Commercial editorial

By cap hpi

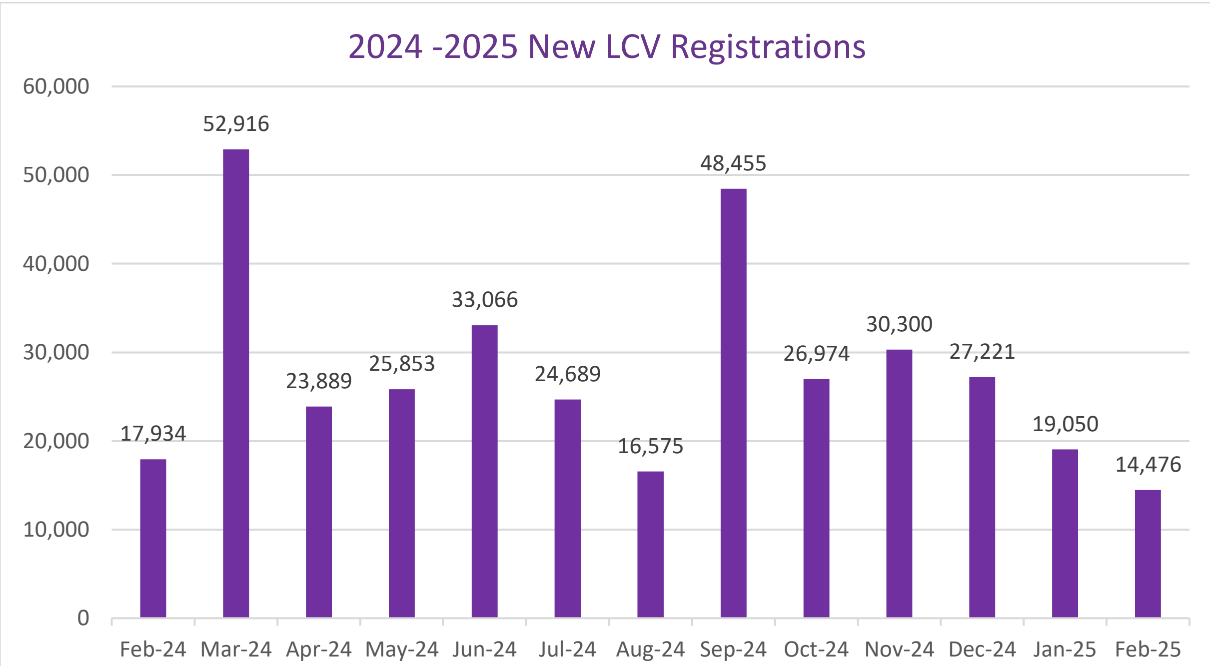
April 2025

LCV market overview

For what it's worth

February - New LCV Registrations

According to the latest SMMT report, there were 14,476 new LCVs registered in January. That's around 24% (3,458) fewer than were registered in February 2024. Currently we are seeing a downward trend in new LCV registrations, however, there will have been a surge of registrations on the new March plate. It remains to be seen if they will top bumper registrations we saw in March 2024.



Used LCV Market

March was an exceptional month in the used LCV wholesale market with auction officials reporting record level first time conversion rates and strong performances against the guide. Attendances were up, at both physical and online sales. For the first couple of weeks after we issued the March edition, our research data showed that the guide was 100% accurate in every sector, which gave us an early indication of an upward trend in the market.

Guide price movements for April – all sectors

3 years/60,000 miles **-0.9%**
5 years/100,000 miles **-0.9%**

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Downward average guide price movement for April – less than monthly average depreciation rate

As we have said many times before, for every month that goes by, each plate on every vehicle in the guide devalues as they become one month older. Although it varies depending on the model, on average, the age depreciation is around 1% per month. At -0.9%, the guide price movements for April suggests that market prices have stabilised, at least for the time being.

The effects of the Covid-19 pandemic and subsequent supply crisis linger on

As we progress into Q4, there are concerns over used stock levels, however, we are yet to see any evidence of this at the auctions. The lower number of new LCVs registered, particularly during 2020 and 2022, lends support to those concerns. However, fleet replacement cycles were so severely disrupted during the pandemic and the global supply crisis in its aftermath, that it remains difficult to forecast what vehicles are likely to be coming back into the used market and when they are likely to appear.

M-B Sprinter 2018-2024 - guide price review

In this edition we have had to take decisive action to resolve guide price anomalies in the M-B Sprinter 2018-2024 - model range. Over the past couple of months, we've had several reports from auction houses and leasing companies that some models in this range were overperforming. On investigation we found that the relationships between the majority of the most popular model derivatives in this range were out of kilter.

There are a multitude of reasons why this can happen. The most obvious is the volatile nature of used stock supply. No other sector of automotive remarketing regularly faces large numbers of de-fleeted LCVs coming into the used market, all the same make, model, spec, and CAP Id, and all at the same time. In most cases this tends to drive trade market prices downwards which we endeavour to reflect each month in the guide. In the case of this particular Sprinter range there are 523 model derivatives. It would be wrong to reduce the guide prices of all models in this Sprinter range just because the market prices of one model has fallen. Over time, tracking the market prices of individual models and adjusting their guide prices accordingly can destroy the hierarchy in the database.

We have restored price differentials to accurately reflect the attributes of each model. We have then set the overall price position of the entire model range against the extensive research data we have for this model. We would stress that the revised guide prices you will see in this edition are not a mistake!

Guide price movements in this edition

Indicative guide price movements by sector

Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
City Van	-0.6%	-3.4%	-3.4%	-4.1%	-4.4%
Small Van	-0.8%	-0.4%	-0.4%	-0.2%	-0.2%
Medium Van	-0.6%	-0.2%	-0.3%	-0.4%	-0.2%
Large Van	-0.7%	-1.1%	-0.8%	-1.3%	-0.6%
Chassis - Derived	-0.8%	-0.7%	-0.8%	-0.8%	-0.8%
All Terrain Lifestyle	-0.7%	-0.7%	-1.0%	-0.9%	-0.9%
All Terrain Workhorse	-0.6%	-0.8%	-0.8%	-1.2%	-1.3%
Mini-bus	-4.0%	-3.9%	-3.5%	-3.3%	-3.2%
Vat Qualifying	-2.3%	-2.7%	-3.1%	-2.6%	-2.0%

This table and those that follow illustrate, in percentage terms, the average price movements made in each sector for a range of registration plates and mileage breakpoints. Individual models may have moved differently so you should always consult the guide for precise details of any changes we have made.

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By cap hpi

Indicative guide price movements by fuel types

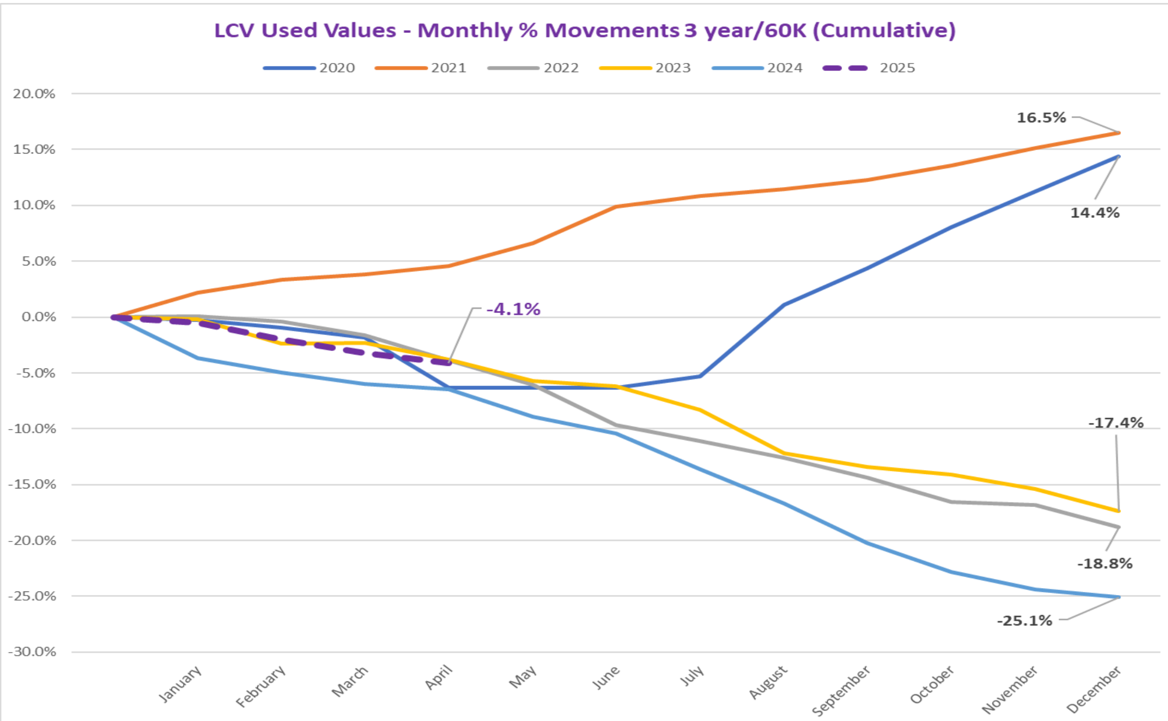
Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	-0.8%	-0.8%	-0.8%	-1.0%	-0.7%
Petrol	-0.9%	-1.6%	-1.6%	-1.7%	-2.2%
Electric	-1.6%	-1.6%	-1.5%	-1.3%	-2.5%
Petrol Parallel PHEV	-1.0%	-1.0%		-1.0%	-1.1%
Petrol Series PHEV	-3.9%	-3.0%	-2.7%	-2.0%	-2.7%
Petrol/Electric Hybrid	-0.9%	-0.9%			

Indicative guide price movements by battery electric sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van	0.0%		-4.0%	-4.0%	-3.6%
E Small Van	-3.3%	-3.3%	-2.6%	-1.9%	-2.8%
E Medium Van	-1.5%	-1.6%	-1.5%	-2.0%	-2.4%
E Large Van	-1.6%	-1.4%	-1.4%	-1.1%	-2.6%
E Chassis - Derived	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
E 4x4 Pick-up Lifestyle SUV	-6.9%	-6.9%			
E Mini-bus	-1.1%				-1.1%
E Vat Qualifying	-1.4%	-1.5%	-1.8%	-1.5%	-1.1%

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

The chart below shows the stark contrast in guide price movements between 2020 and 2025 as market prices gradually fell to more sustainable levels. The purple dotted line represents the cumulative guide price movements as of April 2025, (-4.1%).



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By cap hpi

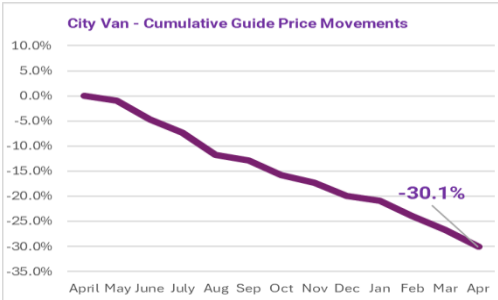
Best-selling City Vans by sales volume

41923	CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoTEC Van [Start/Stop] (17-18)
34051	CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoFLEX Van [Start/Stop] (14-17)
24217	NEMO DIESEL (2008 - 2017) - 1.3 HDi Enterprise [non Start/Stop] (11-16)
45293	TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Leader Van [6 Speed] (19-23)
38345	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 95ps Trend Van (16-18)
42524	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-23)
14411	FIORINO CARGO DIESEL (2008 - 2016) - 1.3 16V Multijet Van (08-15)
34050	CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V Van [Start/Stop] (14-18)
25431	CLUBVAN DIESEL (2012 - 2014) - 1.6 Cooper D Van (12-14)
16561	BIPPER DIESEL (2008 - 2017) - 1.4 HDi 70 Professional (09-12)

City van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT	-5.0%	-4.9%	-4.9%	-5.1%	-4.9%
FORD	1.1%	-2.5%	-2.4%	-3.1%	-3.6%
TOYOTA	-0.9%	-0.9%	-1.1%		

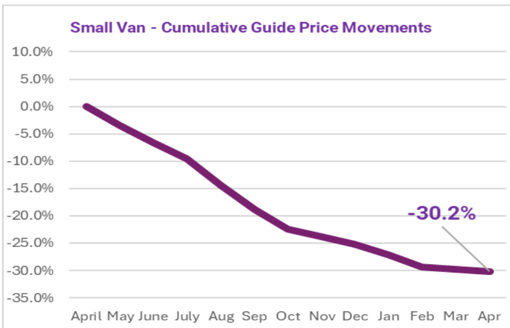
Sector market share	2.1%
Average guide price movement	-3.4%
Rolling year cumulative movement	-30.1%



Best-selling Small Vans by sales volume

11464	COMBO DIESEL (2001 - 2011) - 1700 1.3CDTi 16V Van [75PS] (06-11)
44398	PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Van (19-21)
18573	DOBLO CARGO SWB DIESEL (2010 - 2014) - 1.3 Multijet 16V Van Start Stop (10-14)
42529	TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 75ps Van (18-19)
44515	BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise 100ps (19-21)
44514	BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 650Kg Enterprise 75ps (19-21)
15218	PARTNER L1 DIESEL (2008 - 2015) - 625 S 1.6 HDi 75 Van (08-15)
38515	PARTNER L1 DIESEL (2015 - 2018) - 850 1.6 BlueHDi 100 Professional Van [non SS] (16-18)
26515	CITAN LONG DIESEL (2013 - 2019) - 109CDI Van (13-19)
44218	COMBO CARGO L1 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	0.2%	0.9%	0.9%	1.0%	1.0%
FIAT	-1.0%	-1.0%	1.8%	3.4%	3.3%
FORD	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MERCEDES-BENZ	-1.0%	-1.0%		-0.8%	-1.1%
NISSAN	-0.9%	-1.0%	-1.1%	-1.0%	-1.0%
PEUGEOT	-0.4%	0.0%			
RENAULT	-1.0%	-1.0%	-3.0%	-4.9%	-3.3%
TOYOTA	-2.3%	-2.9%	-3.0%	-3.1%	-3.0%
VAUXHALL	0.8%	2.0%	2.0%	2.0%	2.0%
VOLKSWAGEN	-1.0%	-1.0%	-1.0%	-1.4%	-2.0%



Sector market share	20.6%
Average guide price movement	-0.4%
Rolling year cumulative movement	30.2%

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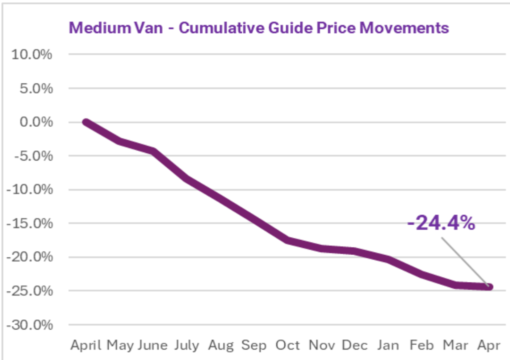
By cap hpi

Best-selling Medium Vans by sales volume

42060	TRANSIT CUSTOM 280 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
45124	TRAFIC LWB DIESEL (2019 - 2022) - LL30 ENERGY dCi 120 Business+ Van (19-22)
48633	VITO L2 DIESEL RWD (2020 - 2024) - 114CDI Progressive Van 9G-Tronic (20-24)
39359	DISPATCH M DIESEL (2016 - 2024) - 1400 2.0 BlueHDi 120 Van Enterprise (16-21)
44446	TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Leader Van (19-23)
24462	VIVARO LWB DIESEL (2006 - 2014) - 2.0CDTI [90PS] ecoFLEX Van 2.9t [Speed Limiter] (12-14)
42069	TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
42077	TRANSIT CUSTOM 300 L2 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
44444	TRANSIT CUSTOM 280 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Leader Van (19-23)
11169	EXPERT L2 DIESEL (2007 - 2016) - 1200 1.6 HDi 90 H1 Van (07-16)

Medium van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
FIAT	-1.0%	-1.9%	-2.3%	-3.0%	-3.0%
FORD	-1.0%	0.3%	0.7%	0.6%	1.0%
MAXUS	-0.9%				
MERCEDES-BENZ	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
NISSAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
PEUGEOT	-1.0%	-1.0%	-1.0%	-0.9%	-1.0%
RENAULT	1.0%	1.0%	-0.9%	-3.0%	-3.0%
RENAULT TRUCKS UK	1.0%	1.0%			
TOYOTA	-4.1%	-3.3%	-3.3%	-3.4%	-3.3%
VAUXHALL	-1.1%	-0.9%	-1.0%	-1.0%	-1.0%
VOLKSWAGEN	1.0%	1.0%	1.0%	1.0%	1.0%



Sector market share	34.3%
Average guide price movement	-0.3%
Rolling year cumulative movement	-24.4%

Best-selling Large Vans by sales volume

55899	DELIVER 9 LWB DIESEL FWD (2020 ----) - 2.0 D20 150 High Roof Van (21-)
44606	TRANSIT 350 L3 DIESEL RWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-24)
42947	SPRINTER 311CDI L3 DIESEL RWD (2018 - 2020) - 3.5t H2 Van (18-20)
44585	TRANSIT 350 L3 DIESEL FWD (2019 ----) - 2.0 EcoBlue 130ps H2 Leader Van (19-24)
54428	TRANSIT 350 L4 DIESEL RWD (2019 ----) - 2.0 EcoBlue 170ps H3 Limited Van (21-23)
49238	SPRINTER 315CDI L2 DIESEL RWD (2020 ----) - 3.5t H2 Progressive Van (20-)
46454	DAILY 35S14 DIESEL (2019 - 2023) - 2.3 High Roof Van 3520 WB (19-23)
53063	TGE 3 EXTRA LONG DIESEL (2017 - 2024) - 140 Lion XS High Roof Van (21-24)
49244	SPRINTER 315CDI L3 DIESEL RWD (2020 ----) - 3.5t H2 Progressive Van (20-)
26840	SPRINTER 310CDI LONG DIESEL (2013 - 2016) - 3.5t High Roof Van (13-16)

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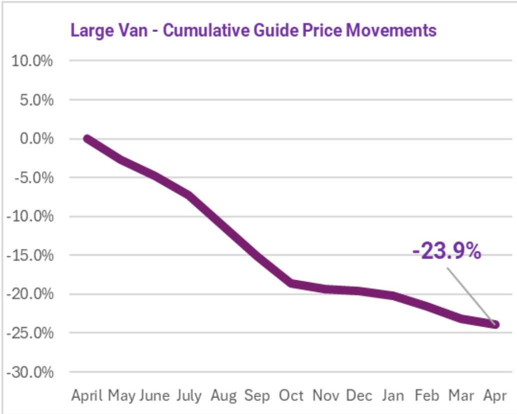
By cap hpi

Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
FIAT	2.9%	-1.0%	-1.0%	-1.0%	-1.0%
FORD	0.0%	0.0%	0.0%	0.0%	0.0%
IVECO	-3.5%	-5.0%	-5.0%	-5.0%	-4.9%
LDV					-0.8%
MAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MAXUS	-1.1%	-1.0%	-0.9%	-1.0%	-1.0%
MERCEDES-BENZ	2.0%	3.9%	4.2%	4.4%	3.9%
NISSAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
PEUGEOT	0.0%	-3.0%	-3.0%	-2.9%	-3.0%
RENAULT	-0.9%	-1.0%	-1.0%	-1.0%	-1.0%
RENAULT TRUCKS UK	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
TOYOTA	-1.1%				
VAUXHALL	1.0%	2.0%	-1.3%	-1.8%	-3.0%
VOLKSWAGEN	-0.1%	1.0%	1.0%	0.9%	1.0%



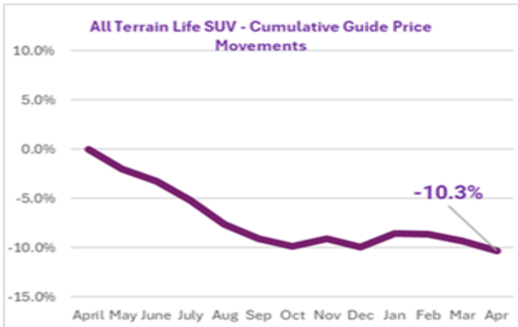
Sector market share	18.6%
Average guide price movement	-0.8%
Rolling year cumulative movement	-23.9%

Best-selling All Terrain Lifestyle/SUV by sales volume

44067	RANGER DIESEL (2019 - 2022) - Pick Up Double Cab Wildtrak 2.0 EcoBlue 213 Auto (19-22)
35006	RANGER DIESEL (2015 - 2019) - Pick Up Double Cab Wildtrak 3.2 TDCi 200 Auto (15-19)
45404	NAVARA SPECIAL EDITION (2018 - 2022) - Double Cab Pick Up N-Guard 2.3dCi 190 TT 4WD Auto (19-22)
44065	RANGER DIESEL (2019 - 2022) - Pick Up Double Cab Wildtrak 3.2 EcoBlue 200 Auto (19-20)
42438	X CLASS DIESEL (2017 - 2020) - 250d 4Matic Progressive Double Cab Pickup Auto (17-20)
35282	L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Warrior 4WD (15-19)
45494	L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 Barbarian X 4WD Auto (19-21)
22415	RANGER DIESEL (2011 - 2015) - Pick Up Double Cab Limited 2.2 TDCi 150 4WD (11-15)
45402	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD Auto (19-22)
56276	RANGER DIESEL (2022 ----) - Pick Up Double Cab Wildtrak 2.0 EcoBlue 205 Auto (22-)

All Terrain Workhorse - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-1.0%	-1.1%	-1.0%	-1.1%	-1.1%
FORD	-1.0%	-1.1%	-0.9%	-0.8%	-1.0%
INEOS	-1.2%				
ISUZU	-1.0%	-1.0%	-1.1%	-1.0%	-1.2%
LAND ROVER	0.0%	0.0%	0.0%	-0.3%	-1.0%
MITSUBISHI				-0.9%	-1.0%
NISSAN	0.0%	0.0%	-1.0%	-0.9%	-1.1%
SSANGYONG					-1.1%
SUZUKI	-1.3%	-0.8%	-0.9%	-0.9%	
TOYOTA	-2.0%	-1.6%	-1.6%	-1.8%	-1.7%



Sector market share	11.2%
Average guide price movement	-1.0%
Rolling year cumulative movement	-10.3%

Best-selling All Terrain Workhorse by sales volume

38351	HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D (16-20)

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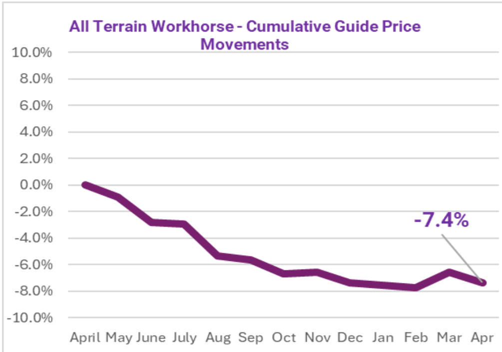
34428	DISCOVERY DIESEL (2013 - 2019) - SE Commercial Sd V6 Auto (15-19)
48084	L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 Trojan 4WD Auto (20-21)
54098	DEFENDER 90 DIESEL (2020 ----) - 3.0 D250 Hard Top SE Auto (21-24)
51518	D-MAX DIESEL (2020 ----) - 1.9 Utility Double Cab 4x4 (20-)
48083	L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 Trojan 4WD (20-21)
45873	L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 4Life 4WD (19-21)
49546	DEFENDER 110 DIESEL (2020 ----) - 3.0 D250 Hard Top S Auto (20-)
49543	DEFENDER 90 DIESEL (2020 ----) - 3.0 D200 Hard Top Auto [3 Seat] (20-23)
34999	RANGER DIESEL (2015 - 2019) - Pick Up Double Cab XL 2.2 TDCi (15-19)

All Terrain Workhorse - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-1.0%	-1.1%	-1.0%	-1.1%	-1.1%
FORD	-1.0%	-1.1%	-0.9%	-0.8%	-1.0%
INEOS	-1.2%				
ISUZU	-1.0%	-1.0%	-1.1%	-1.0%	-1.2%
LAND ROVER	0.0%	0.0%	0.0%	-0.3%	-1.0%
MITSUBISHI				-0.9%	-1.0%
NISSAN	0.0%	0.0%	-1.0%	-0.9%	-1.1%
SSANGYONG					-1.1%
SUZUKI	-1.3%	-0.8%	-0.9%	-0.9%	
TOYOTA	-2.0%	-1.6%	-1.6%	-1.8%	-1.7%



Sector market share	1.4%
Average guide price movement	-0.8%
Rolling year cumulative movement	-7.4%

Ken Brown
LCV Valuations Editor

April 2025

HGV market overview

The average number of trucks offered at auctions entries remained the same as last month, but on-the-day sales once again increased, with lots of activity and buyers spending. There is an abundance of stock available at present, but as sales flow, stock volume is not presently an issue. However, that could change is sales start to slow.

There is plenty of fresh stock in the pipeline, as is often the case at this time of the year, particularly tractor units, including a considerable number of 4x2 examples. Several major fleets are currently undergoing the process of de-fleeting so plenty of used fleet vehicles are appearing in the market resulting in significant batches of similar vehicles being available.

Auctions are seeing a profusion of identical vehicles from the same vendors and whilst several of the better ones sell, the less attractive ones are often left behind and will doubtless struggle to gain further interest.

Traders report that there appears to be a bit of a buzz around presently and traders are happy to buy and sell. Whilst those buying for stock remain a little more cautious, they are active and are on the lookout for vehicles to suit their requirements.

Manheim's fortnightly drive through HGV sale at Gloucester has proved successful with stock numbers on the rise, necessitating a further fortnightly on-line sale offering all the equipment which has not reached Gloucester. This currently takes place on the day following the Gloucester sale.

Used truck and trailer statistics.

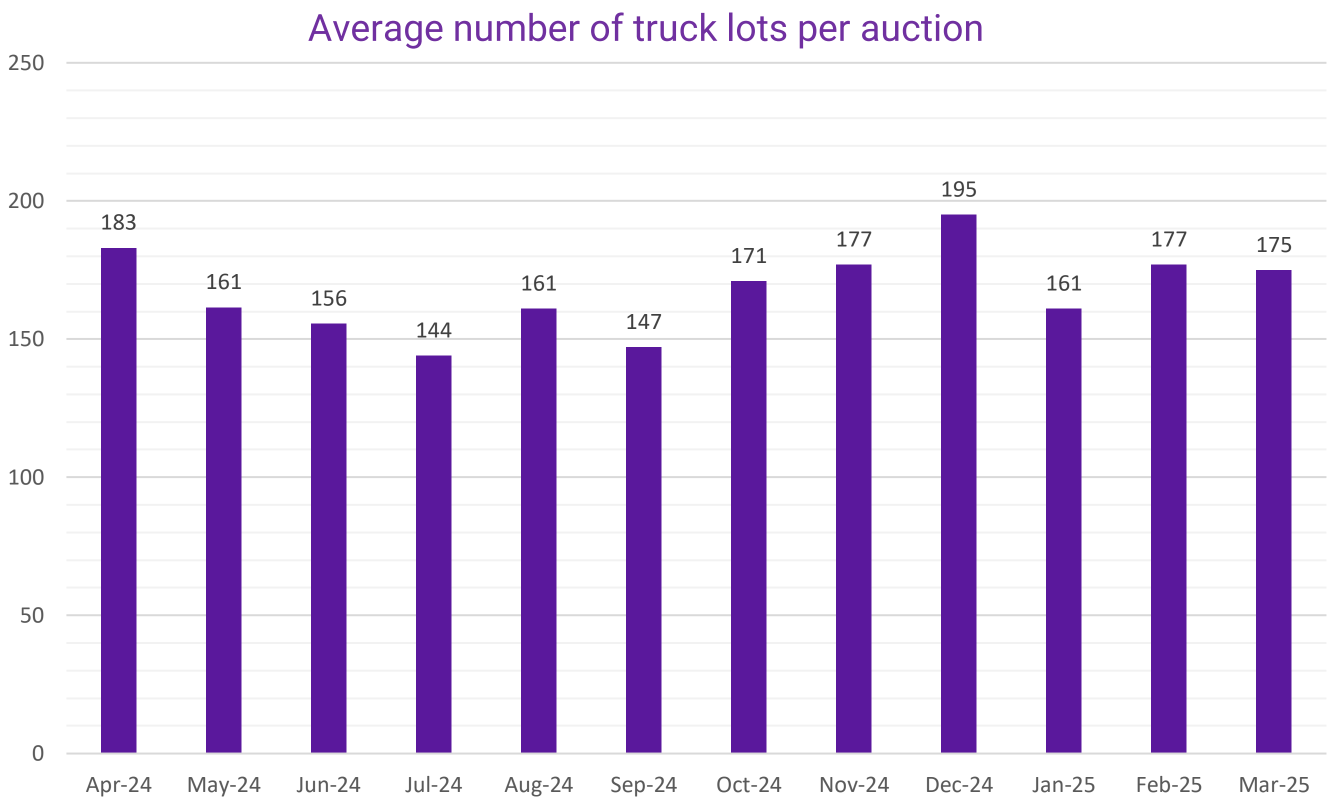
Over the last month the average number of truck entries at auctions decreased by 1.1%, whilst the number of on-the-day sales increased by 7.7%. Sales were 35.5% more than in March last year when the average number of entries per auction was 1.1% less than this year.

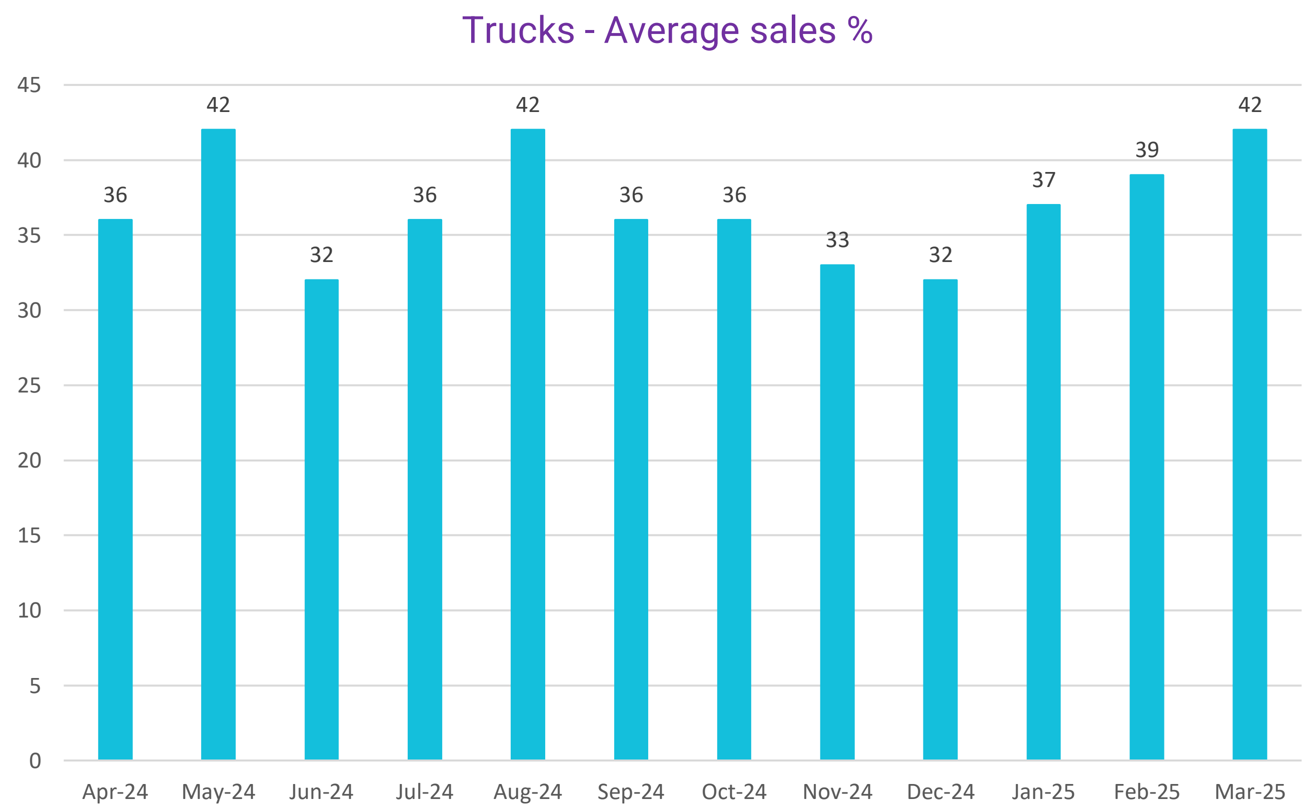
Trailer entries have decreased by 13.5% since last month, and sales remained at the same level. Sales were 150% greater than last March when the average number of entries was 3.9% more than this year.

Over the previous month the number of vehicles under seven years of age decreased by 8.1% whilst vehicles over nine years old remained the same. Trailers saw a decrease of 46.5% in those under seven years of age and those over nine-year-old decreased by 6.4%.

The above statistics are based on eight auctions and 1,577 total truck and trailer lots offered up to and including the 18th of March, 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.

The following graphs below firstly illustrate the average number of trucks 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.

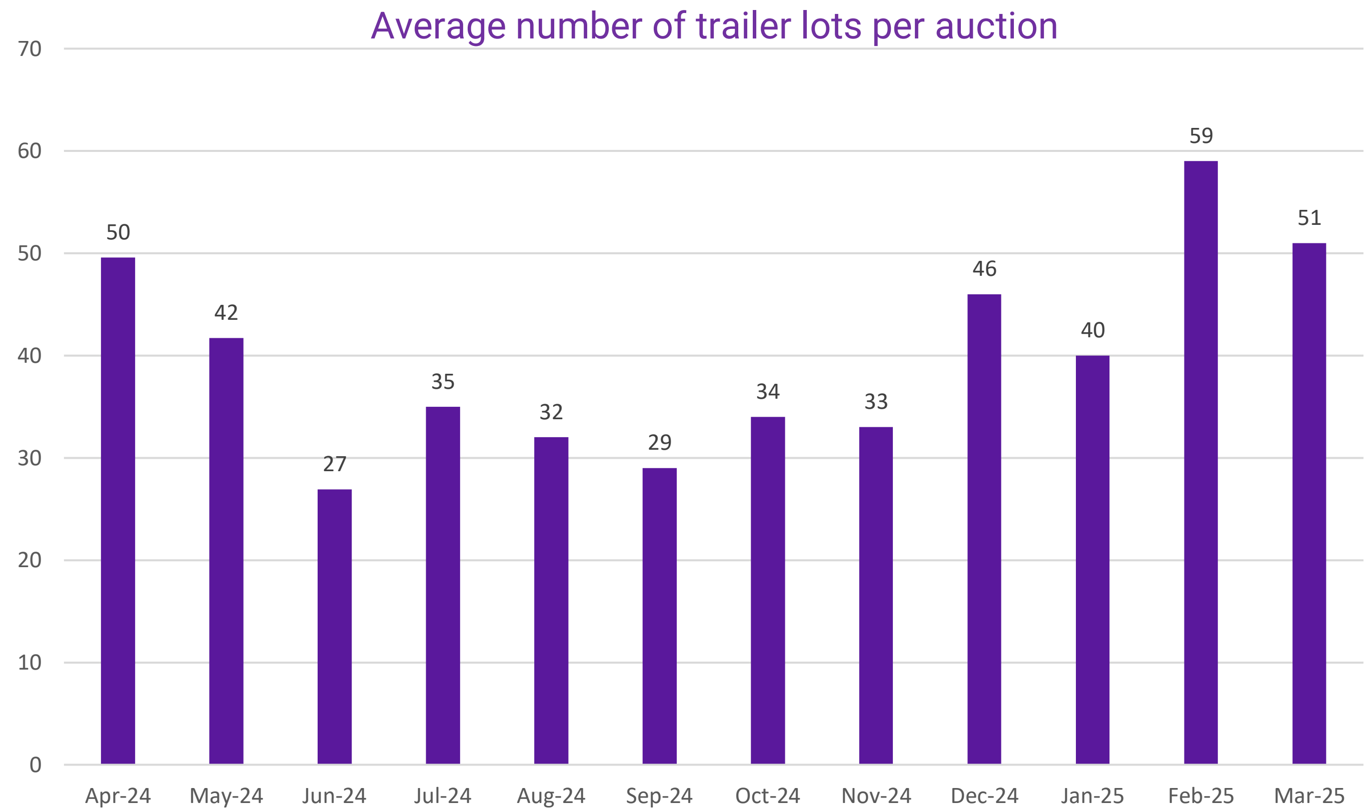

Average number of truck lots per auction
250
200
150
100
50
0
183
161
156
144
161
147
171
177
195
161
177
175
Apr-24
May-24
Jun-24
Jul-24
Aug-24
Sep-24
Oct-24
Nov-24
Dec-24
Jan-25
Feb-25
Mar-25

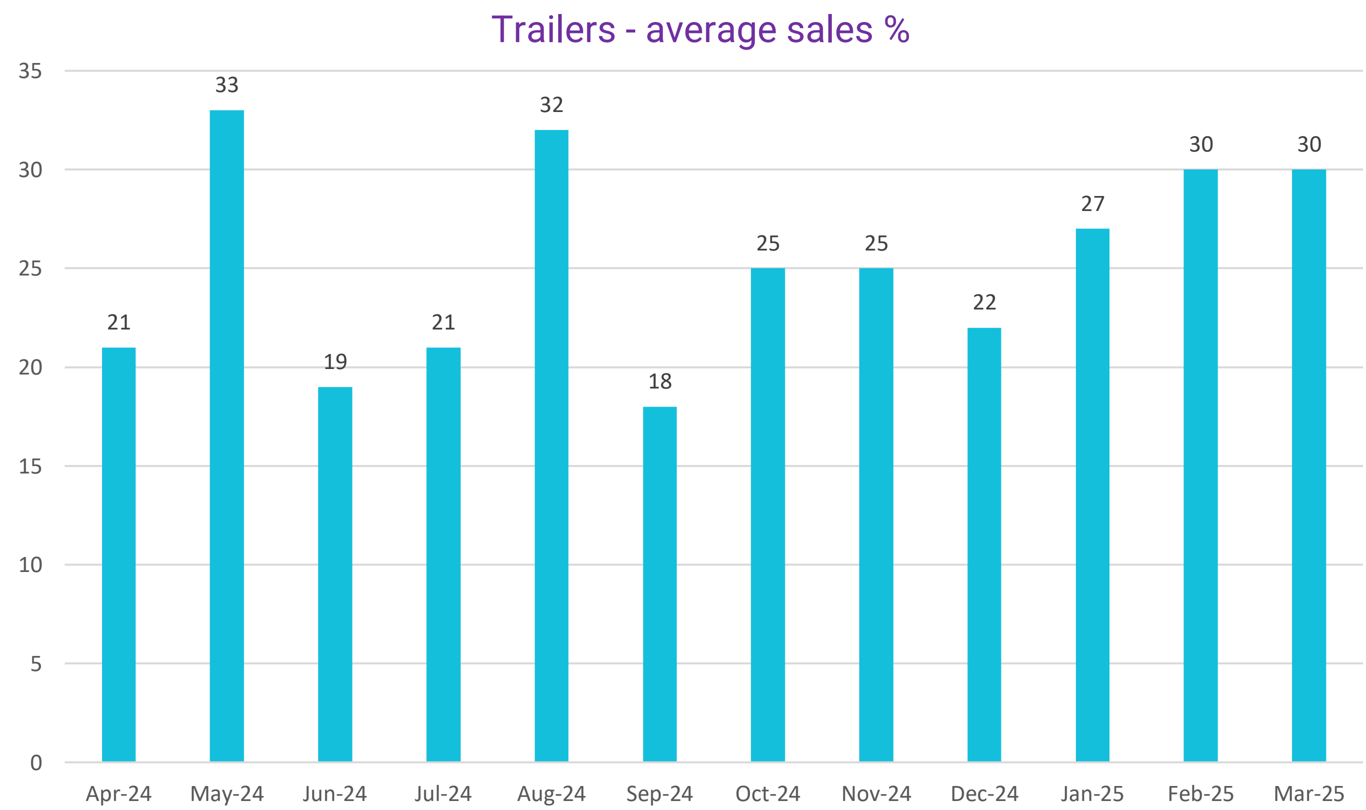

Trucks - Average sales %
45
40
35
30
25
20
15
10
5
0
36
42
32
36
42
36
36
33
32
37
39
42
Apr-24
May-24
Jun-24
Jul-24
Aug-24
Sep-24
Oct-24
Nov-24
Dec-24
Jan-25
Feb-25
Mar-25

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.





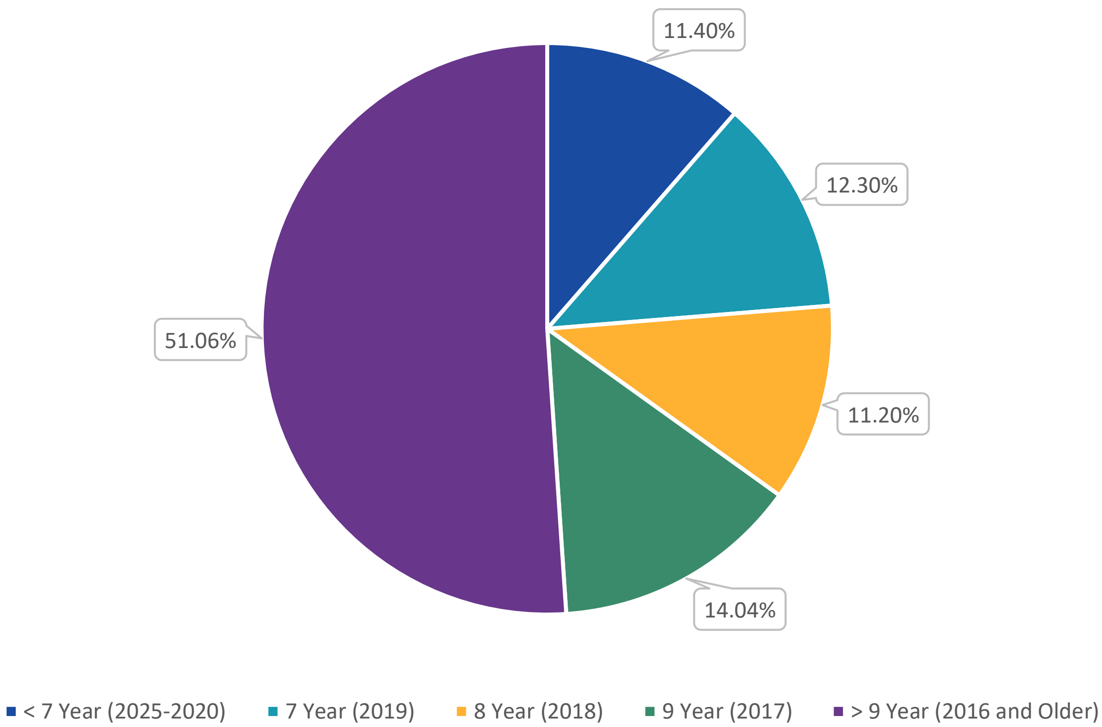
SOLERA Vehicle Solutions | cap hpi

Commercial editorial

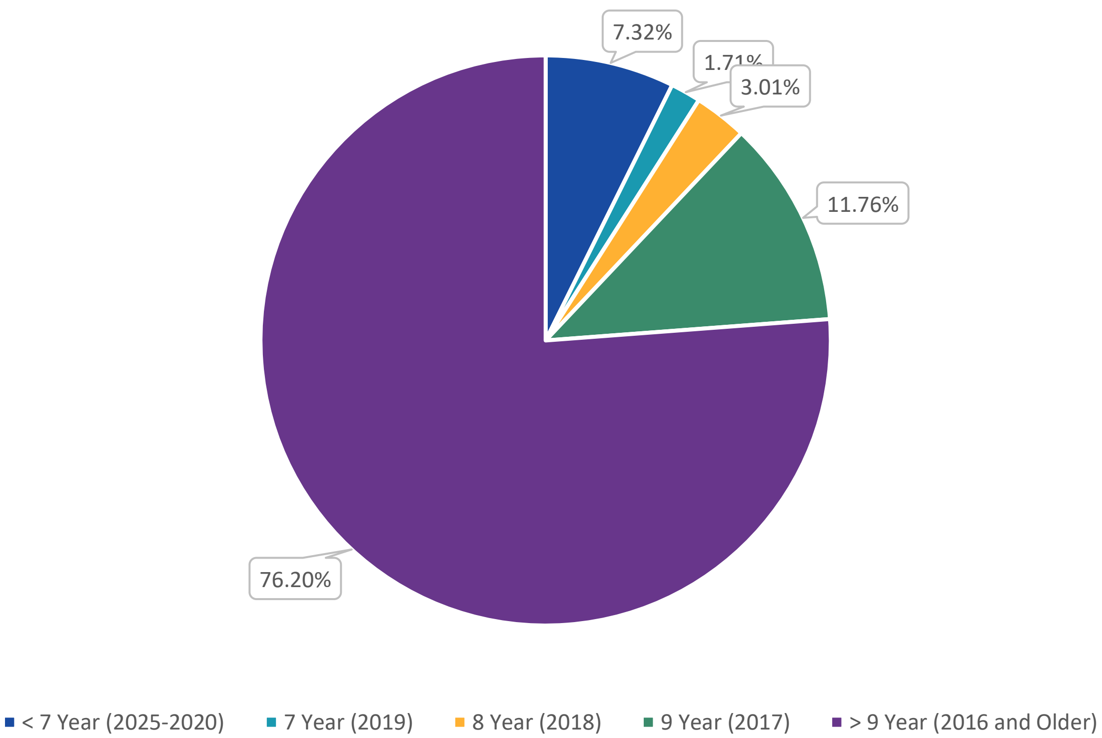
By cap hpi

The following illustrates the age profile of trucks and trailers seen at auctions during 2025. The age of entries shown as a percentage of the total truck and trailer lots viewed.

Truck auction lots by age

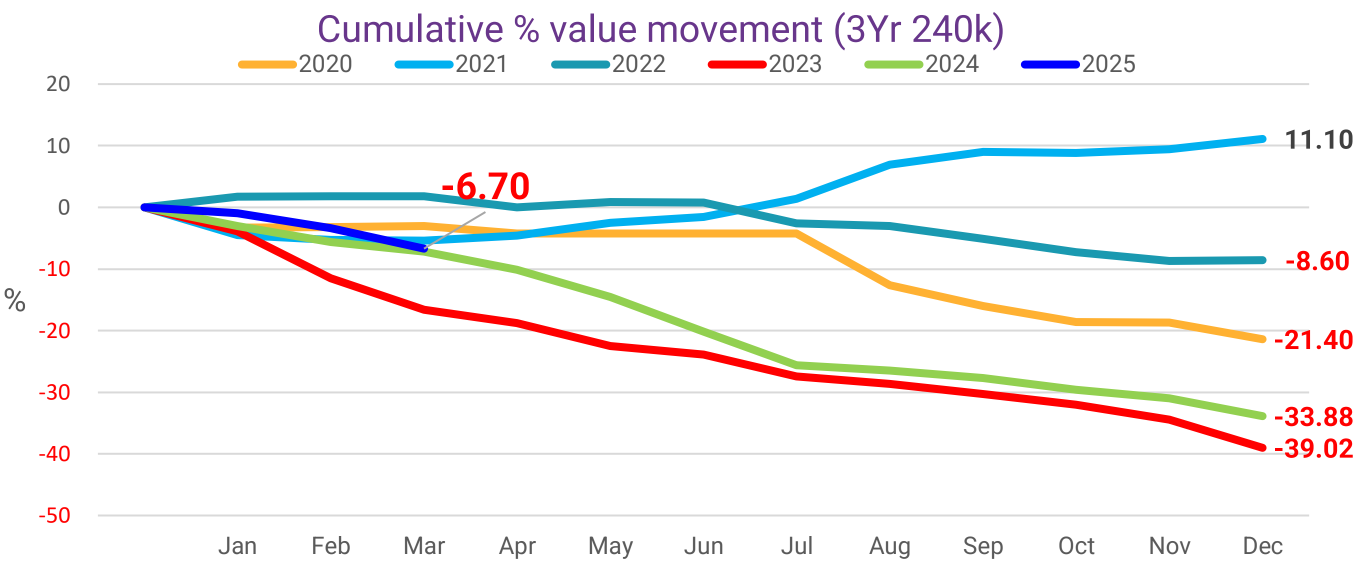


Trailer auction lots by age



Statistics for all the above graphs are correct up to and including 18th March 2025.

Finally, the following chart illustrates the cumulative % change in guide values over recent years up to the end of last month.



Sector Summary

7.5t to 12t vehicles - Euro 6

- Like last month. The values of some types have declined with a handful having increased but most values remain unchanged.

Most vehicles in this sector offered for sale continue to be over five years of age and of these only the best examples are finding buyers easily as condition and mileage is paramount in this sector. Older, clean, low mileage examples were receiving enthusiastic interest but that seems to have dwindled for some types, some of which grapple to find new homes at realistic values.

There are plenty of box vans available just now, including many youthful examples and whilst they are selling, quantities emerging at auctions appear to grow.

Beavertails and other specialist vehicles always attract consideration and subject to condition usually sell with ease. Tilt and slide recovery vehicles also usually arouse buyer scrutiny and there has been a good choice of 12 tonne crew cab MANs recently, but they are only selling in penny numbers. It is usually end users that are happy to bid aggressively to secure the one they want, but such buyers are currently thin on the ground.

Fridges, dependent on fridge model and body specification, continue to find buyers but with so many to choose from and buyers being more selective there are always plenty of examples left to circulate the auctions.

Tipper purchasers look to be coming out of hibernation as heightened curiosity is apparent and sales are proceeding much easier than in recent months with values of some climbing.

13t to 18t vehicles - Euro 6

- Values of several models have fallen, but many values remain stable.

There is still no lack of 18 tonne fridges on the market on a mixture of chassis and locating buyers is proving a little difficult, especially those with Frigoblok units, short bodies, or carrying bodies of uncommon manufacture.

Sufficient four to six-year-old DAF CF's, predominantly boxes and curtains, are appearing at auctions and many are selling, however increasing volumes are beginning to adversely affect values. Add to them good numbers of older 18 tonne DAF FA LF's and the choice of DAF vehicles to buy from is not insignificant. Other manufacturers are also represented, including a quota of Scania fridges from a wholesale distributer and Mercedes Antos from a supermarket chain.

Tidy boxes and curtains along with dropsides are selling, especially those with sleeper cabs, but anything below standard is being left to re-appear at subsequent auctions. Presently tippers are far less copious and are popular lots as they appear so too are late registered skip loaders, which are required to have extendable arms. Older skips are wrestling to gain interest, even so, good interest does not always manifest into a sale.

Iveco Stralis and DAF LF traffic management dropsides, with crash cushions, have been appearing of late, mostly being over ten years of age but with reasonable mileage. However, there have been some much newer examples available with low kilometres. Whilst not a best seller most of these highway dropsides do eventually sell but it is likely due to the vendor having realistic expectations.

Mobile libraries and exhibition units over are not common. Most that pop up tend to have low mileage for their age and providing the vehicles can easily be converted to mobile homes, car transporters, or similar interest is usually generated, and they often sell quickly.

Hotboxes are starting to become regular auction entrants with more seen last month. A 2022 71 plate day cab DAF FA LF.260 18 tonne example with only 34,000 kilometres sold for just over £38,000.

Another low mileage vehicle recently sold was a 2022 72 plate day cab DAF FA LF.260 18 tonne dropside with crane which had covered only 2,000 kilometres. It sold for £66,000.

A 2018 67 plate day cab DAF FA LF.250 18 tonne gully sucker with 81,00 kilometres attracted good interest and sold for £37,000. A similar 2019 19 plate DAF FA LF.230 with 283,000 kilometres sold for over £53,000.

Multi-wheelers - Euro 6

- Values of a few three and four axle vehicles have again declined a little with most values remaining unchanged. There are also a couple of increased values to record.

Three axle values have mainly held their own but older versions and those available in the greater quantities have lost value slightly. Four axle vehicles have also held value with the exception of a couple of models which have seen values drift a little. The values of DAF tippers. which have seen values fall of late, are starting to recover.

A small bundle of late registered boxes and curtains again proved popular auction entrants and most sold in line with expectations. Older examples continue to sell providing they are serviceable but there are plenty of untidy and undesirable specimens available which do not look like attracting acceptable bids any time soon.

Refuse trucks on both 6x2 and 6x4 chassis are less abundant and whilst the odd one sells occasionally fresh stock is only arriving in pace with the old stock securing buyers.

Commercial editorial

By cap hpi

A vehicle which garnered worthy attention was a 2021 21 plate 26 tonne day cab Mercedes Benz Arocs 2630K tipper grab with 52,000 kilometres which sold for £62,500.

A couple of other vehicles to catch the eye included a 2016 66 plate sleeper cab DAF FAX CF.480 8x2 Flat with Hiab X - Hipro 658 six extension crane and 372,000 kilometres which sold for £63,000. The other was a 2019 19 plate Volvo FMX420 8x2 day cab beavertail with 363,000 kilometres which sold for over £53,000.

Tractor units - Euro 6

- The values of most three axle models remain unchanged. There are a couple of value decreases along with a similar quantity of increases.
- The values of most 4x2's have also remained stable with just a few falls to note.

Despite being plentiful, vehicles continue to sell, and values have remained stable. The Values of a couple of 4x2 examples have declined a little, similarly 6x2 units also held their values with even the most numerous types performing to expectations during the month.

As there are so many 6x2 units to choose from buyers have become much more selective. They will happily snap up lower mileage vehicles without too much thought, but anything with over 500k kilometres is beginning to find it a little tougher and ones with much higher mileage are really struggling to muster any enthusiasm.

All marques are well represented with considerable numbers of fleet specification DAF CF and XF models, closely followed by Mercedes-Benz Actros, MAN and Volvo FH with Iveco, Renault and Scania currently being the less numerous.

Trailers

- Trailers – Values are largely unchanged, but some common types have seen values increase a little.

The number of trailers available decreased last month but sales have continued to materialise, seeing the values of most types climb. Boxes, curtains, and fridges have performed well of late, but the volume of flat trailers has increased adversely affecting their values.

Steady supplies of most types continue to enter the market, with most being over ten years of age. Euroliners have seen numbers increase a little recently, but they remain popular.

Double deck boxes remain difficult to move on, which could be said for the sizeable number of different specification tankers in the market at present.

Rob Smith
HGV Valuations Editor