Commercial editorial

By cap hpi

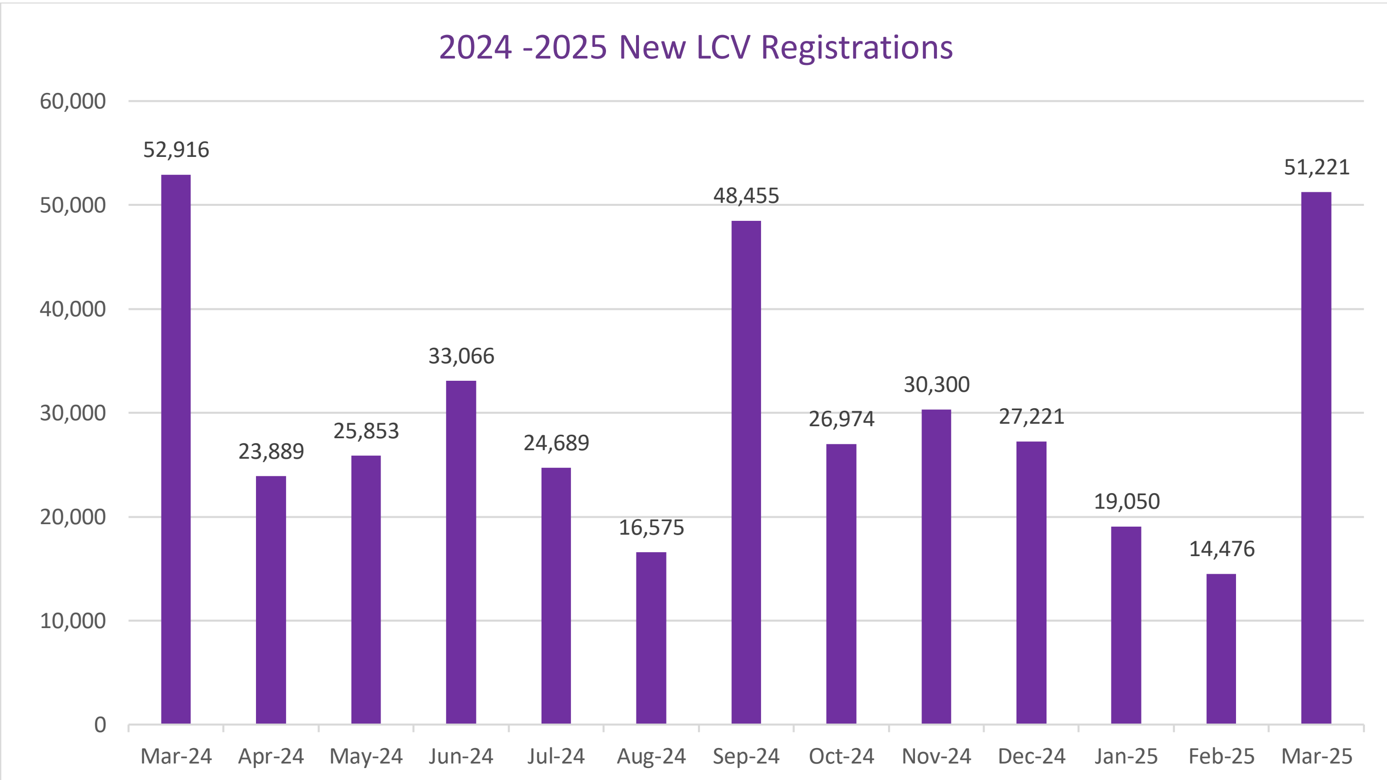
May 2025

LCV market overview

For what it's worth

March - New LCV Registrations – downward trend continues

The downward trend in new LCV registrations seems set to continue according to the latest figures from the SMMT. At 51,221, new registrations were down by around 3.2% (1,695) compared to March 2024. In the first quarter of this year, registrations were down by 10,065 compared to the same period last year.



Used LCV Market

Whilst the UK's economic outlook remains gloomy the used LCV wholesale market has gone from strength to strength over the past couple of months. Throughout April auction officials continued to report high first time conversion rates and strong performances against the guide prices, fuelled by a buoyant retail market.

As always, there was fierce competition for clean low mileage vehicles, arousing suspicion that some buyers might already have a sale lined-up. Higher mileage vehicles, exhibiting above average damage, continue to blight the market driving market prices downwards and forcing a wider gap between CAP Clean and CAP Below average prices.

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However, there does seem to be quite a strong appetite for lower-priced higher mileage vehicles, providing vendor margin aspirations are realistic.

No service history – no sale!

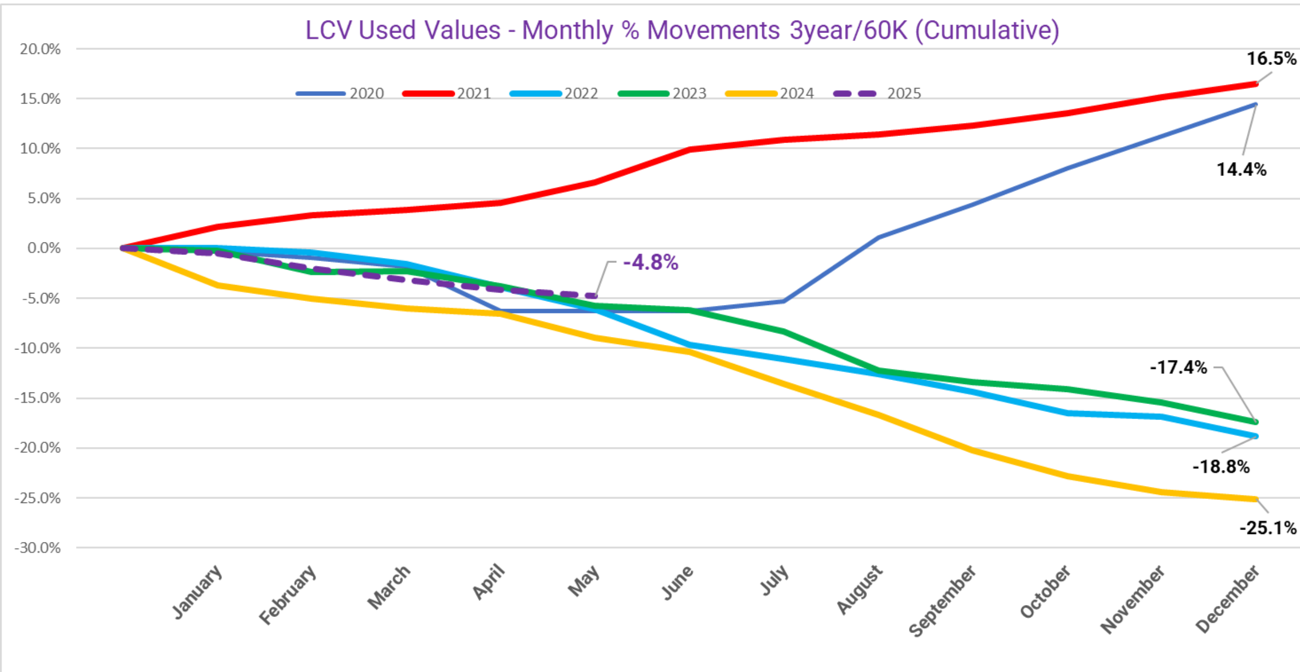
Mileage Band 000s	Sales Volume %
1-10K	2.4%
10-50K	28.1%
50-100K	42.5%
100-150K	19.9%
150-300K	7.1%

Taken from our April research data, around 63% of vehicles sold at auctions cover between 50,000 and 150,000 miles. Whilst modern vehicles are more durable and dependable than they have ever been, nonetheless, the risk of electrical and mechanical failure increases with usage.

It is hardly surprising that savvy trade buyers expect vehicles to have a fully documented service history. Service history is now more important than ever, as one of our auction contacts put it "no service history – no sale!"

Used light commercial vehicle cumulative guide price 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 the May 2025 edition of this guide, (-4.8%).



Guide price movements for May – all sectors 3 year/60K

All Powertrains - Overall Average Movement **-1.0%**
All Powertrains - 3year 60K Average Movement **-0.7%**

ICE Powertrain -Overall Average Movement **-0.4%**
ICE Powertrain - 3year 60K Average Movement **-0.5%**

BEV Powertrain -Overall Average Movement **-5.0%**
BEV Powertrain - 3year 60K Average Movement **-5.1%**

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Things to look out for in this edition

All Terrain Lifestyle/SUV sector

There has been a sharp downturn in market prices in this sector. On average, we have moved the guide prices down -7.1% with market leaders Ford Ranger and Toyota Hilux bearing the brunt. We have also made changes to the mileage depreciation rate of Ranger in order to reflect current market sentiment regarding higher mileage vehicles.

Battery Electric (BEV) sector

BEV sector market prices continued to fall last month as vendors accepted bids well below their reserve prices. MAXUS T90 EV guide prices have gone down by -7%, as unsold stock levels continue to build up in the market.

Large Van

There was an upturn in the demand for Large Vans last month which has resulted in a number of significant positive guide price movements. The following model ranges are particularly worthy of mentioning.

CITROEN RELAY E6 (16-24) VAN	+6.0%
FIAT DUCATO (19-24) VAN	+5.0%
M-B SPRINTER E6 (18-24) VAN	+5.0%
PEUGEOT BOXER E6 (16-) VAN	+4.0%
RENAULT MASTER E6 (19-) dCi VAN	+7.0%
RENAULT TRUCKS MASTER E6 (20-24) VAN	+7.0%
VAUXHALL MOVANO E6 (21-) VAN	+5.0%
VW CRAFTER (17- 24) VAN	+3.0%
IVECO DAILY E6 (14-20) VAN	+5.0%

VAT Qualifying sector

Due to a distinct downward trend in price performance we have been monitoring, we have moved the following Ford model ranges down by -8%. FORD TRANSIT CUSTOM KOMBI (12-17), FORD TRANSIT CUSTOM KOMBI E6 (16-18) and FORD TRANSIT CUSTOM TOURNEO (12-18)

Down -6% this month are the following Renault model ranges, RENAULT TRAFIC E6 (8-11 SEAT) VAT Q BUS (19-22) RENAULT TRAFIC [8-11 SEAT] VAT Q BUS (14-20) and RENAULT TRAFIC [8-11 SEAT] VAT-Q BUS (05-15)

We have also realigned the guide values of all model derivatives within the FORD TRANSIT CUSTOM TOURNEO (17-24) range, correcting the price differentials to reflect the attributes of each model. We then balanced the overall performance against current research data.

Indicative guide price movements by sector

Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
City Van	-1.0%	-1.0%	-1.0%	-0.9%	-1.0%
Small Van	-0.8%	-0.6%	-0.6%	-0.3%	-0.3%
Medium Van	-0.2%	0.4%	0.8%	1.3%	0.8%
Large Van	-0.3%	0.6%	0.4%	0.0%	0.9%
Chassis - Derived	-3.8%	-3.1%	-2.6%	-2.7%	-3.0%
All Terrain Lifestyle	-2.9%	-3.3%	-3.2%	-2.7%	-2.6%
All Terrain Workhorse	-0.4%	-0.6%	-0.6%	-0.4%	-0.4%
Mini-bus	-4.9%	-5.0%	-5.0%	-4.9%	-5.0%
Vat Qualifying	-2.0%	-3.0%	-3.6%	-2.7%	-1.9%

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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Indicative guide price movements by fuel types

Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	-1.5%	-0.5%	-0.4%	-0.5%	-0.5%
Petrol	-0.8%	-0.8%	-0.8%	-0.6%	-0.7%
Electric	-4.9%	-5.0%	-5.1%	-5.1%	-5.9%
Petrol/Plug-in Elec Hybrid	-1.7%			-0.9%	-1.0%
Electric Petrol Range Extender	-1.9%	-1.4%	-1.5%	-1.4%	-1.5%
Petrol/Electric Hybrid	-1.0%	-1.1%			

Indicative guide price movements by battery electric sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van			-3.9%	-3.9%	-4.3%
E Small Van	-5.7%	-4.6%	-6.0%	-5.3%	-6.7%
E Medium Van	-5.9%	-5.9%	-6.0%	-5.9%	-5.8%
E Large Van	-4.2%	-4.4%	-4.5%	-5.0%	-6.0%
E Chassis - Derived	-4.9%	-4.9%	-4.9%	-5.0%	-4.8%
E 4x4 Pick-up Lifestyle SUV	-14.4%	-14.3%			
E Mini-bus					-5.1%
E Vat Qualifying	-4.9%	-4.9%	-5.0%	-5.0%	-4.8%

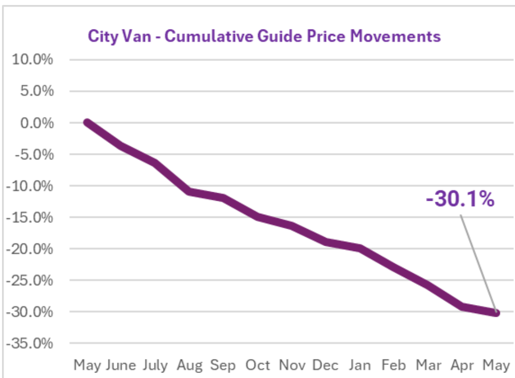
Best-selling City Vans by sales volume

42524	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-23)
45293	TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Leader Van [6 Speed] (19-23)
43639	FIESTA DIESEL (2018 - 2020) - 1.5 TDCi Van (18-20)
42521	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Van [6 Speed] (18-19)
34051	CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoFLEX Van [Start/Stop] (14-17)
26324	FIESTA DIESEL (2012 - 2017) - 1.5 TDCi Van (12-17)
42523	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Trend Van [6 Speed] (18-23)
41923	CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoTEC Van [Start/Stop] (17-18)
24217	NEMO DIESEL (2008 - 2017) - 1.3 HDi Enterprise [non Start/Stop] (11-16)
38345	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 95ps Trend Van (16-18)

City van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT	-1.0%	-1.0%	-1.0%	-0.9%	-1.0%
FORD	-1.0%	-1.0%	-1.1%	-0.9%	-0.9%
TOYOTA	-1.0%	-1.1%	-0.9%		

Sector market share	2.2%
Average guide price movement	-1.0%
Rolling year cumulative movement	-30.1%



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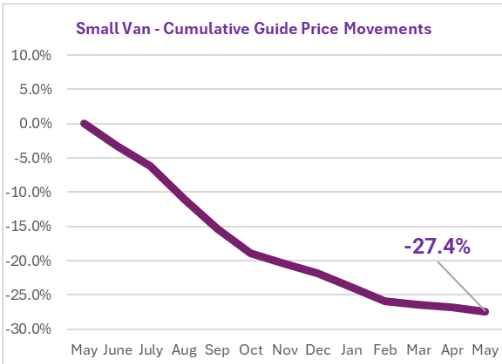
Best-selling Small Vans by sales volume

44398	PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Van (19-21)
44218	COMBO CARGO L1 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)
42534	TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 120ps Limited Van (18-21)
44219	COMBO CARGO L2 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)
38515	PARTNER L1 DIESEL (2015 - 2018) - 850 1.6 BlueHDi 100 Professional Van [non SS] (16-18)
44515	BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise 100ps (19-21)
18445	BERLINGO L1 DIESEL (2008 - 2018) - 1.6 HDi 625Kg Enterprise 75ps (10-16)
18573	DOBLO CARGO SWB DIESEL (2010 - 2014) - 1.3 Multijet 16V Van Start Stop (10-14)
11464	COMBO DIESEL (2001 - 2011) - 1700 1.3CDTi 16V Van [75PS] (06-11)
42529	TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 75ps Van (18-19)

Small van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	0.1%	1.0%	1.0%	1.0%	1.0%
FIAT	-1.0%	-1.0%	0.8%	1.7%	1.5%
FORD	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MERCEDES-BENZ	-1.0%	-1.1%		-1.0%	-0.9%
NISSAN	-1.0%	-1.0%	-0.9%	-1.0%	-0.9%
PEUGEOT	-1.0%	-1.0%	-1.0%	-1.1%	-1.0%
RENAULT	-1.0%	-1.0%	-2.0%	-3.0%	-1.7%
TOYOTA	-2.4%	-3.0%	-2.9%	-3.1%	-2.9%
VAUXHALL	-0.4%	0.0%	0.0%	0.0%	0.0%
VOLKSWAGEN	0.0%	0.0%	0.0%	0.4%	1.0%



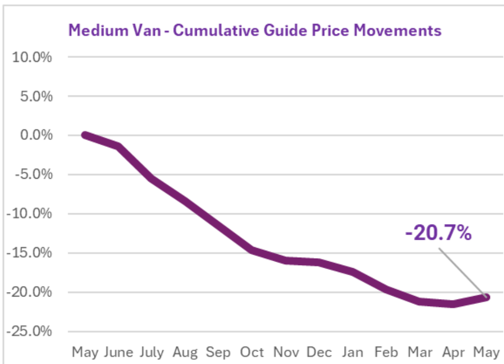
Sector market share	18.1%
Average guide price movement	-0.6%
Rolling year cumulative movement	--27.4%

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)
42077	TRANSIT CUSTOM 300 L2 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
44446	TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Leader Van (19-23)
42069	TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
45851	VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Dynamic H1 Van (19-22)
44322	VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Sportive H1 Van (19-22)
39597	EXPERT STANDARD DIESEL (2016 - 2024) - 1400 2.0 BlueHDi 120 Professional Van (16-21)
39359	DISPATCH M DIESEL (2016 - 2024) - 1400 2.0 BlueHDi 120 Van Enterprise (16-21)
45124	TRAFIC LWB DIESEL (2019 - 2022) - LL30 ENERGY dCi 120 Business+ Van (19-22)
24462	VIVARO LWB DIESEL (2006 - 2014) - 2.0CDTI [90PS] ecoFLEX Van 2.9t [Speed Limiter] (12-14)

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	-3.1%	-2.5%	-2.0%	-1.0%	-1.0%
FORD	-3.0%	-0.2%	1.0%	1.0%	1.0%
MAXUS	-1.1%				
MERCEDES-BENZ	2.9%	3.0%	3.0%	0.9%	0.8%
NISSAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
PEUGEOT	1.2%	3.0%	3.0%	3.2%	3.0%
RENAULT	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
RENAULT TRUCKS UK	-1.1%	-1.0%	0.0%		
TOYOTA	-1.0%	-1.0%	-0.9%	-1.0%	-1.0%
VAUXHALL	6.3%	11.7%	12.0%	9.7%	6.7%
VOLKSWAGEN	3.0%	2.9%	2.9%	3.0%	1.1%



Sector market share	35.2%
Average guide price movement	-0.8%
Rolling year cumulative movement	-20.7%

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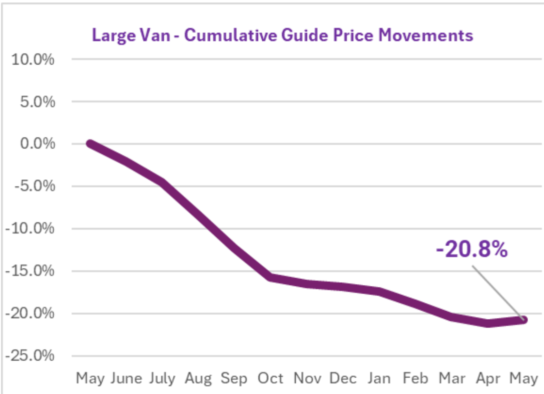
Best-selling Large Vans by sales volume

44606	TRANSIT 350 L3 DIESEL RWD (2019 —) - 2.0 EcoBlue 130ps H3 Leader Van (19-24)
55899	DELIVER 9 LWB DIESEL FWD (2020 —) - 2.0 D20 150 High Roof Van (21-)
44585	TRANSIT 350 L3 DIESEL FWD (2019 —) - 2.0 EcoBlue 130ps H2 Leader Van (19-24)
44275	RELAY 35 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Van 140ps Enterprise (19-23)
49238	SPRINTER 315CDI L2 DIESEL RWD (2020 —) - 3.5t H2 Progressive Van (20-)
42947	SPRINTER 311CDI L3 DIESEL RWD (2018 - 2020) - 3.5t H2 Van (18-20)
49244	SPRINTER 315CDI L3 DIESEL RWD (2020 —) - 3.5t H2 Progressive Van (20-)
44591	TRANSIT 350 L3 DIESEL FWD (2019 —) - 2.0 EcoBlue 130ps H3 Leader Van (19-24)
45311	BOXER 335 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Professional Van 140ps (19-22)
37909	TRANSIT 350 L3 DIESEL RWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)

Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	2.2%	4.9%	5.0%	4.9%	5.0%
FIAT	3.0%	3.9%	3.9%	3.9%	3.5%
FORD	0.0%	0.0%	0.0%	0.0%	0.0%
IVECO	-4.1%	-5.9%	-5.9%	-5.9%	-5.6%
LDV					-0.9%
MAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MAXUS	-3.0%	-2.8%	-3.0%	-3.1%	-3.1%
MERCEDES-BENZ	2.0%	4.0%	3.9%	3.8%	3.8%
NISSAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
PEUGEOT	1.4%	3.0%	3.0%	2.9%	2.9%
RENAULT	5.1%	11.2%	11.3%	11.2%	11.2%
RENAULT TRUCKS UK	5.9%	6.0%	5.9%	4.8%	4.8%
TOYOTA	-1.0%				
VAUXHALL	2.3%	3.9%	1.3%	0.9%	0.0%
VOLKSWAGEN	1.2%	2.0%	2.0%	2.0%	2.0%



Sector market share	18.8%
Average guide price movement	-0.4%
Rolling year cumulative movement	--20.8%

Best-selling All Terrain Lifestyle/SUV by sales volume

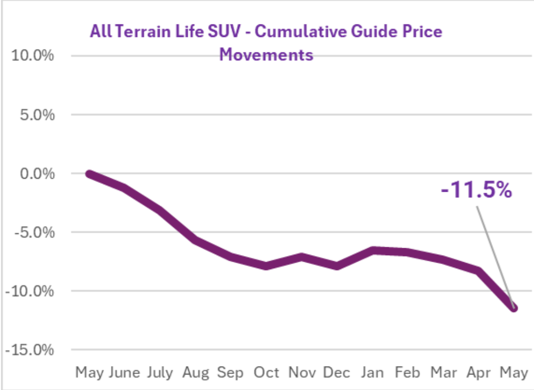
44067	RANGER DIESEL (2019 - 2022) - Pick Up Double Cab Wildtrak 2.0 EcoBlue 213 Auto (19-22)
35006	RANGER DIESEL (2015 - 2019) - Pick Up Double Cab Wildtrak 3.2 TDCi 200 Auto (15-19)
45404	NAVARA SPECIAL EDITION (2018 - 2022) - Double Cab Pick Up N-Guard 2.3dCi 190 TT 4WD Auto (19-22)
39511	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD Auto (16-19)
56276	RANGER DIESEL (2022 —) - Pick Up Double Cab Wildtrak 2.0 EcoBlue 205 Auto (22-)
45402	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD Auto (19-22)
45494	L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 Barbarian X 4WD Auto (19-21)
49099	HILUX DIESEL (2020 —) - Invincible X D/Cab Pick Up 2.8 D-4D Auto (20-24)
35282	L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Warrior 4WD (15-19)
35285	L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Barbarian 4WD Auto (15-19)

Commercial editorial

By cap hpi

All Terrain Life/SUV- guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT			-1.1%	-1.0%	-0.8%
FORD	-5.0%	-4.9%	-5.6%	-6.9%	-8.6%
GREAT WALL					-1.2%
ISUZU	-1.9%	-1.9%	-2.0%	-2.1%	-2.0%
KGM	-1.0%				
MAXUS	-1.1%				
MERCEDES-BENZ				0.9%	1.1%
MITSUBISHI				-3.1%	-2.9%
NISSAN			-2.9%	-3.0%	-3.0%
SSANGYONG	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
TOYOTA	-4.0%	-4.0%	-3.9%	-2.5%	-2.3%
VOLKSWAGEN	-2.9%	-3.0%		-3.0%	-3.0%



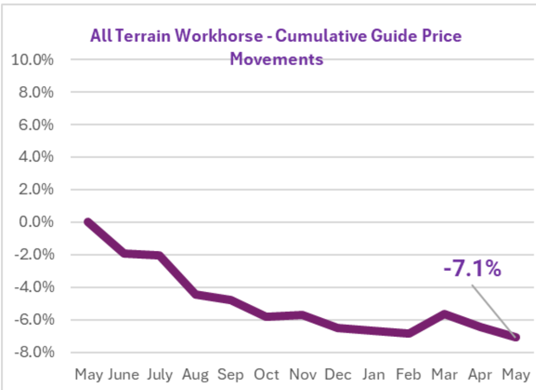
Sector market share	13.2%
Average guide price movement	-7.1%
Rolling year cumulative movement	--11.5%

Best-selling All Terrain Workhorse by sales volume

38351	HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D (16-20)
51383	HILUX DIESEL (2020 —) - Active D/Cab Pick Up 2.4 D-4D (20-24)
38347	HILUX DIESEL (2016 - 2020) - Active Pick Up 2.4 D-4D (16-19)
45873	L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 4Life 4WD (19-21)
38349	HILUX DIESEL (2016 - 2020) - Active Extra Cab Pick Up 2.4 D-4D (16-20)
51475	DISCOVERY DIESEL (2020 —) - 3.0 D300 HSE Commercial Auto (20-21)
51474	DISCOVERY DIESEL (2020 —) - 3.0 D300 SE Commercial Auto (20-24)
34428	DISCOVERY DIESEL (2013 - 2019) - SE Commercial Sd V6 Auto (15-19)
35280	L200 DIESEL (2015 - 2019) - Double Cab DI-D 151 4Life 4WD (15-19)
51518	D-MAX DIESEL (2020 —) - 1.9 Utility Double Cab 4x4 (20-)

All Terrain Workhorse - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-0.9%	-1.0%	-0.9%	-1.1%	-0.9%
FORD	-1.1%	-0.9%	-1.0%	-1.1%	-1.0%
INEOS	-0.9%				
ISUZU	-1.0%	-1.0%	-1.0%	-1.0%	-0.7%
LAND ROVER	0.0%	0.0%	0.0%	-0.3%	-0.9%
MITSUBISHI				-1.0%	-1.0%
NISSAN			-1.0%	-1.0%	-0.9%
SSANGYONG					-0.9%
SUZUKI	-1.0%	-1.2%	-1.0%	-1.2%	
TOYOTA	-0.9%	-1.0%	-1.0%	0.1%	0.3%



Sector market share	1.7%
Average guide price movement	-0.8%
Rolling year cumulative movement	-7.1%

Ken Brown
LCV Valuations Editor

Commercial editorial

By cap hpi

May 2025

HGV market overview

The average number of trucks available at auctions increased last month, but on-the-day sales fell away a little, however, there continued to be plenty of activity and buyers were spending. There is an abundance of stock available currently, but as sales flow, stock volume are not presently a major issue, but that could change at any moment should sales falter.

A good number of company de-fleets have been noted, especially so in the quantity of tractor units being entered into auctions by distribution contractors and general hauliers. One high street retailer appears to be in the midst of renewing their fleet as there has been plenty of their equipment available, primarily 4x2 tractor units and 7.5 tonne boxes. Royal Mail also continues to supply mainly 7.5 tonne boxes and 6x2 tractor units into the market.

Manufacturers report continued good sales, but as they are the ones controlling much of their used stock, it would be expected that their sales would be good due to the newer nature of much of their products and their ability to offer strong warranties and aftersales support.

Many traders seem to be just a little quieter as we entered the Easter holidays and with upcoming holidays on the horizon, perhaps trade will just quieten slightly for a short while.

Used truck and trailer statistics.

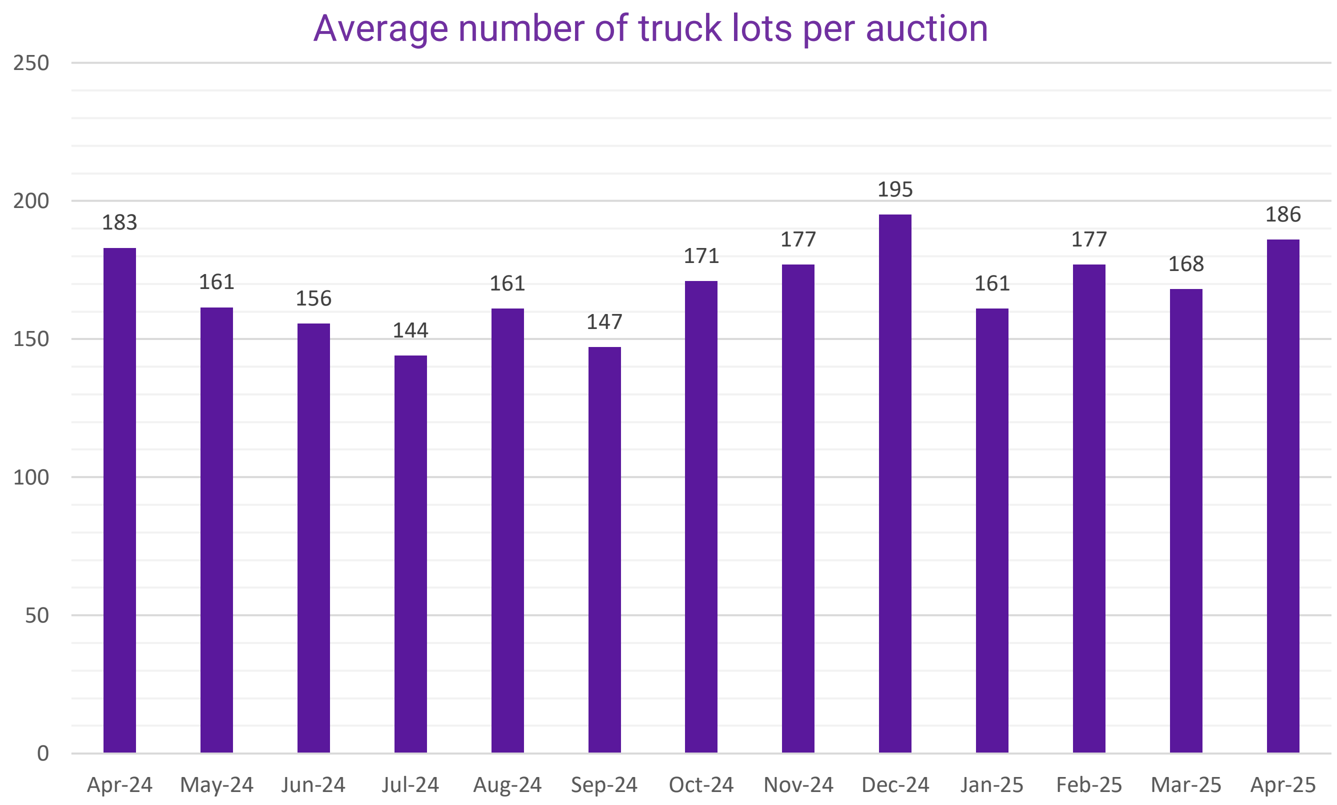
Over the last month the average number of truck entries at auctions increased by 10.7%, whilst the number of on-the-day sales decreased by 16.3%. Sales were the same as in April last year when the average number of entries per auction was 1.6% less than this year.

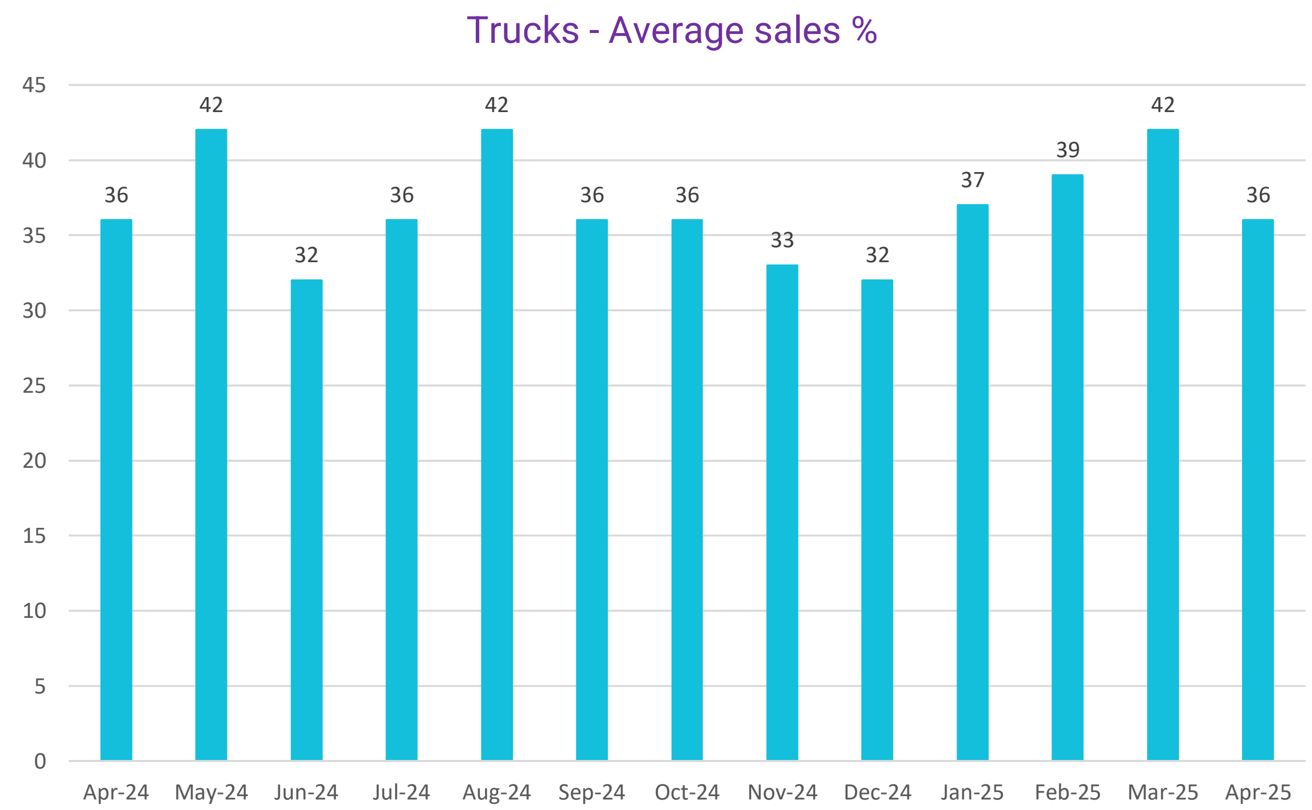
Trailer entries have stayed the same as last month, and sales increased by 7.1%. Sales were 42.8% greater than last April when the average number of entries was 8.7% more than this year.

Over the previous month the number of vehicles under seven years of age increased by 0.7% whilst vehicles over nine years old increased by 0.5%. Trailers saw an increase of 15.7% in those under seven years of age and those over nine-year-old increased by 1.0%.

The above statistics are based on seven auctions and 1,177 total truck and trailer lots offered up to and including the 14th 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.

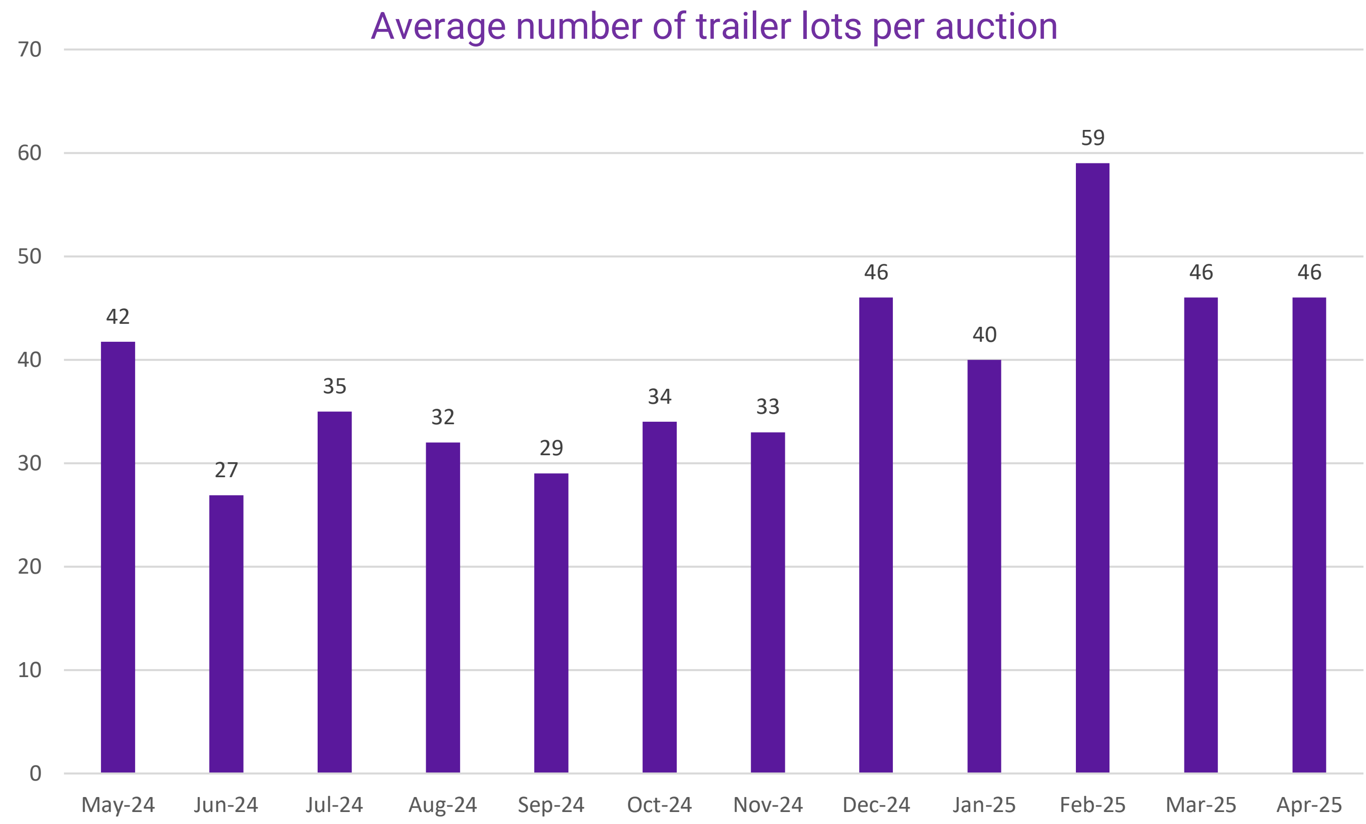

Average number of truck lots per auction
250
200
150
100
50
0
183
161
156
144
161
147
171
177
195
161
177
168
186
Apr-24
May-24
Jun-24
Jul-24
Aug-24
Sep-24
Oct-24
Nov-24
Dec-24
Jan-25
Feb-25
Mar-25
Apr-25

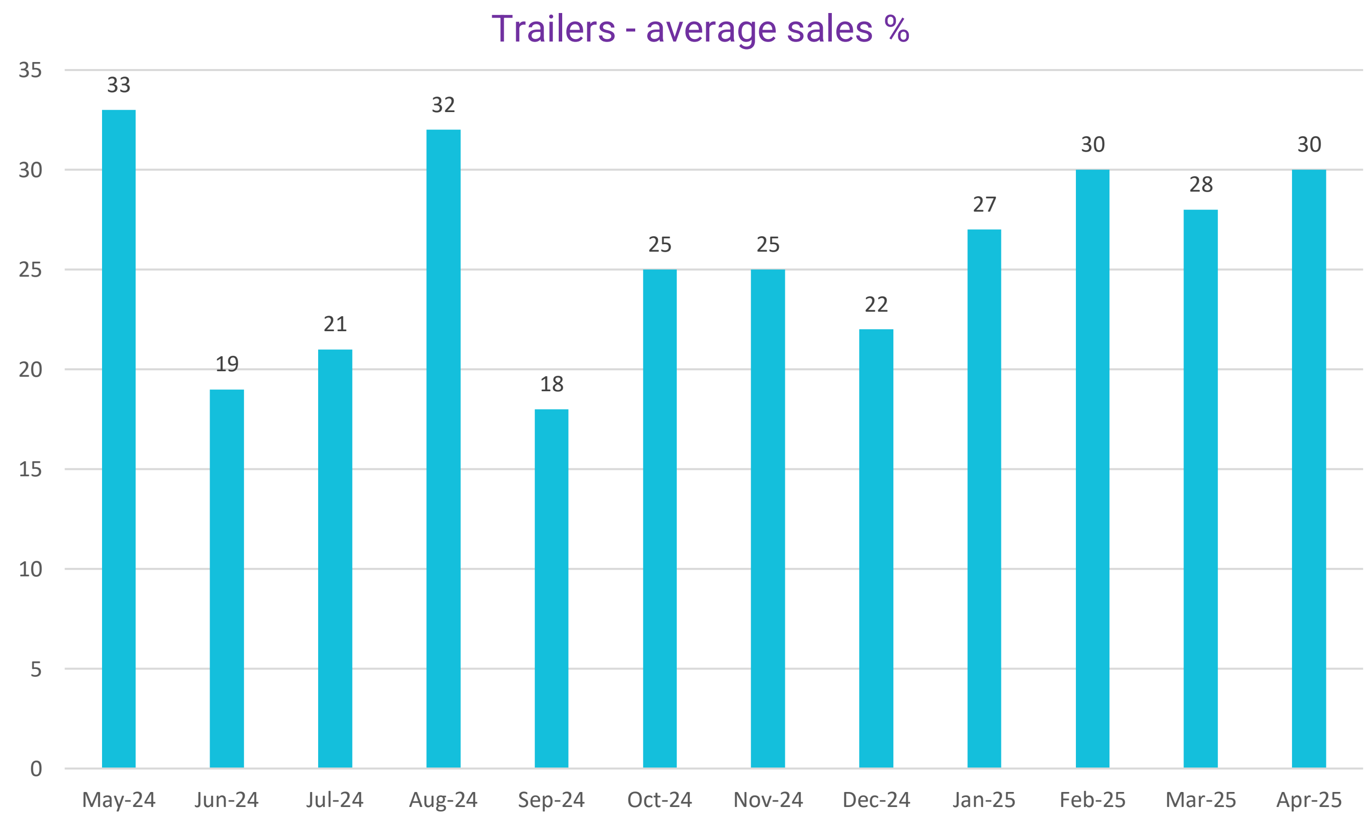

Trucks - Average sales %
45
40
35
30
25
20
15
10
5
0
36
42
32
36
42
36
36
33
32
37
39
42
36
Apr-24
May-24
Jun-24
Jul-24
Aug-24
Sep-24
Oct-24
Nov-24
Dec-24
Jan-25
Feb-25
Mar-25
Apr-25

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.



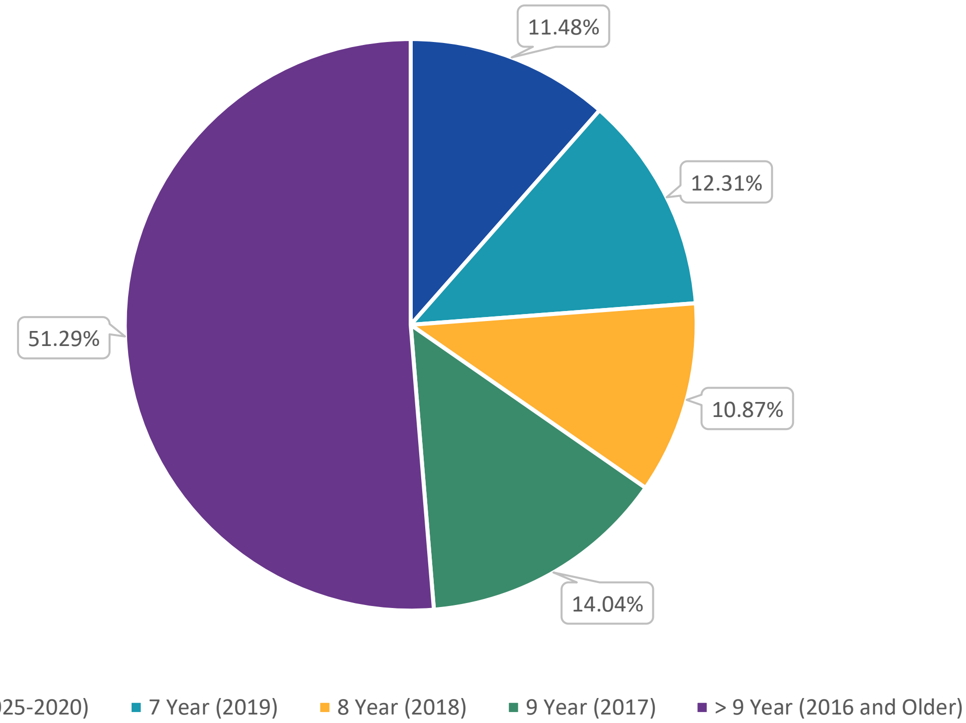


Commercial editorial

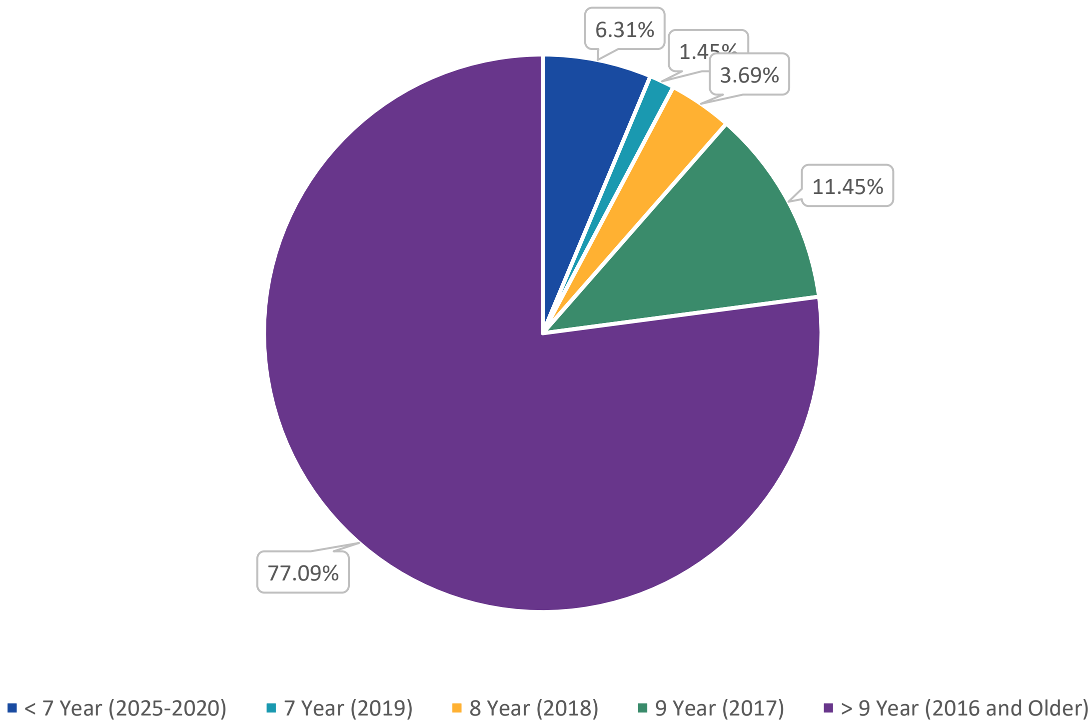
By cap hpi

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

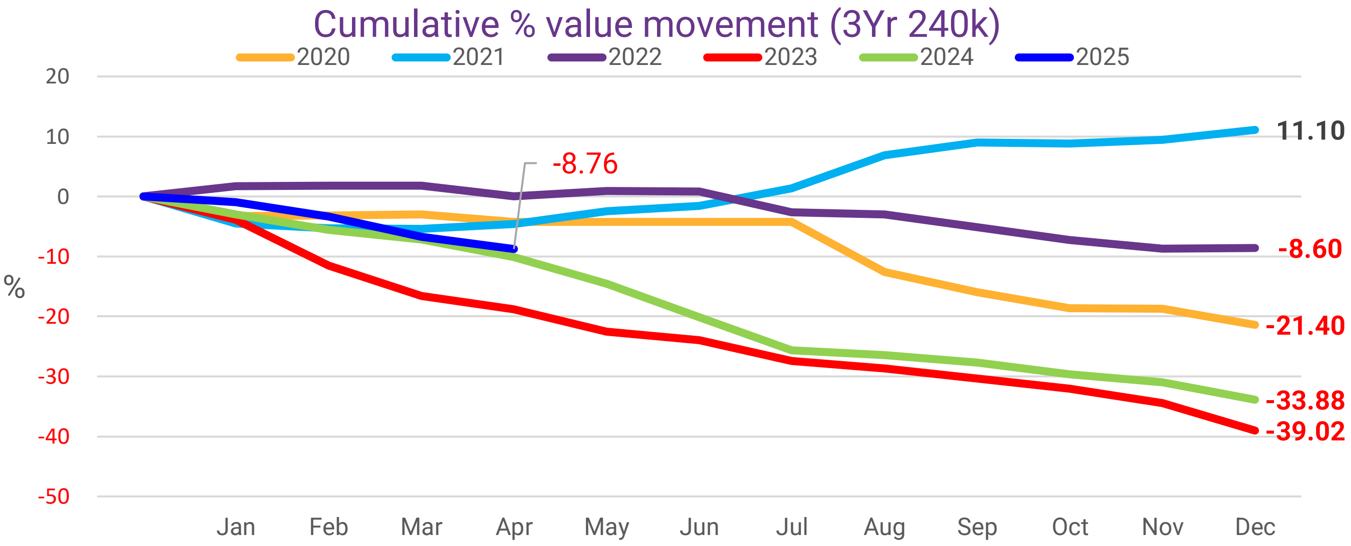


Commercial editorial

By cap hpi

Statistics for all the above graphs are correct up to and including 14h 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

- The values of just a couple of models have reduced as most values remain stable.

The 7.5 tonne sector continues to be steady despite plenty of stock available, especially boxes which are predominantly DAF and Iveco.

Tidy boxes and curtains are selling but values are nothing to shout home about with no preference being noted for sleeper or day cabs. Anything under par often re-appears at several auctions and can subsequently struggle to provoke any real interest.

Skips remain easily available and whilst many remain unsold, those that do sell need to be ready to work. Dropsides on the other hand are in demand and their values remain steady. Other derivatives are selling but sales values are dependent on the chassis body combination with some manufacturer's products selling easily, whilst others are experiencing a little more difficulty.

Fridges should be coming back into fashion around now and that will help those which are currently available, most of which are DAF LF's, but other manufacturers products are readily available.

Tippers are currently less copious, especially those with grabs which are scarce. The result is that they generate good interest and strong bidding when they appear, but strong interest does not always result in a sale.

Car Transporters have been selling well of late. A couple of examples to mention are a 2019 69 plate MAN TGL 12.220 BL crew cab tilt and slide from a well-known recovery operator with 580,000 kilometres which sold for £44,500. A 2018 18 plate day cab Isuzu N75.190 tilt and slide with 236,000 kilometres sold for £17,500.

Commercial editorial

By cap hpi

13t to 18t vehicles - Euro 6

- Values of just a few models have fallen, with most values remaining unchanged.

Values in this sector are behaving like those of their smaller sisters, and possibly for the same reasons. Increased stocks, but affordability.

DAF LF Fridges remain available in abundance from several sources and are struggling to find new homes, especially the older ones. Those with less desirable Frigoblock fridge units or carrying less common bodies are really finding it tough and the values of many are declining, whereas other manufacturers are not suffering from overcapacity in the market and their values remain largely unchanged.

Crash cushion vehicles are also becoming more numerous. Some bright fresh examples are available, but sales are slow possibly due to the lack of work for such vehicles at present.

Several DAF LF 14 tonne and 18 tonne chassis from a well-known bottled gas supplier have recently appeared and proved to be popular entries.

A couple of removal vans attracted little attention when they appeared for sale. This often occurs with such vehicles as age, mileage, and often condition usually conspire against them making them unattractive propositions.

A couple of older fire engines have been noted but these also produce little interest so unless someone has a genuine use for one, they usually sell for parts.

Sweepers are not common auction entries and those that do appear tend to be several years old. However, a recent entrant was a 2020 71 plate 15 tonne Volvo FL250 left hand drive Bucher dual brush sweeper with 166,000 kilometres and 3,689 hours which sold for £64,000

Hot boxes remain readily available, and the best of the recent crop was a 2021 21 plate 18 tonne DAF FA LF260 with 55,000 kilometres which sold for £34,500.

Multi-wheelers - Euro 6

- Values of most three axle vehicles have declined whereas only a few four axle values having dropped.

Three axle vehicles have seen values fall as stocks have increased quicker than demand, so values are falling.

8x4 tipper values have remained largely unchanged, as have most other four axle values, the exception being a couple of hook loaders and platforms which have seen values drift slightly.

Both 6x4 and 8x4 tipper grabs are in demand and create strong interest as they appear at auction and with 6x4 examples being scarce by comparison bids for them can often be close to those for 8x4 examples.

A vehicle that attracted much greater attention was a 2019 19 plate Volvo FE320 6x2 day cab construction rig with 84,000 kilometres and featuring such equipment as a Palfinger PK19.001 crane, an Orteco HD800 piledriver an invertor and 360 cameras which sold for £82,000.

Another which generated strong bidding was a 2017 67 plate Space cab DAF FAX CF440 8x2 flat with hefty Palfinger PK63002EH crane and 442,000 kilometres. It sold easily for £68,000.

Alternative fuel vehicles just aren't getting any traction in the used market at present. This was clear when a CNG powered 2023 23 plate 6x2 day cab Iveco S-Way AD260S40Y/PS with just 37,000 kilometres appeared and it sold for just £15,000.

Commercial editorial

By cap hpi

Tractor units - Euro 6

- The values of almost all three axle models remain unchanged.
- The values of most 4x2's have fallen a little.

Little new to report other than whilst there is still plenty of stock around values of 6x2 models have remained stable. The values of a 4x2 examples have declined a little.

Fleet specification DAF and Mercedes-Benz Actros are the most numerous of offerings, closely followed by Volvo FH and whilst they continue to be available in such numbers their values are holding steady. Many other models are readily available, but these too are selling at expected values.

High specification tractor units and 6x4 tractor units are far less common and continue to sell well as they appear.

Trailers

- Trailers – Values remain unchanged.

Skeletals and flats continue to sell steadily, and over the last month there has been increased interest in boxes and curtains.

Most other types are struggling to generate genuine interest, but values remain steady.

Whilst the run of the mill trailers are experiencing mixed fortunes at auctions, specialist trailers are still attracting strong interest. One example being a 2017 Montracon triaxle machinery carrier which quickly sold for £17,250.

A 2022 Kelberg 4 axle extendable machinery carrier was the star of the trailer section at one auction. It had BPW axles, two self-tracking rear axles, double flip ramps and powered outriggers but it failed to sell for a best offer of £50,000

Rob Smith
HGV Valuations Editor