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Editor

John Glynn

Managing Editor

Adrian Rushmore

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Advertising Key Account Manager

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Vik Barodia



**We have been talking to dealers
and you told us you wanted more...**

We listened and created...

GLASSGUIDE
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GUIDE CONDITION

The Department for Transport recently published National Statistics on Vehicle Licensing and Registration in Great Britain for 2008.

Overall, there were 34.2 million licensed vehicles registered in Great Britain at the end of 2008. This is an increase of almost 250,000 vehicles on the number licensed at the end of 2007.

The average age of the vehicle stock also continues to grow. In 2008, cars licensed in Great Britain had been registered for an average of 7 years each. In 2007, however, the average car was registered for 6.8 years while, in 2003, the average stood at 6.6 years.

Glass's Guide to Car Values 1999-2010 covers vehicles up to 11 years old. But, as the figures above prove, there is a need for a reliable and respected guide to values beyond this point. Glass's Guide to Car Values 1992-1998 and Modern Classics was introduced to satisfy this need.

Three Guide Values

As cars get older, condition deteriorates, prices fall, and profit margins contract as preparation costs rise. Dealers are therefore less likely to offer older cars for retail sale. According to industry data, dealers sell over 92% of used cars under two years old, almost 80% of those between 3 and 5 years old and take the lion's share of cars between 6 and 8 years old at 58%. Over 9 years old, however, private sales flourish, accounting for just under 70% of transactions. We recognise these differences by researching/valuing older vehicles for retail sale, private sale or general auction sale.

DEALER RETAIL: This is the retail value of a vehicle with Guide mileage, offered in above average condition by a motor trader with premises. Retail values are only shown when they can be substantiated by research and price observations. Note that many older vehicles are simply not offered for retail sale, mainly for reasons of reliability, preparation costs and lack of profit opportunity.

PRIVATE SALE: This is the value of a vehicle with Guide mileage in average condition transacted between private individuals. Values are lower than Dealer Retail, as the sale is not subject to the same levels of consumer protection and cars are generally not in as good a condition as those sold by dealers.

DISPOSAL: This is the price that a car with average mileage, typically in average condition, would be expected to achieve at open auction sale. It does not include any auction charges that might apply.

Adjusting for Condition

Condition is the driving factor behind values for older cars. Values should always be adjusted (whether up or down) to reflect provenance, overall appearance and differing mileage. Popular cars in excellent condition offered for sale at well-attended auctions will often reach private sale prices, just as well-maintained vehicles offered privately to keen buyers by original/long-term owners may also exceed Dealer Retail figures.

MERCEDES-BENZ

MARCH 2010

* — DEALER RETAIL: ABOVE AVERAGE CONDITION AND/OR LOW MILEAGE — *

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
E320 (96-98) — Continued						
Est 5d Auto E320 Avantgarde 16						
Intro: Mar 97						
	41005	2850	2570	97P	102	1750
	42906	3045	2765	R	99	1880
	42901	3250	2960	98R	96	2015
26.7	43693	3430	3130	S	93	2130

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
E430 (97-98)						
8cy 4266cc						
Sal 4d Auto E430 Avantgarde 17						
Intro: Sep 97						
	45995	2595	2315	97R	99	1445
	51350	2770	2480	98R	96	1545
26.2	53470	2925	2625	S	93	1640

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
E 300 DIESEL (93-96)						
6cy 2996cc						
Sal 4d Auto E 300D 14						
Intro: Aug 93						
	27544	925	695	93L	123	275
	27973	1000	760	94L	120	305
	27973	1080	830	M	117	330
	28373	1175	915	95M	114	365
	28373	1260	1000	N	111	400

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
Est 5d Auto E 300D 14						
Intro: Aug 93						
	29714	1105	875	93L	123	455
	30924	1195	955	94L	120	500
	30924	1290	1040	M	117	540
	31654	1405	1145	95M	114	595
	32442	1500	1240	N	111	640
	33486	1625	1355	96N	108	700

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
E300 DIESEL (96-98)						
6cy 2996cc						
Sal 4d Auto E300DT Classic 15						
Intro: Mar 97						
	30635	2200	1920	97P	102	1110
	30635	2350	2070	R	99	1200
	30635	2505	2215	98R	96	1280
35.8	30605	2645	2345	S	93	1360

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
Sal 4d E300D Elegance 14						
Intro: Sep 95						
	29825	1895	1625	96N	108	930
	31091	2020	1750	P	105	1000
	31091	2175	1895	97P	102	1085

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
Sal 4d Auto E300D Elegance 14						
Intro: Sep 95						
	31226	1940	1670	96N	108	975
	32493	2070	1800	P	105	1050
	32493	2225	1945	97P	102	1135

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
Sal 4d Auto E300DT Elegance 15						
Intro: Mar 97						
	32495	2255	1975	97P	102	1165
	32495	2405	2125	R	99	1255
35.8	32495	2565	2275	98R	96	1340
	32465	2710	2410	S	93	1425

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
Sal 4d E300D Avantgarde 14						
Intro: Sep 95						
	30025	1945	1675	96N	108	980
	31341	2075	1805	P	105	1055
	31341	2235	1955	97P	102	1145

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
Sal 4d Auto E300D A/garde 14						
Intro: Sep 95						
	31427	1995	1725	96N	108	1030
	32743	2125	1855	P	105	1105
	32743	2290	2010	97P	102	1200

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
Est 5d Auto E300DT Elegance 15						
Intro: Mar 97						
	34795	2850	2570	97P	102	1750
	34795	3045	2765	R	99	1880
	34795	3250	2960	98R	96	2015
32.9	34765	3430	3130	S	93	2130

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
S 280 (93-98)						
6cy 2799cc						
Sal 4d Auto S280 16						
Intro: Aug 93						
	37794	1850	1620	93L	123	640
	39507	1990	1750	94L	120	695
	39507	2145	1895	M	117	750
	40757	2300	2040	95M	114	810
	40857	2430	2170	N	111	860
	42251	2555	2285	96N	108	905
	43523	2675	2405	P	105	955
	43523	2820	2540	97P	102	1005
	43593	2950	2670	R	99	1060
	42750	3100	2810	98R	96	1115
	43720	3250	2950	S	93	1170

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
S 300 (92-92)						
6cy 2962cc						
Note: 5-speed manual no-cost option						
Sal 4d SE 17						
Intro: Sep 88						
	34209	1450	1230	92J		475

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
Sal 4d Auto SE 17						
Intro: Feb 86						
	34209	1395	1175	92J		415

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
Sal 4d SEL 17						
Intro: Apr 88						
	37090	1395	1175	92J		415

MPG Comb	Cost New	Dealer Retail	Private Sale	Reg	Mlg	Disp
Sal 4d Auto SEL 17						
Intro: Apr 88						
	37090	1420	1200	92J		440