



11<sup>th</sup> January 2010

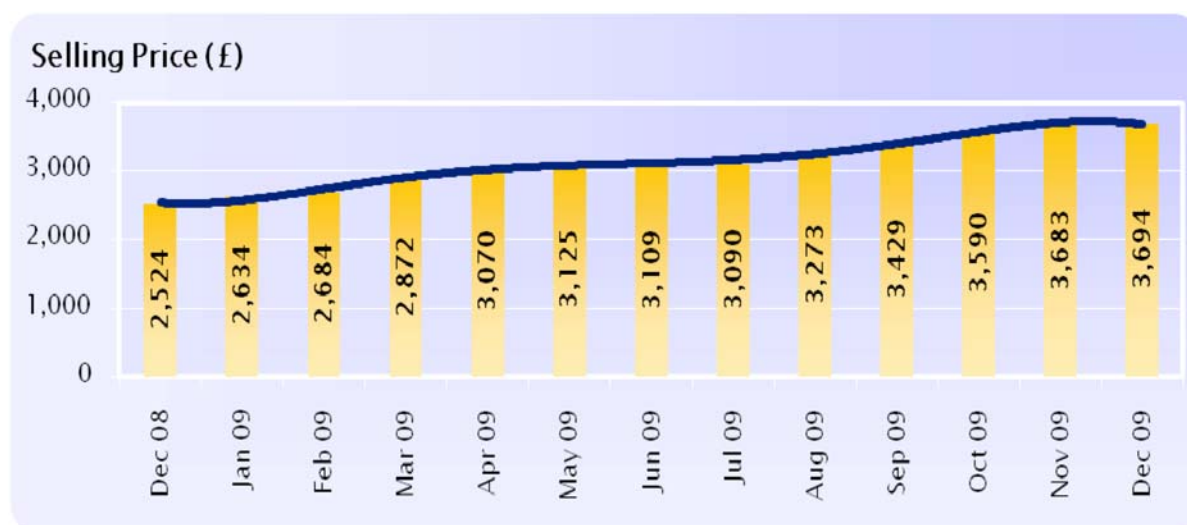
**Used van prices end year on a high, reports Manheim**

[Manheim Auctions](#)' latest monthly Market Analysis for Vans reports, that at £3,694, average wholesale used van prices increased by 0.3% (£11) in December compared with November. This is the tenth month in the year that average values have increased and the fifth month in a row. Compared with December 2008 average wholesale used van prices are actually up by 46.3% (£1,170) with average age up by three months to 56 months and average mileage 6,691 miles higher at 76,855.

Examples of the increases in average month-on-month values in December include Car Vans up by 26.9% (£453 to £2,139), Boxes and Lutons up by 7.8% (£307 to £4,250) and 4x4s up by 2.7% (£168 to £6,428). Decreases in values include Car Derived Vans down by 8.5% (£219 to £2,359), Small Panel Vans down by 3.3% (£138 to £4,001), Large Panel Vans less than 3.0t down by 2.9% (£105 to £3,494) and Large Panel Vans greater than 3.0t down by 5.3% (£202 to £3,632). In addition Tippers were down by 8.0% (£325 to £3,743) and Buses were down by 3.8% (£223 to £5,621). At 56 months, average age in December was up by one month compared with November while average mileage was higher by 1,981 miles at 76,855.

Alex Wright, Sales Director, Commercial Vehicles, Manheim Auctions said: "The scale and speed of price movement that has been witnessed over the past 18 months in the wholesale used van marketplace is unprecedented. Despite the economic environment, the used van marketplace has remained robust with average used van values having increased by almost 50% in the last 12 months, despite age and mileage being higher year-on-year. The outlook for the used van market remains very positive as we enter 2010. Although economic and business confidence is returning, new commercial vehicle registrations will take time to recover which plays into the hands of the used van market as the continued shortage of supply will keep values high."

ends





## About Manheim

Manheim is the world's largest automotive services company and, through its unparalleled range of products and services, drives every stage of the used vehicle lifecycle. Officially voted Britain's Best Remarketing company for the last 4 years, Manheim handles nearly 10 million used vehicles worldwide, facilitating transactions representing nearly \$59 billion in value. Manheim is a subsidiary of Atlanta-based Cox Enterprises Inc., one of the world's leading media companies and providers of automotive services. Throughout the world Manheim has over 130 remarketing operations in five Continents, including 38 European locations. In the UK, there are 3 business divisions:

**Manheim Remarketing:** providing a national physical auction network, comprising 19 centres of which 7 have dedicated commercial vehicle activities; a dedicated trade-only direct sales channel; 3 online bidding /sales channels. It includes the brands of Manheim Auctions and vrs.

**Manheim DeFleet Services:** providing vehicle inspection; asset management and recovery service; SMART repair, reconditioning and pre-sale preparation; transport; logistics; full defleet management and outsourced end-of-contract administration. It includes the brands of Manheim SMART Repair, Manheim Inspection Services and Manheim Asset Management.

**Manheim Retail Services:** providing retail marketing support including point-of-sale materials; used car stock locators; online retail portals; professional vehicle photography; sales lead management software and aftersales CRM software. It includes the brands of Portfolio, Carmony, e-GoodManners and Real Time Communications.

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