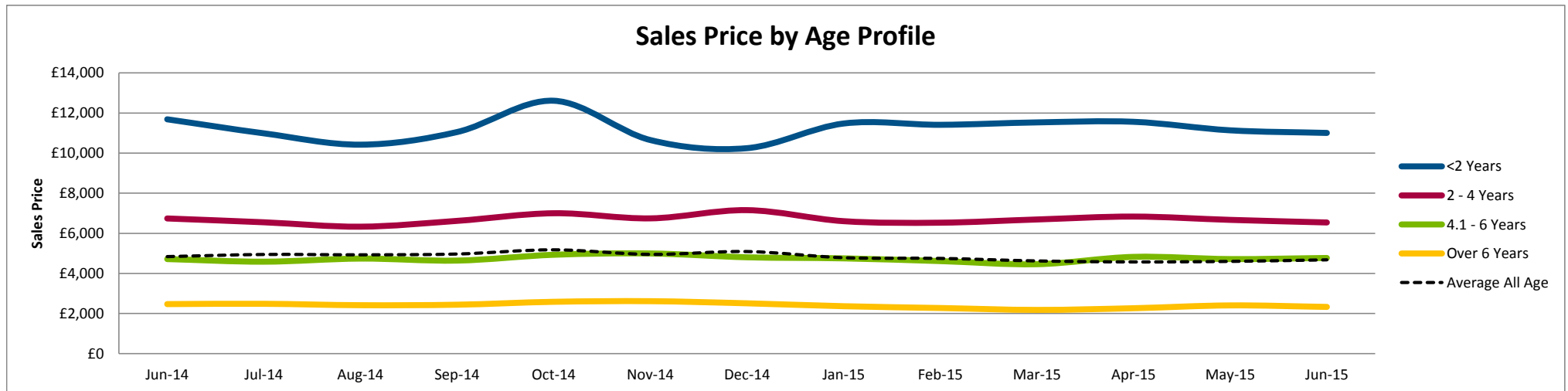
	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	12 month Total
<2 Years	424	614	504	431	531	389	281	478	684	460	499	400	484	5,755
<i>% Difference from previous month</i>	-5.6%	44.8%	-17.9%	-14.5%	23.2%	-26.7%	-27.8%	70.1%	43.1%	-32.7%	8.5%	-19.8%	21.0%	
2 - 4 Years	2,684	2,921	3,017	2,927	2,483	2,245	1,445	3,158	3,236	3,848	2,537	2,673	2,985	33,475
<i>% Difference from previous month</i>	10.3%	8.8%	3.3%	-3.0%	-15.2%	-9.6%	-35.6%	118.5%	2.5%	18.9%	-34.1%	5.4%	11.7%	
4.1 - 6 Years	2,353	2,459	2,105	1,933	2,187	1,826	1,260	2,422	2,613	2,635	2,646	2,635	2,944	27,665
<i>% Difference from previous month</i>	9.0%	4.5%	-14.4%	-8.2%	13.1%	-16.5%	-31.0%	92.2%	7.9%	0.8%	0.4%	-0.4%	11.7%	
Over 6 Years	3,255	3,051	2,630	2,700	3,064	2,717	1,576	3,672	4,033	4,386	4,291	3,859	3,789	39,768
<i>% Difference from previous month</i>	-3.0%	-6.3%	-13.8%	2.7%	13.5%	-11.3%	-42.0%	133.0%	9.8%	8.8%	-2.2%	-10.1%	-1.8%	
Total	8,716	9,045	8,256	7,991	8,265	7,177	4,562	9,730	10,566	11,329	9,973	9,567	10,202	106,663
<i>% Difference from previous month</i>	3.8%	3.8%	-8.7%	-3.2%	3.4%	-13.2%	-36.4%	113.3%	8.6%	7.2%	-12.0%	-4.1%	6.6%	

Sales Volume by Age Profile



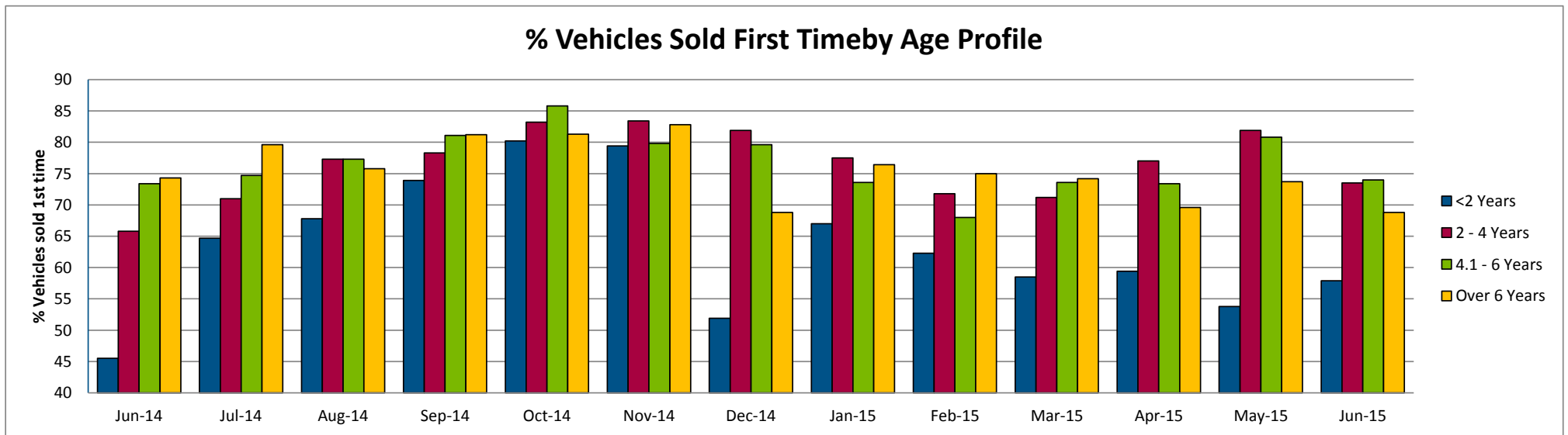
Sales Price by Age Profile

	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15
<2 Years	£11,685	£10,985	£10,420	£11,050	£12,610	£10,650	£10,245	£11,475	£11,410	£11,530	£11,560	£11,135	£11,005
<i>% Difference from previous month</i>	-5.7%	-6.0%	-5.1%	6.0%	14.1%	-15.5%	-3.8%	12.0%	-0.6%	1.1%	0.3%	-3.7%	-1.2%
2 - 4 Years	£6,740	£6,550	£6,330	£6,620	£7,000	£6,745	£7,155	£6,605	£6,530	£6,690	£6,835	£6,670	£6,540
<i>% Difference from previous month</i>	-4.6%	-2.8%	-3.4%	4.6%	5.7%	-3.6%	6.1%	-7.7%	-1.1%	2.5%	2.2%	-2.4%	-1.9%
4.1 - 6 Years	£4,715	£4,585	£4,740	£4,640	£4,930	£4,995	£4,805	£4,750	£4,615	£4,460	£4,825	£4,715	£4,770
<i>% Difference from previous month</i>	-1.4%	-2.8%	3.4%	-2.1%	6.3%	1.3%	-3.8%	-1.1%	-2.8%	-3.4%	8.2%	-2.3%	1.2%
Over 6 Years	£2,470	£2,485	£2,415	£2,440	£2,585	£2,615	£2,510	£2,365	£2,275	£2,180	£2,265	£2,405	£2,330
<i>% Difference from previous month</i>	0.2%	0.6%	-2.8%	1.0%	5.9%	1.2%	-4.0%	-5.8%	-3.8%	-4.2%	3.9%	6.2%	-3.1%
Average All Age	£4,839	£4,945	£4,928	£4,967	£5,177	£4,948	£5,091	£4,783	£4,749	£4,623	£4,572	£4,599	£4,677
<i>% Difference from previous month</i>	-1.7%	2.2%	-0.3%	0.8%	4.2%	-4.4%	2.9%	-6.0%	-0.7%	-2.7%	-1.1%	0.6%	1.7%



% Vehicles Sold First Time by Age Profile

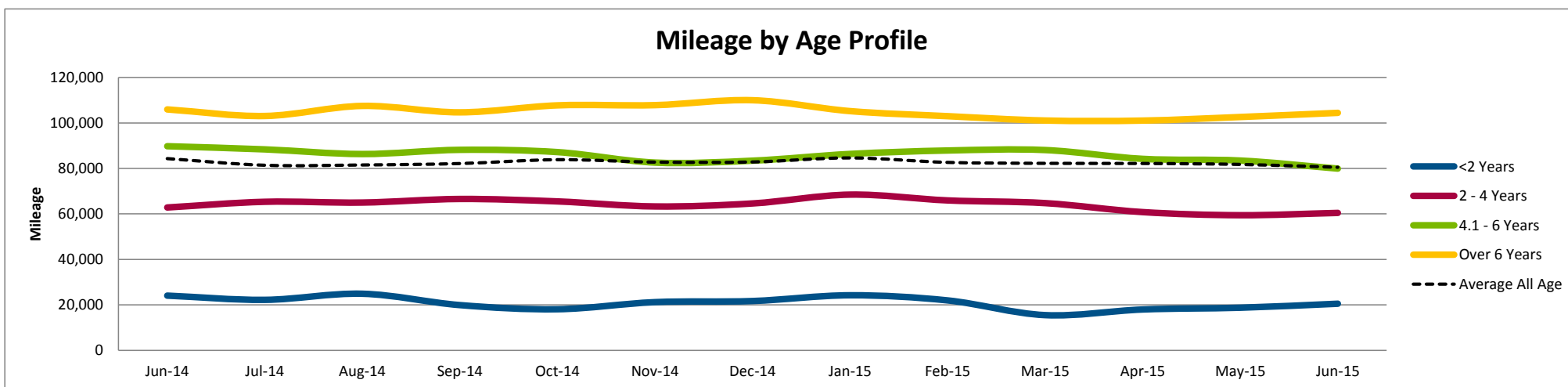
	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15
<2 Years	46	65	68	74	80	79	52	67	62	59	59	54	58
<i>% Difference from previous month</i>	-15.7%	42.2%	4.8%	9.0%	8.5%	-1.0%	-34.6%	29.1%	-7.0%	-6.1%	1.5%	-9.4%	7.6%
2 - 4 Years	66	71	77	78	83	83	82	78	72	71	77	82	74
<i>% Difference from previous month</i>	-10.4%	7.9%	8.9%	1.3%	6.3%	0.2%	-1.8%	-5.4%	-7.4%	-0.8%	8.1%	6.4%	-10.3%
4.1 - 6 Years	73	75	77	81	86	80	80	74	68	74	73	81	74
<i>% Difference from previous month</i>	0.7%	1.8%	3.5%	4.9%	5.8%	-7.0%	-0.3%	-7.5%	-7.6%	8.2%	-0.3%	10.1%	-8.4%
Over 6 Years	74	80	76	81	81	83	69	76	75	74	70	74	69
<i>% Difference from previous month</i>	-2.6%	7.1%	-4.8%	7.1%	0.1%	1.8%	-16.9%	11.0%	-1.8%	-1.1%	-6.2%	5.9%	-6.6%



Mileage by Age Profile

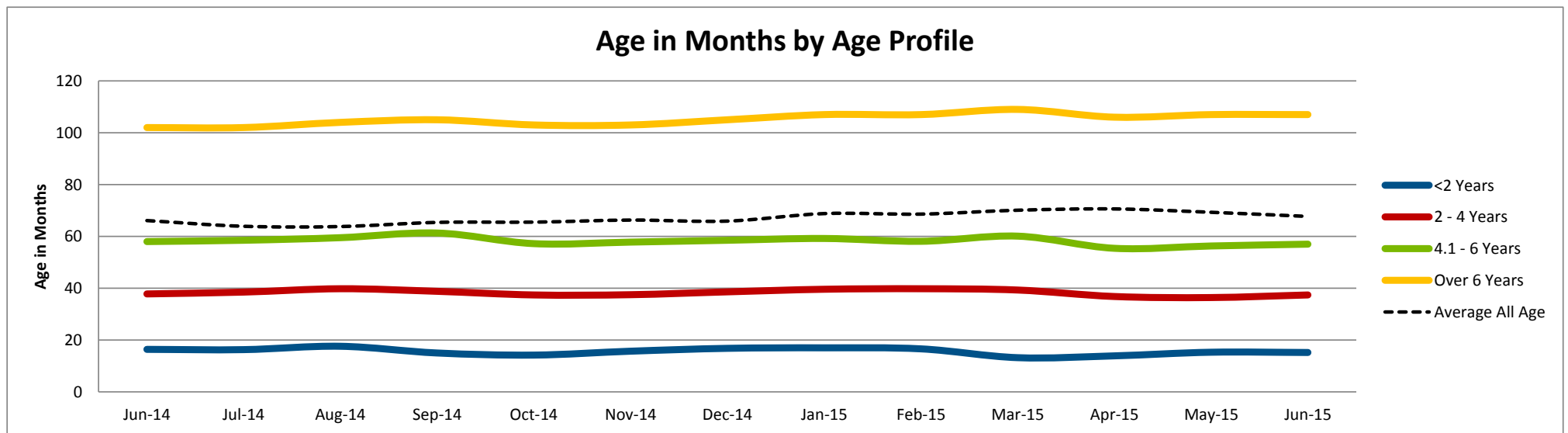
	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15
<2 Years	24,085	22,228	24,913	19,918	18,102	21,222	21,708	24,239	21,977	15,509	17,993	18,774	20,524
<i>% Difference from previous month</i>	17.3%	-7.7%	12.1%	-20.0%	-9.1%	17.2%	2.3%	11.7%	-9.3%	-29.4%	16.0%	4.3%	9.3%
2 - 4 Years	62,834	65,333	64,998	66,571	65,497	63,286	64,606	68,488	65,936	64,748	60,802	59,432	60,440
<i>% Difference from previous month</i>	2.1%	4.0%	-0.5%	2.4%	-1.6%	-3.4%	2.1%	6.0%	-3.7%	-1.8%	-6.1%	-2.3%	1.7%
4.1 - 6 Years	89,763	88,369	86,323	88,171	87,175	82,573	83,405	86,367	87,877	88,077	84,201	83,456	79,925
<i>% Difference from previous month</i>	7.1%	-1.6%	-2.3%	2.1%	-1.1%	-5.3%	1.0%	3.6%	1.7%	0.2%	-4.4%	-0.9%	-4.2%
Over 6 Years	105,939	103,054	107,482	104,653	107,724	107,820	109,981	105,194	102,965	101,059	101,025	102,600	104,423
<i>% Difference from previous month</i>	2.3%	-2.7%	4.3%	-2.6%	2.9%	0.1%	2.0%	-4.4%	-2.1%	-1.9%	0.0%	1.6%	1.8%
Average All Age	84,316	81,393	81,521	82,147	83,843	82,772	82,831	84,617	82,650	82,232	82,175	81,761	80,504
<i>% Difference from previous month</i>	3.0%	-3.5%	0.2%	0.8%	2.1%	-1.3%	0.1%	2.2%	-2.3%	-0.5%	-0.1%	-0.5%	-1.5%

Mileage by Age Profile



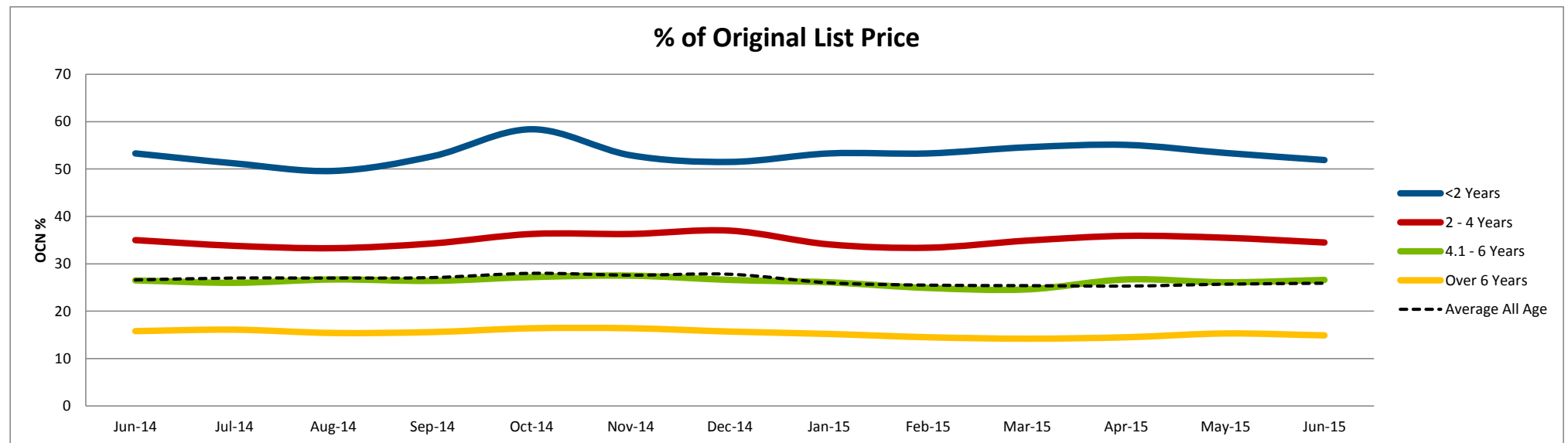
Age in Months by Age Profile

	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15
<2 Years	16	16	18	15	14	16	17	17	17	13	14	15	15
% Difference from previous month	11.6%	-0.6%	8.0%	-14.8%	-5.3%	10.6%	7.0%	1.2%	-2.4%	-20.5%	5.3%	10.1%	-0.7%
2 - 4 Years	38	39	40	39	37	38	39	40	40	39	37	36	37
% Difference from previous month	3.0%	1.9%	3.4%	-2.5%	-3.6%	0.3%	2.9%	2.6%	0.5%	-1.3%	-6.4%	-1.1%	2.7%
4.1 - 6 Years	58	59	60	61	57	58	59	59	58	60	55	56	57
% Difference from previous month	1.0%	0.9%	1.7%	3.0%	-6.7%	1.0%	1.2%	1.2%	-1.9%	3.4%	-7.8%	1.6%	1.2%
Over 6 Years	102	102	104	105	103	103	105	107	107	109	106	107	107
% Difference from previous month	1.0%	0.0%	2.0%	1.0%	-1.9%	0.0%	1.9%	1.9%	0.0%	1.9%	-2.8%	0.9%	0.0%



Percentage of Original List Price by Age Profile

	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15
<2 Years	53	51	50	53	58	53	52	53	53	55	55	53	52
<i>% Difference from previous month</i>	-7.3%	-3.9%	-3.1%	6.3%	10.8%	-9.4%	-2.6%	3.5%	0.0%	2.4%	0.9%	-3.1%	-2.8%
2 - 4 Years	35	34	33	34	36	36	37	34	33	35	36	36	35
<i>% Difference from previous month</i>	-4.6%	-3.4%	-1.5%	3.0%	5.8%	0.0%	1.9%	-7.8%	-2.1%	4.5%	2.9%	-1.1%	-2.8%
4.1 - 6 Years	27	26	27	26	27	28	27	26	25	25	27	26	27
<i>% Difference from previous month</i>	-3.3%	-1.9%	2.7%	-1.1%	3.0%	1.1%	-3.3%	-1.9%	-4.6%	-1.2%	8.5%	-2.2%	1.9%
Over 6 Years	16	16	15	16	16	16	16	15	15	14	15	15	15
<i>% Difference from previous month</i>	-1.9%	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 Years Summary by Weight Band

	<2 Years	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15
SMALL LCV (<2.6)	Average age in months	17	17	19	15	15	15	17	17	17	12	14	15	15
	Recorded mileage	24556	21011	25085	19499	19765	23583	22976	23649	21471	11909	16658	16373	18366
	Conversion rate	52%	50%	67%	63%	83%	80%	32%	69%	67%	55%	45%	62%	54%
	Sales volumes	117	178	182	145	177	147	112	150	222	147	136	113	138
	Sales prices	£7,034	£6,782	£6,688	£7,191	£8,219	£6,687	£6,831	£6,889	£7,232	£7,129	£7,300	£6,812	£6,488
	% New Price	46%	45%	43%	46%	52%	46%	44%	46%	46%	48%	50%	47%	44%
MEDIUM LCV (2.6 - 3.495)	Average age in months	15	16	16	16	14	16	17	17	17	14	15	16	15
	Recorded mileage	20303	21456	21968	21193	17072	17794	18076	24699	22681	19254	20771	20243	20962
	Conversion rate	48%	65%	58%	63%	79%	73%	56%	64%	54%	56%	48%	30%	48%
	Sales volumes	126	235	140	136	174	103	102	161	243	154	178	132	181
	Sales prices	£12,442	£11,245	£11,127	£11,724	£13,909	£10,591	£11,020	£11,998	£11,898	£11,820	£11,354	£10,775	£11,658
	% New Price	58%	53%	53%	55%	63%	52%	54%	54%	55%	56%	54%	51%	55%
LARGE LCV (3.5)	Average age in months	18	17	20	16	14	17	18	18	17	13	14	16	16
	Recorded mileage	35009	30691	35025	22101	20008	30557	30828	32789	25668	17674	22735	26337	28015
	Conversion rate	17%	68%	69%	88%	81%	77%	44%	55%	69%	59%	64%	24%	65%
	Sales volumes	107	124	105	95	107	66	36	95	137	91	97	74	96
	Sales prices	£11,884	£12,440	£11,754	£12,787	£14,471	£12,813	£12,864	£12,905	£13,676	£13,728	£12,966	£12,449	£12,844
	% New Price	41%	43%	42%	47%	51%	47%	47%	46%	48%	49%	47%	46%	46%

2-4 Years Summary by Weight Band

	2 - 4 Years	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15
SMALL LCV (<2.6)	Average age in months	37	38	39	38	37	37	37	39	39	39	37	37	38
	Recorded mileage	61052	60660	58441	62423	63113	57315	57795	63369	58373	56192	53203	54690	55385
	Conversion rate	68%	71%	80%	78%	82%	86%	83%	80%	83%	76%	80%	85%	72%
	Sales volumes	949	990	1153	1117	1020	1022	566	1124	1111	1377	974	1200	1256
	Sales prices	£4,703	£4,618	£4,439	£4,479	£4,355	£4,612	£4,525	£4,247	£4,459	£4,586	£4,660	£4,606	£4,384
	% New Price	31%	31%	30%	31%	30%	32%	31%	30%	30%	33%	33%	33%	31%
MEDIUM LCV (2.6 - 3.495)	Average age in months	39	39	41	40	38	39	40	40	41	40	37	36	37
	Recorded mileage	62141	66885	67896	66991	65277	65730	70798	67818	64504	66661	64868	60939	61661
	Conversion rate	65%	73%	76%	77%	84%	82%	85%	76%	72%	72%	82%	82%	79%
	Sales volumes	937	1064	1062	918	740	637	431	1072	1124	1344	855	861	1033
	Sales prices	£7,027	£6,776	£6,553	£7,072	£8,256	£7,800	£7,968	£7,201	£6,921	£7,057	£7,436	£7,484	£7,280
	% New Price	36%	34%	33%	36%	40%	38%	39%	36%	34%	35%	36%	37%	36%
LARGE LCV (3.5)	Average age in months	37	38	40	38	38	39	40	40	40	40	38	37	38
	Recorded mileage	77158	81013	85331	82199	85375	91092	87594	86458	86389	84096	78806	79341	79026
	Conversion rate	54%	65%	73%	75%	87%	75%	74%	76%	47%	56%	64%	77%	71%
	Sales volumes	448	531	480	572	392	315	222	653	690	748	446	378	437
	Sales prices	£7,801	£7,549	£7,512	£7,689	£7,885	£7,492	£7,695	£7,504	£7,119	£7,419	£7,271	£8,056	£8,180
	% New Price	29%	29%	29%	29%	30%	29%	29%	29%	27%	28%	29%	30%	30%

4.1-6 Years Summary by Weight Band

	4.1 - 6 Years	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15
SMALL LCV (<2.6)	Average age in months	58	58	60	62	57	58	59	59	59	61	55	56	57
	Recorded mileage	77609	77628	79673	77812	76182	75038	77244	76761	78094	76841	74698	74325	71108
	Conversion rate	80%	76%	80%	82%	85%	79%	82%	73%	70%	78%	76%	84%	76%
	Sales volumes	792	872	758	693	743	637	498	843	901	911	979	1043	1158
	Sales prices	£3,332	£3,258	£3,121	£3,045	£3,274	£3,258	£3,170	£3,044	£3,006	£3,011	£3,262	£3,262	£3,245
	% New Price	25%	25%	24%	24%	25%	24%	23%	23%	22%	23%	24%	24%	25%
MEDIUM LCV (2.6 - 3.495)	Average age in months	58	58	59	61	56	58	58	59	58	59	55	56	56
	Recorded mileage	84082	87651	83596	90029	90337	84075	83808	86481	84189	86493	83281	84372	80649
	Conversion rate	76%	76%	78%	84%	90%	80%	81%	72%	75%	79%	76%	83%	77%
	Sales volumes	876	929	756	677	873	697	449	857	896	919	982	899	1013
	Sales prices	£5,374	£5,076	£5,292	£5,185	£5,302	£5,357	£5,590	£5,357	£5,252	£4,809	£5,367	£5,127	£5,343
	% New Price	30%	28%	29%	28%	28%	29%	30%	29%	28%	26%	28%	27%	28%
LARGE LCV (3.5)	Average age in months	58	59	60	61	59	58	59	59	58	60	56	58	58
	Recorded mileage	121967	112077	106322	104996	108049	97176	100187	104044	108767	110793	110480	105490	101012
	Conversion rate	57%	71%	76%	77%	81%	81%	77%	78%	52%	59%	66%	75%	69%
	Sales volumes	537	494	442	424	404	338	224	557	667	619	497	513	572
	Sales prices	£4,871	£5,094	£5,580	£5,463	£5,774	£5,898	£5,731	£5,436	£5,197	£4,974	£5,310	£5,549	£5,537
	% New Price	19%	21%	23%	22%	23%	24%	23%	22%	20%	20%	21%	22%	22%

>6 Years Summary by Weight Band

	Over 6 Years	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15
SMALL LCV (<2.6)	Average age in months	104	104	106	106	104	104	105	108	109	110	107	107	107
	Recorded mileage	98446	97555	100278	101279	102184	100951	106738	99577	98295	95764	96104	98020	98280
	Conversion rate	74%	80%	76%	82%	82%	81%	69%	76%	78%	78%	70%	75%	74%
	Sales volumes	1131	1077	946	978	1125	959	511	1159	1466	1586	1570	1234	1194
	Sales prices	£1,378	£1,448	£1,328	£1,280	£1,391	£1,404	£1,383	£1,266	£1,215	£1,168	£1,219	£1,295	£1,274
	% New Price	12%	13%	12%	11%	12%	12%	12%	11%	11%	11%	11%	12%	11%
MEDIUM LCV (2.6 - 3.495)	Average age in months	97	97	100	100	99	99	99	105	105	108	104	104	104
	Recorded mileage	106585	100577	113026	105739	109909	108829	109310	102881	99934	100632	99092	99790	102468
	Conversion rate	75%	83%	76%	81%	82%	88%	73%	81%	76%	73%	71%	76%	67%
	Sales volumes	980	940	772	752	843	797	481	1369	1369	1569	1472	1414	1332
	Sales prices	£2,834	£2,994	£2,690	£2,734	£2,789	£2,964	£2,786	£2,493	£2,469	£2,308	£2,467	£2,661	£2,588
	% New Price	18%	19%	17%	17%	18%	18%	17%	16%	16%	15%	16%	17%	17%
LARGE LCV (3.5)	Average age in months	98	100	100	104	102	101	106	104	101	106	102	105	104
	Recorded mileage	119021	118790	117663	114468	124755	123790	124019	121774	121345	114784	116649	118321	119994
	Conversion rate	76%	79%	82%	80%	79%	80%	71%	71%	68%	72%	70%	70%	67%
	Sales volumes	688	616	538	532	604	503	316	664	690	679	696	686	760
	Sales prices	£2,845	£2,698	£2,950	£2,697	£2,722	£2,786	£2,595	£2,580	£2,716	£2,447	£2,637	£2,385	£2,351
	% New Price	14%	14%	15%	14%	14%	14%	13%	13%	13%	12%	13%	12%	12%