

SUMMARY OF UK DOMICILED UNIT TRUST / OEIC SALES 2006 - 2016

PERIOD	GROSS SALES £mn				REPURCHASES £mn				NET SALES £mn			
	Total	Retail	of which		Total	Retail	of which		Total	Retail	of which	
			ISAs [^]	Institutional			ISAs [^]	Institutional			ISAs [^]	Institutional
2006	103,219.1	63,865.5	9,254.9	39,353.6	78,728.4	45,608.9	10,119.0	33,119.4	24,490.7	18,256.6	-864.1	6,234.1
2007	121,788.0	72,075.1	9,537.4	49,713.0	114,444.5	60,916.4	10,796.0	53,528.1	7,343.5	11,158.6	-1,258.6	-3,815.1
2008	111,454.0	68,586.3	9,538.6	42,867.7	111,251.8	63,762.6	10,639.5	47,489.2	202.2	4,823.7	-1,101.0	-4,621.5
2009	132,706.9	85,722.4	11,159.9	46,984.6	98,267.0	55,948.1	7,788.4	42,319.0	34,439.9	29,774.3	3,371.5	4,665.6
2010	181,359.2	107,104.5	15,828.2	74,254.6	129,485.4	77,363.7	11,417.8	52,121.7	51,873.8	29,740.8	4,410.4	22,133.0
2011	158,221.4	105,200.2	16,168.5	53,021.2	134,249.1	86,659.0	12,999.8	47,590.1	23,972.3	18,541.2	3,168.7	5,431.1
2012	165,401.8	105,357.5	14,801.5	60,044.3	142,546.8	90,969.0	13,424.2	51,577.8	22,855.0	14,388.5	1,377.2	8,466.5
2013	197,339.8	134,826.3	16,742.5	62,513.4	173,775.2	113,916.9	15,130.9	59,858.3	23,564.5	20,909.4	1,611.6	2,655.1
2014	220,116.5	155,873.3	21,813.8	64,243.2	187,361.2	134,282.3	18,859.2	53,078.9	32,755.3	21,591.0	2,954.7	11,164.3
2015	227,268.0	160,232.2	20,957.4	67,035.8	209,201.1	142,587.4	18,754.7	66,613.6	18,066.9	17,644.7	2,202.8	422.2
2014 Q2	55,716.8	39,568.8	6,321.6	16,148.0	46,713.1	32,313.5	4,793.2	14,399.6	9,003.7	7,255.2	1,528.4	1,748.5
Q3	51,641.2	38,024.0	5,656.2	13,617.3	46,395.4	34,487.9	4,802.5	11,907.5	5,245.9	3,536.0	853.7	1,709.8
Q4	52,925.1	38,807.5	4,780.8	14,117.6	47,244.5	33,550.5	4,585.7	13,694.0	5,680.6	5,257.0	195.1	423.6
2015 Q1	55,330.4	40,985.9	5,538.5	14,344.5	60,758.1	38,578.4	5,406.5	22,179.7	-5,427.7	2,407.6	132.1	-7,835.2
Q2	62,084.3	43,028.0	7,096.4	19,056.3	52,739.7	37,925.6	5,073.5	14,814.1	9,344.6	5,102.4	2,022.9	4,242.2
Q3	58,405.0	40,434.7	4,668.8	17,970.3	49,639.1	35,134.4	4,352.7	14,504.7	8,765.9	5,300.3	316.1	3,465.6
Q4	51,448.3	35,783.6	3,653.8	15,664.7	46,064.1	30,949.0	3,922.1	15,115.1	5,384.1	4,834.6	-268.3	549.6
2016 Q1	53,576.0	37,701.2	3,779.7	15,874.8	54,425.9	38,157.4	4,355.8	16,268.5	-849.9	-456.2	-576.1	-393.7
2015 Mar	21,959.6	16,863.7	2,423.0	5,095.9	22,484.4	15,898.2	2,032.8	6,586.2	-524.8	965.4	390.2	-1,490.3
Apr	25,367.5	16,229.1	3,295.3	9,138.4	19,795.7	14,475.1	1,877.2	5,320.5	5,571.8	1,753.9	1,418.1	3,817.8
May	17,550.1	12,617.8	1,848.7	4,932.3	15,046.0	11,014.1	1,477.0	4,032.0	2,504.1	1,603.7	371.7	900.3
Q2 Jun	19,166.8	14,181.1	1,952.5	4,985.7	17,898.0	12,436.4	1,719.3	5,461.6	1,268.7	1,744.7	233.2	-475.9
Jul	23,355.7	15,643.4	1,795.2	7,712.4	17,844.8	12,440.8	1,530.7	5,404.0	5,511.0	3,202.6	264.5	2,308.4
Aug	17,536.3	12,093.8	1,471.6	5,442.5	15,634.3	11,288.7	1,408.2	4,345.6	1,902.1	805.1	63.4	1,097.0
Q3 Sep	17,512.9	12,697.5	1,401.9	4,815.4	16,160.1	11,405.0	1,413.8	4,755.1	1,352.8	1,292.5	-11.9	60.3
Oct	17,424.3	12,777.2	1,330.3	4,647.1	16,042.5	11,476.0	1,479.2	4,566.5	1,381.7	1,301.2	-148.9	80.5
Nov	16,645.7	11,490.5	1,187.1	5,155.1	15,707.5	9,871.2	1,264.6	5,836.3	938.2	1,619.3	-77.5	-681.2
Q4 Dec	17,378.4	11,515.9	1,136.4	5,862.5	14,314.1	9,601.8	1,178.3	4,712.3	3,064.2	1,914.1	-41.9	1,150.2
2016 Jan	16,415.5	11,612.4	1,001.2	4,803.1	17,619.4	12,048.7	1,404.7	5,570.7	-1,204.0	-436.4	-403.5	-767.6
Feb	16,445.5	11,792.1	1,173.0	4,653.4	16,726.0	12,190.9	1,405.1	4,535.1	-280.5	-398.8	-232.1	118.3
Q1 Mar	20,715.0	14,296.7	1,605.4	6,418.3	20,080.4	13,917.8	1,546.0	6,162.7	634.6	379.0	59.5	255.6

Notes:

- (1) Each month small revisions to figures may have been made since previous the press release. This reflects additional information received.
- (2) All sales and repurchases of funds of funds are included. To avoid double counting, transactions between funds of funds and their underlying funds are excluded from January 2010.
- (3) Asset types (Equity, Fixed Income etc) are defined in terms of the sectors included. See Table 7 for a listing of sectors allocated to each asset.
- (4) The asset type 'Fixed Income' was previously called 'Bond'. The 'Mixed Asset' was previously called 'Balanced'.
- (5) ISA figures exclude a small number of funds held on fund platforms but not in an sector. These are, however, included in Table 6 and all relevant tables in The Investment Association's monthly press release, unless otherwise footnoted.