

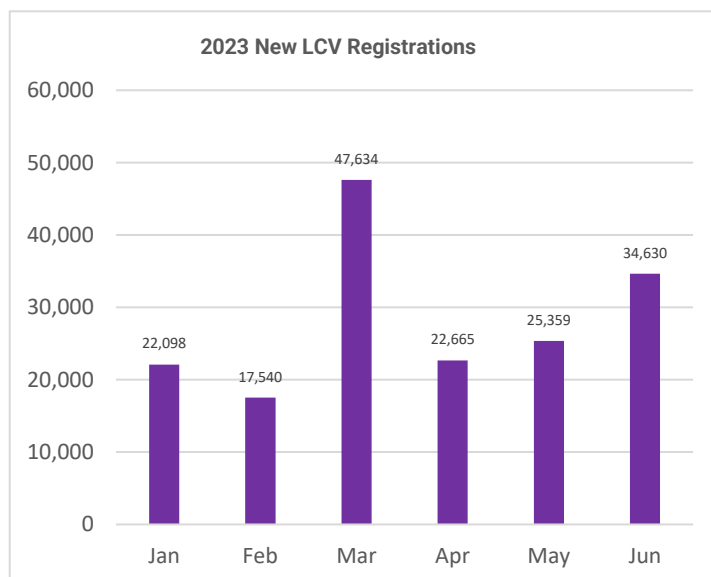
August 2023

# LCV market overview

For what it's worth – August

## New LCV Registrations – have we turned the corner?

According to the SMMT report for June, compared to May, new LCV registrations were up by 36.6% (9271), as supply chain issues continue to ease. At the midpoint of this year, registrations were up by 17.7% (25,542) compared to 2022, however, they remain 9.9% below the pre-pandemic average.



Evident since March, the growth in sales of new LCVs continues to have a positive effect on used stock levels in the used LCV wholesale market. Last month we saw increasing numbers of de-fleeted vehicles being offered for sale at auctions across the UK. Inevitably, the de-fleeted stock, by its nature, is often duplicated, however, at most sales there appeared to be a reasonable mix of models to choose from and there was certainly more than enough to go around. This begs the question, have we turned the corner? Are we likely to see a more stable used LCV market with a closer match between supply and demand going forwards?

Whilst things seem to be moving in the right direction, we are still hearing reports of exceptionally long lead times for some of the most popular models in the new LCV market. Many of the new vehicles currently being delivered to fleet customers will have been ordered a very long while ago.

## Market sentiment

Over the past month there has been a mixed bag of opinions expressed in the media and by our various contacts involved in remarketing about what is happening in the used LCV market. At the beginning of the month, most of the auction officials we spoke to seemed optimistic. With no concerns over the supply of used stock, and plenty of buyers logging onto sales, generally their mood was upbeat. However, as the month progressed, we started to see a change from our own observations of auctions and from the sales transaction data we collect. Some auction officials were quick to report this, saying both foot and mouse fall was down, bidding was sluggish and sales conversion rates had slipped away considerably. One of our contacts said they'd just experienced their personal worst ever conversion rate. Others we spoke to saw the apparent downturn in the market as temporary, putting it down to seasonality. It was nothing more than what they would expect to see at this time of year.

# Commercial editorial

By cap hpi

## Retail demand flatlining? – The jury is out!

Similarly, we have had some conflicting reports over retail demand. According to some trade contacts, demand for used LCVs was almost at a standstill whilst others are saying that, if anything, demand has increased of late, despite BOE interest rate increases. Whilst opinions seem to be divided, there doesn't appear to be much in the way of good news in the economy to support the optimistic viewpoint. Given the current level of economic uncertainty trade buyers are hardly likely to invest in used LCV stock when their existing stock is stagnating on their forecourts.

## Condition remains King

Currently, the quality of used LCV stock entering the market is relatively poor with many vehicles falling well below CAP Average condition. The average age and mileage profiles of de-fleeted vehicles is now much higher because the new vehicle supply crisis has forced fleet operators into running them longer for periods. Since, the amount of damage around a used LCV tends to be commensurate with its age and the mileage it has covered, it is understandable why, generally, the quality of stock has slipped.

Unfortunately, the trade's perception of this problem is exacerbated by the number of damaged vehicles that keep going around the block several times before vendors let them go at appropriate prices. Clean, ready-to-retail vehicles are rarer than ever and are snapped up quickly at auctions whilst trade buyers are tending to steer clear of damaged vehicles. There is a clear distinction between market prices for clean vehicles and those that require varying degrees of body repair work. Condition remains King, which is a major problem for vendors who are having to set reserve prices accordingly if they are to stand any chance of selling damaged vehicles on the day.

The unwillingness of the trade to buy damaged vehicles is compounded by increasing reports of exceptionally long lead times in vehicle body repair and paint shops. Buyers have to consider the cost of stocking vehicles for longer periods, whilst they are prepared for sale, at a time when the guide values continue to go down each month, all of which eats into their profit margins.

## Battery Electric LCV market prices continue to weaken.

Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
City Van	-10.9%	-11.1%	-10.7%	0.0%	0.0%
Small Van	-11.2%	-11.8%	-11.9%	-11.9%	-12.0%
Medium Van	-6.2%	-6.6%	-7.0%	0.0%	0.0%
Large Van	-4.7%	-4.9%	-12.4%	-13.5%	-3.7%
]]Chassis - Derived	-5.0%	-5.0%	-5.6%	-4.9%	-4.9%
4x4 All Terrain Lifestyle SUV	-1.0%				
Mini-bus	0.0%	0.0%	-1.3%		
Vat Qualifying	-1.0%	-0.9%	-1.2%		

Battery Electric LCV prices continued to weaken in June. Inadequate charging infrastructure, range anxiety and high vehicle purchase prices are believed to be driving the downward trend in market prices in this sector.

## Overall average guide price movements in this edition.

Based on the average price that trade buyers are paying for vehicles in the open market, the average guide price movement we have made in this edition, across all LCV sectors at 3 years/60k is -3.9%.

# Commercial editorial

By cap hpi

## Used light commercial vehicle cumulative movements 3 years/60k (all sectors).

The charts below show the cumulative guide price movements across all LCV sectors at 3 years/60k miles.

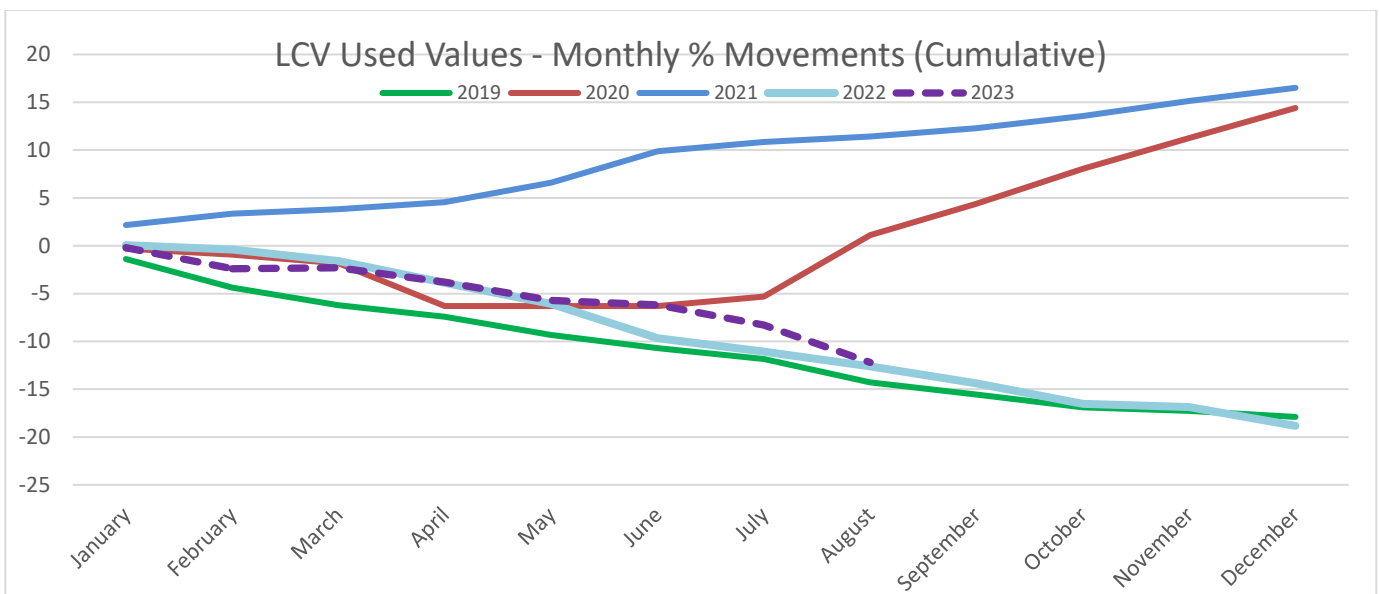
Cumulative Guide Price Movements	
Year	% Change
2019	-17.9%
2020	14.4%
2021	16.5%
2022	-18.8%
2023	-12.2% YTD

During 2019, on average, the guide prices at 3 years/60k went down by -17.9%. Whilst this downward trend is greater than we would normally expect, it does reflect the natural age depreciation of the 3 years/60k plate.

Whereas in 2020 and 2021, wholesale market prices rocketed by 14.4% and 16.5% respectively. In total the guide prices increased by a staggering +30.9%.

During 2022, guide prices steadily decreased month on month across all LCV sectors as used LCV stock shortages began to ease. By the end of 2022 t guide prices had dropped by 18.8%.

The chart below depicts the stark contrast in guide price movements between 2020 - 2021 (blue and brown trend lines) and the dotted light blue trend line which represents the price movements in 2022. The purple dotted line represents the average cumulative movements of -12.2% we've made this year across all sectors.



Excludes plate uplifts.

August YTD Cumulative Movements	3Yr60k
Micro Van	-11.6%
City Van	-5.4%
Small Van	-4.4%
Medium Van	-4.9%
Large Van	-15.7%
Over 3.5T	-20.9%
All Terrain Workhorse	-8.2%
Forward Control Vehicle	-21.9%
Chassis - Derived	-11.9%
All Terrain Lifestyle SUV	0.0%
Mini-bus	-0.8%
Vat Qualifying	-2.0%

Whilst the above chart shows the overall cumulative percentage movements for the entire LCV sector, they are weighted movements, whereas this table shows the actual cumulative guide price movements for each LCV sub-sector.

It 's worth noting that, up until last month, City and Small van prices had been holding up well against the guide. However, in June there was a definite downward shift in their market prices. Large Vans have been out of favour with trade buyers since June 2022. It seems this trend is set to continue as market prices fell by another 2.7% last month.

Surprisingly, the All-Terrain Lifestyle SUV sector prices, apart from a few ups and down, have hardly moved at all over the past rolling 12 months.

# Commercial editorial

By cap hpi

## Research data – sector market share trends.

This table shows how the monthly sales transaction data we collect is broken down into the various LCV sectors. Due to the large amount of data represented in this table, subtle percentage variances can amount to a significant number of sales transactions.

LCV Sector	May-23	Jun-23	Jul-23
City Van	3.4%	3.4%	3.1%
Small Van	23.0%	22.0%	22.1%
Medium Van	33.2%	34.0%	34.7%
Large Van	16.1%	16.8%	16.5%
Over 3.5T	0.4%	0.3%	0.4%
All Terrain Workhorse	2.5%	2.3%	2.2%
All Terrain Lifestyle SUV	13.7%	12.2%	13.0%
Forward Control Vehicle	0.1%	0.1%	0.1%
Chassis - Derived	5.3%	6.1%	5.5%
Mini-bus	0.4%	0.5%	0.3%
Vat Qualifying	1.9%	2.3%	2.2%

## Indicative guide price movements by sector.

The following tables illustrate, in percentage terms, the average price movements made in each sector for a range of registration plates and mileage breakpoints. They are intended to give a feel of how the market has changed between editions of the guide. Individual models may have moved differently so you should always consult the guide for precise details of any changes we have made. Blank spaces in all of the following tables indicate that a particular model is not available at that age and mileage, whereas a zero percentage means the guide price has not been changed in this edition.

Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
City Van	-5.3%	-5.8%	-5.4%	-5.4%	-5.7%
Small Van	-4.1%	-4.6%	-4.7%	-4.6%	-4.7%
Medium Van	-3.2%	-2.9%	-3.0%	-3.7%	-4.1%
Large Van	-2.4%	-2.6%	-2.7%	-2.8%	-2.4%
Over 3.5T	-4.0%	-4.2%	-3.8%	-3.5%	-3.3%
Forward Control Vehicle	-3.9%	-4.7%	-5.0%	-4.9%	-5.0%
Chassis - Derived	-5.4%	-5.3%	-5.3%	-5.3%	-5.4%
4x4 All Terrain Lifestyle SUV	-2.6%	-2.7%	-3.0%	-2.9%	-2.9%
4x4 All Terrain Workhorse	-2.7%	-3.1%	-3.6%	-3.9%	-4.4%
Mini-bus	-8.7%	-8.2%	-8.1%	-6.0%	-3.9%
Vat Qualifying	-1.4%	-2.0%	-2.1%	-2.1%	-2.1%

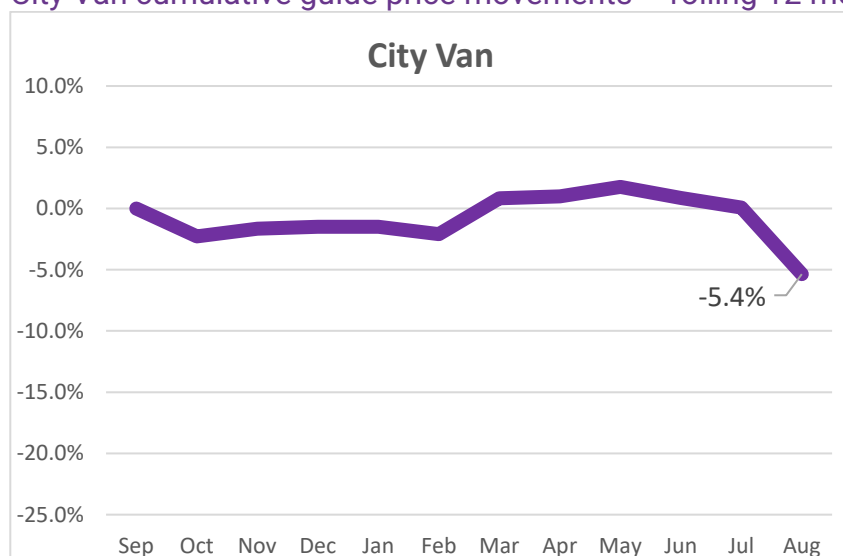
# Commercial editorial

By cap hpi

## Top 10 Best-selling City Vans - at a glance.

34051	CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoFLEX Van [Start/Stop] (14-17)
34479	FIESTA DIESEL (2012 - 2017) - 1.5 TDCi ECONetic Van (15-17)
26326	FIESTA DIESEL (2012 - 2017) - 1.6 TDCi ECONetic Van (12-15)
21886	CORSAVAN DIESEL (2011 - 2014) - 1.3 CDTi 16V 95ps ecoFLEX Van [Start/Stop] (11-14)
42522	TRANSIT COURIER DIESEL (2014 ---) - 1.5 TDCi Trend Van [6 Speed] (18-)
38345	TRANSIT COURIER DIESEL (2014 ---) - 1.5 TDCi 95ps Trend Van (16-18)
20784	FIESTA DIESEL (2009 - 2012) - 1.4 TDCi 70 Van (10-12)
30869	TRANSIT COURIER DIESEL (2014 ---) - 1.5 TDCi Van (14-18)
26324	FIESTA DIESEL (2012 - 2017) - 1.5 TDCi Van (12-17)
15859	FIESTA DIESEL (2009 - 2012) - 1.6 TDCi DPF Sport Van (09-10)

## City Van cumulative guide price movements – rolling 12 months.



## City Van guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN					-5.0%
FIAT	-4.8%	-4.9%	-4.9%	-4.9%	-4.9%
FORD	-6.1%	-6.5%	-6.3%	-6.2%	-5.0%
PEUGEOT					-7.9%
TOYOTA	-1.1%				
VAUXHALL				-8.1%	-7.9%

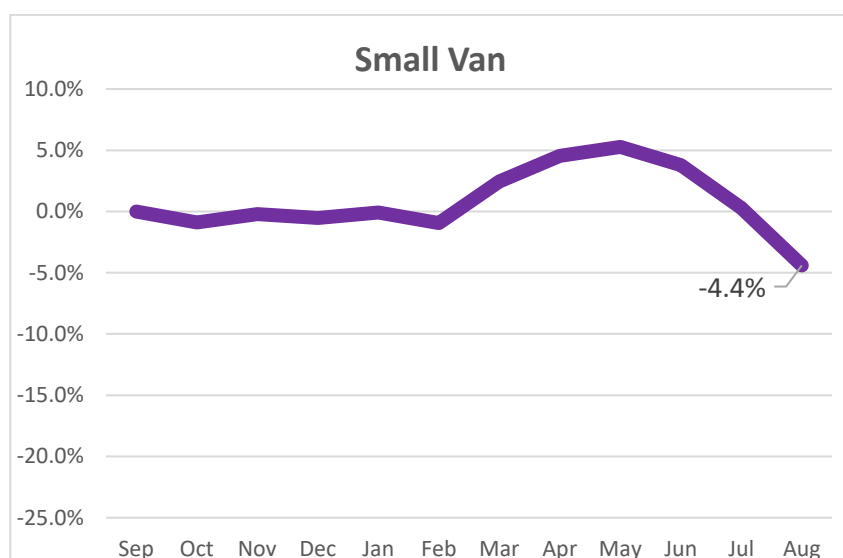
# Commercial editorial

By cap hpi

## 10 Best-selling Small Vans - at a glance.

18445	BERLINGO L1 DIESEL (2008 - 2018) - 1.6 HDi 625Kg Enterprise 75ps (10-16)
38515	PARTNER L1 DIESEL (2015 - 2018) - 850 1.6 BlueHDi 100 Professional Van [non SS] (16-18)
44514	BERLINGO M DIESEL (2018 ----) - 1.5 BlueHDi 650Kg Enterprise 75ps (19-21)
43753	PARTNER STANDARD DIESEL (2018 ----) - 1000 1.6 BlueHDi 100 Professional Van (18-19)
35346	NV200 DIESEL (2009 - 2019) - 1.5 dCi Acenta Van Euro 6 (15-19)
34775	CADDY MAXI C20 DIESEL (2015 - 2020) - 2.0 TDI BlueMotion Tech 102PS Startline Van (15-20)
43736	BERLINGO M DIESEL (2018 ----) - 1.6 BlueHDi 650Kg Enterprise 75ps (18-19)
38471	BERLINGO L1 DIESEL (2008 - 2018) - 1.6 BlueHDi 625Kg Enterprise 75ps (16-18)
38472	BERLINGO L1 DIESEL (2008 - 2018) - 1.6 BlueHDi 850Kg Enterprise 100ps (16-18)
42561	TRANSIT CONNECT 240 L2 DIESEL (2018 ----) - 1.5 EcoBlue 120ps Limited Van (18-21)

## Small Van cumulative guide price movements – rolling 12 months



## Small Van guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-4.9%	-4.9%	-4.9%	-5.2%	-5.6%
FIAT	-2.7%	-1.0%	-1.0%	-0.9%	-1.0%
FORD	-6.9%	-7.0%	-6.9%	-6.9%	-7.0%
MERCEDES-BENZ		-6.8%	-6.9%	-6.8%	-6.9%
NISSAN	-1.0%	-1.0%	-1.4%	-5.9%	-5.9%
PEUGEOT	-7.8%	-7.9%	-7.9%	-7.7%	-6.1%
RENAULT	-1.0%	-0.9%	-1.0%	-1.0%	-1.0%
TOYOTA	-0.9%	-1.1%	-1.0%		
VAUXHALL	-6.9%	-6.9%	-6.9%	-7.0%	-6.8%
VOLKSWAGEN	0.0%	-1.7%	-3.9%	-4.0%	-4.0%

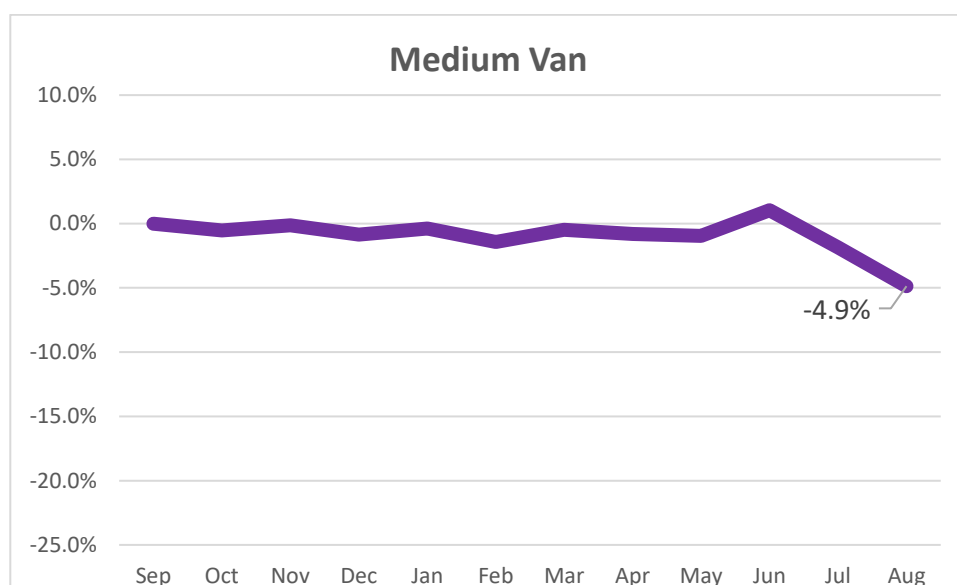
# Commercial editorial

By cap hpi

## Top 10 Best-selling Medium Vans - at a glance.

31650	VIVARO L1 DIESEL (2014 - 2019) - 2900 1.6CDTI 90PS ecoFLEX H1 Van (14-16)
42060	TRANSIT CUSTOM 280 L1 DIESEL FWD (2017 ---) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-)
42077	TRANSIT CUSTOM 300 L2 DIESEL FWD (2017 ---) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-)
35815	TRANSIT CUSTOM 290 L1 DIESEL FWD (2012 - 2017) - 2.0 TDCi 105ps High Roof Van (16-17)
34656	TRANSPORTER T30 SWB DIESEL (2015 - 2020) - 2.0 TDI BMT 102 Startline Van Euro 6 (15-19)
42069	TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 ---) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-)
39038	TRANSPORTER T32 SWB DIESEL (2015 - 2020) - 2.0 TDI BMT 150 Startline Van (16-19)
35807	TRANSIT CUSTOM 290 L1 DIESEL FWD (2012 - 2017) - 2.0 TDCi 105ps Low Roof Van (16-17)
38112	VIVARO L2 DIESEL (2014 - 2019) - 2900 1.6CDTI 120PS Sportive H1 Van (16-19)
25446	TRANSIT CUSTOM 290 L1 DIESEL FWD (2012 - 2017) - 2.2 TDCi 100ps Low Roof Van (12-16)

## Medium Van cumulative guide price movements – rolling 12 months



## Medium Van - guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-5.0%	-4.9%	-5.0%	-4.9%	-5.0%
FIAT	-5.6%	-6.0%	-6.0%	-5.9%	-6.0%
FORD	-5.0%	-5.0%	-5.0%	-4.9%	-5.0%
HYUNDAI				-4.9%	-4.9%
MERCEDES-BENZ	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
NISSAN	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
PEUGEOT	-5.0%	-4.9%	-4.9%	-5.0%	-5.0%
RENAULT	-1.5%	-1.0%	-1.0%	-3.0%	-3.0%
TOYOTA	-1.0%	-1.0%	-1.0%	-1.0%	-0.9%
VAUXHALL	-4.9%	-5.0%	-5.0%	-4.9%	-4.9%
VOLKSWAGEN	0.0%	0.0%	-1.9%	-4.0%	-4.0%

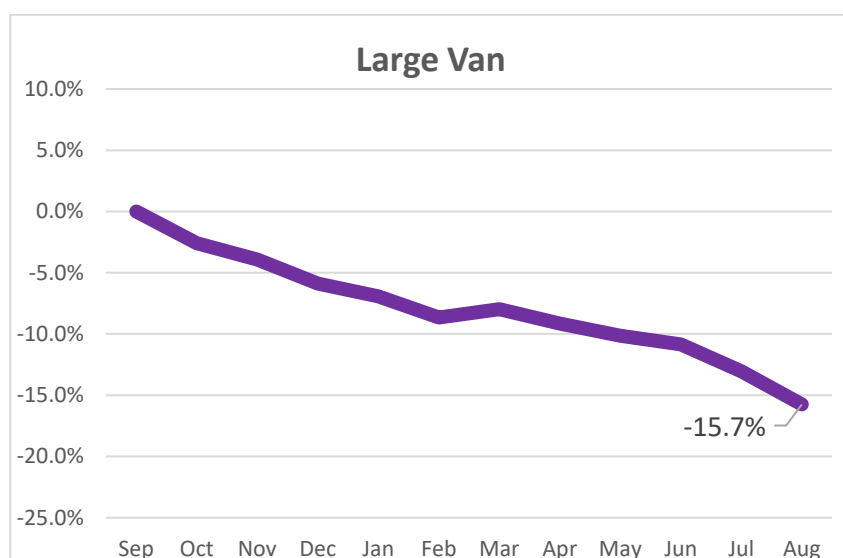
# Commercial editorial

By cap hpi

## Top 10 Best-selling Large Vans - at a glance.

38198	BOXER 335 L3 DIESEL (2014 ----) - 2.0 BlueHDi H2 Professional Van 130ps (16-19)
42952	SPRINTER 314CDI L3 DIESEL RWD (2018 - 2021) - 3.5t H2 Van (18-21)
37909	TRANSIT 350 L3 DIESEL RWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
31881	MOVANO 35 L2 DIESEL FWD (2010 - 2019) - 2.3 CDTi BiTurbo ecoFLEX H2 Van 136ps (14-16)
31282	DUCATO 35 MWB DIESEL (2014 ----) - 2.3 Multijet High Roof Van 130 (14-19)
45311	BOXER 335 L3 DIESEL (2014 ----) - 2.2 BlueHDi H2 Professional Van 140ps (19-22)
38153	RELAY 35 L3 DIESEL (2014 ----) - 2.0 BlueHDi H2 Van 130ps Enterprise (16-19)
44585	TRANSIT 350 L3 DIESEL FWD (2019 ----) - 2.0 EcoBlue 130ps H2 Leader Van (19-)
41539	CRAFTER CR35 MWB DIESEL FWD (2017 ----) - 2.0 TDI 140PS Trendline High Roof Van (17-)
45055	MASTER LWB DIESEL FWD (2019 ----) - LM35 ENERGY dCi 150 Business+ Medium Roof Van (19-23)

## Large Van cumulative guide price movements – rolling 12 months



## Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-4.0%	-4.0%	-4.0%	-4.0%	-4.0%
FIAT	-4.0%	-3.9%	-4.0%	-3.9%	-4.0%
FORD	-5.9%	-5.9%	-5.9%	-3.9%	-1.0%
IVECO	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
LDV			-1.2%	-1.0%	-0.8%
MAN	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%
MAXUS	-2.0%	-2.1%	-1.9%		
MERCEDES-BENZ	-1.3%	-1.4%	-1.5%	-2.4%	-2.9%
NISSAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
PEUGEOT	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
RENAULT	-4.9%	-4.9%	-5.0%	-2.0%	-2.0%
RENAULT TRUCKS UK	-1.0%	-1.2%	-1.1%	-2.0%	-2.0%
VAUXHALL	-2.9%	-3.2%	-3.9%	-3.9%	-4.0%
VOLKSWAGEN	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%



# Commercial editorial

By cap hpi

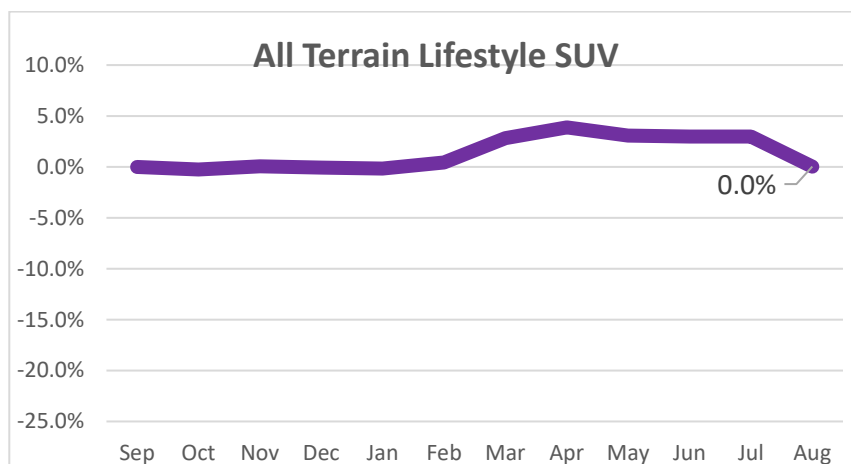
## All Terrain (Lifestyle SUV and workhorse sectors).

Please note, the guide prices we publish in all sectors are for vehicles as they appear in the vehicle manufacturer's price list and do not include any manufacturer's optional extras or ancillary equipment. This is a particularly relevant point for 4x4 Pickup. Many of them seen at auction have extras fitted to them including lockable load covers or hardtops and winches etc., which are highly desirable to retail buyers.

## Top 10 Best-selling All Terrain Lifestyle/SUV - at a glance.

45404	NAVARA SPECIAL EDITION (2018 - 2022) - Double Cab Pick Up N-Guard 2.3dCi 190 TT 4WD Auto (19-22)
35285	L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Barbarian 4WD Auto (15-19)
44067	RANGER DIESEL (2019 - 2022) - Pick Up Double Cab Wildtrak 2.0 EcoBlue 213 Auto (19-22)
39511	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD Auto (16-19)
35284	L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Barbarian 4WD (15-19)
45401	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD (19-22)
39510	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD (16-19)
41444	AMAROK A33 DIESEL (2016 - 2020) - D/Cab Pick Up Highline 3.0 V6 TDI 224 BMT 4M Auto (16-18)
45491	L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 Warrior 4WD Auto (19-21)
45402	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD Auto (19-22)

## All Terrain Lifestyle SUV cumulative guide price movements – rolling 12 months.



## All Terrain Lifestyle SUV guide price adjustments by manufacturer.

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT	-1.1%	-0.9%	-0.9%	-0.9%	-0.9%
FORD	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
GREAT WALL			-6.1%	-5.6%	-5.9%
ISUZU	-2.9%	-3.0%	-3.0%	-3.0%	-3.0%
MERCEDES-BENZ		-1.0%	-0.9%	-1.1%	-1.0%
MITSUBISHI		-1.2%	-1.1%	-1.1%	-1.0%
NISSAN	-5.0%	-4.9%	-5.0%	-4.9%	-4.9%
SSANGYONG	-3.0%	-3.6%	-3.0%	-3.1%	-2.6%
TOYOTA	-1.2%	-3.3%	-3.6%	-4.0%	-4.0%
VOLKSWAGEN		-1.0%	-1.0%	-1.0%	-2.0%

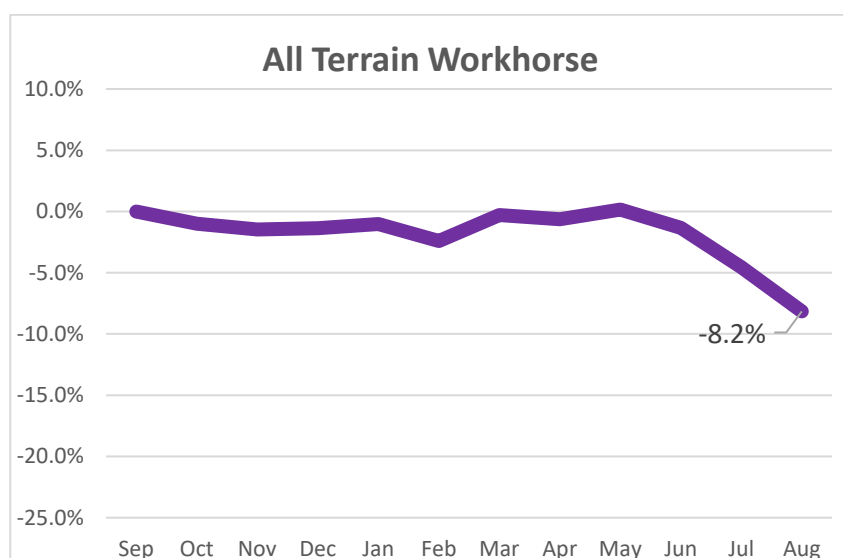
# Commercial editorial

By cap hpi

## Top 10 Best-selling All Terrain Workhorse - at a glance.

43081	DISCOVERY DIESEL (2018 - 2020) - 3.0 SDV6 306 HSE Commercial Auto (18-19)
35280	L200 DIESEL (2015 - 2019) - Double Cab DI-D 151 4Life 4WD (15-19)
38352	HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D TSS (16-20)
43707	HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D [3.5t Tow] (18-20)
38351	HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D (16-20)
34999	RANGER DIESEL (2015 - 2019) - Pick Up Double Cab XL 2.2 TDCi (15-19)
41606	D-MAX DIESEL (2017 - 2020) - 1.9 Double Cab 4x4 (17-20)
26500	NAVARA DIESEL (2010 - 2015) - Double Cab Pick Up Visia 2.5dCi 144 4WD (13-15)
49542	DEFENDER 90 DIESEL (2020 ----) - 3.0 D200 Hard Top Auto (20-23)
22407	RANGER DIESEL (2011 - 2015) - Pick Up Regular XL 2.2 TDCi 150 4WD (11-15)

## Terrain Workhorse cumulative guide price movements – rolling 12 months



## All Terrain Workhorse guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-3.5%	-3.4%	-1.0%	-1.1%	-0.9%
FORD	-1.0%	-1.2%	-0.8%	-4.0%	-6.9%
ISUZU	-1.0%	-1.0%	-1.1%	-0.9%	-1.0%
LAND ROVER	-3.6%	-4.3%	-5.9%	-5.7%	-5.5%
MERCEDES-BENZ				-3.5%	-3.3%
MITSUBISHI	0.0%	-8.9%	-8.9%	-9.0%	-9.0%
NISSAN	-3.4%	-3.5%	-3.5%	-3.6%	-3.5%
SSANGYONG			-3.4%	-3.3%	-3.2%
SUZUKI	-0.9%	-0.7%			
TOYOTA	-1.0%	-2.2%	-2.3%	-2.8%	-2.7%

**Ken Brown**

LCV Valuations Editor

August 2023

# HGV market overview

Continued high stocks together with a further fall in on the day sales mean that even more vehicles are re-circulating auctions having failed to sell at the first attempt, and several subsequent attempts in some cases.

One recent auction was described by the auctioneer as one of the worst ever, even with many online buyers in attendance sales just were not happening. This seems to be the current theme throughout used truck market with many dealers keeping their wallets firmly in their pockets, watching rather than buying.

Worryingly, the summer holidays are just starting, and it is usually a period when sales do suffer a little, and it appears that this year could be worse than usual. Hopefully, vendors will take a holiday too which may slow the flow of vehicles entering auctions.

Dealers inform us that there is a little nervousness surrounding the trade at present because whilst values have fallen steadily for several months, anyone paying high prices may have a pill to swallow at the point of sale. They cite that this is one of the reasons sales are currently sluggish. When added to increasing interest rates which is causing some economic unease holding any stock for any length of time is foolish plan at present.

We have seen situations like this in the past and there does appear to be an element of a cyclical nature to the trade where values diminish, and dealers and manufacturers are packed to the rafters with stock. Then values hit such a low point and that buyers are more willing to become increasingly involved and sales then increase, values increase and yards slowly empty, but inevitably at some point the bubble bursts and the cycle starts all over again.

One feels like a harbinger of doom advising of falling values month by month, but we are only recording what we are seeing and adjusting values accordingly. This month there have been far fewer negative movements so fingers crossed that things will pick up shortly.

Manufacturer sales remain steady but here too we have noticed that some values being achieved are well below those of a few months ago.

## Used truck and trailer statistics.

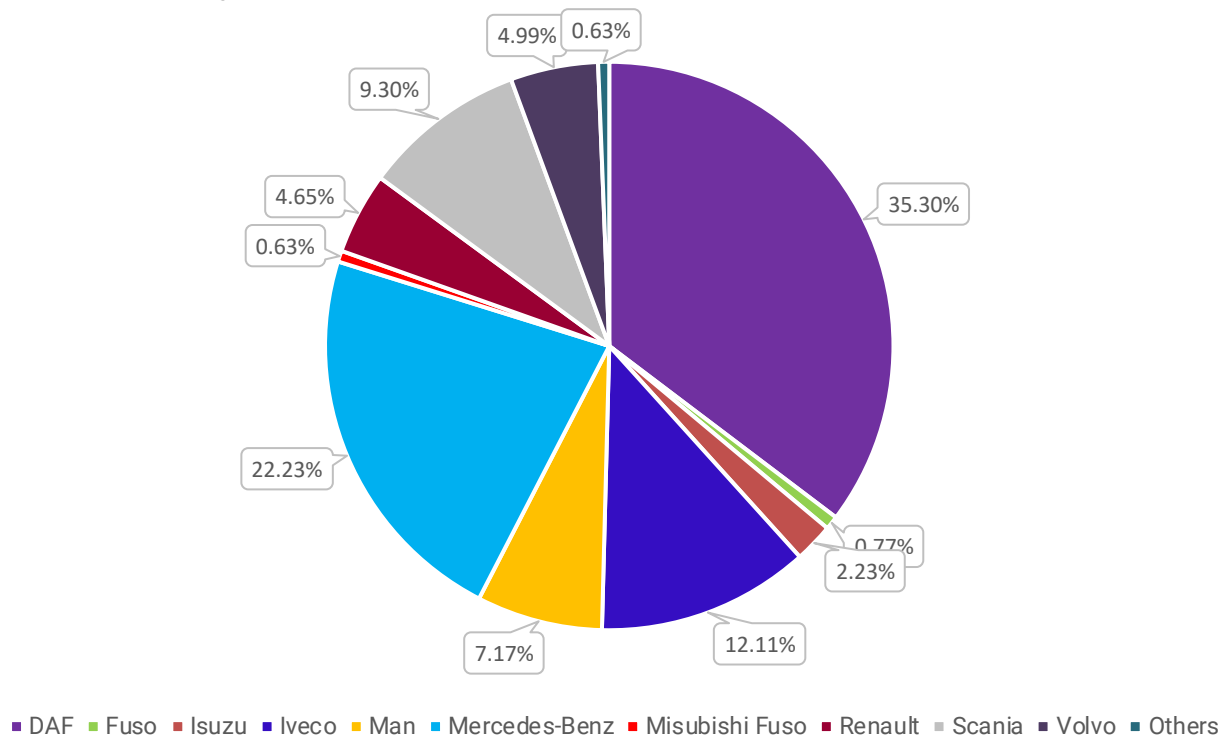
Over the last month the average number of truck entries at auctions decreased by 5.8%, whilst the number of on-the-day sales decreased by 6.5%. Sales were 17.4% less than July last year when the average number of entries per auction was 27.63% less than this year.

Trailer entries increased by 14.7% since last month and sales increased by 33.3%. Sales were 27.7% more than July last year when the average number of entries was 2.56% less than this year.

Over the previous month the number of vehicles under seven years of age decreased by 2.1% whilst vehicles over nine years old decreased by 1.6%. Trailers saw a decrease of 8.7% in those under seven years of age and an increase of 1.4% in those over nine-year-old.

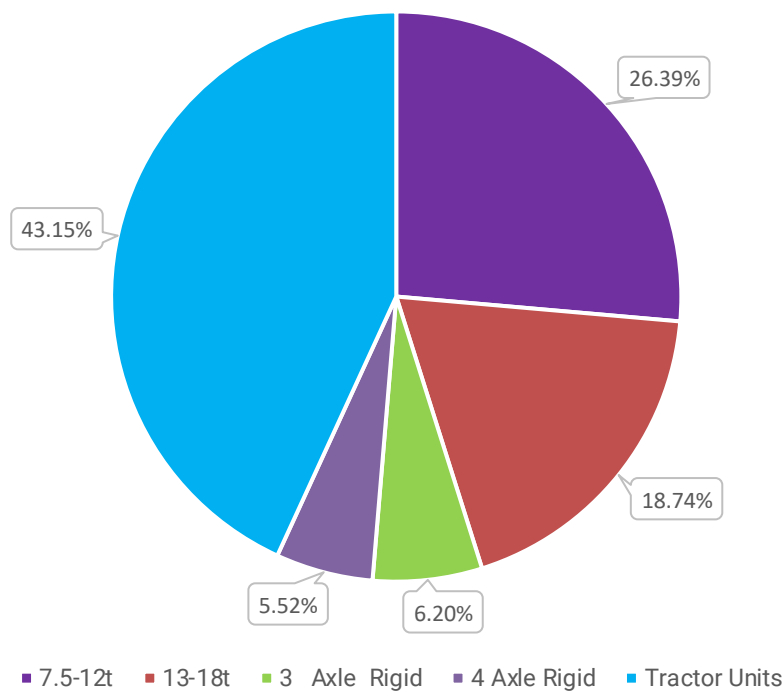
The above statistics are based on five auctions and 1,225 total lots offered up to and including the 17<sup>th</sup> July, and as always, we remind you that these are 'hammer sales' on-the-day and provisional sales which are subsequently successfully converted are not included.

Sales by Manufacturer as a % of total sales in average condition



Details of vehicles sales recorded to date this year which are under 11 years old, and which were in average condition are illustrated on the following two charts.

Sales by vehicle type as a % of total sales in average condition

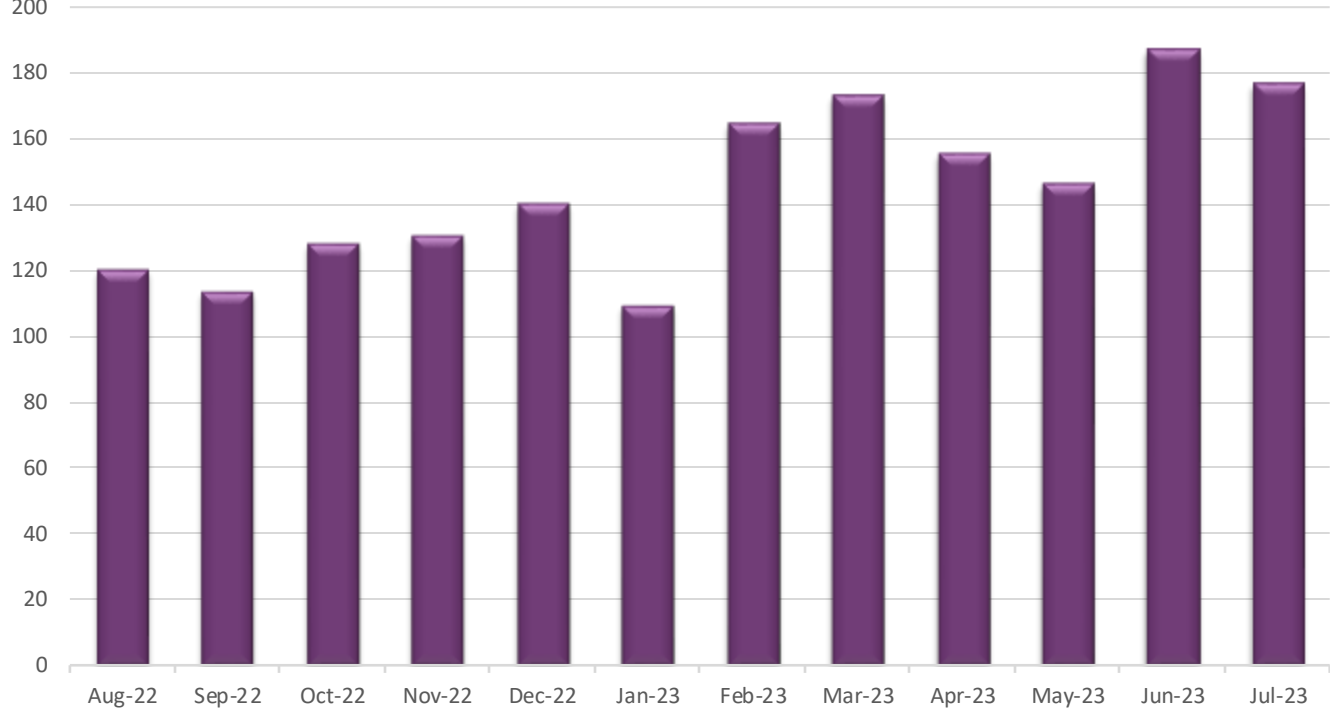


# Commercial editorial

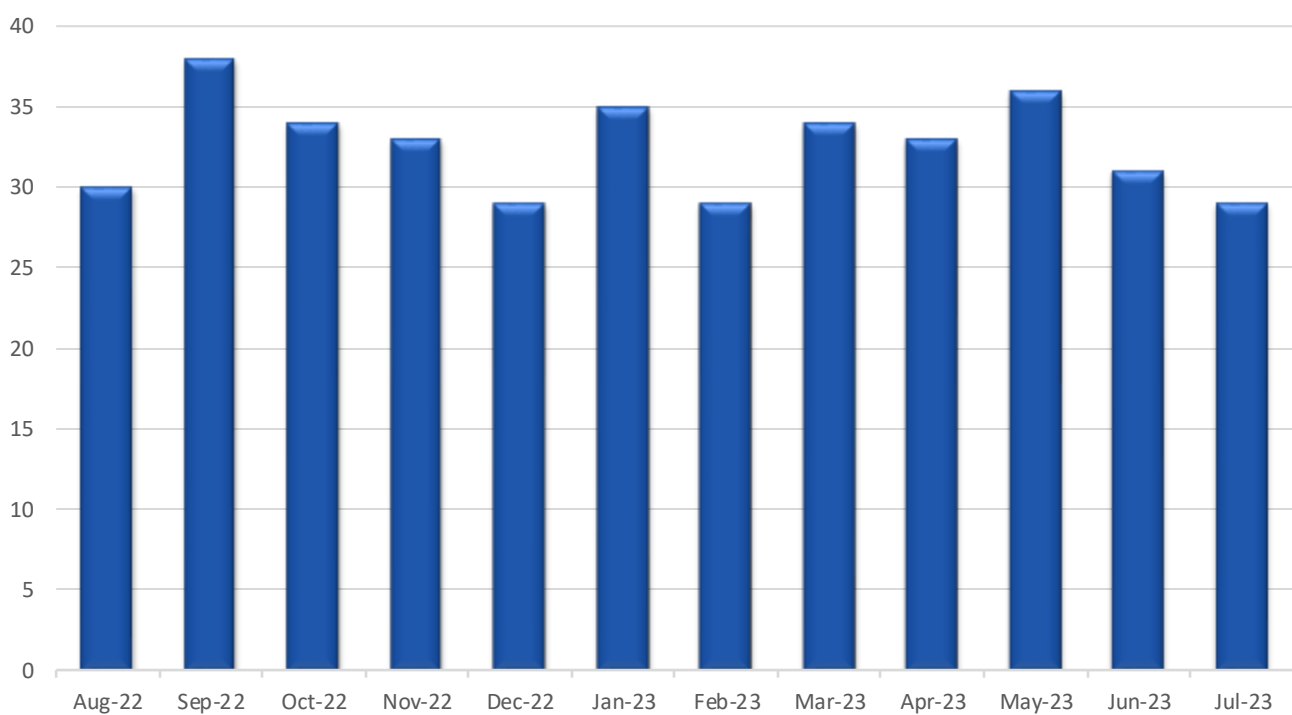
By cap hpi

The following graphs below firstly illustrate the average number of truck lots which have been available at auctions each month followed by the average number of truck sales as a percentage of the average number of truck lots.

Average number of truck lots per auction



Trucks - average sales %

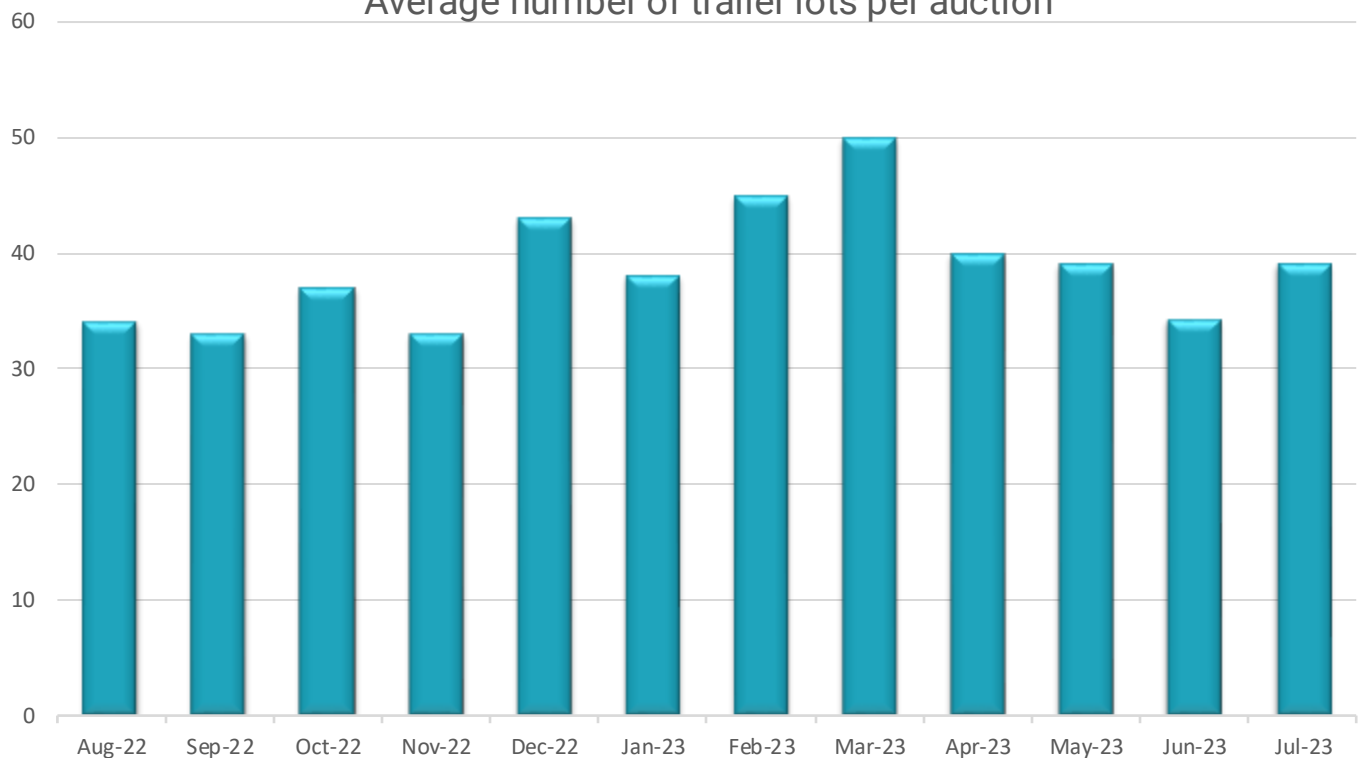


# Commercial editorial

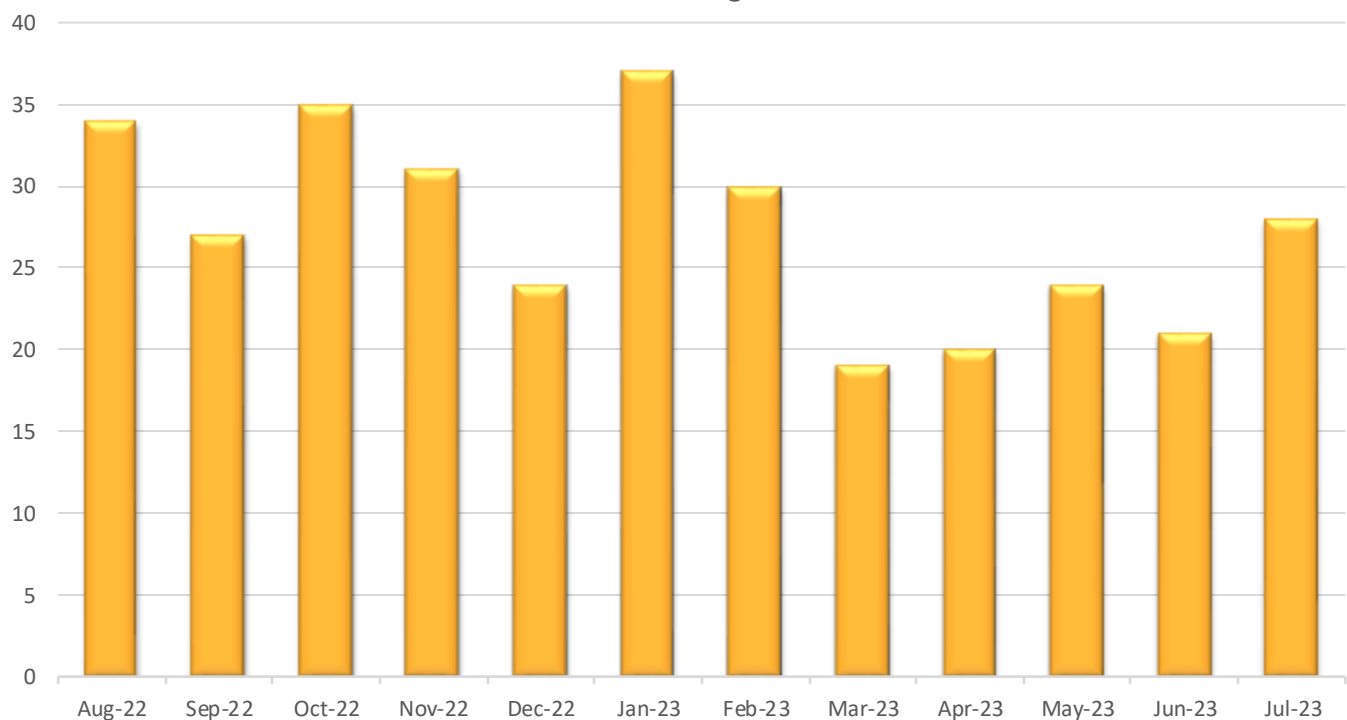
By cap hpi

The next two graphs below firstly illustrate the average number of trailer lots which have been available at auctions each month followed by the average number of trailer sales as a percentage of the average number of trailer lots.

## Average number of trailer lots per auction



## Trailers - average sales %

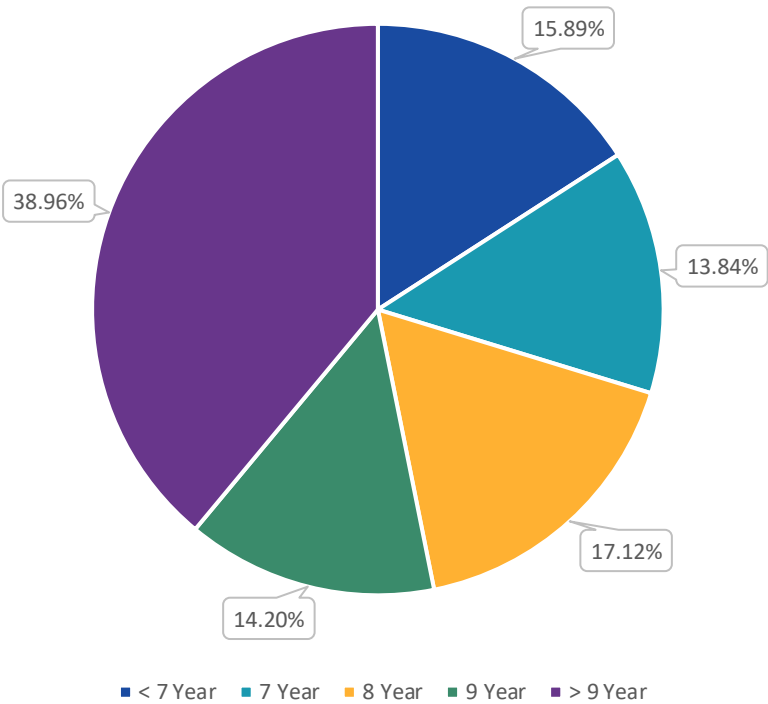


# Commercial editorial

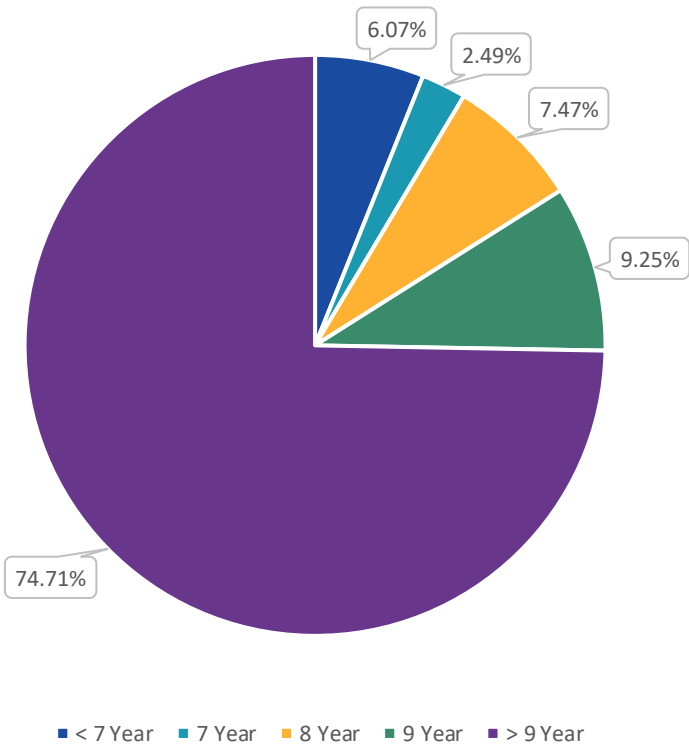
By cap hpi

The following illustrates the age profile of trucks and trailers seen at auctions during 2023. The age of entries shown as a percentage of the total truck and trailer lots viewed.

Truck auction lots by age



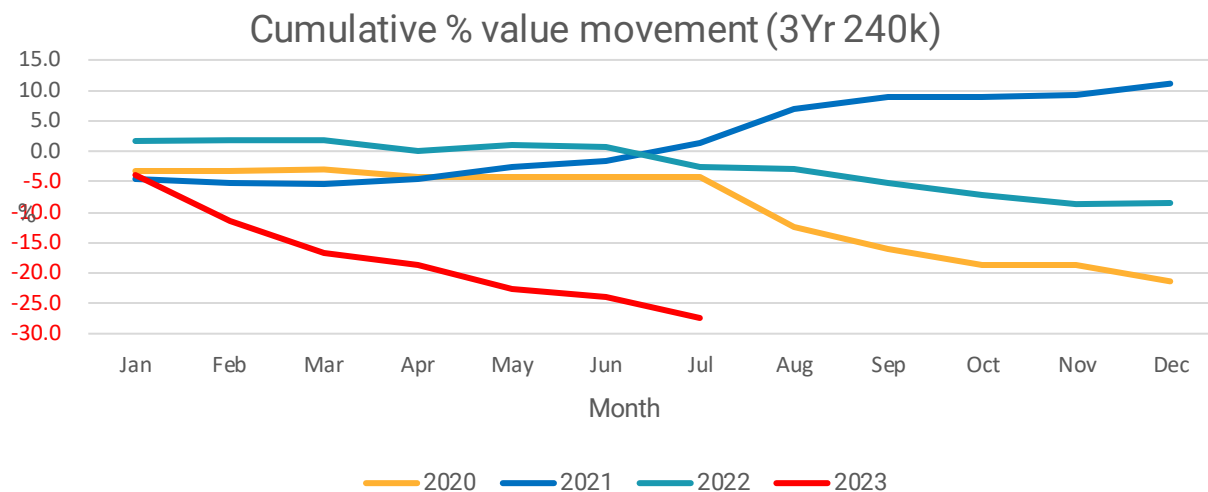
Trailer auction lots by age



# Commercial editorial

By cap hpi

Finally, the following graph illustrates the cumulative % value change over recent years.



*Figures for all the above graphs are correct up to and including 17<sup>th</sup> July 2023.*

## Sector Summary

### 7.5t to 12t vehicles

- Values of some Euro 6 types have fallen again, but once again it depends on the chassis & body combination because many values remain steady.  
Values of earlier Euro standards also remain stable.

Further batches of late registered Euro 5 vehicles and low mileage Euro 6 7.5 tonne boxes and curtains have appeared at various auctions. Predominantly DAF and Iveco, but other marques are readily available. The latter attract competitive bidding being desirable vehicles and generally most do sell at their initial outing.

Older vehicles are selling but they are becoming less desirable. Tippers and fridges are being traded but curtains are not moving so fast, and values are being negatively affected. Boxes, which have suffered value wise for many months are showing signs that values could be on the turn.

Several sleeper cab vehicles have been noted recently and whilst sleeper cabs in this sector do not necessarily attract any increased interest, often the opposite is true as sleepers generally have higher mileages.

A few more car transporters appeared, attracting good attention, especially double decks and often on Isuzu chassis. However, attention does not always transpire into a sale.

### 13t to 18t vehicles

- Values of some Euro 6 types have reduced dependent on the chassis and body derivative, but most values remain stable with an increasing number which have increased.  
Values of earlier Euro standards also remain stable.

The large volume of DAF LF fridges continues, and it does not bode well for their values. Having recovered a little recently they are once again going south. DAF LF skips are also easy to find and here too values are suffering as even late registered tidy example are having little success.



# Commercial editorial

By cap hpi

Boxes and curtains are trading well at present with dropsides performing likewise. However, traffic management dropside which remain readily available are beginning to struggle again.

Utility type vehicles have been on the increase of late and whilst most have low kilometres, the nature of their operation, and sometimes age, is against them with many needing expensive rectification work prior to re-use. However, on occasions a tidy example appears, and interest can significantly increase.

## Multi-wheelers

- Values of Euro 6 three axle vehicles have remained stable except for a couple of models which continue to suffer from falling values. Values of four axle vehicles have, in the main, remained steady this month. Values of pre-Euro 6 vehicles are unchanged.

6x2 boxes and dropsides remain relatively scarce compared to curtains and fridges which are available of on a variety of chassis and of varying age and quality.

More 8x4 cement mixers have appeared along with a trio of 16 plate Mercedes Arocs 3240 paddle mixers which were joined by a traditional drum mixer. The drum mixer sold for over £20,000 whilst two of the trio of less popular paddle mixers sold for a little over £13,000 which appears little money when one considers the cost when new. As always with specialist vehicles, a limited aftermarket stifles sales and values are often disappointingly poor.

8x4 tippers remain popular lots and most are holding their value apart from Mercedes Arocs models which are currently good in number which adds additional pressure on values. Sales of tippers with grabs have been brisk until recently and whilst still very popular there seems to be a slight lull in interest as several genuinely nice examples failed to sell recently, despite reasonable vendor expectations.

## Tractor units

- The values of some Euro 6 three axle models continue to fall, but they are diminishing in number as many values remain the same. Pre-Euro 6 6x2 values have reduced slightly this month. The values of 4x2 Euro 6 remain steady and the values of pre-Euro 6 4x2 vehicle have fallen slightly.

Little change here as 6x2 volumes remain high and fresh stock keeps appearing in numbers, squeezing values for some types. That said, the values of most models have remained steady this month so perhaps we are nearing the point where values finally stabilise offering some hope for the next few months especially when demand often increases after the summer holidays. We will see.

Most 6x2 vehicles available remain of standard fleet specification, with every second one seemingly a Mercedes-Benz Actros. The greatest buyer interest is reserved for higher specification vehicles, but even so, interest drains if those vehicles appear in any number.

Euro 6 4x2 values have remained steady this month as less vehicles have appeared for sale which has aided values.

## Trailers

- Trailers – Values for a couple of types have fallen, but the values of the majority are unchanged.

The average number of trailers at auctions increased again last month but a significant increase in sales has helped the situation as the values for most types have held firm.

There are still plenty of the most popular types available, but most remain well over ten years of age.

# Commercial editorial

By cap hpi

Platforms remain popular, even so their values have dipped a little, whilst fridges are the ones struggling at present with so many supermarket specification examples available at the moment.

Curtains appear to be mustering a little more interest, but interest does not always manifest itself into a sale as canny buyers chase a bargain.

**Rob Smith**

HGV Valuations Editor