

COMPILED BY
GLASS'S

Auction Report - LCV

October 2014



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NAMA used LCV market commentary for September 2014

Whole market – September compared to August

- In September, sales volumes fell by 3.2%
- On average, LCVs remained on site for 12.9 days
- At £4,967 the average price achieved rose by 0.8%
- Average mileage increased from 81,521 to 82,147 miles
- 80% of LCVs sold at the 1st time of being offered (+4%)
- The average age of an LCV lot rose from 63.8 to 65.4 months
- The average number of entries required to achieve a sale was 1.32

Volume changes - by age

	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14
<2 Years	375	449	424	614	504	431
% Difference from previous month	6.2%	19.7%	-5.6%	44.8%	-17.9%	-14.5%

2 - 4 Years	2,539	2,433	2,684	2,921	3,017	2,927
% Difference from previous month	-13.9%	-4.2%	10.3%	8.8%	3.3%	-3.0%

4.1 - 6 Years	2,361	2,158	2,353	2,459	2,105	1,933
% Difference from previous month	1.9%	-8.6%	9.0%	4.5%	-14.4%	-8.2%

Over 6 Years	3,945	3,354	3,255	3,051	2,630	2,700
% Difference from previous month	10.2%	-15.0%	-3.0%	-6.3%	-13.8%	2.7%

Comment:

The total number of LCVs sold at auction in September decreased by 265 units and now stands just 0.78% above the comparable figure for this same month in 2013.

Mileage changes - by age

	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14
<2 Years	21,905	20,540	24,085	22,228	24,913	19,918
% Difference from previous month	10.3%	-6.2%	17.3%	-7.7%	12.1%	-20.0%

2 - 4 Years	64,471	61,558	62,834	65,333	64,998	66,571
% Difference from previous month	-0.8%	-4.5%	2.1%	4.0%	-0.5%	2.4%

4.1 - 6 Years	84,681	83,795	89,763	88,369	86,323	88,171
% Difference from previous month	-6.6%	-1.0%	7.1%	-1.6%	-2.3%	2.1%

Over 6 Years	105,095	103,568	105,939	103,054	107,482	104,653
% Difference from previous month	5.7%	-1.5%	2.3%	-2.7%	4.3%	-2.6%

Average All Age	85,297	81,867	84,316	81,393	81,521	82,147
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Comment:

The average mileage for an LCV sold in September increased by 626 miles (+0.76%).

Price changes - by age

	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14
<2 Years	£11,215	£12,395	£11,685	£10,985	£10,420	£11,050
% Difference from previous month	-6.6%	10.5%	-5.7%	-6.0%	-5.1%	6.0%

2 - 4 Years	£7,135	£7,065	£6,740	£6,550	£6,330	£6,620
% Difference from previous month	1.6%	-1.0%	-4.6%	-2.8%	-3.4%	4.6%

4.1 - 6 Years	£4,885	£4,780	£4,715	£4,585	£4,740	£4,640
% Difference from previous month	9.3%	-2.1%	-1.4%	-2.8%	3.4%	-2.1%

Over 6 Years	£2,370	£2,465	£2,470	£2,485	£2,415	£2,440
% Difference from previous month	-3.7%	4.0%	0.2%	0.6%	-2.8%	1.0%

Comment:

The average price paid for an LCV in September stood at £4,967 which represents an uplift of more than 14% over the same month last year.

Market Overview

With increases in both average age and mileage doing little to hinder LCV prices moving higher, the data presented in September's NAMA LCV Report makes for impressive reading. There were welcome falls in both the number of days an LCV remained on site and entries taken to achieve a sale. Notably, a 4% improvement in the number of lots selling at the first time of asking underscored the benefits to be gained when reserve prices are set at realistic levels.

Within this robust marketplace, there is undoubtedly a high level of demand (at all years) for most types of LCVs which bodes well for the closing months of 2014. However, with manufacturers continuing to offer big discounts on new vans and pick-ups, trade buyers are wary of holding too much expensive, late year stock for fear of getting their fingers burnt. Accordingly, the last quarter, of what has undoubtedly been a highly profitable year, might possibly provide some fresh challenges which could see LCV prices easing back. However, provided that the UK's economy continues to avoid the worst of the financial turmoil being experienced across the channel, demand for both new and used LCVs is expected to hold firm in to 2015.

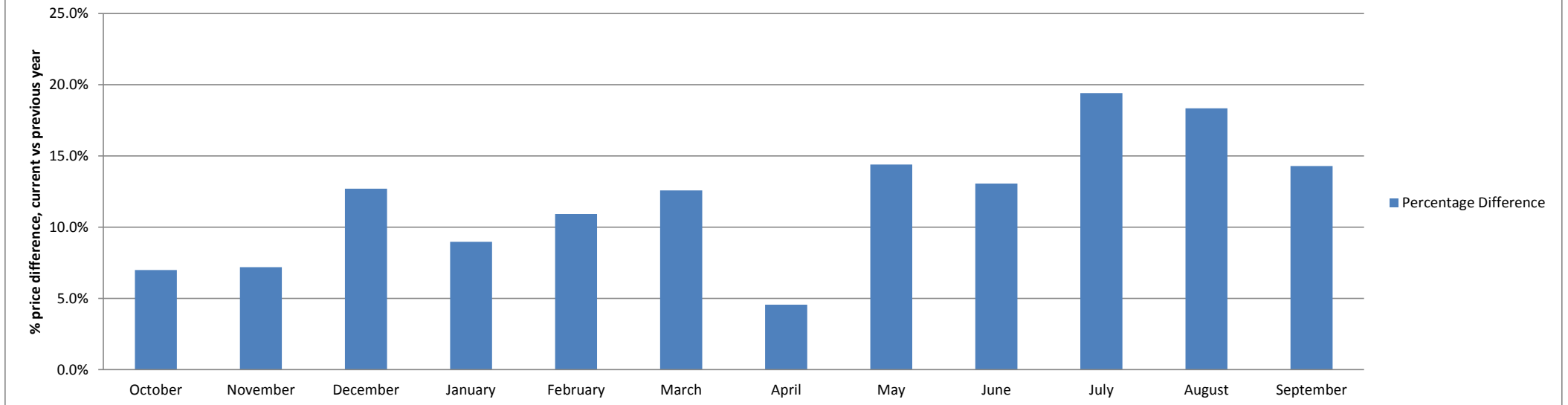
Whole Market Summary

	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Sep-13	Sep-14	Year on Year Diff
Sales Volumes All Ages	7,929	9,110	7,963	3,885	9,185	8,583	9,198	9,220	8,394	8,716	9,045	8,256	7,991	7,929	7,991	1%
% Difference to previous month	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	0.2%	-9.0%	3.8%	3.8%	-8.7%	-3.2%			
Average Age in Months	68.4	66.4	68.1	67.3	65.0	66.6	68.5	68.4	66.6	66.1	63.9	63.8	65.4	68.4	65.4	-3.0
Average Mileage	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,297	81,867	84,316	81,393	81,521	82,147	83,085	82,147	-938
Average No. of Entries	1.37	1.27	1.32	1.26	1.35	1.32	1.32	1.33	1.39	1.45	1.41	1.38	1.32	1.37	1.32	-0.05
% Vehicles Sold 1st Time	79%	84%	81%	80%	77%	79%	82%	78%	74%	70%	75%	76%	80%	79%	80%	1%
Average No. Days on Site	12.9	11.8	11.6	11.3	15.6	12.7	12.4	12.0	14.1	14.8	14.3	13.8	12.9	12.9	12.9	0.0
Average Sales Prices All Ages	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967	£4,346	£4,967	14%
% Difference to previous month	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%	-2.3%	5.1%	-1.7%	2.2%	-0.3%	0.8%			
% OCN	25.5	26.6	26.0	27.3	26.8	27.2	26.7	26.0	27.3	26.6	27.0	27.0	27.1	25.5	27.1	1.6

Average Sale Price Year on Year

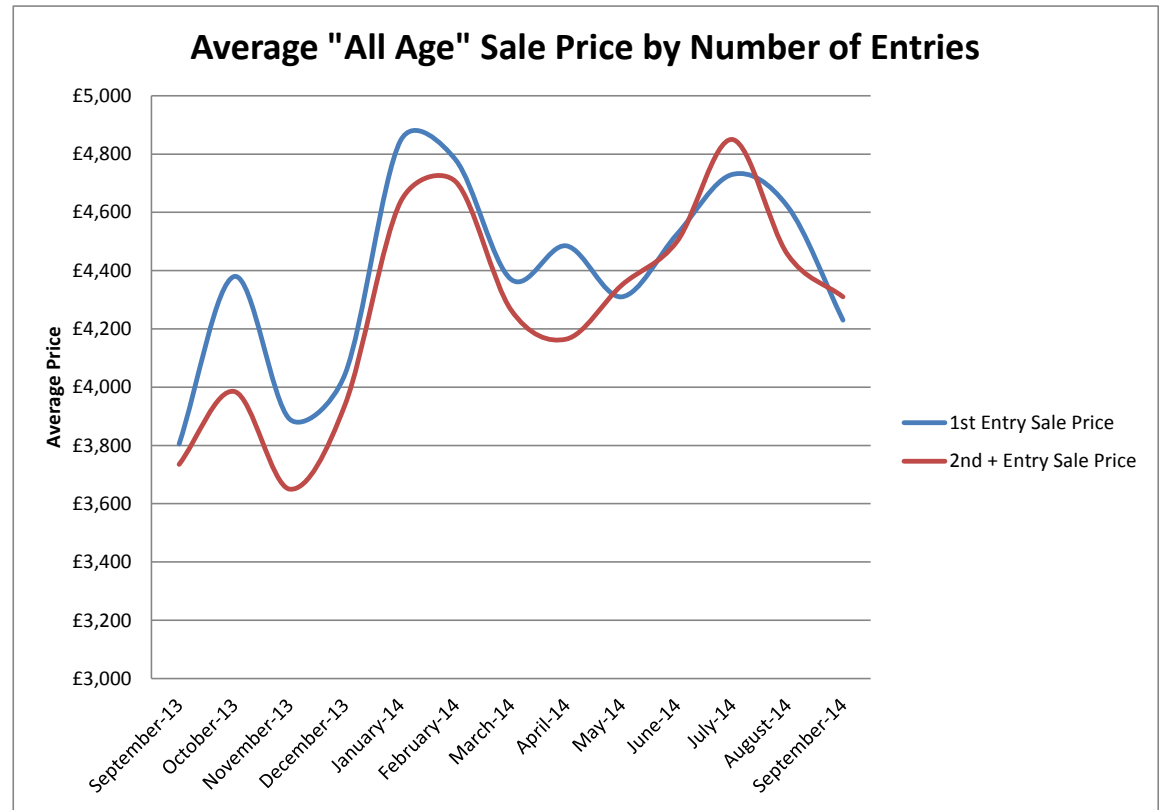
	October	November	December	January	February	March	April	May	June	July	August	September
Average All Ages Sales Price Previous Year 2013 - Pre January	£4,375	£4,209	£4,221	£4,411	£4,367	£4,258	£4,481	£4,304	£4,280	£4,141	£4,164	£4,346
Average All Ages Sales Price Current Year 2014 - January Onwards	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967
Percentage Difference	7.0%	7.2%	12.7%	9.0%	10.9%	12.6%	4.6%	14.4%	13.1%	19.4%	18.3%	14.3%

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



Sales Price Compared to Number of Entries (all ages)

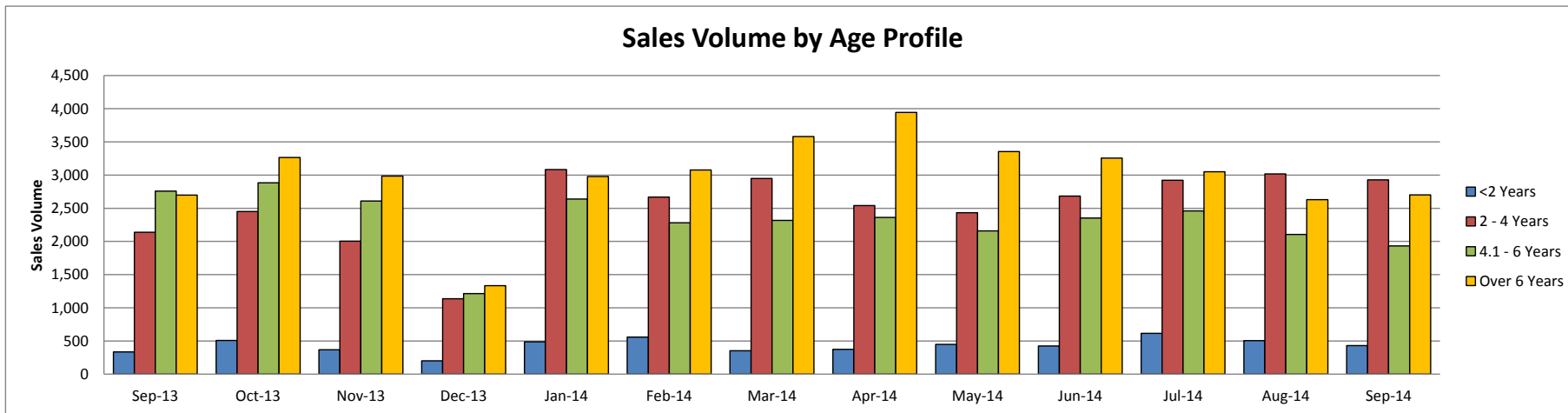
	1st Entry		2nd/Subsequent Entry		£ Premium	% Premium
	Sales Price	Age in Months	Sales Price	Age in Months		
September-13	£3,805	64.5	£3,735	60.9	£70	2%
October-13	£4,380	61.4	£3,985	63.2	£395	9%
November-13	£3,890	64.5	£3,650	64.6	£240	6%
December-13	£4,045	67.8	£3,940	65.9	£105	3%
January-14	£4,845	58.0	£4,635	57.6	£210	4%
February-14	£4,780	59.9	£4,705	57.3	£75	2%
March-14	£4,370	69.5	£4,265	65.5	£105	2%
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%



Sales Volume by Age Profile

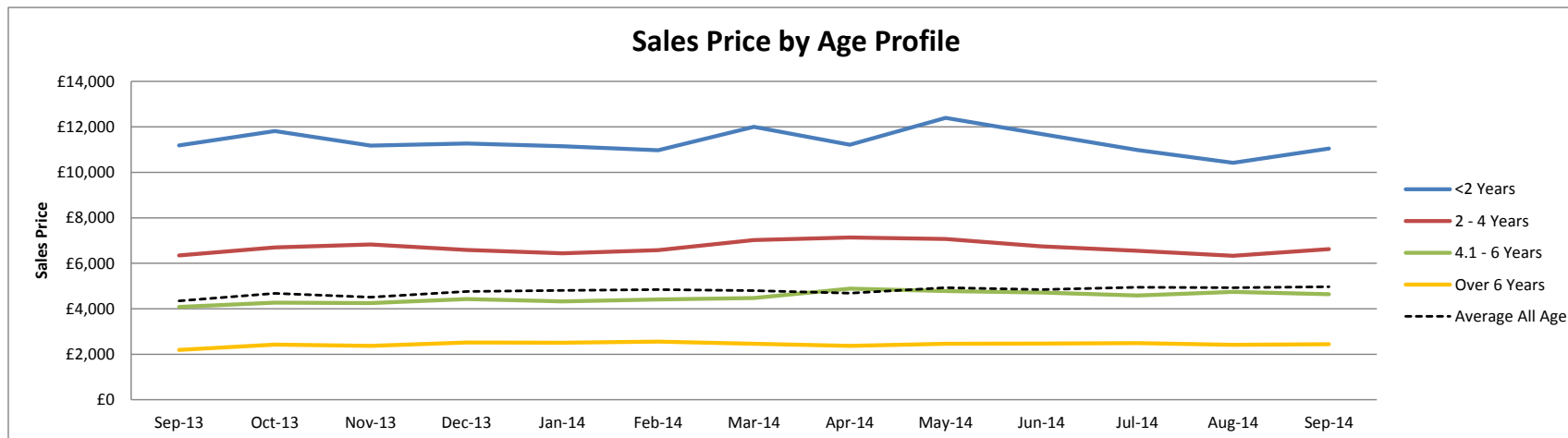
	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	12 month Total
<2 Years	334	508	367	200	488	557	353	375	449	424	614	504	431	5,270
% Difference from previous month	-17.3%	52.1%	-27.8%	-45.5%	144.0%	14.1%	-36.6%	6.2%	19.7%	-5.6%	44.8%	-17.9%	-14.5%	
2 - 4 Years	2,138	2,452	2,003	1,136	3,082	2,668	2,949	2,539	2,433	2,684	2,921	3,017	2,927	30,811
% Difference from previous month	3.6%	14.7%	-18.3%	-43.3%	171.3%	-13.4%	10.5%	-13.9%	-4.2%	10.3%	8.8%	3.3%	-3.0%	
4.1 - 6 Years	2,759	2,884	2,609	1,215	2,638	2,280	2,317	2,361	2,158	2,353	2,459	2,105	1,933	27,312
% Difference from previous month	2.7%	4.5%	-9.5%	-53.4%	117.1%	-13.6%	1.6%	1.9%	-8.6%	9.0%	4.5%	-14.4%	-8.2%	
Over 6 Years	2,698	3,266	2,984	1,334	2,977	3,078	3,579	3,945	3,354	3,255	3,051	2,630	2,700	36,153
% Difference from previous month	1.4%	21.1%	-8.6%	-55.3%	123.2%	3.4%	16.3%	10.2%	-15.0%	-3.0%	-6.3%	-13.8%	2.7%	
Total	7,929	9,110	7,963	3,885	9,185	8,583	9,198	9,220	8,394	8,716	9,045	8,256	7,991	99,546
% Difference from previous month	1.4%	14.9%	-12.6%	-51.2%	136.4%	-6.6%	7.2%	0.2%	-9.0%	3.8%	3.8%	-8.7%	-3.2%	

Sales Volume by Age Profile



Sales Price by Age Profile

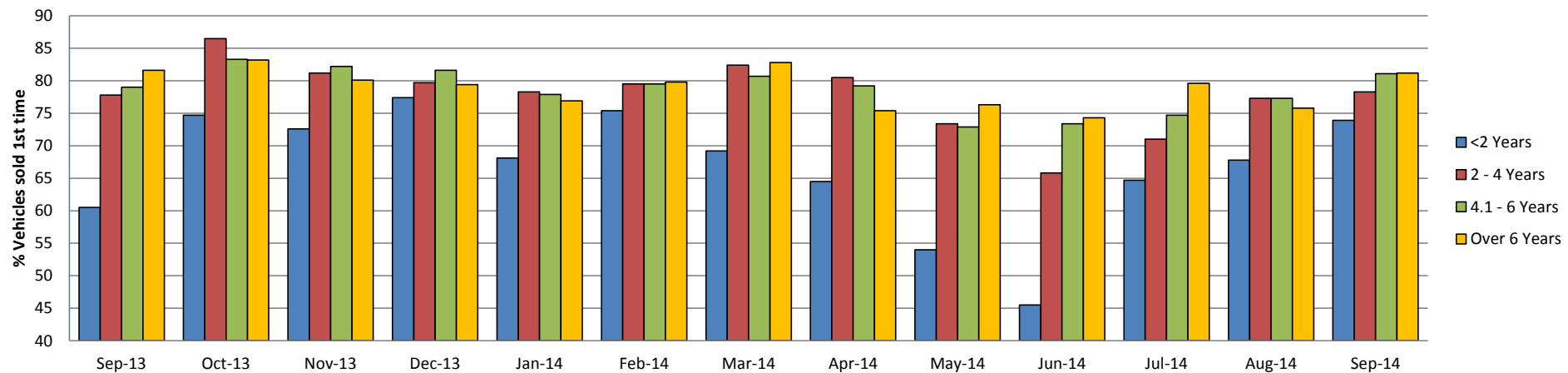
	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14
<2 Years	£11,185	£11,820	£11,175	£11,270	£11,145	£10,975	£12,005	£11,215	£12,395	£11,685	£10,985	£10,420	£11,050
<i>% Difference from previous month</i>	9.6%	5.7%	-5.5%	0.9%	-1.1%	-1.5%	9.4%	-6.6%	10.5%	-5.7%	-6.0%	-5.1%	6.0%
2 - 4 Years	£6,345	£6,700	£6,830	£6,590	£6,440	£6,580	£7,020	£7,135	£7,065	£6,740	£6,550	£6,330	£6,620
<i>% Difference from previous month</i>	2.8%	5.6%	1.9%	-3.5%	-2.3%	2.2%	6.7%	1.6%	-1.0%	-4.6%	-2.8%	-3.4%	4.6%
4.1 - 6 Years	£4,080	£4,265	£4,250	£4,425	£4,320	£4,405	£4,470	£4,885	£4,780	£4,715	£4,585	£4,740	£4,640
<i>% Difference from previous month</i>	2.9%	4.5%	-0.4%	4.1%	-2.4%	2.0%	1.5%	9.3%	-2.1%	-1.4%	-2.8%	3.4%	-2.1%
Over 6 Years	£2,190	£2,420	£2,370	£2,520	£2,510	£2,555	£2,460	£2,370	£2,465	£2,470	£2,485	£2,415	£2,440
<i>% Difference from previous month</i>	15.6%	10.5%	-2.1%	6.3%	-0.4%	1.8%	-3.7%	-3.7%	4.0%	0.2%	0.6%	-2.8%	1.0%
Average All Age	£4,346	£4,681	£4,512	£4,757	£4,807	£4,844	£4,794	£4,685	£4,924	£4,839	£4,945	£4,928	£4,967
<i>% Difference from previous month</i>	4.4%	7.7%	-3.6%	5.4%	1.1%	0.8%	-1.0%	-2.3%	5.1%	-1.7%	2.2%	-0.3%	0.8%



% Vehicles Sold First Time by Age Profile

	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14
<2 Years	61	75	73	77	68	75	69	65	54	46	65	68	74
<i>% Difference from previous month</i>	-7.6%	23.5%	-2.8%	6.6%	-12.0%	10.7%	-8.2%	-6.8%	-16.3%	-15.7%	42.2%	4.8%	9.0%
2 - 4 Years	78	87	81	80	78	80	82	81	73	66	71	77	78
<i>% Difference from previous month</i>	9.3%	11.2%	-6.1%	-1.8%	-1.8%	1.5%	3.6%	-2.3%	-8.8%	-10.4%	7.9%	8.9%	1.3%
4.1 - 6 Years	79	83	82	82	78	80	81	79	73	73	75	77	81
<i>% Difference from previous month</i>	6.0%	5.4%	-1.3%	-0.7%	-4.5%	2.1%	1.5%	-1.9%	-8.0%	0.7%	1.8%	3.5%	4.9%
Over 6 Years	82	83	80	79	77	80	83	75	76	74	80	76	81
<i>% Difference from previous month</i>	15.6%	2.0%	-3.7%	-0.9%	-3.1%	3.8%	3.8%	-8.9%	1.2%	-2.6%	7.1%	-4.8%	7.1%

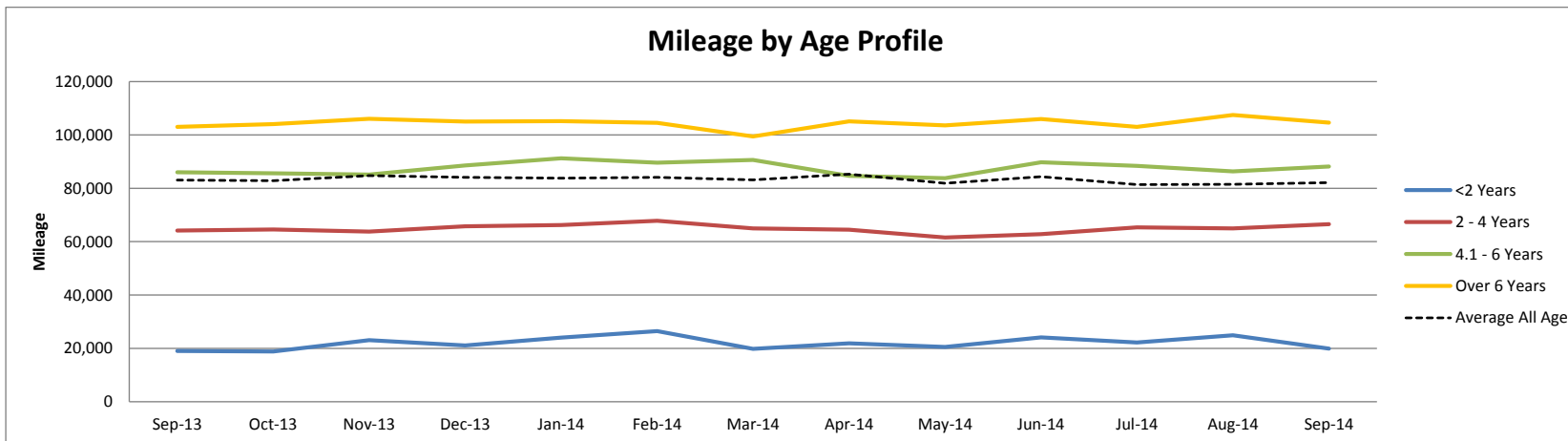
% Vehicles Sold First Time by Age Profile



Mileage by Age Profile

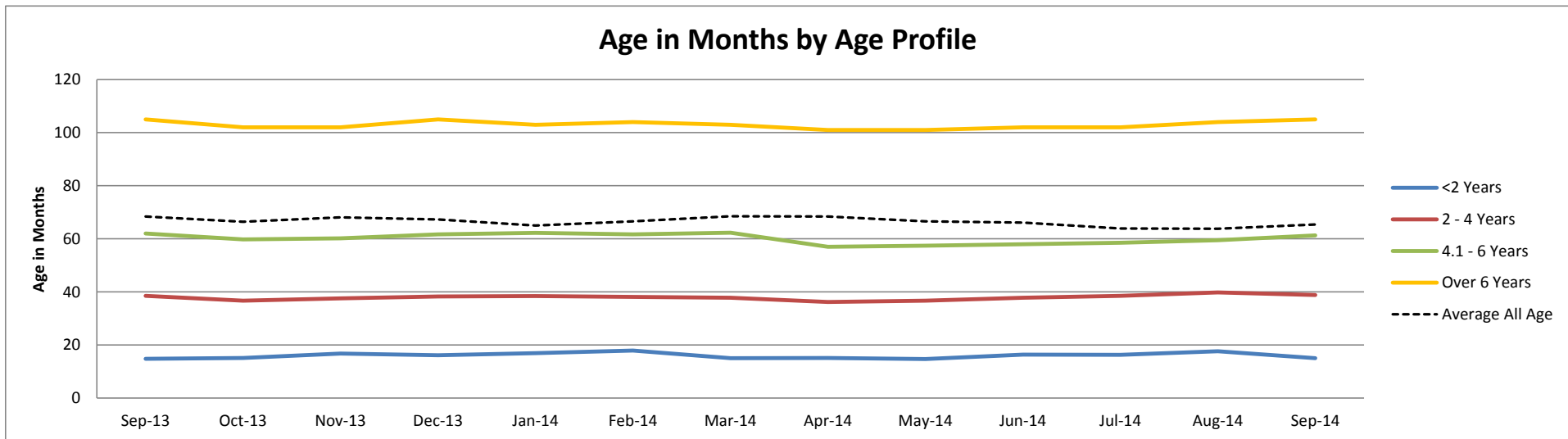
	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14
<2 Years	18,987	18,830	23,061	21,055	24,017	26,462	19,859	21,905	20,540	24,085	22,228	24,913	19,918
<i>% Difference from previous month</i>	-37.2%	-0.8%	22.5%	-8.7%	14.1%	10.2%	-25.0%	10.3%	-6.2%	17.3%	-7.7%	12.1%	-20.0%
2 - 4 Years	64,152	64,601	63,733	65,767	66,195	67,826	64,994	64,471	61,558	62,834	65,333	64,998	66,571
<i>% Difference from previous month</i>	-1.4%	0.7%	-1.3%	3.2%	0.7%	2.5%	-4.2%	-0.8%	-4.5%	2.1%	4.0%	-0.5%	2.4%
4.1 - 6 Years	86,039	85,586	85,143	88,592	91,249	89,571	90,631	84,681	83,795	89,763	88,369	86,323	88,171
<i>% Difference from previous month</i>	2.9%	-0.5%	-0.5%	4.1%	3.0%	-1.8%	1.2%	-6.6%	-1.0%	7.1%	-1.6%	-2.3%	2.1%
Over 6 Years	103,002	104,099	106,052	104,998	105,187	104,525	99,440	105,095	103,568	105,939	103,054	107,482	104,653
<i>% Difference from previous month</i>	-1.6%	1.1%	1.9%	-1.0%	0.2%	-0.6%	-4.9%	5.7%	-1.5%	2.3%	-2.7%	4.3%	-2.6%
Average All Age	83,085	82,852	84,732	84,074	83,788	84,079	83,123	85,297	81,867	84,316	81,393	81,521	82,147
<i>% Difference from previous month</i>	0.0%	-0.3%	2.3%	-0.8%	-0.3%	0.3%	-1.1%	2.6%	-4.0%	3.0%	-3.5%	0.2%	0.8%

Mileage by Age Profile



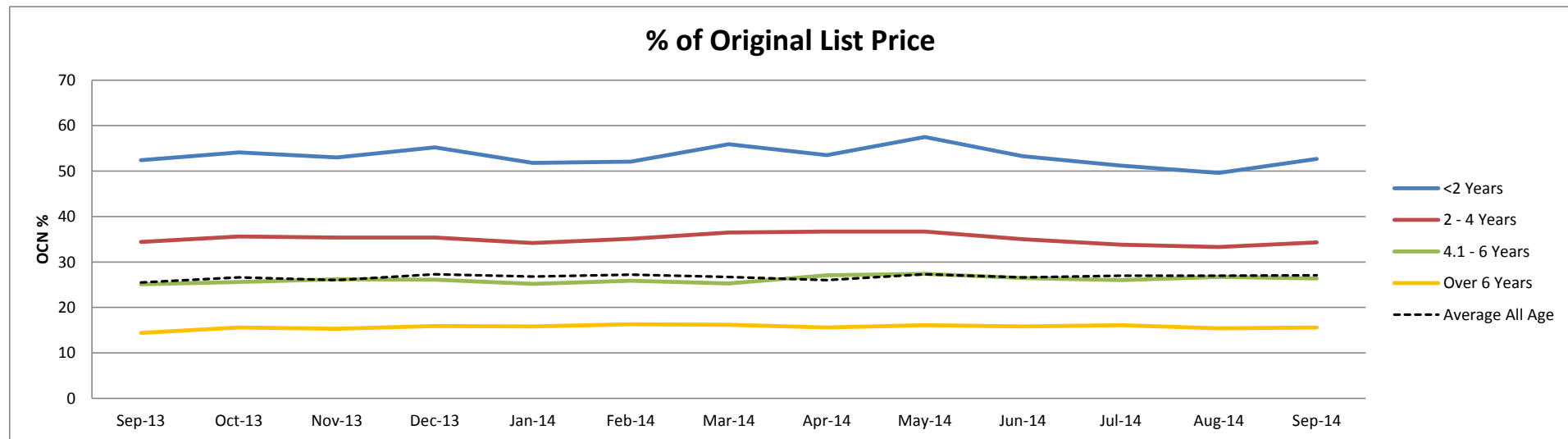
Age in Months by Age Profile

	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14
<2 Years	15	15	17	16	17	18	15	15	15	16	16	18	15
% Difference from previous month	-17.8%	2.0%	11.3%	-4.2%	5.0%	5.9%	-16.2%	0.7%	-2.6%	11.6%	-0.6%	8.0%	-14.8%
2 - 4 Years	39	37	38	38	38	38	38	36	37	38	39	40	39
% Difference from previous month	-0.5%	-4.7%	2.5%	1.9%	0.3%	-0.8%	-0.8%	-4.2%	1.4%	3.0%	1.9%	3.4%	-2.5%
4.1 - 6 Years	62	60	60	62	62	62	62	57	57	58	59	60	61
% Difference from previous month	1.0%	-3.5%	0.7%	2.5%	0.8%	-0.8%	1.0%	-8.5%	0.7%	1.0%	0.9%	1.7%	3.0%
Over 6 Years	105	102	102	105	103	104	103	101	101	102	102	104	105
% Difference from previous month	-0.9%	-2.9%	0.0%	2.9%	-1.9%	1.0%	-1.0%	-1.9%	0.0%	1.0%	0.0%	2.0%	1.0%



Percentage of Original List Price by Age Profile

	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14
<2 Years	52	54	53	55	52	52	56	54	58	53	51	50	53
% Difference from previous month	8.5%	3.2%	-2.0%	4.2%	-6.2%	0.6%	7.3%	-4.3%	7.5%	-7.3%	-3.9%	-3.1%	6.3%
2 - 4 Years	34	36	35	35	34	35	37	37	37	35	34	33	34
% Difference from previous month	1.5%	3.5%	-0.6%	0.0%	-3.4%	2.6%	4.0%	0.5%	0.0%	-4.6%	-3.4%	-1.5%	3.0%
4.1 - 6 Years	25	26	26	26	25	26	25	27	27	27	26	27	26
% Difference from previous month	3.7%	2.0%	2.3%	-0.4%	-3.4%	2.8%	-2.3%	7.1%	1.1%	-3.3%	-1.9%	2.7%	-1.1%
Over 6 Years	14	16	15	16	16	16	16	16	16	16	16	15	16
% Difference from previous month	12.5%	8.3%	-1.9%	3.9%	-0.6%	3.2%	-0.6%	-3.7%	3.2%	-1.9%	1.9%	-4.3%	1.3%



<2 Years Summary by Weight Band

	<2 Years	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14
SMALL LCV (<2.6)	Average age in months	14	15	17	16	17	18	15	15	15	17	17	19	15
	Recorded mileage	14535	18481	25847	18340	23907	26261	22476	23486	19841	24556	21011	25085	19499
	Conversion rate	68%	59%	75%	77%	67%	79%	77%	64%	60%	52%	50%	67%	63%
	Sales volumes	98	153	120	64	155	164	118	117	135	117	178	182	145
	Sales prices	£7,456	£7,822	£6,915	£7,219	£6,999	£6,953	£7,279	£7,396	£8,479	£7,034	£6,782	£6,688	£7,191
	% New Price	48%	48%	45%	48%	44%	46%	49%	48%	53%	46%	45%	43%	46%
MEDIUM LCV (2.6 - 3.495)	Average age in months	15	15	17	15	18	19	15	15	14	15	16	16	16
	Recorded mileage	19308	18178	23408	21233	24666	26660	18048	21395	16633	20303	21456	21968	21193
	Conversion rate	66%	76%	68%	75%	71%	73%	67%	57%	39%	48%	65%	58%	63%
	Sales volumes	113	160	117	53	145	188	90	120	160	126	235	140	136
	Sales prices	£10,310	£12,639	£10,965	£11,083	£10,599	£11,018	£12,818	£11,616	£13,134	£12,442	£11,245	£11,127	£11,724
	% New Price	49%	56%	51%	52%	51%	53%	58%	56%	61%	58%	53%	53%	55%
LARGE LCV (3.5)	Average age in months	15	15	17	18	17	19	16	16	17	18	17	20	16
	Recorded mileage	28571	23664	23869	29958	31994	34615	25033	26340	31607	35009	30691	35025	22101
	Conversion rate	61%	87%	63%	69%	62%	65%	62%	58%	43%	17%	68%	69%	88%
	Sales volumes	70	118	65	32	107	120	84	87	94	107	124	105	95
	Sales prices	£13,105	£13,008	£13,372	£12,052	£13,012	£12,349	£13,515	£12,774	£13,410	£11,884	£12,440	£11,754	£12,787
	% New Price	47%	47%	47%	45%	45%	44%	47%	45%	47%	41%	43%	42%	47%

2-4 Years Summary by Weight Band

2 - 4 Years		Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14
SMALL LCV (<2.6)	Average age in months	39	37	38	38	39	38	38	36	36	37	38	39	38
	Recorded mileage	57632	57142	61058	60007	59569	64107	61361	62051	56725	61052	60660	58441	62423
	Conversion rate	64%	78%	72%	75%	79%	83%	87%	84%	82%	68%	71%	80%	78%
	Sales volumes	832	893	704	415	1077	1014	1041	856	858	949	990	1153	1117
	Sales prices	£4,340	£4,403	£4,413	£4,478	£4,526	£4,681	£4,895	£4,879	£4,936	£4,703	£4,618	£4,439	£4,479
	% New Price	31%	31%	31%	31%	32%	33%	33%	33%	34%	31%	31%	30%	31%
MEDIUM LCV (2.6 - 3.495)	Average age in months	39	37	38	39	38	38	39	37	38	39	39	41	40
	Recorded mileage	66808	69265	64155	67965	67007	68656	63441	64919	65889	62141	66885	67896	66991
	Conversion rate	79%	83%	84%	85%	77%	79%	86%	82%	75%	65%	73%	76%	77%
	Sales volumes	677	809	674	408	1073	871	995	836	811	937	1064	1062	918
	Sales prices	£6,888	£7,225	£7,142	£6,975	£6,616	£7,132	£7,368	£7,333	£7,142	£7,027	£6,776	£6,553	£7,072
	% New Price	36%	37%	37%	37%	35%	36%	38%	38%	37%	36%	34%	33%	36%
LARGE LCV (3.5)	Average age in months	38	36	37	39	39	39	38	36	35	37	38	40	38
	Recorded mileage	79932	81096	77508	82658	81868	81955	84326	75390	72676	77158	81013	85331	82199
	Conversion rate	79%	83%	76%	73%	73%	74%	76%	77%	66%	54%	65%	73%	75%
	Sales volumes	395	453	397	192	652	524	567	530	429	448	531	480	572
	Sales prices	£7,139	£7,448	£7,836	£7,464	£7,293	£7,153	£7,632	£8,130	£8,495	£7,801	£7,549	£7,512	£7,689
	% New Price	28%	29%	30%	29%	28%	28%	29%	31%	32%	29%	29%	29%	29%

4.1-6 Years Summary by Weight Band

	4.1 - 6 Years	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14
SMALL LCV (<2.6)	Average age in months	61	59	59	61	62	61	62	57	57	58	58	60	62
	Recorded mileage	73828	73163	70536	75458	80954	80413	81532	79337	76774	77609	77628	79673	77812
	Conversion rate	71%	83%	84%	82%	72%	85%	81%	83%	76%	80%	76%	80%	82%
	Sales volumes	969	1023	986	323	775	738	646	757	789	792	872	758	693
	Sales prices	£2,948	£3,034	£3,143	£3,070	£2,967	£3,142	£3,146	£3,344	£3,379	£3,332	£3,258	£3,121	£3,045
	% New Price	25%	25%	26%	25%	24%	25%	25%	26%	26%	25%	25%	24%	24%
MEDIUM LCV (2.6 - 3.495)	Average age in months	63	61	61	63	63	62	62	57	58	58	58	59	61
	Recorded mileage	85474	86953	87062	89295	89781	89253	85624	83109	79647	84082	87651	83596	90029
	Conversion rate	72%	77%	82%	82%	81%	82%	87%	83%	77%	76%	76%	78%	84%
	Sales volumes	1051	1029	926	529	1094	906	903	869	765	876	929	756	677
	Sales prices	£4,395	£4,582	£4,617	£4,470	£4,512	£4,665	£4,832	£5,315	£5,485	£5,374	£5,076	£5,292	£5,185
	% New Price	26%	27%	27%	27%	26%	27%	28%	29%	31%	30%	28%	29%	28%
LARGE LCV (3.5)	Average age in months	62	60	61	61	62	62	62	57	58	58	59	60	61
	Recorded mileage	109986	106170	109934	108094	113087	106696	111055	96665	106961	121967	112077	106322	104996
	Conversion rate	65%	79%	67%	77%	70%	72%	76%	72%	64%	57%	71%	76%	77%
	Sales volumes	573	656	538	267	569	478	614	592	467	537	494	442	424
	Sales prices	£4,471	£4,787	£4,702	£4,773	£4,687	£4,934	£4,585	£5,498	£5,168	£4,871	£5,094	£5,580	£5,463
	% New Price	20%	20%	20%	21%	20%	21%	19%	22%	21%	19%	21%	23%	22%

>6 Years Summary by Weight Band

	Over 6 Years	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14
SMALL LCV (<2.6)	Average age in months	100	97	97	101	100	104	103	101	101	104	104	106	106
	Recorded mileage	96954	99034	100365	97578	101097	98594	97746	100977	99552	98446	97555	100278	101279
	Conversion rate	81%	82%	74%	82%	76%	81%	86%	82%	79%	74%	80%	76%	82%
	Sales volumes	806	945	924	358	804	949	1084	1484	1230	1131	1077	946	978
	Sales prices	£1,379	£1,484	£1,393	£1,409	£1,445	£1,438	£1,474	£1,404	£1,402	£1,378	£1,448	£1,328	£1,280
	% New Price	12%	13%	13%	13%	13%	13%	13%	13%	12%	12%	13%	12%	11%
MEDIUM LCV (2.6 - 3.495)	Average age in months	102	98	98	99	98	101	99	96	96	97	97	100	100
	Recorded mileage	104617	103305	109728	109753	103734	108629	94120	105310	102791	106585	100577	113026	105739
	Conversion rate	79%	78%	80%	80%	71%	81%	86%	75%	80%	75%	83%	76%	81%
	Sales volumes	844	1000	872	401	855	855	1392	1208	1004	980	940	772	752
	Sales prices	£2,097	£2,486	£2,434	£2,621	£2,576	£2,493	£2,709	£2,662	£2,821	£2,834	£2,994	£2,690	£2,734
	% New Price	14%	15%	16%	16%	16%	16%	18%	17%	18%	18%	19%	17%	17%
LARGE LCV (3.5)	Average age in months	107	100	100	106	98	101	103	99	101	98	100	100	104
	Recorded mileage	110998	117709	116351	114249	116079	116989	115937	117168	117813	119021	118790	117663	114468
	Conversion rate	70%	77%	70%	78%	72%	77%	77%	72%	72%	76%	79%	82%	80%
	Sales volumes	514	633	563	267	647	690	612	729	640	688	616	538	532
	Sales prices	£2,422	£2,578	£2,656	£2,231	£2,617	£2,578	£2,388	£2,730	£2,763	£2,845	£2,698	£2,950	£2,697
	% New Price	12%	14%	13%	12%	13%	13%	12%	14%	14%	14%	14%	15%	14%