

CARAVAN GUIDE - CONTENTS

Editorial & Market Trend

How the Guide is compiled

How to use the Guide

Notes, Condition

Guide Condition

VAT Regulations

Standard Abbreviations

Touring Caravan Section

New Prices

Index to Values

Used Values

Holiday Home Section

New Prices

Index to Values

Used Values

Park Home Section

New Prices

Index to Values

Used Values

Motorcaravan Section

Valuation Notes

How To Use

Condition & VAT

New Prices

Used Values

Identification & Security

Compliance with UK Regulations

Manufacturers & Concessionaires & Chassis Manufacturers

Conversion Factors

Order Form

HOW THE GUIDE IS COMPILED

Glass's Information Services pioneered the analysis of used vehicle values in 1933 and has since built up unrivalled experience over the years. This expertise was first adapted and applied to the Caravan Industry in 1971 and Glass's Guide remain the forerunner in the market today. As the Caravan market has become more complex so the trades premier price guide has continued to step up and develop its sophisticated research process.

Today's best selling Guide still blends the old with the new; tried and trusted skills sharpened by many years in the business are added to state of the art computer assisted analysis. Prior to compiling the Guide, price and market information is collected on a national basis and analysed:-

● PRICE INFORMATION

Auctions - These are a growing source of Touring Caravan trade stock. Auctions are visited and the major players contribute a breakdown of prices paid 'under the hammer'.

Advertised Prices - Taken from national and provincial press advertising by franchised and non-franchised dealers, operators and park owners. These are gathered daily from all over the UK.

Dealer Returns - Active dealers, operators and park owners with a broad geographical spread send in regular returns of actual buying and selling prices. Market trends and other pointers are also detailed.

Manufacturers - Those that sell direct or have factory sales sites assist with actual selling prices and general trends.

But this data is not simply fed into a computer and the quarter's valuations printed out. It is carefully weighed against the latest market information.

● MARKET INFORMATION

Editors' Visits - Regular visits covering all areas and all sectors of the market to discuss the current and future trends in depth.

Stock Levels - Are the number of Tourers, Holiday Homes and Park Homes in circulation sufficient to meet demand?

Stock Mix - Is there a balanced spread of used units in line with demand?

Discounting - To what degree will changes in the level of discounting affect late used models?

Seasonal Changes - How strong are the seasonal influences? Luxury 2B Tourers tend to increase in popularity during late autumn whilst budget priced 4B Tourers are more popular during the summer months.

Economic Climate - Tourer and Holiday Home sales depend upon both the economic climate and the summer weather. Park Home sales rely upon the bricks and mortar housing industry.

New Caravans - Has the market changed? Model availability, launches, pricing, discounting, production and over supply can all have a major impact on used values.

Regional Factors - How is the market performing across the regions of UK? Strong local difficulties or surges can affect the national picture and must be taken into consideration.

The results of this market research are discussed at length by the Glass's editorial team who then gauge the prices for the months covered by that edition of the Guide.

HOW TO USE THIS GUIDE

JANUARY 2006

ABI

★ — ALL RETAIL VALUES ARE INCLUSIVE OF VAT— ★

JUBILEE SUPREME

Clermont Leisure

	Type	Length Weight		Cost New	Glass Retail	Model Year	Glass Trade
		(ft)	(cwt)				
2B EK ct	Rallyman	14	15.4	8495	2500	1994	1200
				10492	2825	1995	1425
				9495	3250	1996	1750
2B EK ct	Emporer	14	15.4	9495	3250	1996	1750

**RANGE/MODEL
DESCRIPTION**

**ADDITIONAL
DESCRIPTION/
MODEL NUMBER**

TOURING CARAVANS

Internal body length to the nearest fraction.

HOLIDAY & PARK HOMES

Internal body length and width together incorporating column 4.

TOURING CARAVANS

Ex works weights in cwt according to manufacturers' figures with standard fixtures and fittings. A deviation of +/-5% must be allowed.

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JUBILEE SUPREME

Clermont Leisure
2B EK ct

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COST NEW

The total cost for a standard specification Touring Caravan, Holiday or Park Home including VAT. For non-current models it is the last available price. An asterisk signifies a unit has not been constructed to British Standard specification for that year.

GLASS RETAIL

The basic retail or actual selling value inclusive of VAT. Glass Retail must be adjusted, at the dealers discretion, if the unit concerned does not conform to the definition on page 13.

MODEL YEAR

Valuations are quoted by manufacturers model years. New models are introduced on September 1st of the preceding year and as such is it logical that some caravans have been produced a year before their model year. Care must be taken in the description of such a unit to avoid infringing the 1968 Trade Descriptions Act.

GLASS TRADE

The basic trade value for cash when buying for stock. Glass Trade must be adjusted at the dealer's discretion, if the unit concerned does not conform to the definition on page 13.

NEW TOURING CARAVAN PRICES

	Berths	Layout	Glass Code	Length (m/ft)	Weight (Kg/cwt)	Total Price
DETHLEFFS			<i>Continued</i>			
Camper DL 530	4	CK/CW/DD	D79F	5.38/17.66	1300/26.00	15070
Camper DL 540	4	CK/EW+Sh/CD	MNHN	5.38/17.66	1300/26.00	15329
Camper DL 550	4	CK/EW/FEB	NJYM	5.38/17.66	1300/26.00	15484
Camper DL 550 L	4	CK/EW/FEB	84QR	5.38/17.66	1300/26.00	15484
Camper DL 640	4	CK/EW+Sh/Bk/TA	JHB7	6.30/20.66	1480/29.60	19838
Camper DL 520 U	5	CK/CW/Bk	MTLL	5.38/17.66	1300/26.00	14915
Camper DL 520	5	CK/CW/Bk	9N8W	5.38/17.66	1300/26.00	15060
Rally Nomad DD 470	2	CK/EW+Sh	KCGC	4.67/15.33	1175/23.50	15174
Rally Nomad DD 530	4	CK/CW/DD	QPNN	5.38/17.66	1300/26.00	16105
Rally Nomad DD 540	4	CK/EW+Sh/CD	QNPFF	5.38/17.66	1300/26.00	16363
Rally Nomad DD 550	4	CK/EW/FEB	6XFR	5.38/17.66	1300/26.00	16518
Rally Nomad DD 550 L	4	CK/EW/FEB	6XWL	5.38/17.66	1300/26.00	16518
Rally Nomad DD 640	4	CK/EW+Sh/FEB/TA	X9HH	6.30/20.66	1480/29.60	20873
Rally Nomad DD 520 U	5	CK/CW/Bk	97Q9	5.38/17.66	1300/26.00	15949
Rally Nomad DD 520	5	CK/CW/Bk	HM7B	5.38/17.66	1300/26.00	16094
ELDDIS			The Explorer Group Ltd Explorer House Delves Lane, Consett County Durham DH8 7PE 01207 699000			
						01/09/2005
Manufacturer Models						
Avante 362	2	EK/EW	HP38	3.68/12.08	910/18.20	10245
Avante 472	2	CK/EW	YGX9	4.56/14.96	1040/20.80	11045
Avante 482	2	CK/EW+Sh	FLQP	4.72/15.50	1060/21.20	11045
Avante 524	4	CK/EW+Sh/CD	KCPM	5.34/17.53	1145/22.90	11565
Avante 534	4	CK/EW/EB	8FG6	5.49/18.00	1180/23.60	11835
Avante 540	4	CK/CW+Sh/EB	MG6J	5.54/18.16	1215/24.30	12035
Avante 505	5	CK/CW/DD	6MTF	5.03/16.50	1140/22.80	11565
Avante 556	6	CK/EW/CD	7FR8	5.43/17.83	1205/24.10	12035
Avante 636	6	CK/CW/DD/TA	D9LQ	6.12/20.08	1435/28.70	14295
Crusader Hurricane	2	CK/EW+Sh	TJK8	4.82/15.83	1220/24.40	14535
Crusader Typhoon	4	CK/EW+Sh/DD	8TVR	5.33/17.50	1320/26.40	15055
Crusader Aurora	4	CK/CW+Sh/EB	T4QK	5.54/18.16	1390/27.80	15335
Crusader Storm	4	CK/CW+Sh/EB/TA	CRC3	6.32/20.75	1605/32.10	17445
Crusader Super Sirocco	4	CK/EW+Sh/EB/TA	LT67	6.32/20.75	1605/32.10	17445
Crusader Sirocco	5	CK/CW/DD/TA	QLM3	6.32/20.75	1595/31.90	17445
Crusader Superstorm	6	CK/CW/DD/TA	8GBD	6.32/20.75	1585/31.70	17445
Odyssey 482	2	EK/EW+Sh	4KLW	4.82/15.83	1130/22.60	12995
Odyssey 524	4	CK/EW+Sh/CD	TMM9	5.33/17.50	1240/24.80	13515
Odyssey 524 L	4	CK/EW+Sh/CD	CQFC	5.33/17.50	1215/24.30	13515
Odyssey 534	4	CK/EW/FEB	WYRF	5.49/18.00	1300/26.00	13785
Odyssey 540	4	CK/CW/EB	GT7W	5.54/18.16	1290/25.80	13985
Odyssey 484	4	CK/EW/EB	QQ7W	5.69/18.66	1170/23.40	13655
Odyssey 505	5	CK/CW/DD	L4M8	5.33/17.50	1245/24.90	13625
Dealer Specials						
Antigua 524 (SY)	4	CK/EW+Sh	TQDV	5.34/17.53	1110/22.20	12475
Barbados 556 (SY)	6	CK/EW/Bk	K6HD	5.43/17.83	1170/23.40	12975
Bermuda 636 (SY)	6	CK/CW/DD/TA	8W89	6.12/20.08	1425/28.50	15275
Firestorm 362 (Ba) Sp/Ed	2	EK/CW	NDMR	3.68/12.08	915/18.30	9495
Firestorm 472 (Ba) Sp/Ed	2	CK/EW	XX4Y	4.55/14.92	1040/20.80	10295
Firestorm 524 (Ba) Sp/Ed	4	CK/EW+Sh	7NM6	5.36/17.58	1130/22.60	10795
Firestorm 540 (Ba) Sp/Ed	4	CK/CW+Sh/FEB	QQDJ	5.41/17.75	1170/23.40	11395
Firestorm 534 (Ba) Sp/Ed	4	CK/EW/EB	RKBW	5.49/18.00	1170/23.40	11295
Firestorm 475 (Ba) Sp/Ed	5	CK/EW	7V6M	4.55/14.92	1045/20.90	10295
Firestorm 505 (Ba) Sp/Ed	5	CK/CW/DD	6MX8	5.00/16.42	1130/22.60	10895

ELDDIS

BREEZE (1984,1993)	Type	Length	Weight	Cost	Glass	Model	Glass
		(ft)	(cwt)	New	Retail	Year	Trade
2B EK ct	350	11½	12.9	6299	2050	1993	1100
4B CK ct	450 CT	14½	16.6	6999	2725	1993	1725
4B CK ct	4.50 ET	14½	16.6	7240	2850	1993	1850
5B CK ct	510	16½	17.6	7599	2975	1993	1875

EBOR							
2B EK ct	350	12	14.5	7995	3600	1997	2550
4B EW ct	450	14 ² / ₃	17.2	8895	4000	1997	2900
2B CK ct	470	15	16.8	8795	3550	1997	2400
5B CK ct	510	16½	19.2	9494	5025	1997	3725

WISP (1988/96)							
Note: With CD/ SE pack, incl Hw & ct + £350							
2B EK	300	10	10.8	4911	1075	1990	110
				5692	1400	1991	365
				5995	1650	1992	570
2B EK	350	11½	12.4	6472	1875	1993	800
				5325	1100	1990	140
				5969	1400	1991	380
2B EK	350/2	11 ² / ₃	12.9	6295	1675	1992	620
				6797	1925	1993	825
				7127	2500	1995	1325
5B CK	400	13¼	13.7	8145	2750	1996	1525
				5684	1825	1990	775
4B EK			13.3	6388	2350	1991	1200
				6695	2950	1992	1700
2B EK	400	13¼	14.0	7227	3300	1993	2025
				6596	2175	1992	975
4B CK	450 CT	14 ² / ₃	14.3	7121	2425	1993	1175
				5896	2175	1990	1025
4B CK	450 CT	14½	15.9	6609	2675	1991	1500
				6975	3125	1992	1850
				7531	3425	1993	2125
4B CK	450 CT	14½	16.2	7882	3575	1995	2375
				9050	4000	1996	2700
5B EB	450 EB	14 ² / ₃	14.3	5979	2250	1990	1175
				6702	2700	1991	1550
				7095	3175	1992	1950
				7659	3450	1993	2150